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# **Seagen Data Supplier RFI**

**IQVIA, Inc.**

August 2022

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# Seagen Data Supplier Questionnaire

Response ID:55 Data

## 3. Data Supplier Information

### 1. Company Legal Name

IQVIA, Inc.

### 2. Year Founded

IQVIA Inc., "IQVIA", was formed on October 3, 2016 through the merger of IMS Health (founded in 1954) and Quintiles (founded in 1962).

### 3. Ownership Type

Public

### 4. Corporate Headquarters Address

83 Wooster Heights Road, Danbury CT 06810

### 5. Major Operational Center Address (if unique from Corporate Headquarters)

100 IMS Drive, Parsippany NJ 07054

### 6. Company Origin and Overall Mission

IQVIA™ (NYSE:IQV) is a leading global provider of information, innovative technology solutions and contract research services focused on using data and science to help healthcare clients find better solutions for their patients. Formed through the merger of IMS Health (founded in 1954) and Quintiles (founded in 1962), IQVIA offers a broad range of solutions that harness advances in healthcare information, technology, analytics and human ingenuity to drive healthcare forward. IQVIA enables companies to rethink approaches to clinical development and commercialization, innovate with confidence as well as accelerate meaningful healthcare outcomes. We offer hundreds of distinct services, applications and solutions to help our clients make critical decisions and perform better.

### 7. Organizational Structure (Appx # of FTEs, appx # FTEs working on US pharmaceutical data, data processing & analytics, divisions, etc.)

IQVIA has 80,000+ FTE; 5,500+ in the US. IQVIA has four operating segments: Clinical Development, Real World Evidence, Commercial Solutions, Compliance and Quality. Their offerings complement each other and can provide enhanced value to our clients when delivered together, with each driving demand for the other.

### 8.

#### Key Contact Information for the contracting process (name, title, direct office telephone number, mobile telephone number, email)

Ken Mitchell, Account Director

Tel #: +1-805-284-4333

Email: KMitchell@us.imshealth.com

### 9. What is your competitive advantage on patient claims data for Oncology and why should Seagen select your firm over others in your competitive market mix?

Oncology expertise is a key differentiating factor that has shaped over time by working across multiple clients, brands, and tumor types. We have extensive experience in employing onshore/offshore commercial analytic outsourcing model across several clients. Our unique position within IQVIA provides access to broader IQVIA SMEs, COEs, and data science expertise to bring in industry thought leaders & experts in data, analytics, methods, & operations

Please reference the attached "Report for Seagen Data Supplier Questionnaire (RFI Responses)" Oncology Slide 1

#### 4. Seagen Account Team/Change Management

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10.

**Profile the proposed Seagen Account Team, including**

**Executive Sponsor (name & location) and**

**Account Team, including day-to-day account lead (please provide a proposed Org Chart and tenure of each team member)**

Please reference the attached "Report for Seagen Data Supplier Questionnaire (RFI Responses)" Oncology Slide 2

11. If applicable, upload file(s) to support answer to previous question here.

[Seattle\\_Genetics\\_RFI\\_Supporting\\_Slides\\_\\_August\\_2022.pdf](#)

[IQVIA\\_LAAD\\_File\\_Layout\\_\\_IQVIA\\_Response\\_08162022.xlsx](#)

[Lab\\_Data\\_Layout\\_IQVIA\\_Response\\_08162022.xlsx](#)

[Seagen\\_Executive\\_SummaryKM-08.16.2022.pdf](#)

12.

**Using the background provided, describe the staffing structure you suggest would work best for Seagen. Please be specific regarding the structure you recommend.**

**How would you manage the day-to-day interactions with the Seagen office?**

**How do you manage the communication ensuring expectations are met?**

**What is the process for managing escalations on projects?**

Upon finalizing scope and project/s, IQVIA assigns a group of dedicated resources specializing in Oncology, that includes clinical resource/s with decades of oncology practice experience, advanced analytics teams specializing in oncology data methodology and production, engagement manager/s who will serve as the day-to-day contact and project lead with a variety of onshore and offshore supporting resources assisting in ongoing delivery. Our team is available daily for data inquiries, analytic support, consultative support, and ongoing delivery consultation with a series of ongoing standing meetings.

Please reference the attached "Report for Seagen Data Supplier Questionnaire (RFI Responses)" Oncology Slide 3

13.

