



QuintilesIMS™

Results from the QuintilesIMS 2016 Transparency, Disclosure and Aggregate Spend Survey

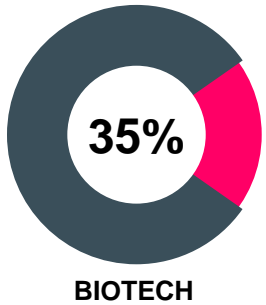
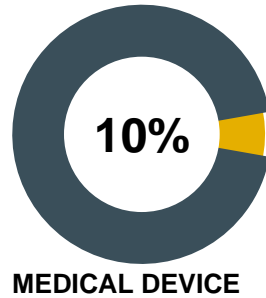
Don Soong

General Manager, Transparency

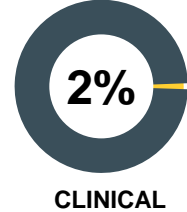
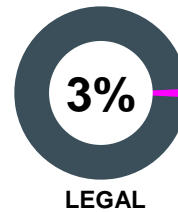
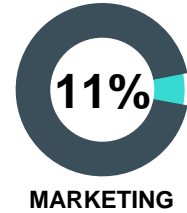
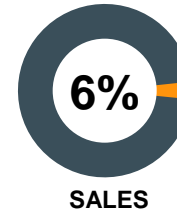
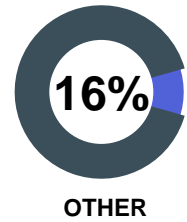
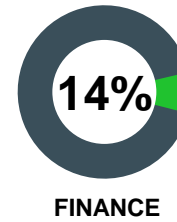
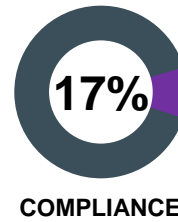


