

# Relationships with HCPs: Hot Topics in Recent CIAs

October 21, 2010



# Speaker Engagements

- Pfizer, Astra-Zeneca, Allergan, Forest Laboratories, Novartis
- Monitoring Requirements: Range from 75-250 programs
- Other requirements: written agreements; use of manufacturer approved materials and no off-label promotion; FMV payment schedule, centralized system and certification by sales representatives that program was in compliance

# Publication Activities

- Pfizer, Astra-Zeneca, Allergan, Forest Laboratories, Novartis
- Monitoring requirements: Range from 25- 50 activities
- Other requirements: Written agreements, pre-set rate structure, needs assessment process providing specific details about work to be performed, compliance with ICJME authorship criteria, disclosure obligations

# Research Activities

- Astra-Zeneca, Allergan, Forest Laboratories, Novartis
- Monitoring requirements: Range from 20- 30 research activities
- Other requirements:
  - Company must maintain policies addressing investigator sponsored trials including funding decision making, support for publication of information about studies, and uses of information about studies
  - Written agreements describing work, fees, compliance obligations; FMV payment in accordance with centrally managed, pre-set rate structure; annual budget; needs assessment submission (company or researcher (Allergan)) ; confirmation work performed