**Please provide an outline of the team members you would assign to Seagen and their roles:**

**Sales Leads/BD Leads**

**Service Leads**

**Consultants**

**Subject Matter Experts**

**Etc.**

Please reference the attached "Report for Seagen Data Supplier Questionnaire (RFI Responses)" Oncology Slide 4

14. **Seagen personnel would like to interview candidates proposed for the day-to-day lead role for their business either via Video or by direct visit. Is this possible?**

Yes

15.

**Implementation Business Rules and Timeline – please provide a detailed implementation plan and timeline from contract award to launch readiness that will include all brands (Adcetris, Padcev, Tinvak, Tuysa). For each of the activities in the implementation plan, please identify the responsible party within your company and required resources from Seagen in terms of function/role and level of involvement.**

**\*Note: you may upload supporting files in following question.**

Upon finalizing scope and project/s, IQVIA's team of dedicated specialists will develop and share detailed timelines of each project and workstream that aligns to the executed proposal and ongoing business needs. The timelines will serve as an ongoing project benchmark to be reviewed and measured in each ongoing standing meeting.

Upon finalizing scope and project/s, IQVIA's team of dedicated specialists will develop and share detailed timelines of each project and workstream that aligns to the executed proposal and ongoing business needs. The timelines will serve as an ongoing project benchmark to be reviewed and measured in each ongoing standing meeting.

Please reference the attached "Report for Seagen Data Supplier Questionnaire (RFI Responses)" Oncology Slide 5 in # 11 above

**16. If applicable, upload file(s) to support answer to previous question here.**

**17. What type of offerings are included in the data cost to support one-time change management of switching patient claims data? Example offerings can include consulting, report testing, business rules, support, training, communication and coordination, etc.**

IQVIA will provide services to maintain, monitor and ensure operational fitness of the data including on-site support as needed as well as a monthly qualitative review of all reports. As the Oncology market evolves IQVIA will ensure that the deliverable is reflective of competitor entrants, diagnostic trends, and dynamic shifts where appropriate. Although IQVIA maintains high standards for data quality as well as employs direct and switch methods to capture information, from time to time issues can occur that effect stability, sample size, or other unforeseen disruption in the data. During these instances IQVIA will proactively communicate any discrepancies that arise as well as address any methods for mitigation with the client up to and including onsite support to address the issue.

Transactional data deliverables are comprehensive, during the weeks up to and including initial delivery our internal engagement team will help ensure quality assurance and seamless onboarding with availability to provide informational training sessions for Seagen personnel (data users). Training will be provided periodically throughout the life of the agreement or in the event there are changes in scope to the project.

On an ongoing basis, IQVIA understands that clients may have questions regarding data itself or the use of the data. IQVIA is available to characterize the data appropriately and address questions about the deliverable to enable Seagen to capture its full value.

#### Quarterly Review Meeting

This meeting is based on the availability of the Seagen and IQVIA teams, IQVIA proposes an optional quarterly meeting for the length of this engagement. Meeting attendees will be based on the meeting agenda. Example of suggested topics are as follows:

- review of the progress of this project
- review of upcoming market events
- discuss any new potential methodologies that IQVIA Oncology is exploring that could impact or enhance Seagen report
- Institute Data Governance Process

An agenda will be circulated between IQVIA and Seagen to finalize meeting topics.

## 5. Oncology Patient Data

**18.**

**Please fill out and upload the workbook, titled "Oncology Patient Data Tables" that was included with the email sent to you with the link to this questionnaire. Specific ICD codes are provided in the spreadsheet/Excel file titled "Seagen ICD CPT Codes"**

[Oncology\\_Patient\\_Data\\_Tables\\_-\\_IQVIA\\_Response\\_08162022.xlsx](#)

19.

**Please describe your Longitudinal Patient/Claims and lab data offerings.**

**Does it include diagnosis codes (ICD-10)?**

**Provide physician-level data with unique ID?**

**Is data aggregated at the HCP level?**

Prescription Claims (LRx)

- IQVIA receives 4 billion prescription claims per year with history from January 2001 with coverage up to 92% for the retail channel, 64% for traditional and specialty mail order, and 56% for long-term care. Rx data is derived from electronic data received from pharmacies, payers, software providers and transactional clearinghouses. This information represents activities that take place during the prescription transaction and contains information regarding the product, provider, payer and geography. Rx data is longitudinally linked back to an anonymous patient token and can be linked to events within the data set itself and across other patient data assets.