Survey participants

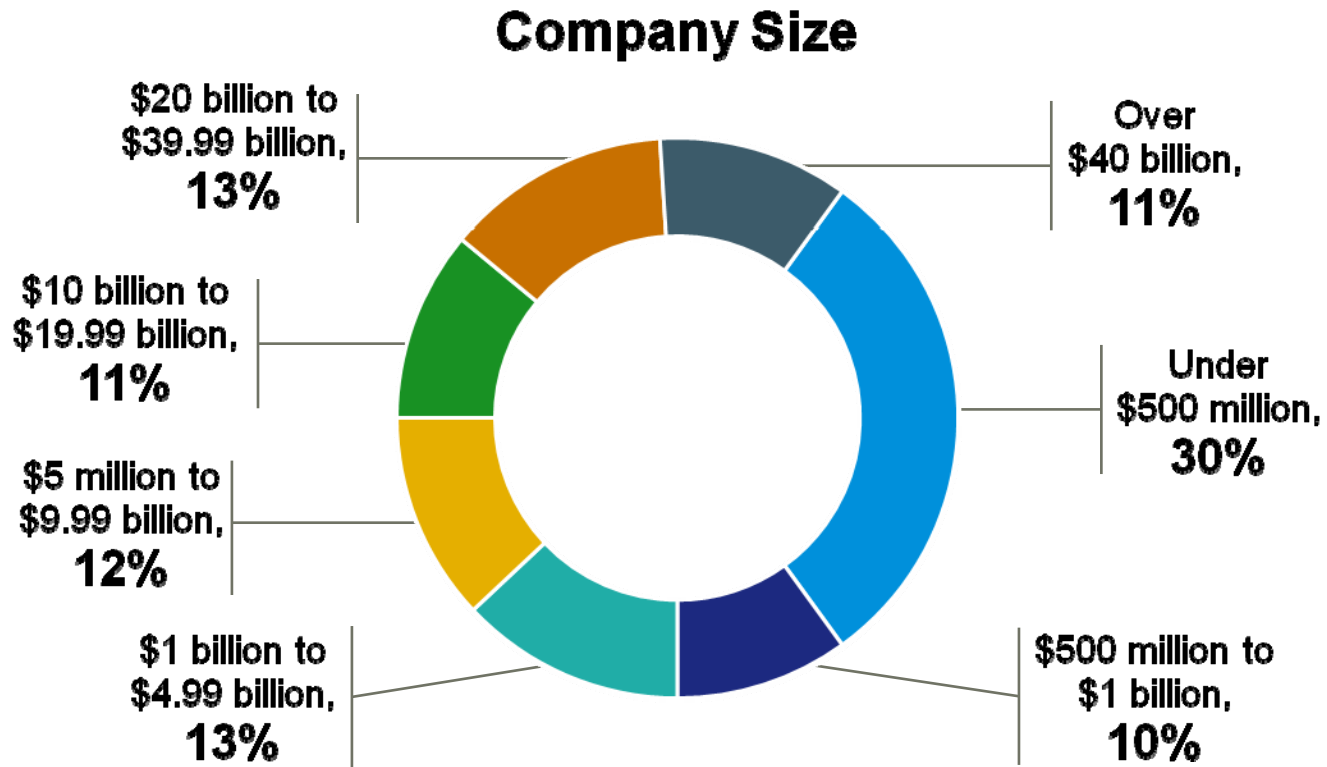
Company Types



Respondents' Departments

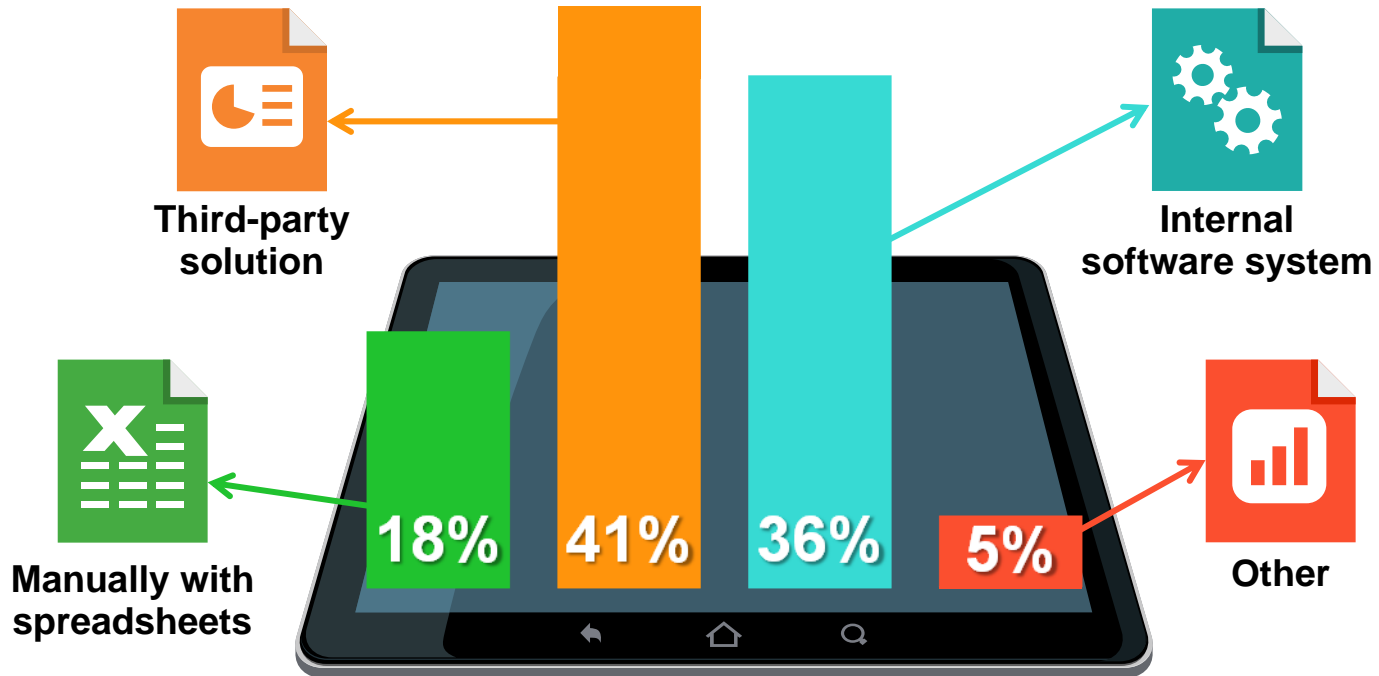


Company size



