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ORG Q 3RD QUARTER 2006

1. How many patients do you see in a typical month?

	[--NUMBER OF PATIENTS PER MONTH--]				[--- % OF PTS PRIMARY INS ---]				[-----TOP 2 BOX FOR EACH PROGRAM-----]			
TOTAL	<=400PTS	401-500PTS	501+PTS	MEDI CARE	PPO	HMO	OTHER	SAMPLES	VOUCHERS	REIM SUP	PAT SUP	
(A)	(B)	(C)	(D)	(E)	(F)	(G)	(H)	(I)	(J)	(K)	(L)	
TOTAL	400	159	128	113	392	381	333	398	357	119	83	63
	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0
<= 350	78	78	-	-	78	70	62	77	64	25	19	12
	19.5	49.1			19.9	18.4	18.6	19.3	17.9	21.0	22.9	19.0
351 - 400	81	81	-	-	77	77	68	81	72	24	11	12
	20.2	50.9			19.6	20.2	20.4	20.4	20.2	20.2	13.3	19.0
401 - 450	47	-	47	-	45	46	40	47	43	11	6	7
	11.8		36.7		11.5	12.1	12.0	11.8	12.0	9.2	7.2	11.1
451 - 500	81	-	81	-	81	79	65	81	75	19	17	14
	20.2		63.3		20.7	20.7	19.5	20.4	21.0	16.0	20.5	22.2
501 - 600	70	-	-	70	69	66	59	70	64	23	17	13
	17.5			61.9	17.6	17.3	17.7	17.6	17.9	19.3	20.5	20.6
601 +	43	-	-	43	42	43	39	42	39	17	13	5
	10.8			38.1	10.7	11.3	11.7	10.6	10.9	14.3	15.7	7.9
MEAN	476.3	321.4	478.2	692.1	476.4	481.9	481.8	475.8	482.3	480.7	525.9	519.5
			B	BC								
STANDARD DEVIATION	240.47	98.89	26.73	332.17	242.44	242.1	253.9	240.44	242.67	174.26	393.65	420.20
MEDI AN	450.0	360.0	500.0	600.0	450.0	450.0	450.0	450.0	450.0	450.0	500.0	480.0

Comparison Groups: BCD/EFGH/IJKL
 Independent T-Test for Means, Independent Z-Test for Percentages
 Upper case letters indicate significance at the 95% level.
 Lower case letters indicate significance at the 90% level.
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ORG Q 3RD QUARTER 2006

2. How many patients have you given samples to in the last month?

	[--NUMBER OF PATIENTS PER MONTH--]				[--- % OF PTS PRIMARY INS ---]				[-----TOP 2 BOX FOR EACH PROGRAM-----]			
TOTAL	<=400PTS	401-500PTS	501+PTS	MEDI CARE	PPO	HMO	OTHER	SAMPLES	VOUCHERS	REIM SUP	PAT SUP	
(A)	(B)	(C)	(D)	(E)	(F)	(G)	(H)	(I)	(J)	(K)	(L)	
TOTAL	400 100.0	159 100.0	128 100.0	113 100.0	392 100.0	381 100.0	333 100.0	398 100.0	357 100.0	119 100.0	83 100.0	63 100.0
<= 50	118 29.5	71 44.7 CD	29 22.7	18 15.9	115 29.3	108 28.3	101 30.3	118 29.6	92 25.8	33 27.7	27 32.5	13 20.6
51 - 100	128 32.0	53 33.3	45 35.2	30 26.5	125 31.9	121 31.8	103 30.9	127 31.9	121 33.9 K	36 30.3	19 22.9	22 34.9
101 - 200	79 19.8	29 18.2	26 20.3	24 21.2	78 19.9	78 20.5	65 19.5	78 19.6	75 21.0	23 19.3	16 19.3	13 20.6
201 +	75 18.8	6 3.8	28 21.9 B	41 36.3 BC	74 18.9	74 19.4	64 19.2	75 18.8	69 19.3	27 22.7	21 25.3	15 23.8
MEAN	139.1	86.6	146.6 B	204.4 BC	139.2	142.3	139.5	139.0	143.8	156.6	157.6	156.7
STANDARD DEVIATION	120.83	62.25	111.39	155.57	120.16	121.8	121.3	121.08	120.45	142.23	150.67	130.27
MEDI AN	100.0	75.0	100.0	150.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0

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3. What percent of your patients have the following as their primary insurance?

	[--NUMBER OF PATIENTS PER MONTH--]				[--- % OF PTS PRIMARY INS ---]				[-----TOP 2 BOX FOR EACH PROGRAM-----]			
TOTAL	<=400PTS	401-500PTS	501+PTS	MEDI CARE	PPO	HMO	OTHER	SAMPLES	VOUCHERS	REIM SUP	PAT SUP	
(A)	(B)	(C)	(D)	(E)	(F)	(G)	(H)	(I)	(J)	(K)	(L)	
TOTAL	400	159	128	113	392	381	333	398	357	119	83	63
	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0
Fee for Service	12.4	11.7	12.6	13.1	12.5	12.0	11.2	12.5	12.9	13.8	14.2	11.3
HMO	20.3	20.7	19.5	20.6	20.2	20.4	24.3 EFH	20.1	19.6	19.4	20.5	21.7
PPO	23.3	22.3	22.2	26.1 bc	23.1	24.5	22.7	23.4	23.7	23.3	23.7	23.1
Indemni ty	7.5	6.8	8.9 b	6.9	7.4	7.4	7.1	7.5	7.5	6.2	6.9	6.6
Medi cai d	8.5	10.0 D	9.2 D	5.7	8.3	8.1	8.0	8.6	8.3	9.0	8.7	10.5
Medi care	25.9	26.6	25.4	25.4	26.4 g	25.6	24.6	25.9	26.0	26.1	24.0	24.7
Other	2.1	1.9	2.2	2.2	2.1	2.0	2.1	2.1	2.0	2.2	2.0	1.9

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4. Please rank each of the following programs from most preferred to least preferred:

	TOTAL	[--NUMBER OF PATIENTS PER MONTH--] [<=400PTS	401-500PTS	501+PTS	[--- % OF PTS PRIMARY INS ---] MEDI CARE	PPO	HMO	OTHER	[-----TOP 2 BOX FOR EACH PROGRAM-----] SAMPLES	VOUCHERS	REIM SUP	PAT SUP
	(A)	(B)	(C)	(D)	(E)	(F)	(G)	(H)	(I)	(J)	(K)	(L)
TOTAL	400 100.0	159 100.0	128 100.0	113 100.0	392 100.0	381 100.0	333 100.0	398 100.0	357 100.0	119 100.0	83 100.0	63 100.0
Vouchers	3.0	3.0	3.2	2.9	3.1	3.1	3.0	3.1	3.0	3.4 I kL	3.1	2.9
Reimbursement support	2.9	2.9	3.0	3.0	3.0	3.0	2.9	2.9	2.9	3.0	3.2 I J	3.0
Samples	3.5	3.8	3.4	3.4	3.5	3.6	3.6	3.6	3.5	3.6	3.5	3.5
Patient Support	2.9	2.9	2.8	2.9	2.8	2.8	2.9	2.8	2.9 j	2.7	2.7	3.0 j k
Compliance Support	2.6	2.5	2.7	2.8	2.6	2.6	2.6	2.6	2.6	2.4	2.5	2.6

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4b. Rate each program on a scale of 1 to 7 with 7 being extremely valuable and 1 being not at all valuable:

	[--NUMBER OF PATIENTS PER MONTH--]				[--- % OF PTS PRIMARY INS ---]				[-----TOP 2 BOX FOR EACH PROGRAM-----]			
TOTAL	<=400PTS	401-500PTS	501+PTS	MEDI CARE	PPO	HMO	OTHER	SAMPLES	VOUCHERS	REIM SUP	PAT SUP	
(A)	(B)	(C)	(D)	(E)	(F)	(G)	(H)	(I)	(J)	(K)	(L)	
TOTAL	400 100.0	159 100.0	128 100.0	113 100.0	392 100.0	381 100.0	333 100.0	398 100.0	357 100.0	119 100.0	83 100.0	63 100.0
Vouchers	4.4	4.4	4.3	4.5	4.4	4.4	4.4	4.4	4.4	6.3 I KL	5.5 I L	4.5
Reimbursement support	4.2	4.2	4.1	4.4 C	4.2	4.2	4.2	4.2	4.2	5.1 I	6.3 I J L	4.7 I
Samples	6.6	6.5	6.6	6.7	6.6	6.6	6.5	6.6	6.9 J K L	6.6	6.5	6.6
Patient Support	4.0	4.0	3.9	4.2	4.0	4.0	4.1	4.0	4.0	4.4 I	4.8 I J	6.4 I J K
Compliance Support	3.3	3.4	3.1	3.4	3.3	3.3	3.4	3.3	3.3	3.8 I	4.2 I	5.0 I J K

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5. What is the most important advantage of samples?

	[--NUMBER OF PATIENTS PER MONTH--]				[--- % OF PTS PRIMARY INS ---]				[-----TOP 2 BOX FOR EACH PROGRAM-----]			
TOTAL	<=400PTS	401-500PTS	501+PTS	MEDI CARE	PPO	HMO	OTHER	SAMPLES	VOUCHERS	REIM SUP	PAT SUP	
(A)	(B)	(C)	(D)	(E)	(F)	(G)	(H)	(I)	(J)	(K)	(L)	
TOTAL	400	159	128	113	392	381	333	398	357	119	83	63
	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0
Trial for efficacy	149	53	54	42	147	143	124	149	130	45	35	26
	37.2	33.3	42.2	37.2	37.5	37.5	37.2	37.4	36.4	37.8	42.2	41.3
Cost savings	98	35	25	38	96	94	77	97	89	35	26	17
	24.5	22.0	19.5	33.6 BC	24.5	24.7	23.1	24.4	24.9	29.4	31.3	27.0
Test side effects / Trial for tolerance	75	29	25	21	75	72	61	75	63	21	13	13
	18.8	18.2	19.5	18.6	19.1	18.9	18.3	18.8	17.6	17.6	15.7	20.6
Use immediately	74	37	17	20	72	72	59	74	69	21	14	8
	18.5	23.3 C	13.3	17.7	18.4	18.9	17.7	18.6	19.3	17.6	16.9	12.7
Convenience	49	15	18	16	48	44	40	49	45	9	5	6
	12.2	9.4	14.1	14.2	12.2	11.5	12.0	12.3	12.6 jK	7.6	6.0	9.5
Something to give at time of visit	46	17	18	11	43	42	41	45	45	14	9	5
	11.5	10.7	14.1	9.7	11.0	11.0	12.3	11.3	12.6	11.8	10.8	7.9
Availability / Access	31	13	9	9	31	31	24	31	27	7	5	5
	7.8	8.2	7.0	8.0	7.9	8.1	7.2	7.8	7.6	5.9	6.0	7.9
Compliance / If samples are efficacious patient more likely to get prescription	25	12	7	6	25	24	21	25	23	9	4	3
	6.2	7.5	5.5	5.3	6.4	6.3	6.3	6.3	6.4	7.6	4.8	4.8

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5. What is the most important advantage of samples?

	[--NUMBER OF PATIENTS PER MONTH--]				[--- % OF PTS PRIMARY INS ---]				[-----TOP 2 BOX FOR EACH PROGRAM-----]			
	TOTAL	<=400PTS	401-500PTS	501+PTS	MEDI CARE	PPO	HMO	OTHER	SAMPLES	VOUCHERS	REIM SUP	PAT SUP
	(A)	(B)	(C)	(D)	(E)	(F)	(G)	(H)	(I)	(J)	(K)	(L)
Less hassle with pharmacy / No traveling for them	15 3.8	4 2.5	6 4.7	5 4.4	15 3.8	14 3.7	15 4.5	15 3.8	13 3.6	6 5.0	1 1.2	-
Can demonstrate how to use medication / Explain more to patients	15 3.8	4 2.5	7 5.5	4 3.5	15 3.8	13 3.4	12 3.6	15 3.8	14 3.9	5 4.2	5 6.0	1 1.6
Bridge to scripts	11 2.8	3 1.9	4 3.1	4 3.5	11 2.8	10 2.6	11 3.3	11 2.8	9 2.5	4 3.4	3 3.6	3 4.8
Flexibility in dosing	10 2.5	7 4.4	2 1.6	1 0.9	10 2.6	9 2.4	8 2.4	10 2.5	10 2.8	4 3.4	-	1 1.6
Strengthens the doctor-patient relationship	2 0.5	1 0.6	1 0.8	-	2 0.5	2 0.5	2 0.6	2 0.5	2 0.6	-	-	-
No paperwork	2 0.5	1 0.6	-	1 0.9	2 0.5	2 0.5	2 0.6	2 0.5	2 0.6	-	-	-
Promotes good will	1 0.2	-	-	1 0.9	1 0.3	-	1 0.3	1 0.3	1 0.3	-	-	1 1.6
Helps both new starts and established patients	1 0.2	1 0.6	-	-	1 0.3	1 0.3	1 0.3	1 0.3	1 0.3	-	1 1.2	-
A lot of older folks are confused by vouchers	1 0.2	-	-	1 0.9	1 0.3	1 0.3	1 0.3	1 0.3	1 0.3	-	-	-

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ORG Q 3RD QUARTER 2006

5. What is the most important advantage of samples?

	TOTAL	[--NUMBER OF PATIENTS PER MONTH--]			[--- % OF PTS PRIMARY INS ---]				[-----TOP 2 BOX FOR EACH PROGRAM-----]			
		<=400PTS	401-500PTS	501+PTS	MEDI CARE	PPO	HMO	OTHER	SAMPLES	VOUCHERS	REIM SUP	PAT SUP
	(A)	(B)	(C)	(D)	(E)	(F)	(G)	(H)	(I)	(J)	(K)	(L)
Marketing	1 0.2	-	1 0.8	-	1 0.3	1 0.3	1 0.3	1 0.3	1 0.3	-	-	-
Psychological attachment to the product prescribed	1 0.2	1 0.6	-	-	1 0.3	1 0.3	1 0.3	1 0.3	1 0.3	-	-	-
Because of the volume of samples from many companies. It was too difficult to maintain and was discontinued	1 0.2	-	1 0.8	-	1 0.3	1 0.3	1 0.3	1 0.3	-	-	1 1.2	1 1.6
I maintain many patients on samples	1 0.2	1 0.6	-	-	1 0.3	1 0.3	-	1 0.3	1 0.3	1 0.8	-	-
It seems to save wasting of resources	1 0.2	-	1 0.8	-	1 0.3	1 0.3	1 0.3	1 0.3	1 0.3	-	-	1 1.6
Doesn't use / Doesn't prescribe	1 0.2	1 0.6	-	-	1 0.3	1 0.3	1 0.3	1 0.3	-	1 0.8	1 1.2	1 1.6
None / Nothing	1 0.2	1 0.6	-	-	1 0.3	1 0.3	1 0.3	1 0.3	1 0.3	1 0.8	-	-

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6. What is the main disadvantage of samples?

