

### When are Physicians Available to See Drug and Device Sales Reps?

<u>Availability</u>	<u>Percent of Physicians Responding</u>
Will see reps any time or any day	76.0%
Will see reps only on specific days of week	4.0%
Will see reps only during specific times of day	3.0%
Will not see reps any time or any day	17.0%
<b>TOTAL</b>	<b>100%</b>

Appointment required to see physician	24.50%
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<b>Appointment Required to see Physician, by State</b>			
<b>Top 3 States</b>	<b>%</b>	<b>Bottom 3 States</b>	<b>%</b>
North Dakota	55	W. Virginia	20.49
Wisconsin	41.43	Delaware	22.04
Minnesota	38.82	Idaho	24.66

<b>Appointment Required to see Physician, by Specialty</b>			
<b>Top 3 Specialties</b>	<b>%</b>	<b>Bottom 3 Specialties</b>	<b>%</b>
Pediatric Hematology/Oncology	66.61	Pathologist	7.69
Critical Care Specialist	65.81	Neuroradiology Specialist	8.46
Oncologist/Hematologist	58.17	Diagnostic Radiology	9.19

<b>Physician Will Not See Sales Reps, by State</b>			
<b>Top 3 States</b>	<b>%</b>	<b>Bottom 3 States</b>	<b>%</b>
Minnesota	35.56	Mississippi	15.85
Montana	32.91	Kentucky	16.33
Washington	32.67	Louisiana	16.35

<b>Physicians Will Not see Sales Reps, by Specialty</b>			
<b>Top 3 Specialties</b>	<b>%</b>	<b>Bottom 3 Specialties</b>	<b>%</b>
Neuroradiology Specialist	92.23	Allergist/Immunologist	5.87
Pathologist	91.43	Dermatologist	9.12
Diagnostic Radiology	90.05	Gastroenterologist	9.13

<b>Physician Access, by Region</b>	<b>No Access</b>	<b>Appnt. Required</b>
West	27.60%	30.40%
East	22.75%	31.18%
North	21.64%	33.96%
South	18.87%	30.50%

<b>Physician Access, by Office Size</b>	<b>No Access</b>	<b>Appnt. Required</b>
Office Size: 1 to 2 Doctors	15.04%	24.45%
Office Size: 3 to 5 Doctors	16.67%	29.13%
Office Size: 6 to 10 Doctors	22.27%	37.29%
Office Size: 10 Plus Doctors	41.47%	40.02%

<b>Physician Access, by Ownership</b>	<b>No Access</b>	<b>Appnt. Required</b>
Hospital Owned	29.66%	39.62%
Non Hospital Owned	21.01%	29.97%
Health System Owned	31.10%	40.25%
Non Health System Owned	20.85%	29.95%

For a list of which physicians will see sales representatives and when, please contact SK&A at 800-752-5478.  
The data is available by name, title, site specialty, ownership and geography.  
Source: SK&A Information Services, Inc., July 2008