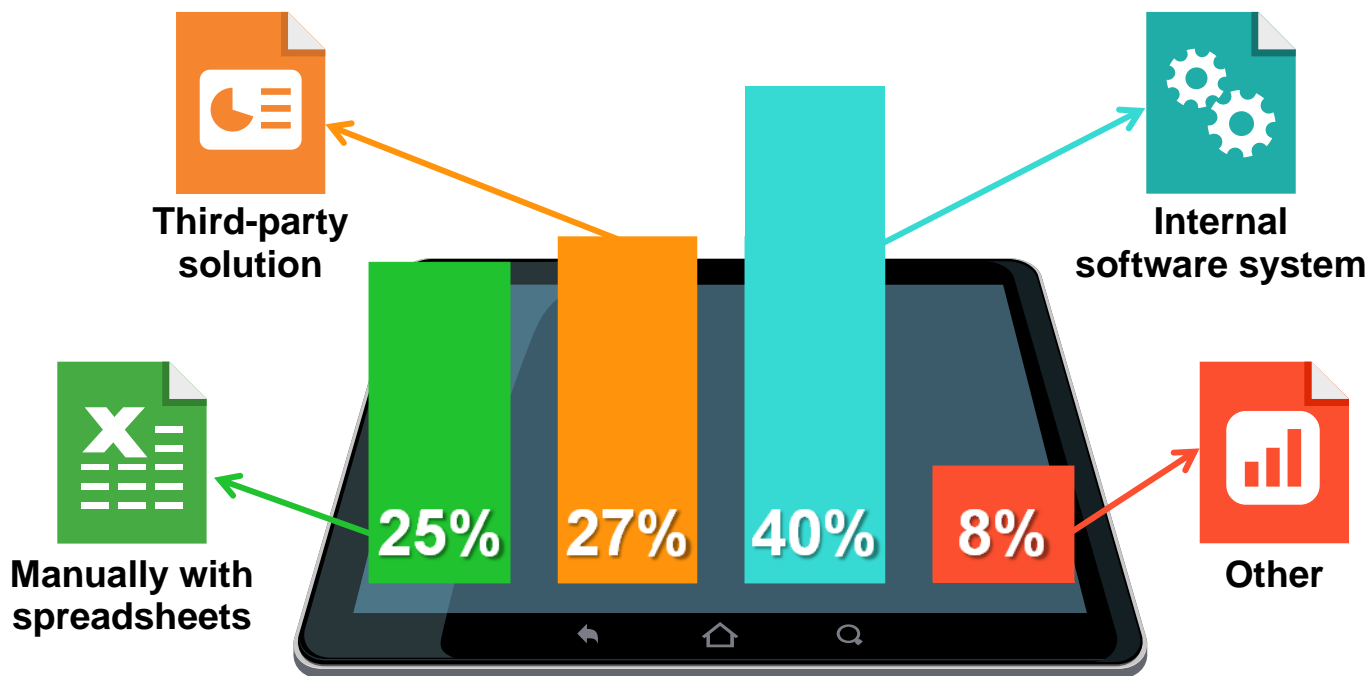
How companies are complying

How Companies Are Satisfying Reporting Requirements



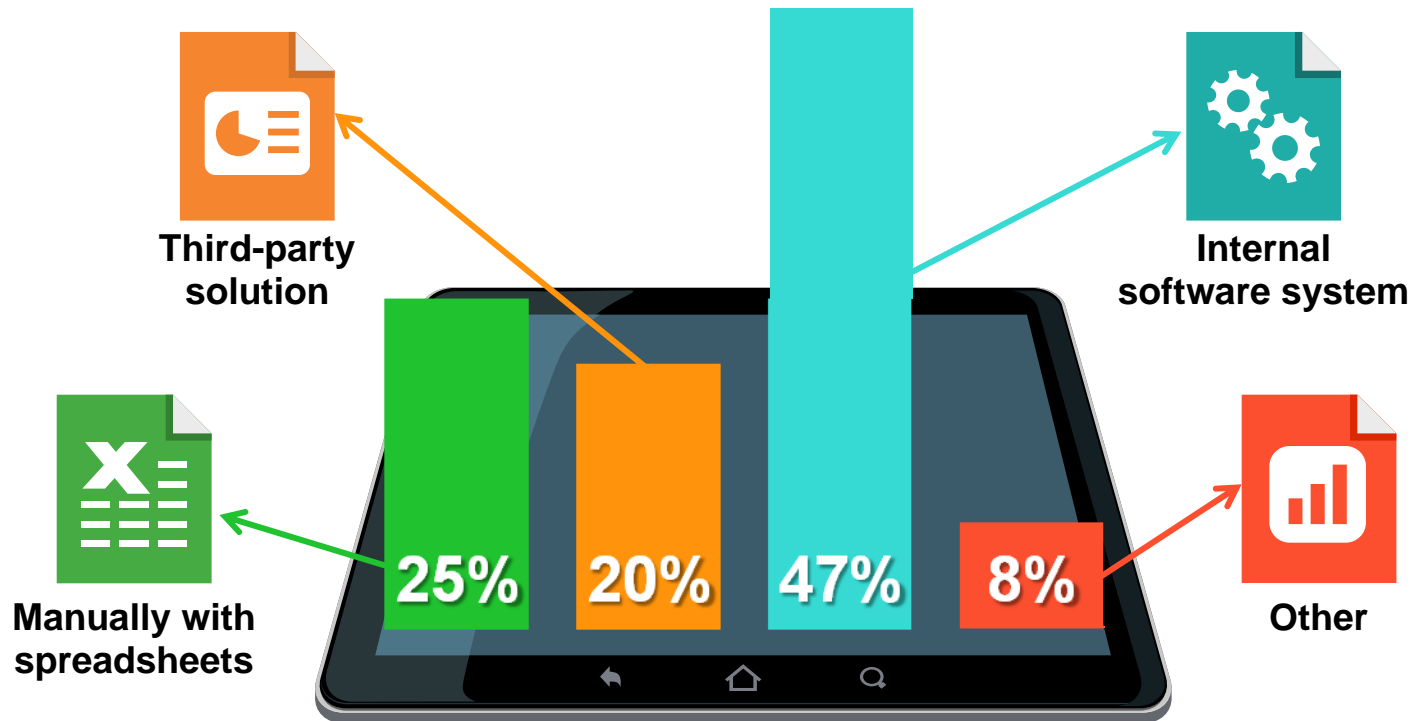
