

INDUSTRY PAYMENTS ANALYTICS



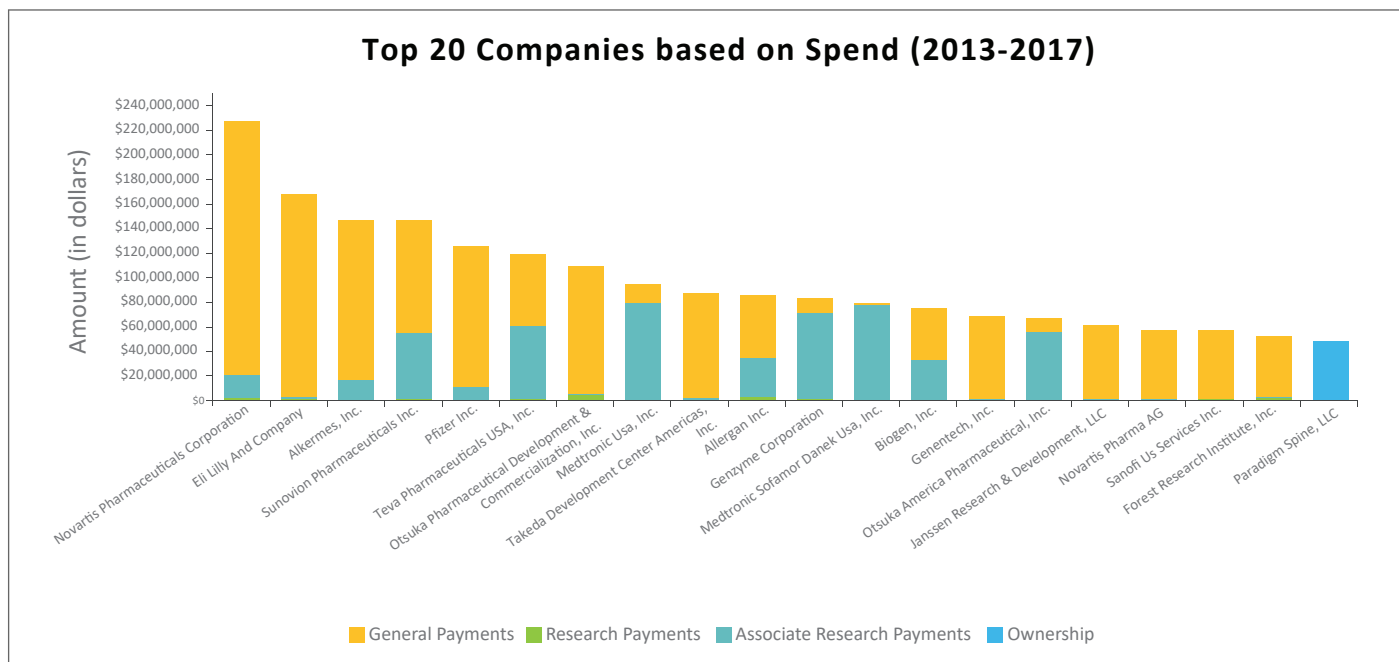
Payments Insights & Trends for Sunovion Pharmaceuticals

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Industry Overview

Life Sciences companies need to track HCP Payments to get an understanding of average spends on HCPs, competitor affiliations and overall HCP utilization for different engagements. This can provide valuable insights to plan strategic KOL initiatives and engagements. Payments Analytics uses Open Payments data and creates insightful reports around the industry-HCP engagements.

