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**From:** Erin Faucette <erin.faucette@technekes.com>  
**Sent:** Friday, September 13, 2013 10:29 AM  
**To:** Jennifer Altier  
**Cc:** Alex Dowlin; Bobbie Montgomery; Allan Pharr  
**Subject:** FW: Kadian RoC Program Call Report To Date  
**Attachments:** 8A3F0471-B1F4-427A-BA36-A05CB33EA861[21].png; 98DF9776-80CC-44A0-985A-E0BF5C01D953[21].png; B593474E-A495-4429-B445-9AE5203A8B50[21].png; 56B37C85-1854-48E2-A532-B36AA3B4712A[21].png; Kadian Monthly Call Report Thru 20130801 FINAL.xls

**Importance:** High

Hi Jennifer,

Please see attached Kadian target list, reference in my previous email.

Regards,  
Erin

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**From:** Erin Faucette <erin.faucette@technekes.com>  
**Date:** Wednesday, August 21, 2013 2:04 PM  
**To:** Jennifer Altier <JALTIER@actavis.com>  
**Cc:** Alex Dowlin <alex.dowlin@technekes.com>  
**Subject:** Kadian RoC Program Call Report To Date

Hi Jennifer,

Attached you will find an updated Kadian Monthly Call Report, through the end of July 2013.

Please note that this report includes the following:

- **Tab 1 - Kadian Active Call Report**
  - Current Active HCP targets, that have not been removed from the call queue due to a negative phone call disposition. (I.e. Wrong Number, Disconnected, Has a Field Rep, Practice Closed, Prescriber Changed/Relocated, Retired or Deceased)
    - Total callable Kadian target count reduced in June 2013, due to reduction in sales rep count on the Kadian RepOnCall Program
  - Column A within this spreadsheet includes the target data file source (I.e. 2012 Whitespace target list, field targets, etc)
    - The majority of the current target list were loaded in June 2013
- **Tab 2 - Not Actively Called On**
  - HCP targets that are no longer actively called on within the Kadian ROC program; however, these targets are available to the Kadian reps should the HCP make an inbound phone call for Kadian materials
  - HCP targets with a negative phone call disposition have been removed from this list (I.e. Wrong Number, Disconnected, Has a Field Rep, Practice Closed, Prescriber Changed/Relocated, Retired or Deceased)
  - Column A within this spreadsheet includes the target data file source (I.e. 2012 Whitespace target list, field targets, etc)
- **Tab 3 - Data Dictionary**
  - Description of fields included within Tab 1 and Tab 2



Feel free to contact me if you have any questions at all.

Regards,  
Erin



**Erin Faucette**  
Campaign Manager

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