	TOTAL	[--NUMBER OF PATIENTS PER MONTH--] [<=400PTS	401-500PTS	501+PTS	[--- % OF PTS PRIMARY INS ---] MEDI CARE	PPO	HMO	OTHER	[-----TOP 2 BOX FOR EACH PROGRAM-----] SAMPLES	VOUCHERS	REIM SUP	PAT SUP
	(A)	(B)	(C)	(D)	(E)	(F)	(G)	(H)	(I)	(J)	(K)	(L)
TOTAL	400 100.0	159 100.0	128 100.0	113 100.0	392 100.0	381 100.0	333 100.0	398 100.0	357 100.0	119 100.0	83 100.0	63 100.0
Space / Space to keep them	138 34.5	45 28.3	50 39.1 b	43 38.1 b	134 34.2	133 34.9	110 33.0	137 34.4	128 35.9	45 37.8	27 32.5	18 28.6
None / Nothing	67 16.8	28 17.6	17 13.3	22 19.5	66 16.8	61 16.0	58 17.4	66 16.6	61 17.1	18 15.1	18 21.7	10 15.9
Limited supply / Availability	59 14.8	23 14.5	19 14.8	17 15.0	57 14.5	56 14.7	52 15.6	59 14.8	55 15.4	14 11.8	12 14.5	9 14.3
Patients may expect to get them all the time / Patient demand for them	47 11.8	20 12.6	15 11.7	12 10.6	46 11.7	45 11.8	39 11.7	47 11.8	40 11.2	18 15.1	10 12.0	10 15.9
Record keeping	46 11.5	18 11.3	18 14.1	10 8.8	46 11.7	44 11.5	36 10.8	46 11.6	40 11.2	20 16.8	11 13.3	7 11.1
Expiration	27 6.8	10 6.3	8 6.2	9 8.0	26 6.6	25 6.6	23 6.9	27 6.8	25 7.0	10 8.4	6 7.2	3 4.8
Dealing with reps	13 3.2	8 5.0 c	2 1.6	3 2.7	12 3.1	12 3.1	11 3.3	13 3.3	12 3.4	2 1.7	1 1.2	3 4.8
Brand name only meds - much more costly if patient needs prescription	12 3.0	5 3.1	5 3.9	2 1.8	12 3.1	12 3.1	10 3.0	12 3.0	9 2.5	2 1.7	2 2.4	-

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ORG Q 3RD QUARTER 2006

6. What is the main disadvantage of samples?

	[--NUMBER OF PATIENTS PER MONTH--]				[--- % OF PTS PRIMARY INS ---]				[-----TOP 2 BOX FOR EACH PROGRAM-----]			
	TOTAL	<=400PTS	401-500PTS	501+PTS	MEDI CARE	PPO	HMO	OTHER	SAMPLES	VOUCHERS	REIM SUP	PAT SUP
	(A)	(B)	(C)	(D)	(E)	(F)	(G)	(H)	(I)	(J)	(K)	(L)
Patient does not want to get script / Transition to prescription	11 2.8	6 3.8	2 1.6	3 2.7	11 2.8	11 2.9	10 3.0	11 2.8	10 2.8	2 1.7	2 2.4	2 3.2
They only represent branded meds being promoted	10 2.5	7 4.4	3 2.3	-	10 2.6	9 2.4	9 2.7	10 2.5	8 2.2	2 1.7	1 1.2	1 1.6
The cost of keeping them in stock	8 2.0	2 1.3	3 2.3	3 2.7	8 2.0	8 2.1	8 2.4	8 2.0	6 1.7	1 0.8	-	1 1.6
Time consuming	6 1.5	2 1.3	2 1.6	2 1.8	6 1.5	6 1.6	6 1.8	6 1.5	6 1.7	-	1 1.2	-
Regulations / Restrictions	6 1.5	2 1.3	3 2.3	1 0.9	6 1.5	6 1.6	6 1.8	6 1.5	6 1.7	1 0.8	-	-
Lack of written instruction	5 1.2	2 1.3	2 1.6	1 0.9	5 1.3	5 1.3	3 0.9	5 1.3	5 1.4	3 2.5	2 2.4	2 3.2
Too few pills per bottle	5 1.2	2 1.3	1 0.8	2 1.8	5 1.3	5 1.3	5 1.5	5 1.3	5 1.4	1 0.8	-	-
May not be on patient's formulary	5 1.2	-	2 1.6	3 2.7	5 1.3	5 1.3	5 1.5	5 1.3	3 0.8	1 0.8	1 1.2	1 1.6
Thi every	4 1.0	2 1.3	-	2 1.8	4 1.0	4 1.0	2 0.6	4 1.0	4 1.1	2 1.7	-	-
Dosing variability / Certain doses may not be available	4 1.0	3 1.9	-	1 0.9	4 1.0	3 0.8	4 1.2	4 1.0	2 0.6	2 1.7	1 1.2	1 1.6

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6. What is the main disadvantage of samples?

	[--NUMBER OF PATIENTS PER MONTH--]				[--- % OF PTS PRIMARY INS ---]				[-----TOP 2 BOX FOR EACH PROGRAM-----]			
	TOTAL	<=400PTS	401-500PTS	501+PTS	MEDI CARE	PPO	HMO	OTHER	SAMPLES	VOUCHERS	REIM SUP	PAT SUP
	(A)	(B)	(C)	(D)	(E)	(F)	(G)	(H)	(I)	(J)	(K)	(L)
May drive up the market price	3 0.8	1 0.6	1 0.8	1 0.9	3 0.8	3 0.8	2 0.6	3 0.8	3 0.8	1 0.8	-	1 1.6
Not applicable	3 0.8	-	1 0.8	2 1.8	3 0.8	3 0.8	1 0.3	3 0.8	2 0.6	-	1 1.2	2 3.2
Sometimes patient can't afford the subsequent prescription	3 0.8	2 1.3	1 0.8	-	3 0.8	3 0.8	3 0.9	3 0.8	3 0.8	1 0.8	1 1.2	1 1.6
Side effects less studied	2 0.5	2 1.3	-	-	2 0.5	2 0.5	2 0.6	2 0.5	-	1 0.8	1 1.2	1 1.6
Not always used	2 0.5	2 1.3	-	-	2 0.5	2 0.5	1 0.3	2 0.5	1 0.3	1 0.8	-	-
Med may be shared	2 0.5	-	1 0.8	1 0.9	2 0.5	2 0.5	2 0.6	2 0.5	2 0.6	-	-	1 1.6
May not work for the patient	1 0.2	1 0.6	-	-	1 0.3	1 0.3	1 0.3	1 0.3	1 0.3	-	1 1.2	-
Short-term benefit	1 0.2	-	-	1 0.9	1 0.3	1 0.3	1 0.3	1 0.3	-	-	-	-
Can not supply all to just one patient	1 0.2	1 0.6	-	-	1 0.3	-	-	1 0.3	1 0.3	-	-	-
Some types of drugs may not be useful in out practice	1 0.2	1 0.6	-	-	1 0.3	-	1 0.3	1 0.3	1 0.3	-	-	-

Comparison Groups: BCD/EFGH/IJKL
 Independent T-Test for Means, Independent Z-Test for Percentages
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 OLSON RESEARCH GROUP, INC.

ORG Q 3RD QUARTER 2006

6. What is the main disadvantage of samples?

	TOTAL	[--NUMBER OF PATIENTS PER MONTH--]			[--- % OF PTS PRIMARY INS ---]				[-----TOP 2 BOX FOR EACH PROGRAM-----]			
		<=400PTS	401-500PTS	501+PTS	MEDI CARE	PPO	HMO	OTHER	SAMPLES	VOUCHERS	REIM SUP	PAT SUP
	(A)	(B)	(C)	(D)	(E)	(F)	(G)	(H)	(I)	(J)	(K)	(L)
Monkeying around with the cabinet by competing reps	1 0.2	1 0.6	-	-	1 0.3	1 0.3	-	1 0.3	1 0.3	-	-	-
Liability	1 0.2	1 0.6	-	-	1 0.3	1 0.3	1 0.3	1 0.3	1 0.3	-	-	-
Can save for further use	1 0.2	-	1 0.8	-	1 0.3	1 0.3	1 0.3	1 0.3	1 0.3	-	-	-
Hassles from HMO's about usage	1 0.2	1 0.6	-	-	1 0.3	1 0.3	1 0.3	1 0.3	1 0.3	-	-	-
Expense to MD	1 0.2	-	-	1 0.9	1 0.3	1 0.3	1 0.3	1 0.3	1 0.3	1 0.8	-	-
Don't Know	1 0.2	-	1 0.8	-	1 0.3	1 0.3	1 0.3	1 0.3	1 0.3	-	-	-

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ORG Q 3RD QUARTER 2006

7. What is the most important advantage of vouchers?

	[--NUMBER OF PATIENTS PER MONTH--]				[--- % OF PTS PRIMARY INS ---]				[-----TOP 2 BOX FOR EACH PROGRAM-----]			
TOTAL	<=400PTS	401-500PTS	501+PTS	MEDI CARE	PPO	HMO	OTHER	SAMPLES	VOUCHERS	REIM SUP	PAT SUP	
(A)	(B)	(C)	(D)	(E)	(F)	(G)	(H)	(I)	(J)	(K)	(L)	
TOTAL	400 100.0	159 100.0	128 100.0	113 100.0	392 100.0	381 100.0	333 100.0	398 100.0	357 100.0	119 100.0	83 100.0	63 100.0
Saves patient money	158 39.5	67 42.1	47 36.7	44 38.9	155 39.5	152 39.9	134 40.2	157 39.4	143 40.1	45 37.8	39 47.0	32 50.8 J
Take up less space / Much easier to store	71 17.8	28 17.6	24 18.8	19 16.8	71 18.1	67 17.6	58 17.4	70 17.6	64 17.9	35 29.4 IL	19 22.9	9 14.3
None / Nothing	44 11.0	13 8.2	15 11.7	16 14.2	43 11.0	40 10.5	38 11.4	44 11.1	38 10.6 JK	2 1.7	2 2.4	4 6.3
Easy / Simple / Convenient	32 8.0	17 10.7 D	10 7.8	5 4.4	32 8.2	32 8.4	25 7.5	32 8.0	23 6.4	8 6.7	7 8.4	3 4.8
Free samples	30 7.5	15 9.4 d	10 7.8	5 4.4	29 7.4	28 7.3	24 7.2	30 7.5	27 7.6	8 6.7	6 7.2	5 7.9
Gets patients in habit of going to pharmacy rather than asking for more samples / Patients get med at pharmacy	15 3.8	6 3.8	5 3.9	4 3.5	15 3.8	15 3.9	12 3.6	15 3.8	13 3.6	11 9.2 IK	3 3.6	3 4.8
Trial of therapy	12 3.0	3 1.9	6 4.7	3 2.7	10 2.6	12 3.1	10 3.0	12 3.0	12 3.4	4 3.4	3 3.6	4 6.3

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ORG Q 3RD QUARTER 2006

7. What is the most important advantage of vouchers?

	[--NUMBER OF PATIENTS PER MONTH--]				[--- % OF PTS PRIMARY INS ---]				[-----TOP 2 BOX FOR EACH PROGRAM-----]			
	TOTAL	<=400PTS	401-500PTS	501+PTS	MEDI CARE	PPO	HMO	OTHER	SAMPLES	VOUCHERS	REIM SUP	PAT SUP
	(A)	(B)	(C)	(D)	(E)	(F)	(G)	(H)	(I)	(J)	(K)	(L)
2nd best to samples / Act like samples	8 2.0	3 1.9	1 0.8	4 3.5	8 2.0	7 1.8	6 1.8	8 2.0	8 2.2	3 2.5	-	1 1.6
Semi-immediate gratification / Fast / Easy to obtain	8 2.0	3 1.9	-	5 4.4	7 1.8	8 2.1	6 1.8	8 2.0	8 2.2	4 3.4	2 2.4	1 1.6
Helps patients	7 1.8	-	5 3.9	2 1.8	7 1.8	7 1.8	6 1.8	7 1.8	7 2.0	-	1 1.2	1 1.6
Don't Know	7 1.8	3 1.9	2 1.6	2 1.8	7 1.8	7 1.8	5 1.5	7 1.8	7 2.0	1 0.8	2 2.4	3 4.8
Some patient action required / Some patient responsibility	6 1.5	2 1.3	2 1.6	2 1.8	6 1.5	5 1.3	5 1.5	6 1.5	3 0.8	3 2.5	2 2.4	-
Incentive for patient to fill script	6 1.5	3 1.9	2 1.6	1 0.9	6 1.5	5 1.3	5 1.5	6 1.5	6 1.7	3 2.5	2 2.4	1 1.6
Less record keeping	6 1.5	2 1.3	4 3.1	-	6 1.5	6 1.6	5 1.5	6 1.5	5 1.4	4 3.4	1 1.2	2 3.2
Usually a 30 day supply to start / Will have full amount needed	3 0.8	3 1.9	-	-	3 0.8	3 0.8	3 0.9	3 0.8	2 0.6	2 1.7	1 1.2	2 3.2
No expiration dates needed	3 0.8	1 0.6	2 1.6	-	3 0.8	3 0.8	2 0.6	3 0.8	2 0.6	2 1.7	-	-
Can be used for controlled drugs without the need to keep controlled drugs in our office	2 0.5	2 1.3	-	-	2 0.5	2 0.5	1 0.3	2 0.5	2 0.6	1 0.8	1 1.2	1 1.6

