

Message

From: Panzardi, Alex C [Panzardi, Alex C]
Sent: 10/21/2010 3:22:09 PM
To: Paranjothi, Krishnan ; Scott, Tracy L; Paulson, Lynn M; Hankins, Shawna
Subject: RE: IMS Data

You need to identify yourself before sharing words of wisdom

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From: Paranjothi, Krishnan
Sent: Thursday, October 21, 2010 8:17 AM
To: Scott, Tracy L; Paulson, Lynn M; Panzardi, Alex C; Hankins, Shawna
Subject: Re: IMS Data

Confuscious say those that focus on the past cannot see the future!

From: Scott, Tracy L
To: Paulson, Lynn M; Panzardi, Alex C; Hankins, Shawna ; Paranjothi, Krishnan
Sent: Thu Oct 21 10:05:22 2010
Subject: RE: IMS Data

I just spoke to Connie. She is in the middle of interviews but will try to reach out to Jennifer before our conference call tomorrow for some clarification. Again, we will really have to push out to the team that we cannot compare data sets.

From: Paulson, Lynn M
Sent: Thursday, October 21, 2010 7:50 AM
To: Panzardi, Alex C; Scott, Tracy L; Hankins, Shawna ; Paranjothi, Krishnan
Subject: Re: IMS Data

Those darn magic pharmacists

From: Panzardi, Alex C
To: Scott, Tracy L; Hankins, Shawna ; Paulson, Lynn M; Paranjothi, Krishnan
Sent: Thu Oct 21 09:48:17 2010
Subject: RE: IMS Data

I also had major discrepancies between the data sets. Aside form the huge swings in scripts, what really troubles me is not seeing whole numbers for Pennsaid?? How do you get .3 or .6 of a script? We only have one size and each script should be a whole number

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From: Scott, Tracy L
Sent: Thursday, October 21, 2010 7:16 AM
To: Hankins, Shawna ; Panzardi, Alex C; Paulson, Lynn M; Paranjothi, Krishnan
Subject: RE: IMS Data

Went from an all time high of 72 Exalgo scripts to 32. My top rep, Lor, went from 35 Exalgo scripts to 9. Pennsaid down from 112 to 90. On top of the team loosing over 107 Exalgo scripts last period that the company got paid for we didn't get any credit for...honestly, I'm worried I will start losing people...

From: Hankins, Shawna
Sent: Thursday, October 21, 2010 7:11 AM
To: Panzardi, Alex C; Paulson, Lynn M; Scott, Tracy L; Paranjothi, Krishnan
Subject: IMS Data

Hey,

Did you get an opportunity to look at IMS data.? WOW!! Got some discrepancies that are significant with scripts. comparing week of 10/8 ImS data says 85 Pennsaid, Wk says 134 Pennsaid... throughout all the weeks its like that.. What about all of you?

Shawna

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