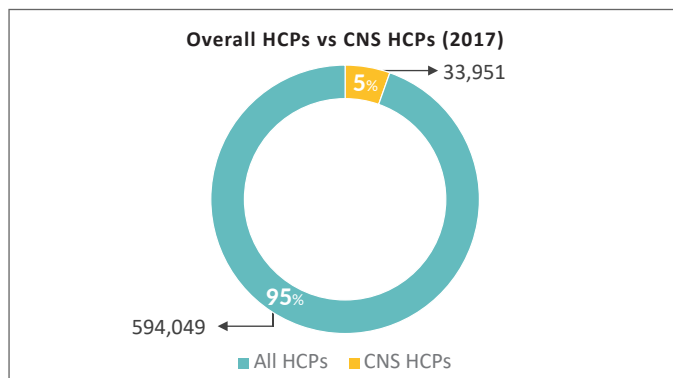
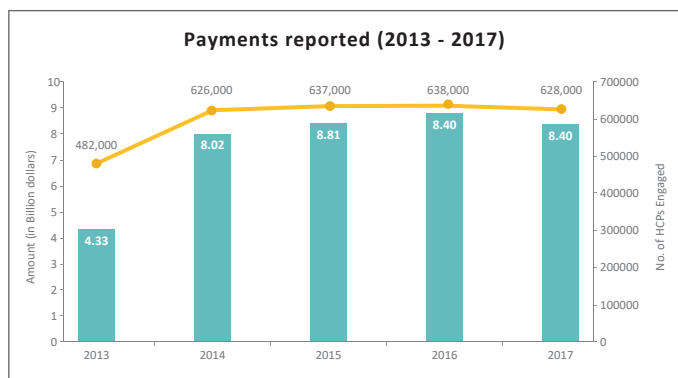
An overview of the top 20 Life Sciences companies and their spend (2013-2017)



Sunshine Act and its Significance for Life Sciences Companies

The Physician Payments Sunshine Act (PPSA) requires medical product manufacturers to disclose to the Centers for Medicare and Medicaid Services (CMS) any payments or other transfers of value made to physicians or teaching hospitals. It also requires certain manufacturers and group purchasing organizations (GPOs) to disclose any physician ownership or investment interests held in those companies.

Life Sciences companies payments trends (2013-2017)



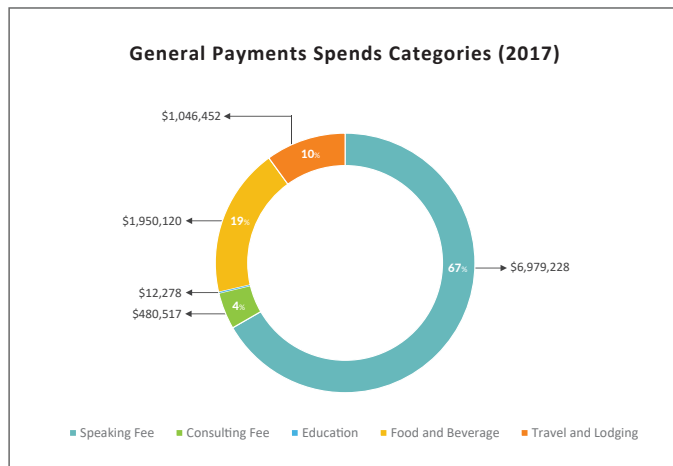
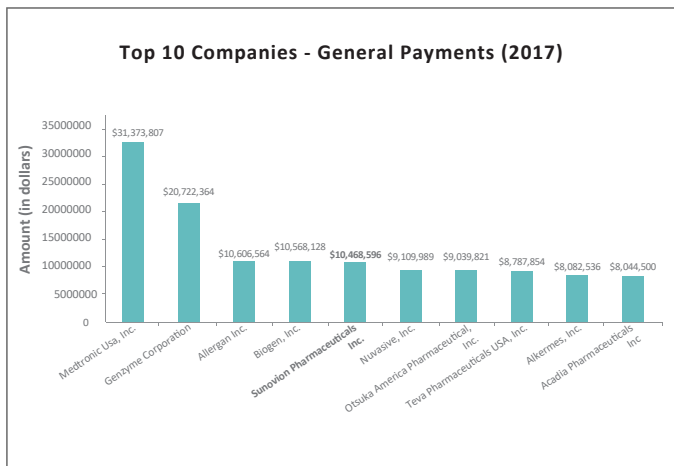
In 2017, Life Sciences companies spent \$8.40 billion on 628,000 HCPs.

8.6% (\$725 million) of the overall Payments was made to 5.4% (33,951) CNS experts in 2017.