How companies are complying

Managing HCP Consulting Interactions



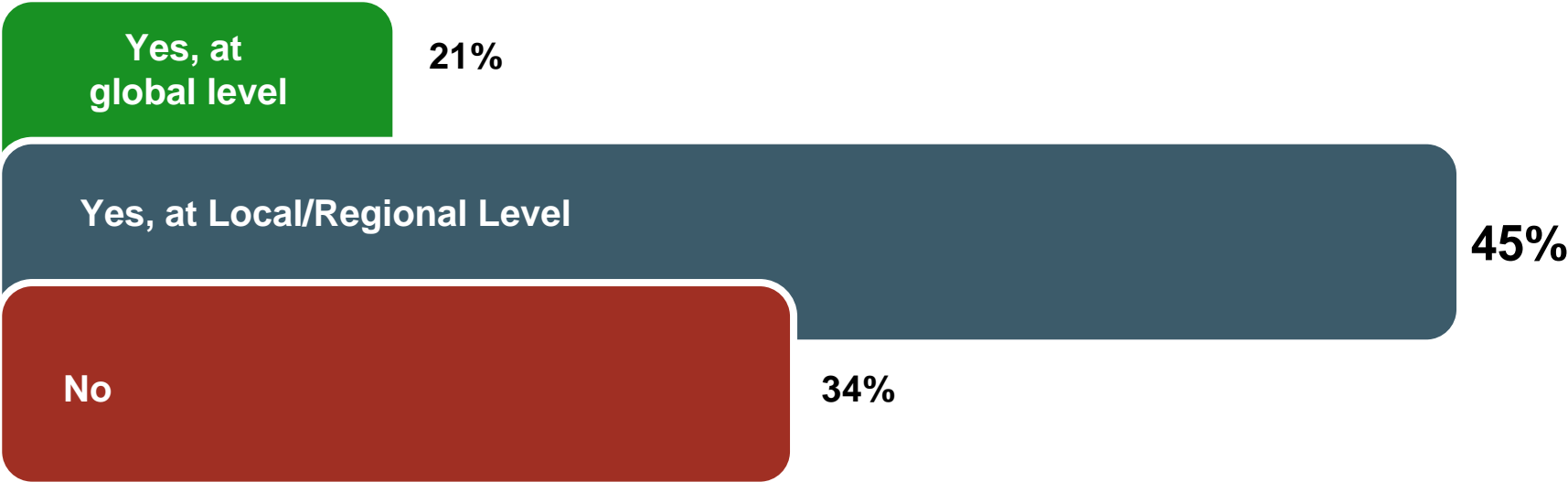
How companies are complying