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ORG Q 3RD QUARTER 2006

7. What is the most important advantage of vouchers?

	[--NUMBER OF PATIENTS PER MONTH--]				[--- % OF PTS PRIMARY INS ---]				[-----TOP 2 BOX FOR EACH PROGRAM-----]			
	TOTAL	<=400PTS	401-500PTS	501+PTS	MEDI CARE	PPO	HMO	OTHER	SAMPLES	VOUCHERS	REIM SUP	PAT SUP
	(A)	(B)	(C)	(D)	(E)	(F)	(G)	(H)	(I)	(J)	(K)	(L)
Less time consuming to give out / Time factor	2 0.5	-	1 0.8	1 0.9	2 0.5	2 0.5	2 0.6	2 0.5	1 0.3	1 0.8	1 1.2	1 1.6
People with genuine interest will use vouchers	2 0.5	-	2 1.6	-	2 0.5	2 0.5	-	2 0.5	2 0.6	1 0.8	-	-
Built in documentation	2 0.5	1 0.6	1 0.8	-	2 0.5	1 0.3	2 0.6	2 0.5	2 0.6	1 0.8	-	-
No real theft potential	2 0.5	1 0.6	-	1 0.9	2 0.5	2 0.5	1 0.3	2 0.5	2 0.6	2 1.7	-	-
Do not run out / Availability	2 0.5	-	-	2 1.8	2 0.5	2 0.5	2 0.6	2 0.5	2 0.6	-	1 1.2	-
Patient does not have to wait for reimbursement	2 0.5	1 0.6	-	1 0.9	2 0.5	2 0.5	2 0.6	2 0.5	2 0.6	-	-	-
No sample required	1 0.2	-	-	1 0.9	1 0.3	1 0.3	1 0.3	1 0.3	1 0.3	1 0.8	1 1.2	-
No pills	1 0.2	1 0.6	-	-	1 0.3	-	-	1 0.3	1 0.3	1 0.8	1 1.2	-
You still give something to the patient at the end of the visit	1 0.2	-	1 0.8	-	1 0.3	1 0.3	1 0.3	1 0.3	1 0.3	-	-	-
Gets reps credit	1 0.2	-	-	1 0.9	1 0.3	1 0.3	1 0.3	1 0.3	1 0.3	1 0.8	-	-

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7. What is the most important advantage of vouchers?

	[--NUMBER OF PATIENTS PER MONTH--]				[--- % OF PTS PRIMARY INS ---]				[-----TOP 2 BOX FOR EACH PROGRAM-----]			
	TOTAL	<=400PTS	401-500PTS	501+PTS	MEDI CARE	PPO	HMO	OTHER	SAMPLES	VOUCHERS	REIM SUP	PAT SUP
	(A)	(B)	(C)	(D)	(E)	(F)	(G)	(H)	(I)	(J)	(K)	(L)
Accepting them quickly so I can end the detail	1 0.2	-	-	1 0.9	1 0.3	1 0.3	1 0.3	1 0.3	1 0.3	-	-	-
Possibly to achieve brand loyalty for the patient	1 0.2	1 0.6	-	-	1 0.3	1 0.3	1 0.3	1 0.3	1 0.3	-	-	-
Doesn't use / Doesn't prescribe	1 0.2	1 0.6	-	-	1 0.3	1 0.3	1 0.3	1 0.3	1 0.3	-	-	-
Immediate rebate	1 0.2	1 0.6	-	-	1 0.3	-	1 0.3	1 0.3	1 0.3	-	1 1.2	-
No liability	1 0.2	1 0.6	-	-	1 0.3	1 0.3	1 0.3	1 0.3	1 0.3	-	-	-

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ORG Q 3RD QUARTER 2006

8. What is the main disadvantage of vouchers?

	[--NUMBER OF PATIENTS PER MONTH--]				[--- % OF PTS PRIMARY INS ---]				[-----TOP 2 BOX FOR EACH PROGRAM-----]			
	TOTAL	<=400PTS	401-500PTS	501+PTS	MEDI CARE	PPO	HMO	OTHER	SAMPLES	VOUCHERS	REIM SUP	PAT SUP
	(A)	(B)	(C)	(D)	(E)	(F)	(G)	(H)	(I)	(J)	(K)	(L)
TOTAL	400 100.0	159 100.0	128 100.0	113 100.0	392 100.0	381 100.0	333 100.0	398 100.0	357 100.0	119 100.0	83 100.0	63 100.0
Under-utilized because of the extra steps needed to remember them and use them - both by me and the patient / Keeping up with them, both for us and the patient	74 18.5	31 19.5	21 16.4	22 19.5	73 18.6	72 18.9	59 17.7	74 18.6	65 18.2	15 12.6	12 14.5	11 17.5
Easily lost / Very hard to keep track of	70 17.5	24 15.1	27 21.1	19 16.8	69 17.6	66 17.3	55 16.5	70 17.6	61 17.1 j	13 10.9	15 18.1	14 22.2 j
Patient must go to pharmacy / Need to get it filled	63 15.8	29 18.2	16 12.5	18 15.9	62 15.8	59 15.5	49 14.7	63 15.8	58 16.2	29 24.4 i kL	12 14.5	7 11.1
They expire	30 7.5	13 8.2	11 8.6	6 5.3	29 7.4	29 7.6	24 7.2	30 7.5	26 7.3	10 8.4	7 8.4	6 9.5
Very few pills are actually given free	28 7.0	12 7.5	11 8.6	5 4.4	27 6.9	27 7.1	23 6.9	28 7.0	23 6.4	15 12.6 i	8 9.6	4 6.3
None / Nothing	28 7.0	10 6.3	7 5.5	11 9.7	28 7.1	25 6.6	23 6.9	28 7.0	25 7.0	12 10.1	9 10.8	6 9.5
Write script / Requires extra prescription	25 6.2	8 5.0	12 9.4	5 4.4	25 6.4	25 6.6	18 5.4	24 6.0	24 6.7	12 10.1 l	4 4.8	2 3.2

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8. What is the main disadvantage of vouchers?

	[--NUMBER OF PATIENTS PER MONTH--]				[--- % OF PTS PRIMARY INS ---]				[-----TOP 2 BOX FOR EACH PROGRAM-----]			
	TOTAL	<=400PTS	401-500PTS	501+PTS	MEDI CARE	PPO	HMO	OTHER	SAMPLES	VOUCHERS	REIM SUP	PAT SUP
	(A)	(B)	(C)	(D)	(E)	(F)	(G)	(H)	(I)	(J)	(K)	(L)
Time consuming	22 5.5	3 1.9	8 6.2 b	11 9.7 B	21 5.4	22 5.8	18 5.4	22 5.5	20 5.6	5 4.2	5 6.0	5 7.9
Unsure if they will get them	22 5.5	8 5.0	10 7.8	4 3.5	22 5.6	19 5.0	18 5.4	22 5.5	19 5.3	5 4.2	4 4.8	3 4.8
Not as convenient as samples / Inconvenient	21 5.2	11 6.9	5 3.9	5 4.4	20 5.1	20 5.2	19 5.7	21 5.3	18 5.0 JK	1 0.8	1 1.2	3 4.8
Storage	15 3.8	6 3.8	4 3.1	5 4.4	15 3.8	15 3.9	12 3.6	14 3.5	13 3.6	3 2.5	1 1.2	3 4.8
Complicated for some patients / Have to explain them to patients	14 3.5	4 2.5	6 4.7	4 3.5	14 3.6	14 3.7	12 3.6	14 3.5	14 3.9 J	1 0.8	2 2.4	1 1.6
Patients can generally use it only once / Not forever / Restricted time period	13 3.2	4 2.5	5 3.9	4 3.5	13 3.3	12 3.1	13 3.9	12 3.0	13 3.6	8 6.7 I	-	1 1.6
Paper work	12 3.0	6 3.8	4 3.1	2 1.8	11 2.8	12 3.1	11 3.3	12 3.0	12 3.4	4 3.4	3 3.6	1 1.6
Patients prefer samples	10 2.5	5 3.1	2 1.6	3 2.7	10 2.6	9 2.4	9 2.7	10 2.5	10 2.8	1 0.8	-	2 3.2
Patient must pay part / Usually for a discount only	8 2.0	5 3.1	1 0.8	2 1.8	8 2.0	8 2.1	6 1.8	8 2.0	6 1.7	4 3.4	3 3.6	1 1.6

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8. What is the main disadvantage of vouchers?

	[--NUMBER OF PATIENTS PER MONTH--]				[--- % OF PTS PRIMARY INS ---]				[-----TOP 2 BOX FOR EACH PROGRAM-----]			
	TOTAL	<=400PTS	401-500PTS	501+PTS	MEDI CARE	PPO	HMO	OTHER	SAMPLES	VOUCHERS	REIM SUP	PAT SUP
	(A)	(B)	(C)	(D)	(E)	(F)	(G)	(H)	(I)	(J)	(K)	(L)
Almost useless / Not helpful	7 1.8	3 1.9	2 1.6	2 1.8	6 1.5	7 1.8	7 2.1	7 1.8	4 1.1	1 0.8	2 2.4	-
Some pharmacies do not always honor vouchers	6 1.5	4 2.5	-	2 1.8	6 1.5	6 1.6	6 1.8	6 1.5	6 1.7	2 1.7	-	2 3.2
Don't Know	5 1.2	2 1.3	2 1.6	1 0.9	5 1.3	5 1.3	5 1.5	5 1.3	4 1.1	2 1.7	2 2.4	2 3.2
No consistency from one company to another	4 1.0	1 0.6	2 1.6	1 0.9	4 1.0	4 1.0	4 1.2	4 1.0	3 0.8	2 1.7	-	-
Not useful for mail away plans	2 0.5	-	-	2 1.8	2 0.5	2 0.5	2 0.6	2 0.5	2 0.6	1 0.8	-	-
Better system of storage and retrieval	2 0.5	-	-	2 1.8	2 0.5	2 0.5	2 0.6	2 0.5	2 0.6	2 1.7	2 2.4	-
Maybe over used	2 0.5	1 0.6	-	1 0.9	2 0.5	2 0.5	2 0.6	2 0.5	2 0.6	-	1 1.2	-
Doesn't use / Doesn't prescribe	2 0.5	2 1.3	-	-	2 0.5	2 0.5	2 0.6	2 0.5	2 0.6	-	-	-
Too many / So many companies, so many vouchers	2 0.5	-	-	2 1.8	2 0.5	2 0.5	2 0.6	2 0.5	2 0.6	-	-	-
The patient does not see the real product	2 0.5	-	2 1.6	-	2 0.5	2 0.5	2 0.6	2 0.5	2 0.6	1 0.8	1 1.2	1 1.6

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8. What is the main disadvantage of vouchers?

	[--NUMBER OF PATIENTS PER MONTH--]				[--- % OF PTS PRIMARY INS ---]				[-----TOP 2 BOX FOR EACH PROGRAM-----]			
	TOTAL	<=400PTS	401-500PTS	501+PTS	MEDI CARE	PPO	HMO	OTHER	SAMPLES	VOUCHERS	REIM SUP	PAT SUP
	(A)	(B)	(C)	(D)	(E)	(F)	(G)	(H)	(I)	(J)	(K)	(L)
Pressure from the drug reps to use their drug	1 0.2	1 0.6	-	-	1 0.3	1 0.3	1 0.3	1 0.3	1 0.3	-	1 1.2	1 1.6
Patient has to commit to drug before just trying it	1 0.2	-	1 0.8	-	1 0.3	-	-	1 0.3	1 0.3	1 0.8	1 1.2	-
Restrictions	1 0.2	-	-	1 0.9	1 0.3	1 0.3	1 0.3	1 0.3	1 0.3	-	-	-
Delay in use	1 0.2	1 0.6	-	-	1 0.3	1 0.3	1 0.3	1 0.3	1 0.3	-	-	-
Likely to be available for expensive brand name meds	1 0.2	-	-	1 0.9	1 0.3	1 0.3	1 0.3	1 0.3	-	-	-	-
Changing frequently	1 0.2	1 0.6	-	-	1 0.3	1 0.3	1 0.3	1 0.3	1 0.3	-	-	-
Feels like you are hawking groceries	1 0.2	-	-	1 0.9	1 0.3	-	1 0.3	1 0.3	1 0.3	-	-	1 1.6
Pharmacies abuse them	1 0.2	-	-	1 0.9	1 0.3	1 0.3	1 0.3	1 0.3	1 0.3	1 0.8	-	-
For some such items such as inhalers it makes it difficult to demonstrate use without having to find a demonstrator piece	1 0.2	-	1 0.8	-	1 0.3	1 0.3	1 0.3	1 0.3	1 0.3	1 0.8	1 1.2	1 1.6

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ORG Q 3RD QUARTER 2006

9. How many voucher programs have you directed or assisted patients to participate in during the past month?

	[--NUMBER OF PATIENTS PER MONTH--]				[--- % OF PTS PRIMARY INS ---]				[-----TOP 2 BOX FOR EACH PROGRAM-----]			
	TOTAL	<=400PTS	401-500PTS	501+PTS	MEDI CARE	PPO	HMO	OTHER	SAMPLES	VOUCHERS	REIM SUP	PAT SUP
	(A)	(B)	(C)	(D)	(E)	(F)	(G)	(H)	(I)	(J)	(K)	(L)
TOTAL	400 100.0	159 100.0	128 100.0	113 100.0	392 100.0	381 100.0	333 100.0	398 100.0	357 100.0	119 100.0	83 100.0	63 100.0
<= 2	146 36.5	71 44.7 cD	43 33.6	32 28.3	144 36.7	137 36.0	117 35.1	144 36.2	128 35.9 Jk	20 16.8	21 25.3	22 34.9 J
3 - 4	73 18.2	37 23.3 D	23 18.0	13 11.5	72 18.4	68 17.8	63 18.9	73 18.3	60 16.8	26 21.8	16 19.3	15 23.8
5 - 10	137 34.2	43 27.0	46 35.9	48 42.5 B	132 33.7	134 35.2	117 35.1	137 34.4	126 35.3	52 43.7 kL	26 31.3	18 28.6
11 +	44 11.0	8 5.0	16 12.5 B	20 17.7 B	44 11.2	42 11.0	36 10.8	44 11.1	43 12.0	21 17.6	20 24.1 lI	8 12.7
MEAN	7.7	4.5	7.4 B	12.5 B	7.7	7.9	8.1	7.7	8.2	13.6 i	15.8 l	13.5
STANDARD DEVIATION	21.03	5.90	13.47	35.81	21.23	21.50	22.77	21.08	22.17	35.59	42.21	46.55
MEDIAN	4.0	3.0	4.0	5.0	4.0	4.0	4.0	4.0	4.0	5.0	5.0	3.0

Comparison Groups: BCD/EFHG/IJKL
 Independent T-Test for Means, Independent Z-Test for Percentages
 Upper case letters indicate significance at the 95% level.
 Lower case letters indicate significance at the 90% level.
 OLSON RESEARCH GROUP, INC.