Sunovion Industry Payments Trends

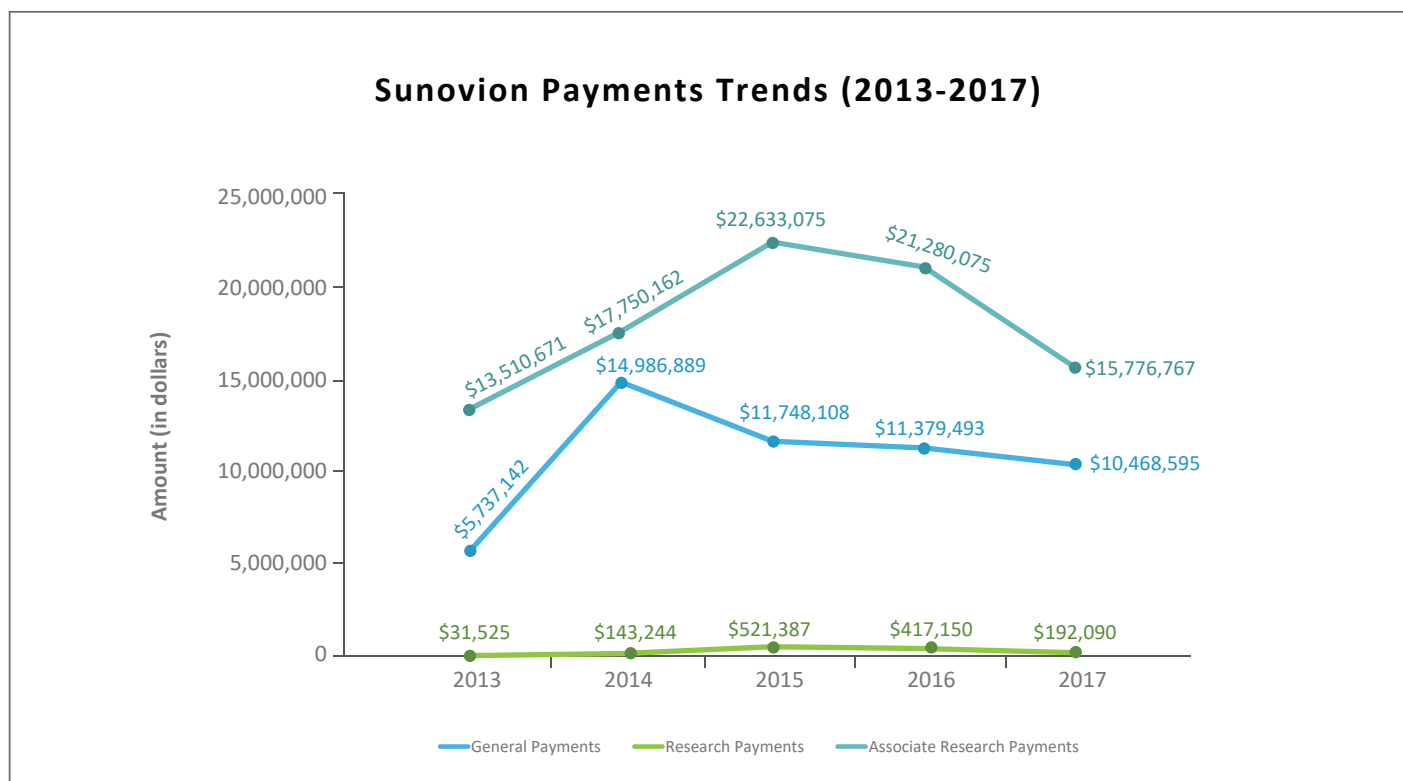
Sunovion is a global biopharmaceutical company focused on the innovative application of science and medicine to help people with serious medical conditions. With patients at the center of everything it does, Sunovion has charted new paths to life-transforming treatments to support people with psychiatric, neurological and respiratory conditions.

Sunovion - HCP Engagements Payments Trends (2017)

