

Nov 15, 2000

ZYP 477 105

P.I. discussion

10-12
22/1 NAT Video Review

The Lilly logo is written in a stylized, cursive script font.

Answers That Matter.

Objective

Alignment on P.I. changes, deadlines for changes, and communication of changes.

- What is changed?
- When will the changes take place?
- How and when will the changes be communicated?

Current Situation

- **P.I. updated May of 2000 to include Beasley's analysis**
- **Hyperglycemia data sheet (data on demand) implemented June 2000**
- **October hyperglycemia conference call canceled**
 - **Diabetes education**
- **Update medical letter implemented Nov. 2000**
- **Sales representative are using P.I. and data sheet to handle diabetes questions**

11/15/2000
File name/location

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Discussion

What is going to be changed in the P.I.?

- Changed to/deleted?
- Do we have any other options?

When will the change take place?

- When will the new P.I. be printed?
- When will the new P.I. be posted to the Lilly web? FDA ?
- How definite are these dates?

When do we need to communicate this to the sales force?

How do we communicate this to the sales force?

Sales force communication options

December conference call

- Diabetes educational backgrounder

December conference call without backgrounder

January Regional meetings

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Objective

Gain alignment on P.I. changes, deadlines for changes and communication of changes.

- What is changed?
- When will the changes take place?
- How and when will the changes be communicated?

Now from Lilly Neuroscience...

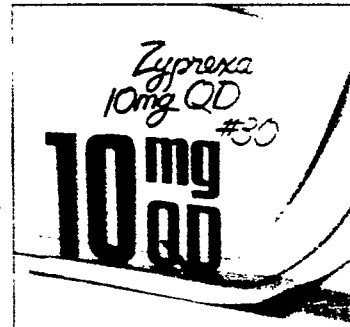
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