ORG Q 3RD QUARTER 2006

10. What is your opinion of programs designed to support patient education or compliance from pharmaceutical companies?

	[--NUMBER OF PATIENTS PER MONTH--]				[--- % OF PTS PRIMARY INS ---]				[-----TOP 2 BOX FOR EACH PROGRAM-----]			
TOTAL	<=400PTS	401-500PTS	501+PTS	MEDI CARE	PPO	HMO	OTHER	SAMPLES	VOUCHERS	REIM SUP	PAT SUP	
(A)	(B)	(C)	(D)	(E)	(F)	(G)	(H)	(I)	(J)	(K)	(L)	
TOTAL	400 100.0	159 100.0	128 100.0	113 100.0	392 100.0	381 100.0	333 100.0	398 100.0	357 100.0	119 100.0	83 100.0	63 100.0
Somewhat favorable	182 45.5	67 42.1	59 46.1	56 49.6	179 45.7	174 45.7	154 46.2	181 45.5	161 45.1	55 46.2	35 42.2	24 38.1
Neither/nor	105 26.2	42 26.4	35 27.3	28 24.8	101 25.8	98 25.7	86 25.8	105 26.4	95 26.6 L	25 21.0	17 20.5	8 12.7
Very favorable	63 15.8	26 16.4	18 14.1	19 16.8	63 16.1	59 15.5	51 15.3	63 15.8	57 16.0	26 21.8	24 28.9 I	28 44.4 IJK
Somewhat unfavorable	37 9.2	19 11.9 D	13 10.2 d	5 4.4	36 9.2	37 9.7	30 9.0	37 9.3	35 9.8 KL	8 6.7 I	4 4.8	1 1.6
Very unfavorable	13 3.2	5 3.1	3 2.3	5 4.4	13 3.3	13 3.4	12 3.6	12 3.0	9 2.5	5 4.2	3 3.6	2 3.2

Comparison Groups: BCD/EFHG/IJKL
 Independent T-Test for Means, Independent Z-Test for Percentages
 Upper case letters indicate significance at the 95% level.
 Lower case letters indicate significance at the 90% level.
 OLSON RESEARCH GROUP, INC.

ORG Q 3RD QUARTER 2006

11. What is your favorite specific program designed to support patient education or compliance from pharmaceutical companies?

	[--NUMBER OF PATIENTS PER MONTH--]				[--- % OF PTS PRIMARY INS ---]				[-----TOP 2 BOX FOR EACH PROGRAM-----]			
	TOTAL	<=400PTS	401-500PTS	501+PTS	MEDI CARE	PPO	HMO	OTHER	SAMPLES	VOUCHERS	REIM SUP	PAT SUP
	(A)	(B)	(C)	(D)	(E)	(F)	(G)	(H)	(I)	(J)	(K)	(L)
TOTAL	400 100.0	159 100.0	128 100.0	113 100.0	392 100.0	381 100.0	333 100.0	398 100.0	357 100.0	119 100.0	83 100.0	63 100.0
None / Nothing	78 19.5	36 22.6 d	26 20.3	16 14.2	77 19.6	73 19.2	60 18.0	77 19.3	72 20.2 JL	12 10.1	11 13.3	5 7.9
Di ovan	56 14.0	19 11.9	23 18.0	14 12.4	55 14.0	54 14.2	45 13.5	56 14.1	54 15.1	18 15.1	12 14.5	6 9.5
Don' t Know	37 9.2	16 10.1	8 6.2	13 11.5	37 9.4	36 9.4	33 9.9	37 9.3	32 9.0	12 10.1	8 9.6	4 6.3
Lortrel	19 4.8	7 4.4	5 3.9	7 6.2	19 4.8	19 5.0	16 4.8	19 4.8	17 4.8	6 5.0	2 2.4	3 4.8
Boni va	19 4.8	8 5.0	8 6.2	3 2.7	19 4.8	16 4.2	13 3.9	19 4.8	17 4.8	5 4.2	3 3.6	3 4.8
Li pi tor	17 4.2	5 3.1	5 3.9	7 6.2	17 4.3	16 4.2	16 4.8	16 4.0	14 3.9	5 4.2	3 3.6	3 4.8
Byetta	12 3.0	4 2.5	1 0.8	7 6.2 C	12 3.1	11 2.9	10 3.0	12 3.0	10 2.8	4 3.4	5 6.0	1 1.6
Ni aspan	11 2.8	2 1.3	4 3.1	5 4.4	11 2.8	10 2.6	8 2.4	11 2.8	11 3.1 j	1 0.8	1 1.2	3 4.8
Zocor	9 2.2	4 2.5	2 1.6	3 2.7	9 2.3	9 2.4	7 2.1	9 2.3	8 2.2	3 2.5	1 1.2	2 3.2

Comparison Groups: BCD/EFGH/IJKL
 Independent T-Test for Means, Independent Z-Test for Percentages
 Upper case letters indicate significance at the 95% level.
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 OLSON RESEARCH GROUP, INC.

ORG Q 3RD QUARTER 2006

11. What is your favorite specific program designed to support patient education or compliance from pharmaceutical companies?

	TOTAL	[--NUMBER OF PATIENTS PER MONTH--]			[--- % OF PTS PRIMARY INS ---]				[-----TOP 2 BOX FOR EACH PROGRAM-----]			
		<=400PTS	401-500PTS	501+PTS	MEDI CARE	PPO	HMO	OTHER	SAMPLES	VOUCHERS	REIM SUP	PAT SUP
	(A)	(B)	(C)	(D)	(E)	(F)	(G)	(H)	(I)	(J)	(K)	(L)
Actos	9 2.2	3 1.9	3 2.3	3 2.7	9 2.3	9 2.4	6 1.8	9 2.3	7 2.0	1 0.8	2 2.4	2 3.2
Vytorin	7 1.8	4 2.5	2 1.6	1 0.9	7 1.8	6 1.6	5 1.5	7 1.8	7 2.0	2 1.7	1 1.2	4 6.3
Levitra	7 1.8	1 0.6	3 2.3	3 2.7	7 1.8	7 1.8	6 1.8	7 1.8	7 2.0	2 1.7	1 1.2	1 1.6
Crestor	6 1.5	2 1.3	3 2.3	1 0.9	6 1.5	6 1.6	6 1.8	6 1.5	5 1.4	2 1.7	-	-
Viagra	6 1.5	2 1.3	3 2.3	1 0.9	6 1.5	6 1.6	5 1.5	6 1.5	5 1.4	-	-	-
Forteo	6 1.5	1 0.6	1 0.8	4 3.5	6 1.5	6 1.6	4 1.2	6 1.5	6 1.7	2 1.7	2 2.4	2 3.2
Advair	5 1.2	2 1.3	2 1.6	1 0.9	5 1.3	5 1.3	4 1.2	5 1.3	4 1.1	1 0.8	2 2.4	1 1.6
Not applicable	5 1.2	3 1.9	-	2 1.8	3 0.8	5 1.3	5 1.5	5 1.3	5 1.4	1 0.8	1 1.2	-
Micardis	4 1.0	-	1 0.8	3 2.7	4 1.0	4 1.0	4 1.2	4 1.0	3 0.8	2 1.7	2 2.4	1 1.6
Fosamax	4 1.0	-	3 2.3	1 0.9	4 1.0	4 1.0	4 1.2	4 1.0	3 0.8	3 2.5	1 1.2	1 1.6

Comparison Groups: BCD/EFGH/IJKL
 Independent T-Test for Means, Independent Z-Test for Percentages
 Upper case letters indicate significance at the 95% level.
 Lower case letters indicate significance at the 90% level.
 OLSON RESEARCH GROUP, INC.

ORG Q 3RD QUARTER 2006

11. What is your favorite specific program designed to support patient education or compliance from pharmaceutical companies?

	TOTAL	[--NUMBER OF PATIENTS PER MONTH--]			[--- % OF PTS PRIMARY INS ---]				[-----TOP 2 BOX FOR EACH PROGRAM-----]			
		<=400PTS	401-500PTS	501+PTS	MEDI CARE	PPO	HMO	OTHER	SAMPLES	VOUCHERS	REIM SUP	PAT SUP
	(A)	(B)	(C)	(D)	(E)	(F)	(G)	(H)	(I)	(J)	(K)	(L)
Nexium	3 0.8	3 1.9	-	-	2 0.5	3 0.8	3 0.9	3 0.8	2 0.6	1 0.8	1 1.2	1 1.6
Humalog	3 0.8	2 1.3	1 0.8	-	3 0.8	2 0.5	1 0.3	3 0.8	3 0.8	1 0.8	-	1 1.6
Zyprexa	3 0.8	1 0.6	-	2 1.8	3 0.8	3 0.8	3 0.9	3 0.8	3 0.8	3 2.5	1 1.2	-
Zolofit	3 0.8	2 1.3	1 0.8	-	3 0.8	3 0.8	2 0.6	3 0.8	3 0.8	2 1.7	1 1.2	1 1.6
Bp control	3 0.8	-	2 1.6	1 0.9	3 0.8	3 0.8	2 0.6	3 0.8	3 0.8	2 1.7	1 1.2	-
Effexor XR	3 0.8	2 1.3	-	1 0.9	3 0.8	3 0.8	3 0.9	3 0.8	2 0.6	3 2.5	1 1.2	-
Adderal I	3 0.8	1 0.6	2 1.6	-	2 0.5	3 0.8	2 0.6	3 0.8	2 0.6	1 0.8	1 1.2	1 1.6
Zyban	3 0.8	2 1.3	-	1 0.9	3 0.8	3 0.8	3 0.9	3 0.8	2 0.6	-	-	1 1.6
Xenical	3 0.8	2 1.3	1 0.8	-	3 0.8	3 0.8	2 0.6	3 0.8	3 0.8	1 0.8	-	-
Di ovan HCT	2 0.5	1 0.6	-	1 0.9	2 0.5	2 0.5	2 0.6	2 0.5	2 0.6	1 0.8	-	-

Comparison Groups: BCD/EFGH/IJKL
 Independent T-Test for Means, Independent Z-Test for Percentages
 Upper case letters indicate significance at the 95% level.
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 OLSON RESEARCH GROUP, INC.

ORG Q 3RD QUARTER 2006

11. What is your favorite specific program designed to support patient education or compliance from pharmaceutical companies?

	TOTAL	[--NUMBER OF PATIENTS PER MONTH--]			[--- % OF PTS PRIMARY INS ---]				[-----TOP 2 BOX FOR EACH PROGRAM-----]			
		<=400PTS	401-500PTS	501+PTS	MEDI CARE	PPO	HMO	OTHER	SAMPLES	VOUCHERS	REIM SUP	PAT SUP
	(A)	(B)	(C)	(D)	(E)	(F)	(G)	(H)	(I)	(J)	(K)	(L)
Oxycontin	2 0.5	1 0.6	1 0.8	-	2 0.5	2 0.5	2 0.6	2 0.5	2 0.6	1 0.8	1 1.2	-
Ari cept	2 0.5	2 1.3	-	-	2 0.5	2 0.5	2 0.6	2 0.5	1 0.3	-	-	1 1.6
Advi cor	2 0.5	-	1 0.8	1 0.9	2 0.5	1 0.3	2 0.6	2 0.5	2 0.6	-	-	1 1.6
Cozaar	2 0.5	-	-	2 1.8	2 0.5	2 0.5	2 0.6	2 0.5	1 0.3	1 0.8	1 1.2	1 1.6
Tri cor	2 0.5	-	2 1.6	-	2 0.5	2 0.5	2 0.6	2 0.5	2 0.6	-	-	-
Chantex	2 0.5	2 1.3	-	-	2 0.5	2 0.5	1 0.3	2 0.5	2 0.6	1 0.8	1 1.2	-
Avandi a	2 0.5	2 1.3	-	-	2 0.5	2 0.5	2 0.6	2 0.5	2 0.6	-	-	1 1.6
Aderral I XR	2 0.5	1 0.6	1 0.8	-	2 0.5	2 0.5	1 0.3	2 0.5	2 0.6	2 1.7	-	-
Avandamet	2 0.5	1 0.6	1 0.8	-	2 0.5	2 0.5	2 0.6	2 0.5	2 0.6	1 0.8	-	1 1.6
Effexor	2 0.5	2 1.3	-	-	2 0.5	2 0.5	2 0.6	2 0.5	2 0.6	-	-	-

Comparison Groups: BCD/EFGH/IJKL
 Independent T-Test for Means, Independent Z-Test for Percentages
 Upper case letters indicate significance at the 95% level.
 Lower case letters indicate significance at the 90% level.
 OLSON RESEARCH GROUP, INC.

ORG Q 3RD QUARTER 2006

11. What is your favorite specific program designed to support patient education or compliance from pharmaceutical companies?