Grant Submission and Approval



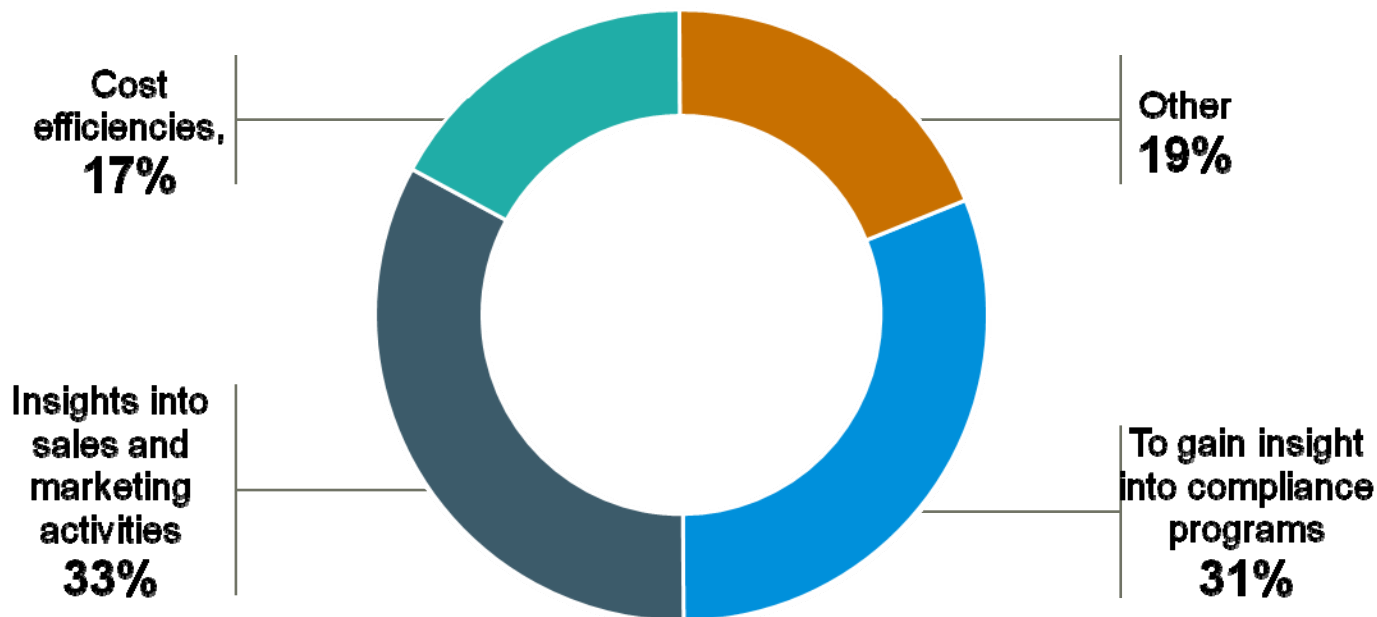
Business insights

Are Companies Using Aggregate Spend Data to Gain Business Insights?