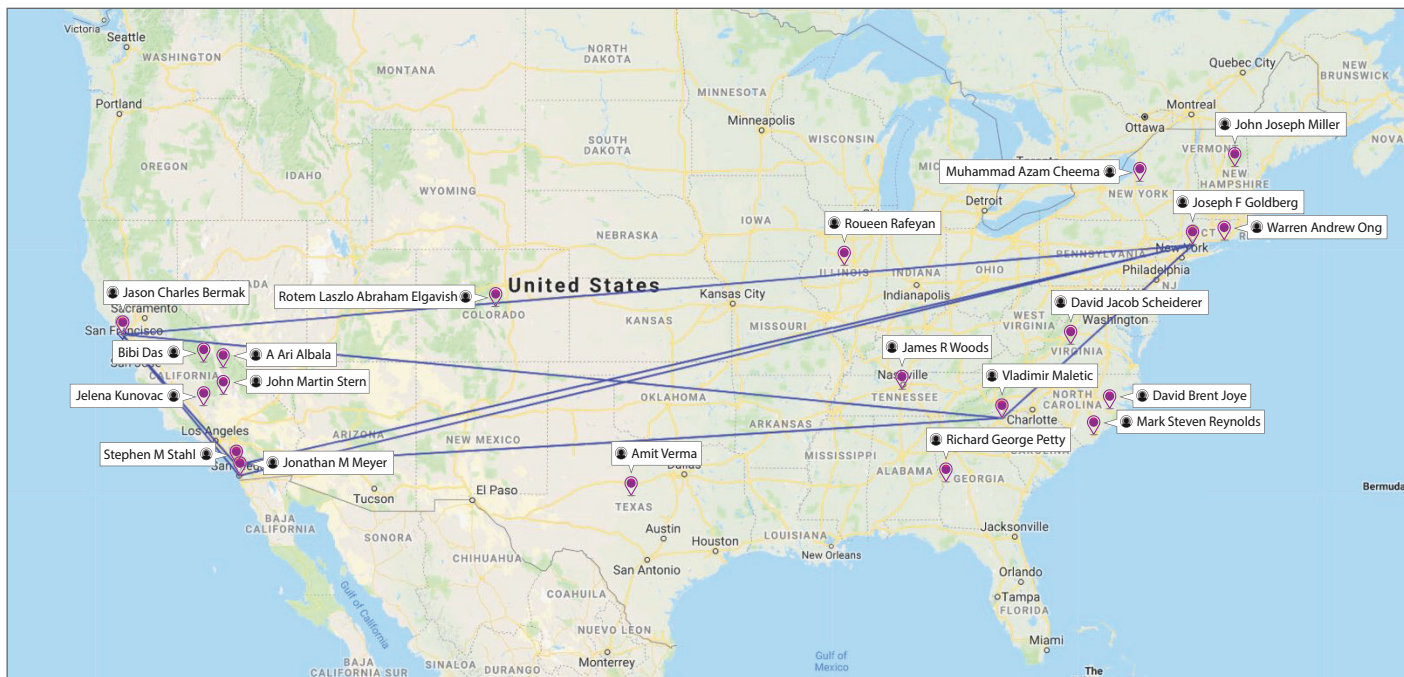


Sunovion spent \$10,468,596 on 13,449 CNS experts (General Payments).

Sunovion has spent \$7mn as Speaking Fee on 419 CNS experts in 2017.

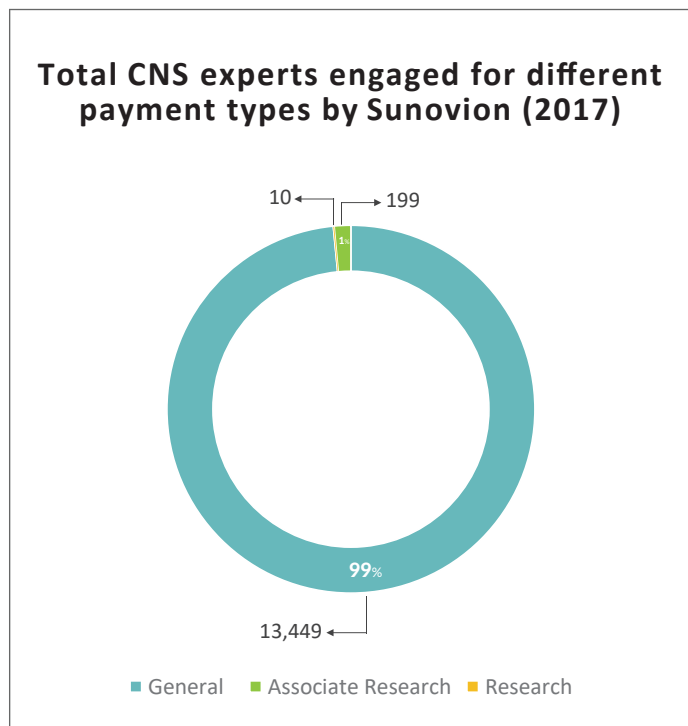
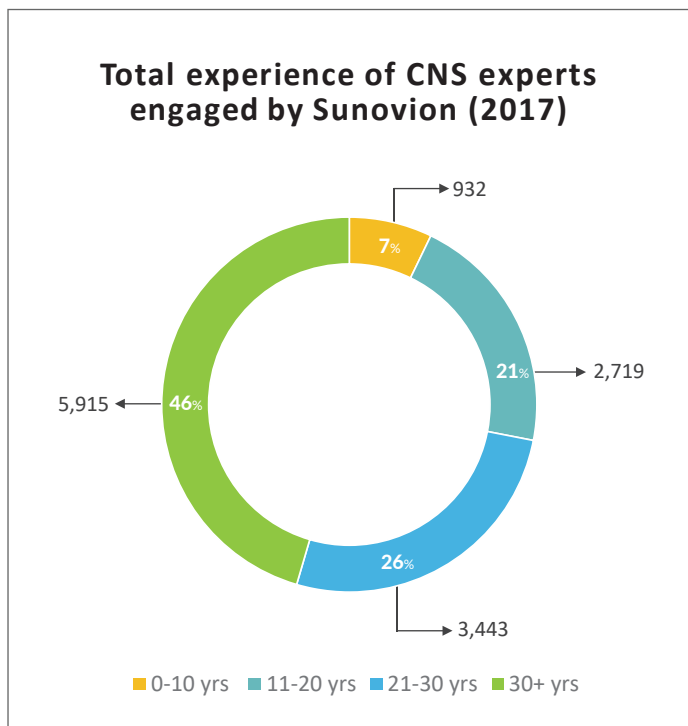