	TOTAL	[--NUMBER OF PATIENTS PER MONTH--] <=400PTS	401-500PTS	501+PTS	[--- % OF PTS PRIMARY INS ---] MEDI CARE	PPO	HMO	OTHER	[-----TOP 2 BOX FOR EACH PROGRAM-----] SAMPLES	VOUCHERS	REIM SUP	PAT SUP
	(A)	(B)	(C)	(D)	(E)	(F)	(G)	(H)	(I)	(J)	(K)	(L)
Lantus	2 0.5	1 0.6	-	1 0.9	2 0.5	2 0.5	2 0.6	2 0.5	1 0.3	1 0.8	1 1.2	-
Zetia	2 0.5	2 1.3	-	-	2 0.5	2 0.5	2 0.6	2 0.5	1 0.3	2 1.7	1 1.2	-
Evi sta	1 0.2	1 0.6	-	-	1 0.3	-	1 0.3	1 0.3	1 0.3	1 0.8	-	-
Imi trex	1 0.2	-	-	1 0.9	1 0.3	1 0.3	1 0.3	1 0.3	1 0.3	1 0.8	1 1.2	-
Fuzeon	1 0.2	1 0.6	-	-	1 0.3	1 0.3	1 0.3	1 0.3	1 0.3	-	-	-
Insulin pen use program	1 0.2	1 0.6	-	-	1 0.3	1 0.3	1 0.3	1 0.3	1 0.3	-	-	-
Remi cade	1 0.2	1 0.6	-	-	1 0.3	1 0.3	1 0.3	1 0.3	1 0.3	-	1 1.2	-
Humulin	1 0.2	-	-	1 0.9	1 0.3	-	-	1 0.3	1 0.3	1 0.8	-	-
Human Insulin	1 0.2	-	1 0.8	-	1 0.3	1 0.3	1 0.3	1 0.3	1 0.3	1 0.8	1 1.2	-
Bp cuff kit	1 0.2	-	-	1 0.9	1 0.3	1 0.3	1 0.3	1 0.3	1 0.3	-	-	-

Comparison Groups: BCD/EFGH/IJKL
 Independent T-Test for Means, Independent Z-Test for Percentages
 Upper case letters indicate significance at the 95% level.
 Lower case letters indicate significance at the 90% level.
 OLSON RESEARCH GROUP, INC.

ORG Q 3RD QUARTER 2006

11. What is your favorite specific program designed to support patient education or compliance from pharmaceutical companies?

	TOTAL	[--NUMBER OF PATIENTS PER MONTH--] [---% OF PTS PRIMARY INS ---] [-----TOP 2 BOX FOR EACH PROGRAM-----] [-----VOUCHERS REIM SUP PAT SUP-----]	<=400PTS	401-500PTS	501+PTS	MEDI CARE	PPO	HMO	OTHER	SAMPLES	VOUCHERS	REIM SUP	PAT SUP
	(A)	(B)	(C)	(D)	(E)	(F)	(G)	(H)	(I)	(J)	(K)	(L)	
Hyzaar	1 0.2	-	-	1 0.9	1 0.3	1 0.3	1 0.3	1 0.3	-	-	-	-	
Paxil	1 0.2	-	1 0.8	-	1 0.3	1 0.3	1 0.3	1 0.3	1 0.3	-	-	-	
Any	1 0.2	-	1 0.8	-	1 0.3	1 0.3	1 0.3	1 0.3	-	-	-	1 1.6	
Biaxin XL	1 0.2	-	-	1 0.9	1 0.3	1 0.3	1 0.3	1 0.3	1 0.3	-	1 1.2	-	
Valtrex	1 0.2	-	1 0.8	-	1 0.3	1 0.3	1 0.3	1 0.3	1 0.3	1 0.8	1 1.2	1 1.6	
Xolair	1 0.2	1 0.6	-	-	1 0.3	1 0.3	1 0.3	1 0.3	1 0.3	-	-	-	
Relpax	1 0.2	-	1 0.8	-	1 0.3	1 0.3	1 0.3	1 0.3	1 0.3	1 0.8	1 1.2	1 1.6	
Pulmicort	1 0.2	-	1 0.8	-	-	1 0.3	1 0.3	1 0.3	1 0.3	-	-	-	
Loestrin 24	1 0.2	-	1 0.8	-	1 0.3	1 0.3	1 0.3	1 0.3	1 0.3	-	-	1 1.6	
Cymbalta	1 0.2	-	-	1 0.9	1 0.3	1 0.3	1 0.3	1 0.3	-	-	1 1.2	-	

Comparison Groups: BCD/EFGH/IJKL
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 Lower case letters indicate significance at the 90% level.
 OLSON RESEARCH GROUP, INC.

ORG Q 3RD QUARTER 2006

11. What is your favorite specific program designed to support patient education or compliance from pharmaceutical companies?

	TOTAL	[--NUMBER OF PATIENTS PER MONTH--] [--- % OF PTS PRIMARY INS ---] [-----TOP 2 BOX FOR EACH PROGRAM-----] <=400PTS 401-500PTS 501+PTS MEDI CARE PPO HMO OTHER SAMPLES VOUCHERS REIM SUP PAT SUP	(A)	(B)	(C)	(D)	(E)	(F)	(G)	(H)	(I)	(J)	(K)	(L)
Avandaryl	1 0.2	1 0.6	-	-	-	-	1 0.3	1 0.3	1 0.3	1 0.3	1 0.3	-	-	-
Procrit	1 0.2	-	-	1 0.9	-	-	1 0.3	1 0.3	1 0.3	1 0.3	-	1 0.8	-	-
Pegintron	1 0.2	1 0.6	-	-	-	-	1 0.3	1 0.3	1 0.3	1 0.3	-	-	-	-
Lamisil	1 0.2	-	1 0.8	-	-	-	1 0.3	1 0.3	1 0.3	1 0.3	1 0.3	-	-	-
Flonase	1 0.2	1 0.6	-	-	-	-	1 0.3	1 0.3	1 0.3	1 0.3	1 0.3	1 0.8	1 1.2	1 1.6
Omni cef	1 0.2	1 0.6	-	-	-	-	1 0.3	1 0.3	1 0.3	1 0.3	1 0.3	-	1 1.2	-
Testim	1 0.2	-	1 0.8	-	-	-	1 0.3	1 0.3	1 0.3	1 0.3	1 0.3	-	-	-
PriLOSEC OTC	1 0.2	1 0.6	-	-	-	-	1 0.3	1 0.3	1 0.3	1 0.3	-	-	-	-
Merck products	1 0.2	-	1 0.8	-	-	-	1 0.3	1 0.3	1 0.3	1 0.3	1 0.3	1 0.8	1 1.2	-
Detrol	1 0.2	-	-	1 0.9	-	-	1 0.3	1 0.3	1 0.3	1 0.3	1 0.3	1 0.8	1 1.2	1 1.6

Comparison Groups: BCD/EFGH/IJKL
 Independent T-Test for Means, Independent Z-Test for Percentages
 Upper case letters indicate significance at the 95% level.
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 OLSON RESEARCH GROUP, INC.

ORG Q 3RD QUARTER 2006

11. What is your favorite specific program designed to support patient education or compliance from pharmaceutical companies?

	TOTAL	[--NUMBER OF PATIENTS PER MONTH--] [---% OF PTS PRIMARY INS ---] [-----TOP 2 BOX FOR EACH PROGRAM-----] [---% OF PTS PRIMARY INS ---] [-----TOP 2 BOX FOR EACH PROGRAM-----]	[---% OF PTS PRIMARY INS ---] [-----TOP 2 BOX FOR EACH PROGRAM-----]	[---% OF PTS PRIMARY INS ---] [-----TOP 2 BOX FOR EACH PROGRAM-----]	[---% OF PTS PRIMARY INS ---] [-----TOP 2 BOX FOR EACH PROGRAM-----]	[---% OF PTS PRIMARY INS ---] [-----TOP 2 BOX FOR EACH PROGRAM-----]	[---% OF PTS PRIMARY INS ---] [-----TOP 2 BOX FOR EACH PROGRAM-----]	[---% OF PTS PRIMARY INS ---] [-----TOP 2 BOX FOR EACH PROGRAM-----]	[---% OF PTS PRIMARY INS ---] [-----TOP 2 BOX FOR EACH PROGRAM-----]	[---% OF PTS PRIMARY INS ---] [-----TOP 2 BOX FOR EACH PROGRAM-----]	[---% OF PTS PRIMARY INS ---] [-----TOP 2 BOX FOR EACH PROGRAM-----]	[---% OF PTS PRIMARY INS ---] [-----TOP 2 BOX FOR EACH PROGRAM-----]
	(A)	(B)	(C)	(D)	(E)	(F)	(G)	(H)	(I)	(J)	(K)	(L)
Glucophage	1 0.2	-	-	1 0.9	1 0.3	1 0.3	1 0.3	1 0.3	1 0.3	1 0.8	1 1.2	1 1.6
Insulin packet	1 0.2	1 0.6	-	-	1 0.3	1 0.3	1 0.3	1 0.3	-	-	-	-
Enablax	1 0.2	-	-	1 0.9	1 0.3	1 0.3	1 0.3	1 0.3	1 0.3	-	-	1 1.6
Cialis	1 0.2	1 0.6	-	-	1 0.3	1 0.3	1 0.3	1 0.3	1 0.3	-	-	-
Avelox	1 0.2	-	-	1 0.9	-	1 0.3	1 0.3	1 0.3	1 0.3	1 0.8	1 1.2	1 1.6
Insulin pump	1 0.2	-	-	1 0.9	1 0.3	1 0.3	1 0.3	1 0.3	1 0.3	-	-	-
Kaletra	1 0.2	1 0.6	-	-	1 0.3	-	-	1 0.3	-	-	-	-
Novolog	1 0.2	-	-	1 0.9	1 0.3	1 0.3	1 0.3	1 0.3	1 0.3	-	-	1 1.6
Plavix	1 0.2	-	1 0.8	-	1 0.3	1 0.3	1 0.3	1 0.3	1 0.3	-	-	1 1.6
Maxalt	1 0.2	-	-	1 0.9	1 0.3	1 0.3	1 0.3	1 0.3	1 0.3	1 0.8	1 1.2	-

Comparison Groups: BCD/EFGH/IJKL
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 OLSON RESEARCH GROUP, INC.

ORG Q 3RD QUARTER 2006

11. What is your favorite specific program designed to support patient education or compliance from pharmaceutical companies?

	TOTAL	[--NUMBER OF PATIENTS PER MONTH--] [--- % OF PTS PRIMARY INS ---] [-----TOP 2 BOX FOR EACH PROGRAM-----] <=400PTS 401-500PTS 501+PTS MEDI CARE PPO HMO OTHER SAMPLES VOUCHERS REIM SUP PAT SUP	(A)	(B)	(C)	(D)	(E)	(F)	(G)	(H)	(I)	(J)	(K)	(L)
Focalin XR	1 0.2	-	1 0.8	-	1 0.3	1 0.3	1 0.3	1 0.3	1 0.3	1 0.3	1 0.3	1 0.8	-	-
Singulair	1 0.2	-	1 0.8	-	1 0.3	1 0.3	1 0.3	1 0.3	1 0.3	1 0.3	-	-	-	-
Requip	1 0.2	-	-	1 0.9	1 0.3	1 0.3	1 0.3	1 0.3	1 0.3	1 0.3	1 0.3	1 0.8	1 1.2	-
Ami ti za	1 0.2	-	1 0.8	-	1 0.3	1 0.3	1 0.3	1 0.3	1 0.3	1 0.3	1 0.3	-	-	-
Doesn't use / Doesn't prescribe	1 0.2	-	1 0.8	-	1 0.3	1 0.3	1 0.3	1 0.3	1 0.3	1 0.3	1 0.3	-	-	-
Wellbutrin	1 0.2	-	-	1 0.9	1 0.3	1 0.3	1 0.3	1 0.3	1 0.3	1 0.3	1 0.3	1 0.8	-	-
Flexeril 5	1 0.2	1 0.6	-	-	1 0.3	1 0.3	1 0.3	1 0.3	1 0.3	1 0.3	1 0.3	1 0.8	-	-
Famvir	1 0.2	1 0.6	-	-	1 0.3	1 0.3	1 0.3	1 0.3	1 0.3	1 0.3	1 0.3	1 0.8	1 1.2	1 1.6

Comparison Groups: BCD/EFGH/IJKL
 Independent T-Test for Means, Independent Z-Test for Percentages
 Upper case letters indicate significance at the 95% level.
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 OLSON RESEARCH GROUP, INC.

ORG Q 3RD QUARTER 2006

11A. Please indicate drug name and pharmaceutical company.

	[--NUMBER OF PATIENTS PER MONTH--]				[--- % OF PTS PRIMARY INS ---]				[-----TOP 2 BOX FOR EACH PROGRAM-----]			
TOTAL	<=400PTS	401-500PTS	501+PTS	MEDI CARE	PPO	HMO	OTHER	SAMPLES	VOUCHERS	REIM SUP	PAT SUP	
(A)	(B)	(C)	(D)	(E)	(F)	(G)	(H)	(I)	(J)	(K)	(L)	
TOTAL	400 100.0	159 100.0	128 100.0	113 100.0	392 100.0	381 100.0	333 100.0	398 100.0	357 100.0	119 100.0	83 100.0	63 100.0
Novartis	73 18.2	24 15.1	28 21.9	21 18.6	72 18.4	71 18.6	61 18.3	73 18.3	70 19.6	24 20.2	14 16.9	11 17.5
None / Nothing	70 17.5	30 18.9	24 18.8	16 14.2	69 17.6	65 17.1	55 16.5	69 17.3	63 17.6 JL	11 9.2	11 13.3	4 6.3
Don't Know	61 15.2	31 19.5 d	17 13.3	13 11.5	61 15.6	58 15.2	51 15.3	61 15.3	51 14.3	18 15.1	14 16.9	10 15.9
Phizer	32 8.0	12 7.5	11 8.6	9 8.0	32 8.2	31 8.1	27 8.1	31 7.8	28 7.8	9 7.6	6 7.2	7 11.1
Lilly	29 7.2	9 5.7	4 3.1	16 14.2 BC	29 7.4	26 6.8	24 7.2	29 7.3	27 7.6	12 10.1	8 9.6	5 7.9
Merck	24 6.0	8 5.0	9 7.0	7 6.2	24 6.1	23 6.0	19 5.7	24 6.0	21 5.9	12 10.1	6 7.2	8 12.7
GSK	22 5.5	8 5.0	8 6.2	6 5.3	22 5.6	21 5.5	19 5.7	22 5.5	22 6.2	9 7.6	6 7.2	4 6.3
Takeda	10 2.5	4 2.5	4 3.1	2 1.8	10 2.6	10 2.6	6 1.8	10 2.5	8 2.2	1 0.8	2 2.4	2 3.2
Roche	10 2.5	3 1.9	6 4.7 d	1 0.9	10 2.6	10 2.6	7 2.1	10 2.5	10 2.8	3 2.5	-	1 1.6

