

2006 LATIN AMERICA PHARMACEUTICAL & HEALTH CARE SURVEY

UNIQUE FEATURES

■ **Regional Consistency and Ease of Access to Market Data**

The Latin America Pharmaceutical and Health Care Club Survey (LAPHCS) offers:

- **a consistent structure** (job families, data elements, report formats, methodologies) across Latin America
- **online access** to Towers Perrin's CDB Databases around the world through Comp Online™.

■ **Active Involvement from Premier Pharmaceutical and Health Care Companies**

The LAPHCS Database was established in 2005 by premier pharmaceutical and health care companies to provide a single source of regionally consistent, high quality market data. Their active involvement provides:

- **innovation and industry specialization:** leading companies meet annually as part of the continuous improvement process to discuss enhancements in survey design and focus
- **the right companies:** participants include your most critical labor market competitors in the industry. We actively solicit your peer companies.

■ **Superior Value**

Our technology and product offerings provide:

- **unlimited custom analyses for one fixed-fee:** Comp Online™ subscribers can conduct their own peer group cuts (no additional peer group fees), and provide access to multiple users in multiple locations (no need to buy additional subscriptions or reports) *plus* quickly **market price positions on demand** using Express Analyses, a new module for 2006, at no additional cost.
- **electronic published report:** a one-time snapshot of the market emailed to report recipients. Report reflects your company's data vs. the entire sample (your data are excluded from the market statistics).

■ **Fifty percent discount on cross-industry data from CDB General Industry Database**

Participants have the option of purchasing CDB general industry offerings which include market data from participants in many different industries.

■ **Rigorous Quality Review**

Towers Perrin's processes for assisting participants with job matching and reviewing data submission materials include:

- **one-on-one meetings with new participants:** our senior staff reviews organizational structure, functional areas and positions, and assists with the job matching and data submission
- **local and regional support:** we also work with your staff at the country and regional levels to assist with quality matching and data submission
- **group meetings and tools for enhanced matching**

■ **Knowledgeable, Accessible Support**

Our specialists throughout the region – fluent in Spanish, Portuguese and English – are available to assist you with interpreting and customizing results, and using Comp Online™.

2006 LATIN AMERICA PHARMACEUTICAL & HEALTH CARE SURVEY

UNIQUE FEATURES (CONTINUED)

■ **Comp Online™: The Advantages of Web Technology**

Comp Online™, the time-proven leader for online market data reporting, lets you access published reports online and conduct your own custom analyses. It offers:

- **access to new Express Analyses** module which allows participants to market price positions on demand
- **the convenience and speed** of accessing the database at anytime from anywhere. There is **no need to purchase additional report copies** to provide data to multiple people in multiple locations
- **the ability to customize your results at no additional cost** by creating your own peer group cuts (choose your own companies; exclude the other participating companies from your market data), and by modifying report formats and analyses. Receive results quickly via e-mail in spreadsheet file or PDF format
- **access to more data** as new companies join throughout the year (*applicable to CDB Databases only*)
- **advanced security** including individual passwords (your company's authorized users may vary by database), confidentiality review of the companies selected in each peer group, advanced security technology and other precautions
- **reliability and sophisticated analytical capabilities** made possible from over five years of continuous use by nearly 2,000 leading organizations in over 30 countries.