

CA Compliance Law: Challenges for Industry

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CA Compliance Law: Challenges for Industry

- Setting the annual per physician spending dollar limit
- Disclosing the company compliance program and posting the declaration statement
- Geography, i.e., identifying who is covered by the law and ensuring compliance when engaging in activities with a CA physician outside of CA

CA Compliance Law: Challenges for Industry

- Leveraging the company's existing compliance program to ensure compliance with CA law
- New state laws regulating pharmaceutical marketing practices
 - Monitoring state regulatory developments that come fast and furious
 - Dealing with different requirements for pharmaceutical marketing and tracking/reporting spending in different states