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	[--NUMBER OF PATIENTS PER MONTH--]				[--- % OF PTS PRIMARY INS ---]				[-----TOP 2 BOX FOR EACH PROGRAM-----]			
	TOTAL	<=400PTS	401-500PTS	501+PTS	MEDI CARE	PPO	HMO	OTHER	SAMPLES	VOUCHERS	REIM SUP	PAT SUP
	(A)	(B)	(C)	(D)	(E)	(F)	(G)	(H)	(I)	(J)	(K)	(L)
Not applicable	9 2.2	6 3.8 c	1 0.8	2 1.8	7 1.8	9 2.4	8 2.4	9 2.3	9 2.5	1 0.8	2 2.4	1 1.6
KOS	9 2.2	1 0.6	3 2.3	5 4.4 b	9 2.3	8 2.1	8 2.4	9 2.3	9 2.5	1 0.8	1 1.2	3 4.8
Astra Zeneca	9 2.2	6 3.8	3 2.3	-	7 1.8	9 2.4	9 2.7	9 2.3	6 1.7	3 2.5	1 1.2	1 1.6
Sanofi Adventis	6 1.5	2 1.3	1 0.8	3 2.7	6 1.5	6 1.6	6 1.8	6 1.5	5 1.4	1 0.8	1 1.2	-
Shering-Plough	6 1.5	2 1.3	2 1.6	2 1.8	5 1.3	6 1.6	5 1.5	6 1.5	5 1.4	4 3.4	2 2.4	2 3.2
Wyeth	5 1.2	4 2.5	-	1 0.9	5 1.3	5 1.3	5 1.5	5 1.3	4 1.1	3 2.5	1 1.2	-
Amylin	4 1.0	1 0.6	1 0.8	2 1.8	4 1.0	3 0.8	2 0.6	4 1.0	3 0.8	1 0.8	1 1.2	-
Abbott	4 1.0	2 1.3	1 0.8	1 0.9	4 1.0	3 0.8	3 0.9	4 1.0	3 0.8	-	2 2.4	-
Boeringer Ingerheim	4 1.0	1 0.6	1 0.8	2 1.8	4 1.0	4 1.0	4 1.2	4 1.0	3 0.8	1 0.8	1 1.2	-
Shire	2 0.5	1 0.6	1 0.8	-	1 0.3	2 0.5	2 0.6	2 0.5	2 0.6	2 1.7	-	-

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	[--NUMBER OF PATIENTS PER MONTH--]				[--- % OF PTS PRIMARY INS ---]				[-----TOP 2 BOX FOR EACH PROGRAM-----]			
	TOTAL	<=400PTS	401-500PTS	501+PTS	MEDI CARE	PPO	HMO	OTHER	SAMPLES	VOUCHERS	REIM SUP	PAT SUP
	(A)	(B)	(C)	(D)	(E)	(F)	(G)	(H)	(I)	(J)	(K)	(L)
Perdue	1 0.2	-	1 0.8	-	1 0.3	1 0.3	1 0.3	1 0.3	1 0.3	-	-	-
Osdrug	1 0.2	1 0.6	-	-	1 0.3	1 0.3	1 0.3	1 0.3	-	-	1 1.2	1 1.6
McNeil Consumer	1 0.2	1 0.6	-	-	1 0.3	1 0.3	1 0.3	1 0.3	1 0.3	1 0.8	-	-
Bayer	1 0.2	-	1 0.8	-	1 0.3	1 0.3	1 0.3	1 0.3	1 0.3	-	-	-
Centocor	1 0.2	1 0.6	-	-	1 0.3	1 0.3	1 0.3	1 0.3	1 0.3	-	1 1.2	-
B-I	1 0.2	-	-	1 0.9	1 0.3	1 0.3	1 0.3	1 0.3	1 0.3	1 0.8	1 1.2	1 1.6
Any	1 0.2	-	1 0.8	-	1 0.3	1 0.3	1 0.3	1 0.3	-	-	-	1 1.6
Warner Chilcott	1 0.2	-	1 0.8	-	1 0.3	1 0.3	1 0.3	1 0.3	1 0.3	-	-	1 1.6
IBID	1 0.2	-	1 0.8	-	1 0.3	1 0.3	1 0.3	1 0.3	1 0.3	-	-	-
J&J	1 0.2	-	-	1 0.9	1 0.3	1 0.3	1 0.3	1 0.3	-	1 0.8	-	-
Oscient	1 0.2	-	1 0.8	-	1 0.3	1 0.3	1 0.3	1 0.3	1 0.3	-	-	-

Comparison Groups: BCD/EFGH/IJKL
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	[--NUMBER OF PATIENTS PER MONTH--]				[--- % OF PTS PRIMARY INS ---]				[-----TOP 2 BOX FOR EACH PROGRAM-----]			
	TOTAL	<=400PTS	401-500PTS	501+PTS	MEDI CARE	PPO	HMO	OTHER	SAMPLES	VOUCHERS	REIM SUP	PAT SUP
	(A)	(B)	(C)	(D)	(E)	(F)	(G)	(H)	(I)	(J)	(K)	(L)
Doesn't use / Doesn't prescribe	1 0.2	-	1 0.8	-	1 0.3	1 0.3	1 0.3	1 0.3	1 0.3	-	-	-
Purdue	1 0.2	1 0.6	-	-	1 0.3	1 0.3	1 0.3	1 0.3	1 0.3	1 0.8	1 1.2	-
Medtronic	1 0.2	-	-	1 0.9	1 0.3	1 0.3	1 0.3	1 0.3	1 0.3	-	-	-
BMS	1 0.2	-	-	1 0.9	1 0.3	1 0.3	1 0.3	1 0.3	1 0.3	1 0.8	1 1.2	1 1.6

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ORG Q 3RD QUARTER 2006

11B. Why?

	TOTAL	[--NUMBER OF PATIENTS PER MONTH--] [--<=400PTS	401-500PTS	501+PTS	[--- % OF PTS PRIMARY INS ---] [--- MEDI CARE	PPO	HMO	OTHER	[-----TOP 2 BOX FOR EACH PROGRAM-----] [-----SAMPLES	VOUCHERS	REIM SUP	PAT SUP
	(A)	(B)	(C)	(D)	(E)	(F)	(G)	(H)	(I)	(J)	(K)	(L)
TOTAL	400 100.0	159 100.0	128 100.0	113 100.0	392 100.0	381 100.0	333 100.0	398 100.0	357 100.0	119 100.0	83 100.0	63 100.0
Patient education materials / Brochure	64 16.0	30 18.9 D	24 18.8 D	10 8.8	63 16.1	60 15.7	50 15.0	64 16.1	57 16.0	29 24.4 i	15 18.1	19 30.2 k
None / Nothing	58 14.5	24 15.1	21 16.4	13 11.5	56 14.3	53 13.9	48 14.4	57 14.3	53 14.8 L	13 10.9	12 14.5	4 6.3
Very supportive/helpful in showing patients how to use device / Very helpful to patients / Long-term support	40 10.0	17 10.7	10 7.8	13 11.5	40 10.2	37 9.7	33 9.9	40 10.1	35 9.8	11 9.2	10 12.0	6 9.5
Free Bp kits (free Bp instrument / free Bp cuff / free monitor) / A well designed starter kit	37 9.2	12 7.5	15 11.7	10 8.8	37 9.4	37 9.7	32 9.6	37 9.3	36 10.1 K	11 9.2 K	1 1.2	6 9.5 K
Informative / Keeps us updated / Keeps us knowledgeable / Answers a lot of questions / Instructional	34 8.5	10 6.3	10 7.8	14 12.4 b	33 8.4	32 8.4	30 9.0	34 8.5	29 8.1	16 13.4	12 14.5	8 12.7
Don't Know	28 7.0	11 6.9	7 5.5	10 8.8	28 7.1	28 7.3	25 7.5	28 7.0	25 7.0	8 6.7	6 7.2	2 3.2

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ORG Q 3RD QUARTER 2006

11B. Why?

	[--NUMBER OF PATIENTS PER MONTH--]				[--- % OF PTS PRIMARY INS ---]				[-----TOP 2 BOX FOR EACH PROGRAM-----]			
	TOTAL	<=400PTS	401-500PTS	501+PTS	MEDI CARE	PPO	HMO	OTHER	SAMPLES	VOUCHERS	REIM SUP	PAT SUP
	(A)	(B)	(C)	(D)	(E)	(F)	(G)	(H)	(I)	(J)	(K)	(L)
It works / Effective program	22 5.5	7 4.4	9 7.0	6 5.3	22 5.6	22 5.8	16 4.8	22 5.5	20 5.6	10 8.4	10 12.0 iL	2 3.2
Not applicable	18 4.5	11 6.9 d	4 3.1	3 2.7	17 4.3	18 4.7	11 3.3	18 4.5	16 4.5 K	3 2.5	1 1.2	1 1.6
Compliance encouragement / Compliance calls / Compliance programs	18 4.5	7 4.4	5 3.9	6 5.3	18 4.6	15 3.9	11 3.3	18 4.5	16 4.5	10 8.4	6 7.2	4 6.3
Ease of use	18 4.5	2 1.3	6 4.7 b	10 8.8 B	18 4.6	18 4.7	17 5.1	18 4.5	16 4.5 J	1 0.8	3 3.6	2 3.2
Monthly reminder to patients / Follow-up	15 3.8	7 4.4	3 2.3	5 4.4	15 3.8	12 3.1	13 3.9	15 3.8	15 4.2	4 3.4	2 2.4	4 6.3
Vouchers / Coupon / Discount vouchers for 30 days / Free vouchers	15 3.8	7 4.4	5 3.9	3 2.7	14 3.6	14 3.7	12 3.6	15 3.8	13 3.6	8 6.7	4 4.8	4 6.3
Samples	12 3.0	4 2.5	4 3.1	4 3.5	11 2.8	12 3.1	11 3.3	12 3.0	12 3.4	6 5.0	3 3.6	3 4.8
Helps save money / Money off / The medicine is too expensive otherwise	10 2.5	3 1.9	5 3.9	2 1.8	9 2.3	10 2.6	10 3.0	10 2.5	7 2.0	4 3.4	2 2.4	2 3.2
Doesn't use / Doesn't prescribe	9 2.2	4 2.5	4 3.1	1 0.9	9 2.3	9 2.4	8 2.4	9 2.3	8 2.2	-	-	1 1.6

Comparison Groups: BCD/EFHG/IJKL
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11B. Why?

	[--NUMBER OF PATIENTS PER MONTH--]				[--- % OF PTS PRIMARY INS ---]				[-----TOP 2 BOX FOR EACH PROGRAM-----]			
	TOTAL	<=400PTS	401-500PTS	501+PTS	MEDI CARE	PPO	HMO	OTHER	SAMPLES	VOUCHERS	REIM SUP	PAT SUP
	(A)	(B)	(C)	(D)	(E)	(F)	(G)	(H)	(I)	(J)	(K)	(L)
Diet/Exercise	9 2.2	6 3.8	3 2.3	-	9 2.3	9 2.4	8 2.4	9 2.3	9 2.5	4 3.4	1 1.2	2 3.2
DVD/Video education	7 1.8	1 0.6	2 1.6	4 3.5	7 1.8	7 1.8	5 1.5	7 1.8	6 1.7	2 1.7	1 1.2	-
Well run / Very organized / Thorough	6 1.5	2 1.3	1 0.8	3 2.7	6 1.5	6 1.6	5 1.5	6 1.5	5 1.4	3 2.5	3 3.6	1 1.6
Helps patients work through side effects / Helps education patients on what to expect for their side effects	6 1.5	2 1.3	1 0.8	3 2.7	6 1.5	6 1.6	6 1.8	6 1.5	6 1.7	2 1.7	1 1.2	-
TV ads / DTC advertising	5 1.2	1 0.6	1 0.8	3 2.7	5 1.3	5 1.3	5 1.5	5 1.3	5 1.4	2 1.7	2 2.4	2 3.2
It saves me a lot of time / Less complicated	4 1.0	3 1.9	-	1 0.9	4 1.0	3 0.8	4 1.2	3 0.8	3 0.8	-	-	-
It's the only one I could think of / Only one I could say anything positive about	4 1.0	2 1.3	1 0.8	1 0.9	4 1.0	4 1.0	4 1.2	4 1.0	3 0.8	-	-	1 1.6
Good informative websites	4 1.0	1 0.6	3 2.3	-	4 1.0	4 1.0	4 1.2	4 1.0	4 1.1	-	-	2 3.2
Missing information	3 0.8	2 1.3	-	1 0.9	3 0.8	3 0.8	2 0.6	3 0.8	2 0.6	-	-	1 1.6

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11B. Why?

	[--NUMBER OF PATIENTS PER MONTH--]				[--- % OF PTS PRIMARY INS ---]				[-----TOP 2 BOX FOR EACH PROGRAM-----]			
TOTAL	<=400PTS	401-500PTS	501+PTS	MEDI CARE	PPO	HMO	OTHER	SAMPLES	VOUCHERS	REIM SUP	PAT SUP	
(A)	(B)	(C)	(D)	(E)	(F)	(G)	(H)	(I)	(J)	(K)	(L)	
For treatment of hypertension	3 0.8	1 0.6	2 1.6	-	2 0.5	3 0.8	2 0.6	3 0.8	3 0.8	1 0.8	-	1 1.6
Smoking cessation is extremely important	3 0.8	3 1.9	-	-	3 0.8	3 0.8	3 0.9	3 0.8	2 0.6	-	-	-
Concise / Clear	3 0.8	-	1 0.8	2 1.8	2 0.5	3 0.8	3 0.9	3 0.8	3 0.8	2 1.7	1 1.2	1 1.6
Many valuable incentives to participate	3 0.8	2 1.3	-	1 0.9	3 0.8	2 0.5	3 0.9	3 0.8	2 0.6	1 0.8	-	-
Not intrusive / Discretely delivered	2 0.5	1 0.6	-	1 0.9	2 0.5	2 0.5	1 0.3	2 0.5	2 0.6	-	-	-
Providing assessment tools/forms	2 0.5	-	2 1.6	-	2 0.5	2 0.5	1 0.3	2 0.5	2 0.6	1 0.8	-	1 1.6
Easy access	2 0.5	-	1 0.8	1 0.9	2 0.5	2 0.5	1 0.3	2 0.5	2 0.6	1 0.8	-	-
It's reliable / Consistent	2 0.5	1 0.6	1 0.8	-	2 0.5	2 0.5	1 0.3	2 0.5	2 0.6	1 0.8	1 1.2	-
Free med	2 0.5	1 0.6	1 0.8	-	2 0.5	2 0.5	2 0.6	2 0.5	2 0.6	1 0.8	-	-
Merck has the best reps / Good reps	2 0.5	-	-	2 1.8	2 0.5	2 0.5	1 0.3	2 0.5	1 0.3	2 1.7	-	-
Money back guarantee	2 0.5	2 1.3	-	-	2 0.5	2 0.5	2 0.6	2 0.5	1 0.3	2 1.7	-	-

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11B. Why?

