
From: Jennifer Altier
To: Erin Faucette (erin.faucette@technekes.com)
Sent: 10/10/2012 8:34:03 AM
Subject: FW: Update : Kadian Target List and Technekes Telesales List
Attachments: image001.gif; Kadian TeleSales Technekes_20120921.xlsx

Hi Erin,

Here is the updated target list - please let me know if you receive it.

Thanks,

Jennifer

Jennifer Altier
Marketing Director

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From: Nathalie Leitch
Sent: Saturday, October 06, 2012 2:35 AM
To: Jennifer Altier
Subject: Fw: Update : Kadian Target List and Technekes Telesales List

Hi-pls resend to Technekes.

From: Nathalie Leitch
Sent: Wednesday, September 26, 2012 09:26 AM
To: Jennifer Altier (JALTIER@actavis.com) <jaltier@actavis.com>; Erin Faucette (erin.faucette@technekes.com) <erin.faucette@technekes.com>
Subject: FW: Update : Kadian Target List and Technekes Telesales List

Hi,



We made a few changes to the telesales target list - please see the comments below. Approximately 600 targets were removed from the original list sent - and new ones added back.

Please let me know if you have questions.

Thanks,

Nathalie

Nathalie Leitch
Director, Specialty Rx Products

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From: Matthew C. Hutcheson [mailto:Matt@TegraAnalytics.com]
Sent: Friday, September 21, 2012 11:41 AM
To: Nathalie Leitch
Cc: MShepherd@inventivhealth.com
Subject: Update : Kadian Target List and Technekes Telesales List

Nathalie and Mike,

Attached are two updated lists:

1. Technekes list after removing prescribers with the same addresses.
2. Target list after adding prescribers with same address within Technekes list.

Mike: We recommend you ask the managers review the updated target list.

Original Target List

6,949

New Target List

7,582

Original TeleSales

4,109

New TeleSales

3,476

Total Moved

633

Matt



Produced as Natives