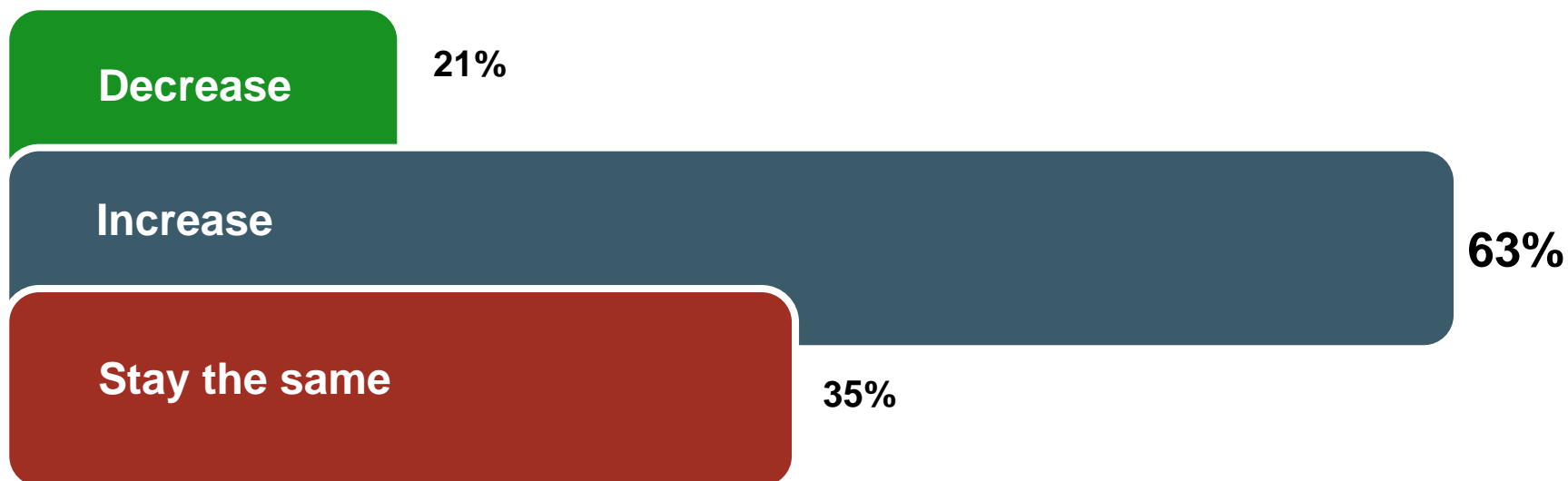
Business insights

How Companies Are Using Insights



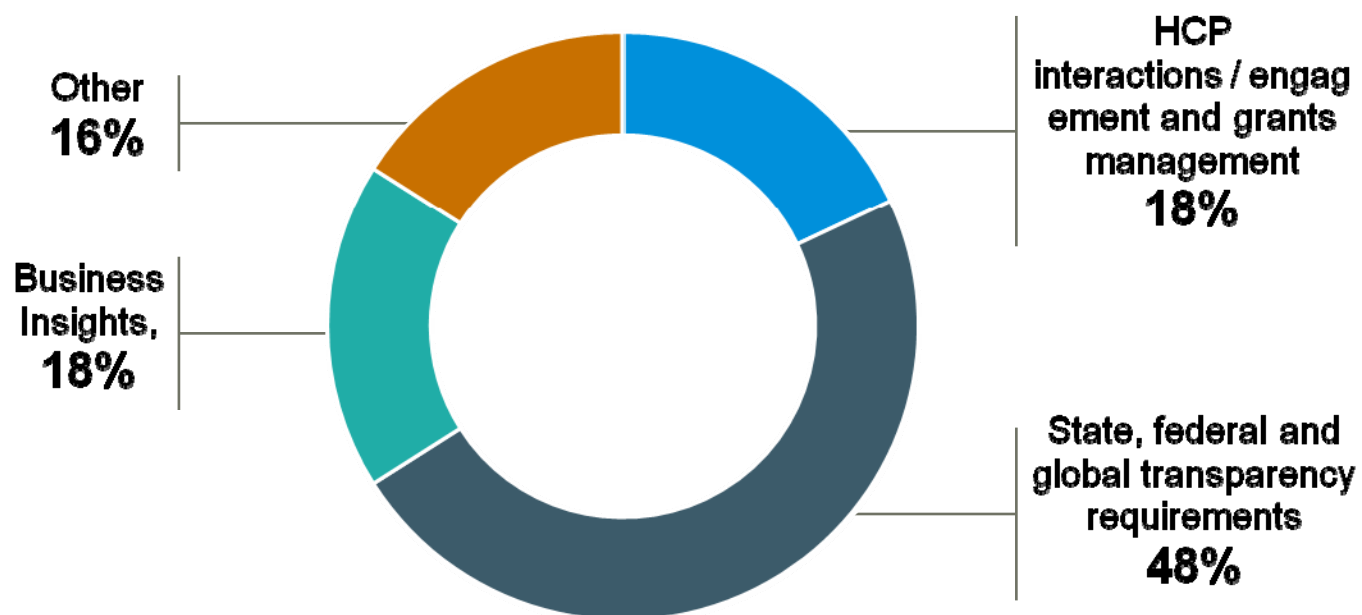
Aggregate spend and disclosure compliance investment

Over the next year do you anticipate your investment in aggregate spend and disclosure reporting and compliance to increase, decrease or stay the same?



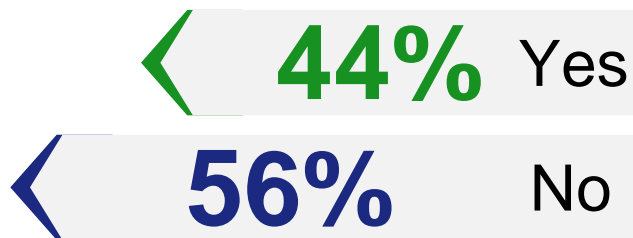
Aggregate spend and disclosure compliance investment

Where Companies Are Making Additional Investment

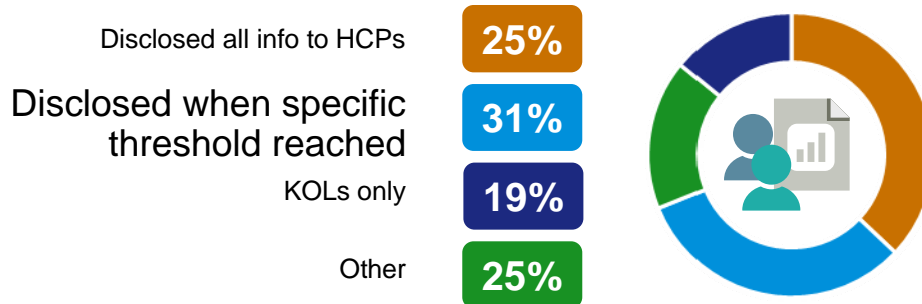


Sunshine regulations

Did you do a pre-submission review by covered recipients for your 2015 Sunshine reporting to CMS?