	[--NUMBER OF PATIENTS PER MONTH--]				[--- % OF PTS PRIMARY INS ---]				[-----TOP 2 BOX FOR EACH PROGRAM-----]			
	TOTAL	<=400PTS	401-500PTS	501+PTS	MEDI CARE	PPO	HMO	OTHER	SAMPLES	VOUCHERS	REIM SUP	PAT SUP
	(A)	(B)	(C)	(D)	(E)	(F)	(G)	(H)	(I)	(J)	(K)	(L)
Patient request	1 0.2	1 0.6	-	-	1 0.3	1 0.3	1 0.3	1 0.3	1 0.3	-	-	-
Rep comes regularly	1 0.2	1 0.6	-	-	-	1 0.3	1 0.3	1 0.3	1 0.3	-	-	-
Good for a year	1 0.2	-	-	1 0.9	1 0.3	1 0.3	1 0.3	1 0.3	-	-	-	-
They are very aggressive with this	1 0.2	-	1 0.8	-	1 0.3	1 0.3	1 0.3	1 0.3	1 0.3	1 0.8	1 1.2	-
Refills	1 0.2	-	-	1 0.9	1 0.3	1 0.3	1 0.3	1 0.3	-	-	-	-
Good relationship with Novartis	1 0.2	1 0.6	-	-	1 0.3	1 0.3	1 0.3	1 0.3	1 0.3	-	-	-
Fast	1 0.2	-	-	1 0.9	1 0.3	1 0.3	1 0.3	1 0.3	1 0.3	-	-	-
Waste my time	1 0.2	-	-	1 0.9	1 0.3	1 0.3	1 0.3	1 0.3	1 0.3	-	-	-
Think they are very intrusive in the patients lives	1 0.2	-	1 0.8	-	1 0.3	1 0.3	1 0.3	1 0.3	1 0.3	-	-	-
Only a means of collecting personal data on patients by the drug company	1 0.2	-	1 0.8	-	1 0.3	1 0.3	1 0.3	1 0.3	1 0.3	-	-	-

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	[--NUMBER OF PATIENTS PER MONTH--]				[--- % OF PTS PRIMARY INS ---]				[-----TOP 2 BOX FOR EACH PROGRAM-----]			
TOTAL	<=400PTS	401-500PTS	501+PTS	MEDI CARE	PPO	HMO	OTHER	SAMPLES	VOUCHERS	REIM SUP	PAT SUP	
(A)	(B)	(C)	(D)	(E)	(F)	(G)	(H)	(I)	(J)	(K)	(L)	
None given	1 0.2	1 0.6	-	-	1 0.3	1 0.3	1 0.3	1 0.3	1 0.3	-	-	-
Patient directly notified	1 0.2	-	1 0.8	-	1 0.3	1 0.3	1 0.3	1 0.3	1 0.3	-	-	-
Professional in all aspects	1 0.2	1 0.6	-	-	1 0.3	1 0.3	1 0.3	1 0.3	-	-	1 1.2	1 1.6
Have provided excellent tools to assist me in treating pain patients	1 0.2	-	1 0.8	-	1 0.3	1 0.3	1 0.3	1 0.3	1 0.3	-	-	-
Material available in Chinese	1 0.2	-	1 0.8	-	1 0.3	1 0.3	1 0.3	1 0.3	1 0.8	-	-	-
Most common	1 0.2	1 0.6	-	-	1 0.3	1 0.3	1 0.3	1 0.3	1 0.3	-	-	-
They make the effort to assist in monthly schedule	1 0.2	-	1 0.8	-	1 0.3	1 0.3	1 0.3	1 0.3	1 0.3	-	-	-
I use Needymeds.com to find programs for patients depending on what they need and it comes up with a list of meds/pharm companies that have programs for specific drugs	1 0.2	-	1 0.8	-	1 0.3	1 0.3	1 0.3	1 0.3	-	-	-	1 1.6

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11B. Why?

	[--NUMBER OF PATIENTS PER MONTH--]				[--- % OF PTS PRIMARY INS ---]				[-----TOP 2 BOX FOR EACH PROGRAM-----]			
	TOTAL	<=400PTS	401-500PTS	501+PTS	MEDI CARE	PPO	HMO	OTHER	SAMPLES	VOUCHERS	REIM SUP	PAT SUP
	(A)	(B)	(C)	(D)	(E)	(F)	(G)	(H)	(I)	(J)	(K)	(L)
Important	1 0.2	1 0.6	-	-	1 0.3	1 0.3	1 0.3	1 0.3	-	-	-	1 1.6
Needy target population	1 0.2	1 0.6	-	-	1 0.3	1 0.3	1 0.3	1 0.3	-	-	-	1 1.6
Meds come directly to office and then notify patient that it has arrived	1 0.2	-	-	1 0.9	1 0.3	1 0.3	1 0.3	1 0.3	1 0.3	1 0.8	-	-
Cards for co-payment cancellation at the pharmacy	1 0.2	1 0.6	-	-	1 0.3	1 0.3	1 0.3	1 0.3	1 0.3	-	-	-
Reusable discount to keep co-pay low	1 0.2	-	-	1 0.9	1 0.3	1 0.3	1 0.3	1 0.3	1 0.3	1 0.8	1 1.2	-
Helpful to distinguish depression and anxiety	1 0.2	-	-	1 0.9	1 0.3	1 0.3	1 0.3	1 0.3	-	-	1 1.2	-
Assisted in getting initial medication	1 0.2	-	-	1 0.9	1 0.3	1 0.3	1 0.3	1 0.3	1 0.3	1 0.8	1 1.2	-
Lilly provides 1 on 1 training	1 0.2	-	-	1 0.9	1 0.3	1 0.3	1 0.3	1 0.3	1 0.3	1 0.8	1 1.2	-
Encourage patients to take responsibility for their HTN and check Bp	1 0.2	-	1 0.8	-	1 0.3	1 0.3	1 0.3	1 0.3	1 0.3	-	-	-

Comparison Groups: BCD/EFGH/IJKL
 Independent T-Test for Means, Independent Z-Test for Percentages
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 OLSON RESEARCH GROUP, INC.

ORG Q 3RD QUARTER 2006

11B. Why?

	[--NUMBER OF PATIENTS PER MONTH--]				[--- % OF PTS PRIMARY INS ---]				[-----TOP 2 BOX FOR EACH PROGRAM-----]			
	TOTAL	<=400PTS	401-500PTS	501+PTS	MEDI CARE	PPO	HMO	OTHER	SAMPLES	VOUCHERS	REIM SUP	PAT SUP
	(A)	(B)	(C)	(D)	(E)	(F)	(G)	(H)	(I)	(J)	(K)	(L)
Encourage patients to follow-up with providers	1 0.2	-	1 0.8	-	1 0.3	1 0.3	1 0.3	1 0.3	1 0.3	-	-	-
Department card programs	1 0.2	1 0.6	-	-	1 0.3	1 0.3	1 0.3	1 0.3	1 0.3	-	-	1 1.6
It's up to the patient to enroll herself in the program if she is interested	1 0.2	-	1 0.8	-	1 0.3	1 0.3	-	1 0.3	1 0.3	1 0.8	-	-
Too much marketing	1 0.2	1 0.6	-	-	1 0.3	1 0.3	1 0.3	1 0.3	1 0.3	-	-	-
To get patients on a drug that has been off the market for a while	1 0.2	1 0.6	-	-	1 0.3	1 0.3	1 0.3	1 0.3	1 0.3	-	-	-
Unbiased	1 0.2	1 0.6	-	-	1 0.3	1 0.3	-	1 0.3	1 0.3	1 0.8	-	-
Provides me with asthma control test	1 0.2	-	1 0.8	-	1 0.3	1 0.3	1 0.3	1 0.3	1 0.3	-	-	-
Expensive medicine	1 0.2	-	1 0.8	-	1 0.3	1 0.3	1 0.3	1 0.3	1 0.3	-	-	-

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ORG Q 3RD QUARTER 2006

11B. Why?

	[--NUMBER OF PATIENTS PER MONTH--]			[--- % OF PTS PRIMARY INS ---]				[-----TOP 2 BOX FOR EACH PROGRAM-----]				
	TOTAL	<=400PTS	401-500PTS	501+PTS	MEDI CARE	PPO	HMO	OTHER	SAMPLES	VOUCHERS	REIM SUP	PAT SUP
	(A)	(B)	(C)	(D)	(E)	(F)	(G)	(H)	(I)	(J)	(K)	(L)
Come to do patient seminars	1 0.2	-	-	1 0.9	1 0.3	1 0.3	1 0.3	1 0.3	1 0.3	-	1 1.2	-
Interactive session	1 0.2	-	-	1 0.9	1 0.3	1 0.3	1 0.3	1 0.3	1 0.3	1 0.8	1 1.2	1 1.6
Long standing use of the blue and yellow information book	1 0.2	1 0.6	-	-	1 0.3	1 0.3	-	1 0.3	1 0.3	-	-	-
Good stipend for patient	1 0.2	-	-	1 0.9	1 0.3	1 0.3	-	1 0.3	1 0.3	1 0.8	1 1.2	-

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ORG Q 3RD QUARTER 2006

12. What are some other ways in which pharmaceutical companies can support patient education or compliance?

	[--NUMBER OF PATIENTS PER MONTH--]				[--- % OF PTS PRIMARY INS ---]				[-----TOP 2 BOX FOR EACH PROGRAM-----]			
	TOTAL	<=400PTS	401-500PTS	501+PTS	MEDI CARE	PPO	HMO	OTHER	SAMPLES	VOUCHERS	REIM SUP	PAT SUP
	(A)	(B)	(C)	(D)	(E)	(F)	(G)	(H)	(I)	(J)	(K)	(L)
TOTAL	400 100.0	159 100.0	128 100.0	113 100.0	392 100.0	381 100.0	333 100.0	398 100.0	357 100.0	119 100.0	83 100.0	63 100.0
Hand-outs / Patient education materials / Unbiased patient information	114 28.5	46 28.9	33 25.8	35 31.0	112 28.6	111 29.1	95 28.5	114 28.6	102 28.6	48 40.3	26 31.3	21 33.3
None / Nothing	40 10.0	17 10.7	15 11.7	8 7.1	38 9.7	35 9.2	32 9.6	39 9.8	35 9.8	10 8.4	4 4.8	4 6.3
Don't Know	36 9.0	15 9.4	12 9.4	9 8.0	36 9.2	34 8.9	30 9.0	36 9.0	28 7.8	9 7.6	8 9.6	6 9.5
Save them money / Reduce price	33 8.2	13 8.2	10 7.8	10 8.8	32 8.2	32 8.4	23 6.9	33 8.3	30 8.4	6 5.0	5 6.0	1 1.6
Websites / Internet	32 8.0	11 6.9	13 10.2	8 7.1	31 7.9	32 8.4	27 8.1	32 8.0	29 8.1	10 8.4	8 9.6	8 12.7
Toll-free #'s to call	25 6.2	13 8.2	6 4.7	6 5.3	25 6.4	25 6.6	23 6.9	24 6.0	23 6.4	7 5.9	10 12.0	5 7.9
Samples	22 5.5	9 5.7	6 4.7	7 6.2	22 5.6	21 5.5	20 6.0	22 5.5	21 5.9	7 5.9	5 6.0	4 6.3
Mailings	20 5.0	9 5.7	3 2.3	8 7.1	20 5.1	19 5.0	20 6.0	20 5.0	16 4.5	4 3.4	6 7.2	8 12.7

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	TOTAL	<=400PTS	401-500PTS	501+PTS	MEDI CARE	PPO	HMO	OTHER	SAMPLES	VOUCHERS	REIM SUP	PAT SUP
	(A)	(B)	(C)	(D)	(E)	(F)	(G)	(H)	(I)	(J)	(K)	(L)
Advertising / DTC advertising / Marketing	18 4.5	8 5.0	5 3.9	5 4.4	18 4.6	17 4.5	15 4.5	18 4.5	17 4.8	3 2.5	4 4.8	2 3.2
Phone program to remind patients of medication / Follow-up phone calls	14 3.5	4 2.5	7 5.5	3 2.7	13 3.3	14 3.7	12 3.6	14 3.5	13 3.6	2 1.7	3 3.6	2 3.2
Patient meet and greets / Patient seminars / Group classes (non-branded)	13 3.2	2 1.3	5 3.9	6 5.3 b	13 3.3	12 3.1	11 3.3	13 3.3	12 3.4	3 2.5	3 3.6	3 4.8
DVDs / Provide AV aides	12 3.0	6 3.8	3 2.3	3 2.7	12 3.1	12 3.1	10 3.0	12 3.0	11 3.1	5 4.2	2 2.4	3 4.8
Diets / Exercise / Encouragement of healthy lifestyle / Public awareness and information about diet and exercise	9 2.2	4 2.5	2 1.6	3 2.7	9 2.3	9 2.4	9 2.7	9 2.3	8 2.2	4 3.4	1 1.2	1 1.6
Support our group visits (e.g. DM group visits) / Support groups	9 2.2	5 3.1	2 1.6	2 1.8	9 2.3	8 2.1	8 2.4	9 2.3	8 2.2	4 3.4	2 2.4	1 1.6
Get rid of TV ads for specific drugs and replace with general health advice	9 2.2	6 3.8 d	2 1.6	1 0.9	9 2.3	9 2.4	3 0.9	9 2.3	8 2.2	2 1.7	-	-

