



Actavis/inVentiv Health Sales Memo

Date: April 17, 2012
To: Adriana Knoblauch-ABS Los Angeles
From: Chris Hepp-West Regional Business Director
CC's: Mike Shepherd-National Director of Sales
Terry Fullem-VP of Commercial Development
Human Resources-Actavis
Human Resources-inVentiv Health
Topic: Promotion to Area Business Manager-Adriana Knoblauch

Adriana:

It gives me great pleasure to announce your promotion from our Kadian® Pilot Project to your new title of Area Business Manager as of May 1, 2012. Your new territory will be titled Los Angeles and you will continue to report to me as your Regional Business Director.

This promotion is due to your ability to increase Kadian® sales with our low-prescribing target physicians. This is evidenced by marked increases in Kadian® scripts with these targets when comparing Q4/2011 to Q1/2012. It is these kinds of sales increases that has made you stand out and earned you this well-deserved promotion.

With this promotion, you will be given a raise in your base pay from your current \$75,000/year to \$90,000/year. You will also be eligible for the Area Business Manager Kadian® sales bonus plan starting on May 1, 2012 and throughout the remainder of the year.

Please continue with your drive for excellence and your professionalism to sales as you continue in your new role with Actavis/inVentiv Health as an Area Business Manager. This role has more importance to our overall sales goals as you will now be responsible for driving sales of Kadian® with some of our highest prescribing targets.

Good luck in your new role and your career with Actavis/inVentiv Health. Please feel free to contact me if you have any questions.

Sincerely,

Chris Hepp
West Regional Business Director
Actavis/inVentiv Health



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