Geo Location & Network of Top 20 CNS Experts Engaged by Sunovion 2017

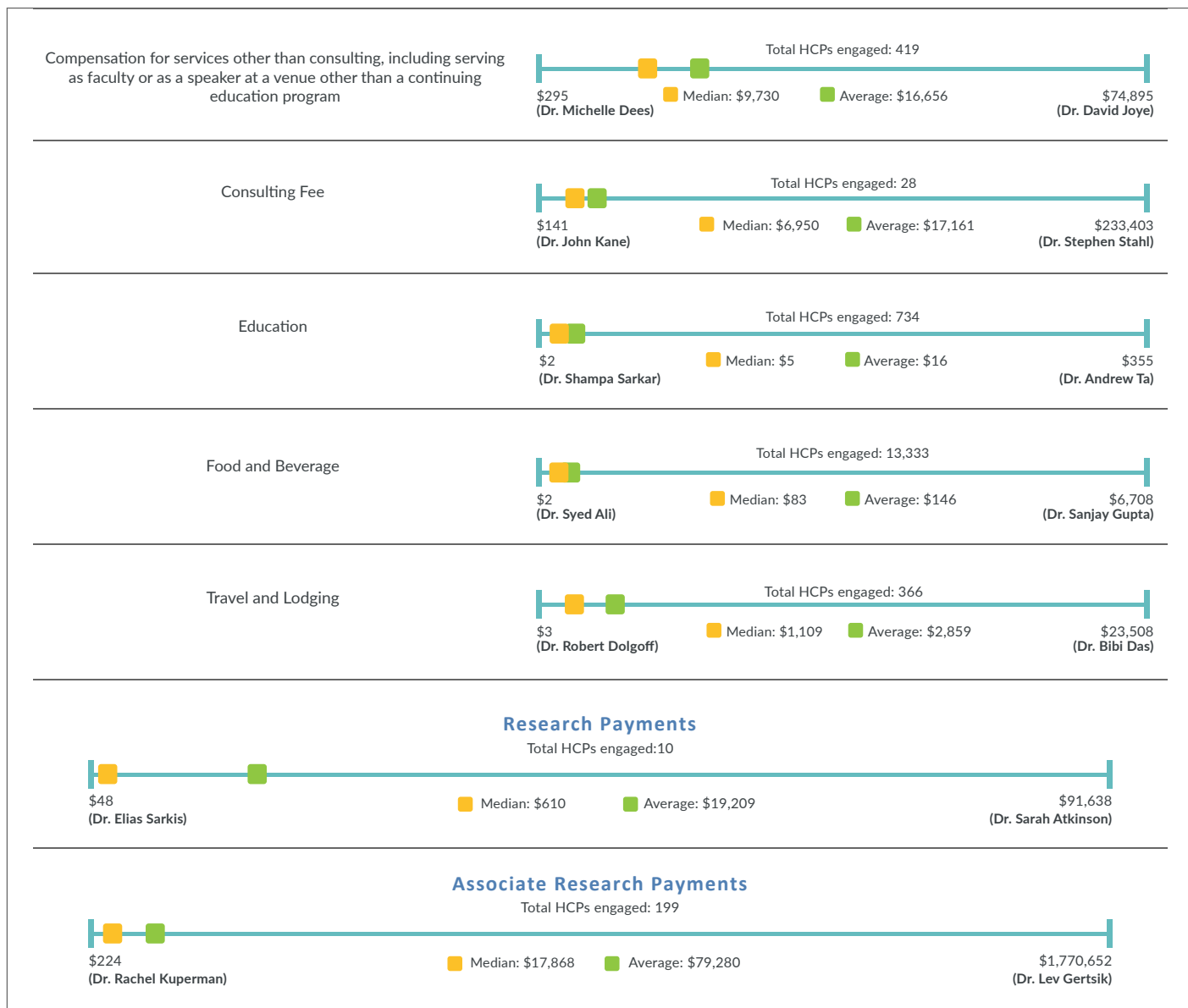


Professional Network and Geo locations of Top 20 CNS experts engaged by Sunovion (General Payments 2017). The network is based on co-authorship, research activities, speaking engagements and organizations of CNS Experts.

Sunovion - CNS Experts' Experience and Engagement by Payment Types



Sunovion - Payments across Engagement Types (2017)



Total CNS experts engaged by Sunovion for Speaking, Consulting and Research (2017)

	Speaking - 419
	Consulting - 28
	Research - 10











































































Top 5 conditions treated by CNS experts engaged by Sunovion (2017)