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	TOTAL	[--NUMBER OF PATIENTS PER MONTH--] [---% OF PTS PRIMARY INS ---] [-----TOP 2 BOX FOR EACH PROGRAM-----] [-----VOUCHERS REIM SUP PAT SUP-----]	[---% OF PTS PRIMARY INS ---] [-----TOP 2 BOX FOR EACH PROGRAM-----] [-----VOUCHERS REIM SUP PAT SUP-----]	[---% OF PTS PRIMARY INS ---] [-----TOP 2 BOX FOR EACH PROGRAM-----] [-----VOUCHERS REIM SUP PAT SUP-----]	[---% OF PTS PRIMARY INS ---] [-----TOP 2 BOX FOR EACH PROGRAM-----] [-----VOUCHERS REIM SUP PAT SUP-----]	[---% OF PTS PRIMARY INS ---] [-----TOP 2 BOX FOR EACH PROGRAM-----] [-----VOUCHERS REIM SUP PAT SUP-----]	[---% OF PTS PRIMARY INS ---] [-----TOP 2 BOX FOR EACH PROGRAM-----] [-----VOUCHERS REIM SUP PAT SUP-----]	[---% OF PTS PRIMARY INS ---] [-----TOP 2 BOX FOR EACH PROGRAM-----] [-----VOUCHERS REIM SUP PAT SUP-----]	[---% OF PTS PRIMARY INS ---] [-----TOP 2 BOX FOR EACH PROGRAM-----] [-----VOUCHERS REIM SUP PAT SUP-----]	[---% OF PTS PRIMARY INS ---] [-----TOP 2 BOX FOR EACH PROGRAM-----] [-----VOUCHERS REIM SUP PAT SUP-----]	[---% OF PTS PRIMARY INS ---] [-----TOP 2 BOX FOR EACH PROGRAM-----] [-----VOUCHERS REIM SUP PAT SUP-----]	[---% OF PTS PRIMARY INS ---] [-----TOP 2 BOX FOR EACH PROGRAM-----] [-----VOUCHERS REIM SUP PAT SUP-----]
	(A)	(B)	(C)	(D)	(E)	(F)	(G)	(H)	(I)	(J)	(K)	(L)
Provide gadgets like pedometer, medicine bags, and Bp apparatus for home monitoring, peak flow meters, etc.	8 2.0	8 5.0	-	-	8 2.0	7 1.8	5 1.5	8 2.0	7 2.0	2 1.7	1 1.2	2 3.2
Vouchers	8 2.0	3 1.9	4 3.1	1 0.9	8 2.0	8 2.1	8 2.4	8 2.0	6 1.7	6 5.0	3 3.6	1 1.6
Reminder cards / Devices to remind patients	7 1.8	1 0.6	3 2.3	3 2.7	7 1.8	7 1.8	6 1.8	7 1.8	7 2.0	3 2.5	2 2.4	2 3.2
CDs	5 1.2	4 2.5	1 0.8	-	5 1.3	5 1.3	4 1.2	5 1.3	5 1.4	2 1.7	-	-
Keep the doctor educated	5 1.2	1 0.6	2 1.6	2 1.8	5 1.3	5 1.3	5 1.5	5 1.3	5 1.4	1 0.8	1 1.2	2 3.2
Patient assistance program directly from the company	5 1.2	3 1.9	1 0.8	1 0.9	5 1.3	5 1.3	4 1.2	5 1.3	5 1.4	2 1.7	3 3.6	3 4.8
Making the information available and attached to prescriptions	5 1.2	1 0.6	4 3.1	-	5 1.3	5 1.3	3 0.9	5 1.3	5 1.4	1 0.8	-	-
Select office based program information	3 0.8	3 1.9	-	-	3 0.8	2 0.5	2 0.6	3 0.8	2 0.6	1 0.8	-	2 3.2
Email ed support to patient / Emails	3 0.8	1 0.6	2 1.6	-	3 0.8	3 0.8	3 0.9	3 0.8	3 0.8	-	-	1 1.6

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12. What are some other ways in which pharmaceutical companies can support patient education or compliance?

	TOTAL	[--NUMBER OF PATIENTS PER MONTH--] [<=400PTS]	401-500PTS	501+PTS	[--- % OF PTS PRIMARY INS ---] MEDI CARE	PPO	HMO	OTHER	[-----TOP 2 BOX FOR EACH PROGRAM-----] SAMPLES	VOUCHERS	REIM SUP	PAT SUP
	(A)	(B)	(C)	(D)	(E)	(F)	(G)	(H)	(I)	(J)	(K)	(L)
Rebates	3 0.8	1 0.6	1 0.8	1 0.9	3 0.8	3 0.8	3 0.9	3 0.8	3 0.8	1 0.8	2 2.4	-
Patient starter packet / Starter kits	3 0.8	1 0.6	1 0.8	1 0.9	3 0.8	3 0.8	3 0.9	3 0.8	3 0.8	1 0.8	1 1.2	-
Community seminars	2 0.5	-	1 0.8	1 0.9	2 0.5	2 0.5	2 0.6	2 0.5	2 0.6	1 0.8	1 1.2	-
Develop medications that are easy to take	2 0.5	1 0.6	-	1 0.9	2 0.5	2 0.5	1 0.3	2 0.5	1 0.3	1 0.8	-	-
Models of disease i.e. plastic models of atherosclerosis or osteoporosis	2 0.5	1 0.6	-	1 0.9	2 0.5	2 0.5	2 0.6	2 0.5	2 0.6	-	-	1 1.6
Provides PCs in the office that provide waiting room info on a variety of medical topics	2 0.5	-	2 1.6	-	2 0.5	2 0.5	2 0.6	2 0.5	2 0.6	-	-	-
Providing diaries or calendars	2 0.5	1 0.6	1 0.8	-	1 0.3	2 0.5	2 0.6	2 0.5	2 0.6	1 0.8	-	-
Direct to home education support	2 0.5	-	1 0.8	1 0.9	2 0.5	2 0.5	2 0.6	2 0.5	2 0.6	1 0.8	1 1.2	1 1.6
Simple product description	2 0.5	1 0.6	-	1 0.9	2 0.5	2 0.5	2 0.6	2 0.5	2 0.6	1 0.8	-	-

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	TOTAL	<=400PTS	401-500PTS	501+PTS	MEDI CARE	PPO	HMO	OTHER	SAMPLES	VOUCHERS	REIM SUP	PAT SUP
	(A)	(B)	(C)	(D)	(E)	(F)	(G)	(H)	(I)	(J)	(K)	(L)
Be objective / Non-branded	2 0.5	1 0.6	-	1 0.9	2 0.5	2 0.5	2 0.6	2 0.5	2 0.6	-	-	-
Automatic enrollment	2 0.5	1 0.6	-	1 0.9	1 0.3	1 0.3	2 0.6	2 0.5	2 0.6	1 0.8	1 1.2	1 1.6
Drug combination benefits	1 0.2	-	1 0.8	-	1 0.3	1 0.3	1 0.3	1 0.3	1 0.3	-	-	1 1.6
Pill boxes are nice	1 0.2	1 0.6	-	-	1 0.3	1 0.3	1 0.3	1 0.3	1 0.3	-	-	-
Coreg for CHF	1 0.2	-	1 0.8	-	1 0.3	1 0.3	-	1 0.3	1 0.3	1 0.8	1 1.2	-
Financial support of community education forums	1 0.2	-	1 0.8	-	1 0.3	1 0.3	-	1 0.3	1 0.3	-	-	-
Preprinted labels on samples with boxes to check for dosing and labeling for the patient and MD names and dates	1 0.2	-	1 0.8	-	1 0.3	1 0.3	1 0.3	1 0.3	1 0.3	-	-	-
Signs or symptoms to look for	1 0.2	-	1 0.8	-	1 0.3	1 0.3	1 0.3	1 0.3	1 0.3	-	-	-
Packaging designed to remind patients to take meds - Dosepaks	1 0.2	1 0.6	-	-	1 0.3	1 0.3	1 0.3	1 0.3	1 0.3	1 0.8	-	-

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	TOTAL	[--NUMBER OF PATIENTS PER MONTH--] [---% OF PTS PRIMARY INS ---] [-----TOP 2 BOX FOR EACH PROGRAM-----] <=400PTS 401-500PTS 501+PTS MEDI CARE PPO HMO OTHER SAMPLES VOUCHERS REIM SUP PAT SUP	(A)	(B)	(C)	(D)	(E)	(F)	(G)	(H)	(I)	(J)	(K)	(L)
Provide materials to ancillary personnel e.g. Dietician	1 0.2	1 0.6	-	-	1 0.3	-	1 0.3	1 0.3	1 0.3	1 0.3	-	-	-	-
Leave the physicians out of it	1 0.2	-	1 0.8	-	1 0.3	1 0.3	1 0.3	1 0.3	1 0.3	1 0.3	-	1 1.2	-	-
Get rid of half the sales force	1 0.2	-	-	1 0.9	1 0.3	1 0.3	1 0.3	1 0.3	1 0.3	1 0.3	1 0.8	1 1.2	1 1.6	-
Cautions about discontinuing chronic meds	1 0.2	1 0.6	-	-	1 0.3	1 0.3	1 0.3	1 0.3	1 0.3	1 0.3	-	-	-	-
Reinforcement of proper ways to use meds, devices	1 0.2	1 0.6	-	-	1 0.3	1 0.3	1 0.3	1 0.3	1 0.3	1 0.3	-	-	-	-
Helping patients deal with practical issues like drug compliance, insurance reimbursement and honest discussion of generics	1 0.2	1 0.6	-	-	1 0.3	1 0.3	1 0.3	1 0.3	1 0.3	1 0.3	-	-	-	-
AstraZeneca	1 0.2	-	-	1 0.9	1 0.3	1 0.3	1 0.3	1 0.3	1 0.3	1 0.3	-	-	-	-
The Roche system is good	1 0.2	-	1 0.8	-	1 0.3	1 0.3	1 0.3	1 0.3	1 0.3	1 0.3	-	-	-	-

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The Byetta is sort of okay	1 0.2	-	1 0.8	-	1 0.3	1 0.3	1 0.3	1 0.3	1 0.3	1 0.3	-	-	-	-
Hearing this from me and another source might more firmly establish the need for the treatment	1 0.2	-	1 0.8	-	1 0.3	1 0.3	-	1 0.3	1 0.3	1 0.3	-	-	-	-
Non-medicine approaches of health	1 0.2	-	-	1 0.9	1 0.3	1 0.3	1 0.3	1 0.3	1 0.3	1 0.3	1 0.8	-	-	-
The need for prevention, not just treatment	1 0.2	-	-	1 0.9	1 0.3	1 0.3	1 0.3	1 0.3	1 0.3	1 0.3	1 0.8	-	-	-
Self-help books	1 0.2	-	1 0.8	-	1 0.3	1 0.3	1 0.3	1 0.3	1 0.3	1 0.3	-	-	-	1 1.6
Less pill burden by having less frequent dosing	1 0.2	-	-	1 0.9	1 0.3	1 0.3	1 0.3	1 0.3	1 0.3	-	-	-	-	-
Support speakers at medical meetings	1 0.2	-	-	1 0.9	1 0.3	1 0.3	1 0.3	1 0.3	1 0.3	1 0.3	-	-	-	-
Make pills more visually identifiable	1 0.2	1 0.6	-	-	-	1 0.3	1 0.3	1 0.3	1 0.3	1 0.3	-	-	-	-
Send doctors to consultant meetings	1 0.2	1 0.6	-	-	1 0.3	1 0.3	1 0.3	1 0.3	1 0.3	1 0.3	-	-	-	-

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	(A)	(B)	(C)	(D)	(E)	(F)	(G)	(H)	(I)	(J)	(K)	(L)
Support me	1 0.2	-	-	1 0.9	1 0.3	1 0.3	1 0.3	1 0.3	1 0.3	-	-	-
Information campaigns	1 0.2	-	-	1 0.9	1 0.3	1 0.3	1 0.3	1 0.3	-	-	1 1.2	-
Non-product posters for exam rooms on disease state generated by AAFP, ACP, AAP and ADA (or similar)	1 0.2	-	1 0.8	-	1 0.3	1 0.3	-	1 0.3	1 0.3	1 0.8	-	1 1.6
You could send out questionnaires to patients and get their feedback as to how else to keep them compliant	1 0.2	-	1 0.8	-	1 0.3	-	-	1 0.3	1 0.3	1 0.8	1 1.2	-
Well informed reps who bring a light lunch with an informal presentation	1 0.2	1 0.6	-	-	1 0.3	1 0.3	-	1 0.3	1 0.3	-	-	-
MD visits	1 0.2	-	1 0.8	-	1 0.3	1 0.3	1 0.3	1 0.3	1 0.3	-	-	1 1.6
Free health check-up	1 0.2	-	1 0.8	-	1 0.3	1 0.3	1 0.3	1 0.3	1 0.3	-	-	-

Comparison Groups: BCD/EFGH/IJKL
 Independent T-Test for Means, Independent Z-Test for Percentages
 Upper case letters indicate significance at the 95% level.
 Lower case letters indicate significance at the 90% level.
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12. What are some other ways in which pharmaceutical companies can support patient education or compliance?

	TOTAL	[--NUMBER OF PATIENTS PER MONTH--] [<=400PTS	401-500PTS	501+PTS	[--- % OF PTS PRIMARY INS ---] MEDI CARE	PPO	HMO	OTHER	[-----TOP 2 BOX FOR EACH PROGRAM-----] SAMPLES	VOUCHERS	REIM SUP	PAT SUP
	(A)	(B)	(C)	(D)	(E)	(F)	(G)	(H)	(I)	(J)	(K)	(L)
Work with insurance companies	1 0.2	-	-	1 0.9	1 0.3	1 0.3	1 0.3	1 0.3	1 0.3	-	-	-
Nurse educator	1 0.2	1 0.6	-	-	1 0.3	1 0.3	1 0.3	1 0.3	1 0.3	-	-	1 1.6
Not applicable	1 0.2	-	-	1 0.9	1 0.3	1 0.3	-	1 0.3	1 0.3	-	-	-
Being filled at the pharmacy	1 0.2	-	1 0.8	-	1 0.3	1 0.3	1 0.3	1 0.3	1 0.3	1 0.8	-	-
Provide software for meters	1 0.2	1 0.6	-	-	1 0.3	1 0.3	1 0.3	1 0.3	1 0.3	-	-	-

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