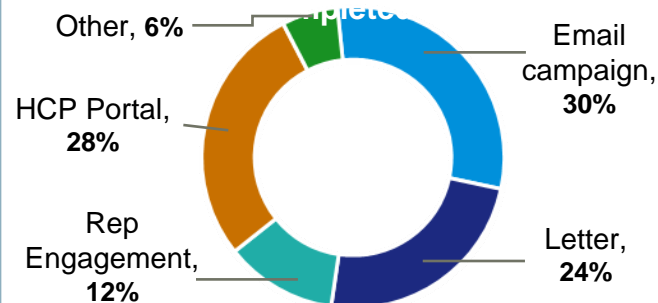
How do you determine which information to pre-disclose?



What was threshold for pre-disclosure?

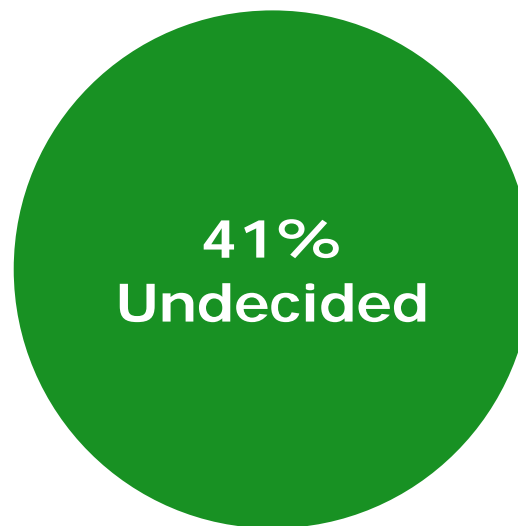
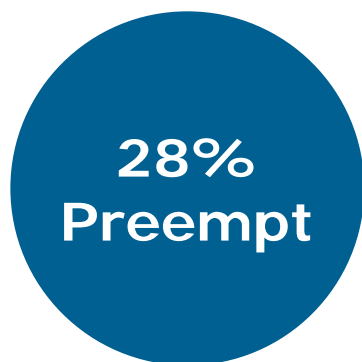