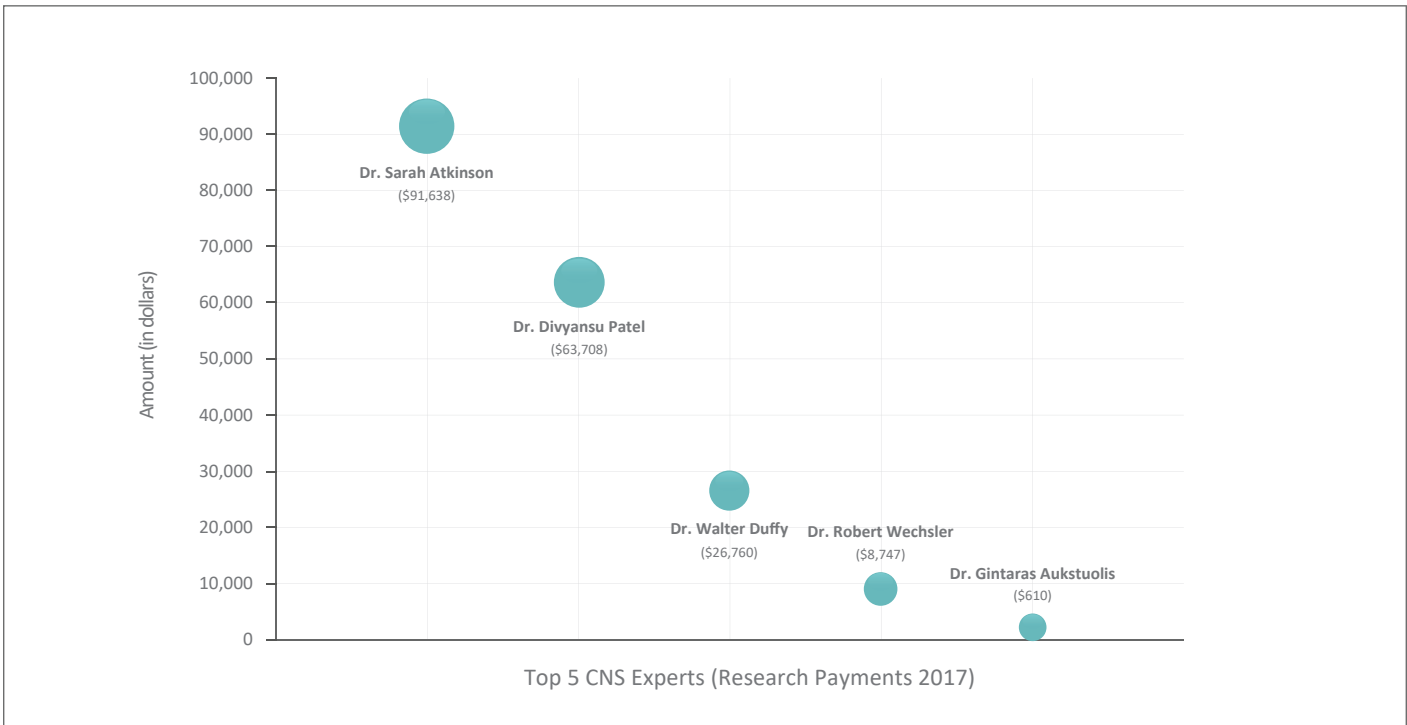
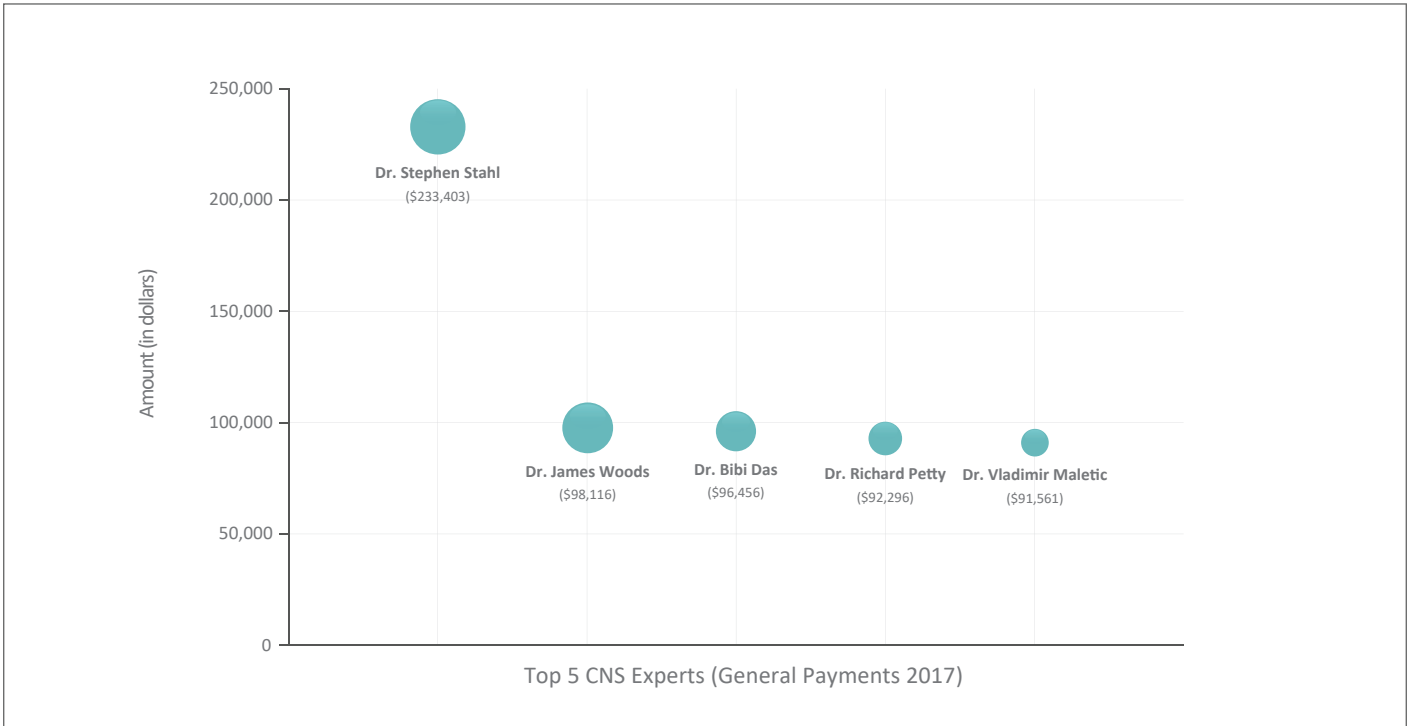
	Epilepsy
	Depression
	Major Depressive Disorder
	Anxiety Disorders
	Schizophrenia

Competitor View of HCP Engagement

Top 20 CNS experts engaged by Sunovion and their competitors (General Payments 2017)

