
From: Bertz, Sheldon
Sent: Thursday, May 22, 2008 10:53 AM
To: Nikolaus, Matthew
Cc: Schurr, Kent
Subject: Q1 2008 Bonus for PCSs and Area Manager
Attachments: Area 3517 - Bonus Payout Q1 2008.xls

Importance: High

Matt,

The attached file contains the Q1 2008 Bonus for your PCS Specialists and yourself. The bonus paydate will be **Friday, May 23, 2008.**

There are 2 tabs in the file:

- 1) **Area 3517 – Q1 2008 Bonus** – This tab includes the Bonus for the PCS Specialists and Area Manager.
- 2) **Q1 2008 Adjustments** - Includes the amount and description of any adjustments that were made.

NOTE: Please do not forward this entire file directly to your Pain Care Sales Specialists since it contains confidential bonus information for your entire area. Please feel free to share this information individually with your Pain Care Sales Specialists.

Thanks,
Sheldon

Sheldon Bertz
Cephalon Inc.
PCS Sales Reporting Analyst
Phone# 610-738-6777



Produced in Native Format

Final Bonus and Total Rank Q1 2008

						A	B		C	(AxC)=D	(BxC)=E	F	D+E+F	
Territory	Geography	Last Name	First Name	Hire Date	Termination Date	Estimated Q1 2008 Amrix Bonus	Estimated Q1 2008 Fentora Bonus	Total Estimated Q1 2008 Bonus	% of Time in Territory	Q1 2008 Amrix Bonus with Adjustments	Q1 2008 Fentora Bonus with Adjustments	Q1 2008 Post-Bonus Adjustments	Q1 2008 Final Bonus with Adjustments	Q1 2008 Total Rank
PCS Specialists														
35170001	Seattle, WA North	Cook	Rachel	11/28/2005		\$ 1,233.75	\$ -	\$ 1,233.75	100%	\$ 1,233.75	\$ -	\$ -	\$ 1,233.75	60
35170002	Seattle, WA South	Dunnigan	Vanessa	11/28/2005		\$ 2,420.25	\$ 14,319.39	\$ 16,739.64	100%	\$ 2,420.25	\$ 14,319.39	\$ -	\$ 16,739.64	41
35170003	Portland, OR	Jacobs	Jay	11/28/2005		\$ 1,311.75	\$ 3,174.50	\$ 4,486.25	100%	\$ 1,311.75	\$ 3,174.50	\$ -	\$ 4,486.25	51
35170004	Sacramento, CA	Krohn	Jody	11/28/2005		\$ 4,629.00	\$ 2,597.00	\$ 7,226.00	100%	\$ 4,629.00	\$ 2,597.00	\$ -	\$ 7,226.00	40
35170005	San Francisco, CA / San Jose, CA	Fortescue	Timothy	11/17/2003		\$ 6,376.13	\$ 19,707.26	\$ 26,083.39	100%	\$ 6,376.13	\$ 19,707.26	\$ -	\$ 26,083.39	23
35170006	Central California	Rasmussen	Erik	2/28/2005		\$ 5,747.25	\$ 4,837.09	\$ 10,584.34	100%	\$ 5,747.25	\$ 4,837.09	\$ -	\$ 10,584.34	27
35170007	Los Angeles, CA	Gerber	Peter	11/17/2003		\$ 5,079.00	\$ 3,251.50	\$ 8,330.50	100%	\$ 5,079.00	\$ 3,251.50	\$ -	\$ 8,330.50	35
35170008	San Diego, CA / Las Vegas, NV	Keeline	Tammy	11/28/2005	3/31/2008	\$ 7,454.25	\$ 6,060.95	\$ 13,515.20	100%	\$ 7,454.25	\$ 6,060.95	\$ -	\$ 13,515.20	17
35170009	Arizona	McVey	Kara	11/28/2005		\$ 4,417.88	\$ 6,526.84	\$ 10,944.72	100%	\$ 4,417.88	6526.84	\$ -	\$ 10,944.72	32
Area Manager														
35170000	West	Nikolaus	Matt	10/16/2000		\$ 6,384.72	\$ 9,985.02	\$ 16,369.74	100%	\$ 6,384.72	\$ 9,985.02	\$ -	\$ 16,369.74	4