How pre-submission review was



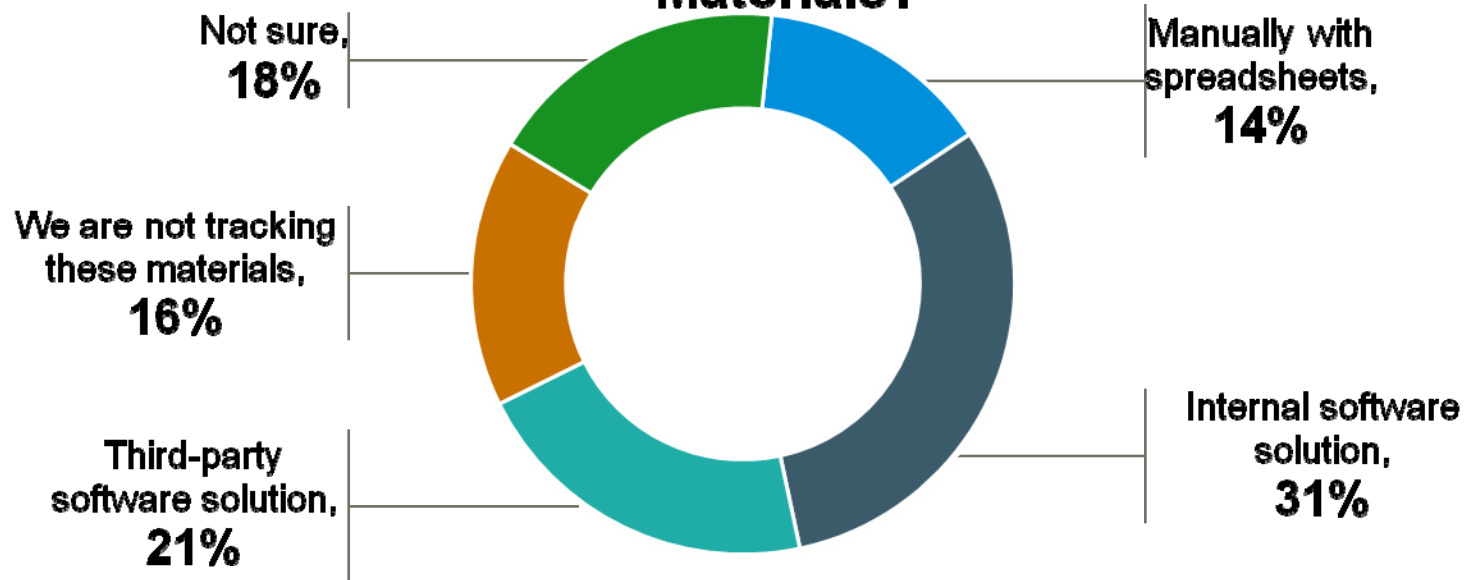
Sunshine regulations

Over half of respondents say they are taking advantage of preemption and only reporting to the states the information that is not covered under Sunshine.



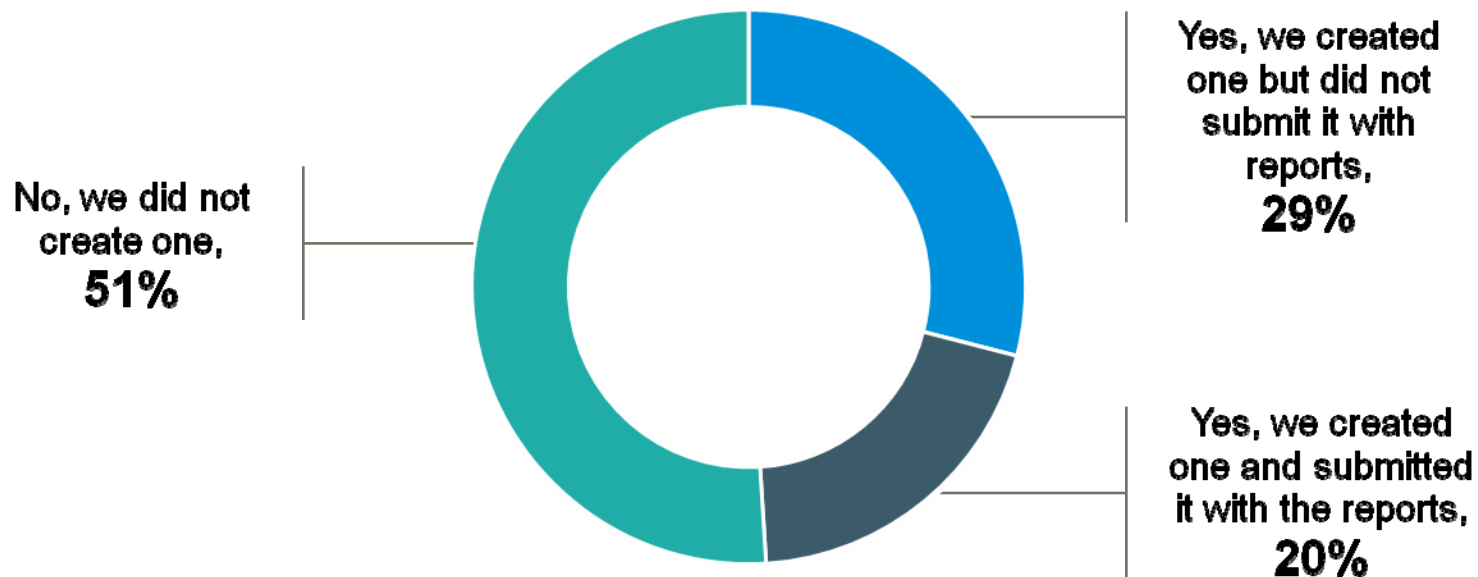
Sunshine regulations

How Are You Tracking Reprints and Promotional Materials?



Sunshine regulations

Did You Create an Assumptions Document for 2016 Sunshine Reporting?



Global compliance

How important is it for you to implement a common aggregate spend and transparency solution that can be used across the world?

41%

Absolute requirement

49%

Nice but not necessary

10%

No need and not a factor in choosing a solution

Solution should be:

23%

Centralized globally and governed by Corporate

38%

Centralized regionally with regional governance

39%

Not applicable, solutions are local

Thank you

Don Soong

Donald.soong@quintilesims.com