

# Global Pharmaceutical Sales Force Deployment Analyzer–India

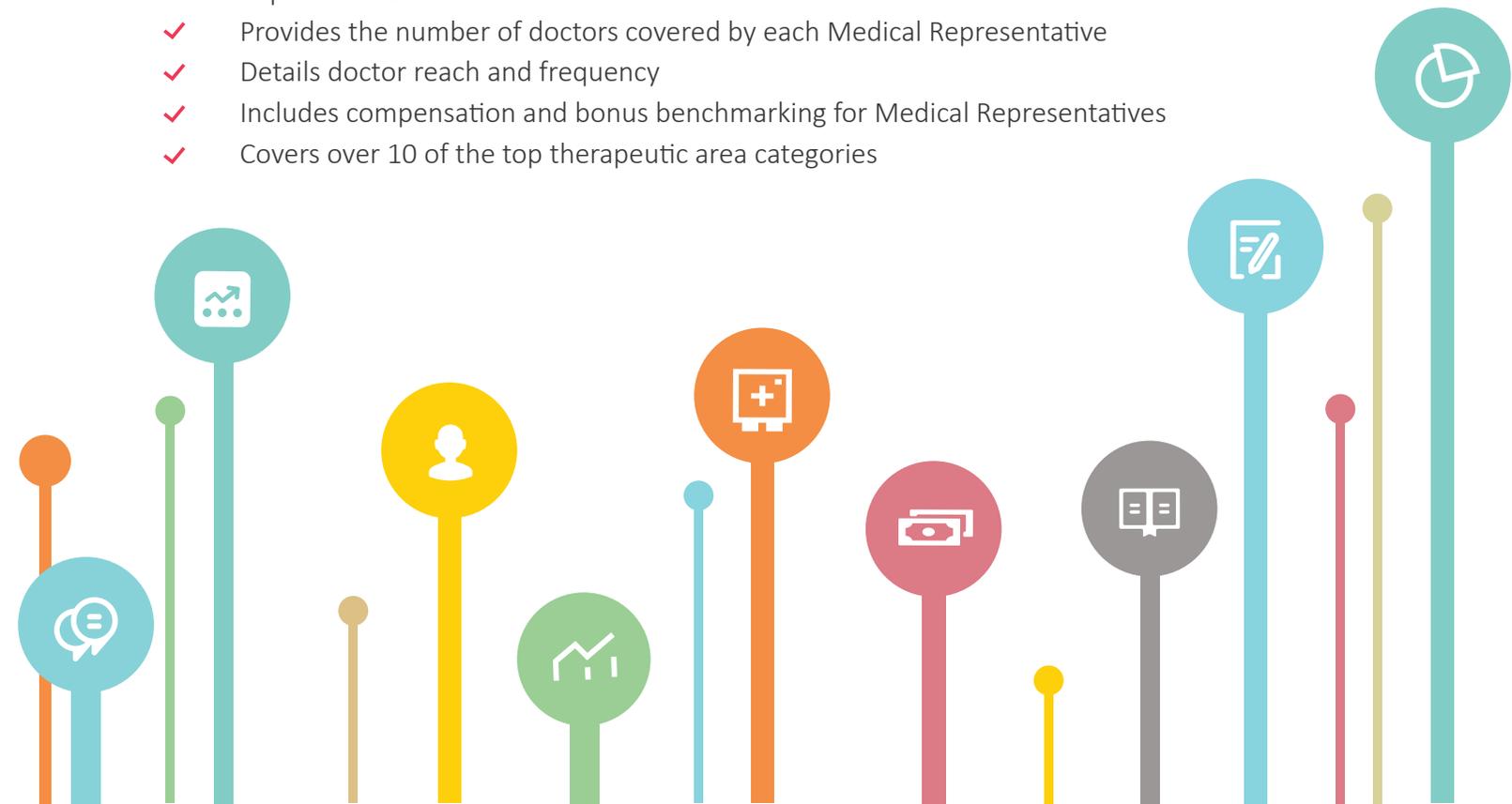
The Global Deployment Analyzer–India is unmatched in its ability to deliver relevant up-to-date sales force deployment data for leading companies in India. The Deployment Analyzer–India offers subscribers a powerful web-based program. This easy-to-use program relies heavily on primary research and provides valuable knowledge on leading companies' sales force benchmarking data in India.

The Global Deployment Analyzer–India offers all of the standard Deployment Analyzer deliverables of the other regions; however, based on client request, it can also provide subscribers with additional deliverables specific to India.

One low price provides subscribers a full year's access to the database for all employees, regardless of global location. Upon subscribing, your organization will be provided with a shared username and password for database access. You can choose to purchase the entire database or select portions of the Global Deployment Analyzer that meet your informational needs. The Global Deployment Analyzer-India is unrivaled in its ability to track sales force deployment, call reach and frequency, and detailing analysis in India.

## Powerful • Reliable • Affordable

- ✓ Profiles over 20 of the leading competitors in India
- ✓ Captures sales force size and structure
- ✓ Provides the number of doctors covered by each Medical Representative
- ✓ Details doctor reach and frequency
- ✓ Includes compensation and bonus benchmarking for Medical Representatives
- ✓ Covers over 10 of the top therapeutic area categories



In addition, customized studies can be presented in PowerPoint to cover above information as well as following points

- ✓ Data from the top 20 states in India as well as the top 20 cities in India
- ✓ Average per capita productivity at national level, calculated as sales volume in rupees per person per month
- ✓ Number of headquarter cities where companies deploy their sales force
- ✓ Number of Medical Representatives in each headquarter city
- ✓ From these headquarter cities, what other smaller cities are covered
- ✓ Number of doctors covered by each Medical Representative
- ✓ Top 5 specialties of doctors/physicians
- ✓ Marketing Activities—which activities, how many per quarter, how many per year and their marketing spend
- ✓ Productivity linked compensation benchmarking—Incentives on achieving sales targets and exceeding them

For information on up-to-date pricing and discounts, contact **Joyce Wedemeyer** at:  
**joyce.wedemeyer@pharmaforce.biz** or call **+1 (610) 370-2906**