 = Paid more than Sunovion
  = Paid less than Sunovion

No.	HCP Name	Companies					
1	Dr. Stephen M Stahl (California)	Sunovion \$233,403	Takeda Pharma \$2,092,618 	Acadia Pharma \$45,804 	Otsuka \$34,834 	Alkermes \$25,511 	
2	Dr. James R Woods (Tennessee)	Sunovion \$98,116	Takeda Pharma \$128,684 	Allergan \$96,617 	Alkermes \$94,281 	Merck \$73,207 	
3	Dr. Bibi Das (California)	Sunovion \$96,456	Teva Pharma \$10,587 	Lundbeck \$242 	Takeda Pharma \$187 	Vanda Pharma \$78 	
4	Dr. Richard George Petty (Georgia)	Sunovion \$92,296	Allergan \$102,059 	Alkermes \$64,841 	Takeda Pharma \$51,772 		
5	Dr. Vladimir Maletic (South Carolina)	Sunovion \$91,561	Allergan \$128,482 	Takeda Pharma \$109,619 	Otsuka \$85,435 	Lundbeck \$39,543 	
6	Dr. David Brent Joye (North Carolina)	Sunovion \$90,556					
7	Dr. Warren Andrew Ong (Rhode Island)	Sunovion \$89,408	Otsuka \$57,325 	Takeda Pharma \$19,384 	Neurocrine Biosciences \$11,281 		
8	Dr. Mark Steven Reynolds (North Carolina)	Sunovion \$88,808	Janssen Pharma \$104,293 	Alkermes \$93,832 	Neurocrine Biosciences \$43,039 	Otsuka \$39,190 	
9	Dr. Jonathan M Meyer (California)	Sunovion \$88,055	Acadia Pharma \$64,281 	Alkermes \$23,117 	Otsuka \$22,982 	Allergan \$15,124 	
10	Dr. Joseph F Goldberg (Connecticut)	Sunovion \$88,004	Merck \$43,677 	Otsuka \$28,523 	Takeda Pharma \$4,512 	Lundbeck \$22 	
11	Dr. David Jacob Scheiderer (Virginia)	Sunovion \$87,856	Otsuka \$128,788 	Merck \$93,133 	Allergan \$73,822 	Takeda Pharma \$16,057 	
12	Dr. Roueen Rafeyan (Illinois)	Sunovion \$86,856	Otsuka \$87,462 	Takeda Pharma \$39,653 	Lundbeck \$35,828 	Janssen Pharma \$35,700 	
13	Dr. John Joseph Miller (New Hampshire)	Sunovion \$85,891	Otsuka \$49,587 	Allergan \$28,549 	Janssen Pharma \$333 	Teva Pharma \$227 	
14	Dr. Muhammad Azam Cheema (New York)	Sunovion \$83,100	Otsuka \$130,375 	Takeda Pharma \$50,627 	Merck \$28,642 	Alkermes \$603 	
15	Dr. A Ari Albala (California)	Sunovion \$82,511	Merck \$27,950 	Neurocrine Biosciences \$1,871 	Alkermes \$79 	Otsuka \$77 	
16	Dr. Amit Verma (Texas)	Sunovion \$79,671	Eisai \$76,030 	UCB \$32,930 	Lundbeck \$21,821 	Monteris Medical \$221 	
17	Dr. Jason Charles Bermak (California)	Sunovion \$79,356	Janssen Pharma \$122,605 	Otsuka \$88,906 	Alkermes \$46,718 	Teva Pharma \$26,768 	
18	Dr. John Martin Stern (California)	Sunovion \$77,126	UCB \$41,467 	Eisai \$33,994 	Lundbeck \$21,104 	Livanova \$7,523 	
19	Dr. Rotem Laszlo Abraham Elgavish (Colorado)	Sunovion \$76,840	Eisai \$24,770 	Lundbeck \$7,305 	Livanova \$521 	UCB \$194 	
20	Dr. Jelena Kunovac (California)	Sunovion \$76,437	Alkermes \$92,513 	Otsuka \$41,976 	Neurocrine Biosciences \$1,200 	Acadia Pharma \$288 	



Aissel Technologies specializes in cutting-edge medical Thought Leader solutions. konectar, our KOL Management Platform has the most innovative features built using robust technologies for data analytics and reporting, sophisticated algorithms using machine learning for client-specific KOL identification. With a really cool user interface, users can Discover, Profile and Engage the right medical experts with konectar.

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