- Common attributes and metrics within the Rx data include payer, payer types, product information, age, gender, 3-digit zip as well as the scripts relevant information including date of service, refill number, quantity dispensed and day supply. Additionally, information is tracked to a specific prescriber enabling the user to obtain a more complete picture of a prescriber's activity which can, in turn, be linked to office based claims data to obtain patient diagnosis information.

Medical Claims (DX):

- IQVIA receives just over 1 billion office based electronic medical claims from office-based individual professionals, ambulatory, and general health care sites per year including patient level diagnosis and procedure information. The Dx data captures 75% of all AMA providers

Medical claims contain both patient diagnosis and procedure details and provide insight into prescribing patterns. ICD-9/10 codes, J-codes, CPT/HCPSC codes used to primarily drive analysis around product usage and indication help answer questions like:

- o What procedures were used to treat my disease state of interest?

- o What is product utilization by disease state?

The medical claims data includes fields related to patient demographics (age and gender), details on insurance used by the patient, and where the service took place (inpatient, outpatient, office, clinic, etc.). Additionally, information is tracked to a specific prescriber enabling the user to obtain a more complete picture of a prescriber's activity which can, in turn, be linked to prescription data, affiliations and other attributes of the practitioner.

- Laboratory Test Values data – IQVIA partners with one of the two major independent laboratory companies. Data is gathered from the vendor on an as needed basis for client specific needs. We are able to link the lab test results to our patient data via our de-identified patient key. For example, using HbA1c results combined with RX patient level data can help clients understand treatment patterns as impacted by test results. Data can be provided on an ongoing basis if needed. Most common tests requested are HbA1c values, LDL and HDL levels, and Hep C tests.

Claims are linked to both rendering and referring HCP via HCP attributes such as NPI where it is reported with a unique provider ID where it can then be aggregated to report at the physician level.

Please reference the attached "Report for Seagen Data Supplier Questionnaire (RFI Responses)" Oncology Slide 6 in # 11 above

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**20. Provide data delivery options, available frequency options (daily, weekly, monthly etc.) and data lags by claims type (Rx and Mx). Please provide data maturity curves specific to Seagen product basket.**

**\*Note: you may upload data maturity curves in following question.**

IQVIA delivery is capable of delivering on any frequency from daily to annually through a variety of delivery mediums, including but not limited to: Snowflake, S3, Sharepoint, Email, sFTP/FTP, etc.

Please reference the attached "Report for Seagen Data Supplier Questionnaire (RFI Responses)" Oncology Slide 7 in # 21 below

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**21. Please upload data maturity files here.**

22.

**Describe your overall coverage and quality of experience in patient data in oncology data?**

**What is the availability of oral and infused oncology therapy data?**

**What restrictions (if any) do you have in the oncology market data**

IQVIA's longitudinal data is integrated from various sources including the medical office or clinic, outpatient hospital, inpatient hospital and prescription databases. IQVIA receives medical and pharmacy data from various sources covering all of the major regions of the US. All medical and pharmacy data are gathered daily and includes prescription, diagnosis and procedure data as well as all billed charges for products used in an office setting. All are derived from electronic healthcare claims data, which are available in near real-time.

All data are certified HIPAA-compliant with all de-identified patients being assigned a longitudinally stable identifier. This allows IQVIA to track patients anonymously and longitudinally over time and between datasets. IQVIA medical and pharmaceutical data are geographically representative and well characterized, providing a high degree of precision and accuracy. In addition, IQVIA data includes all payer types: Commercial, Medicare, Medicaid, and Cash. Lastly, IQVIA data includes all provider types (MD/DOs, NP/PA, etc.) and specialties (generalists, specialists as well as surgical specialists) and is fully representative of the healthcare services rendered in the US. These characteristics enable LAAD to serve multiple purposes from general patient longitudinal studies to managed markets analytics.

Please reference the attached "Report for Seagen Data Supplier Questionnaire (RFI Responses)" Oncology Slide 8 in # 11 above

23.

**Do you offer subscription services powered by Longitudinal Patient/Claims data? If so, please explain.**

**What is the source of the patient claims data?**

**What is the period (duration) of claims?**

**How frequently is the data updated?**

LAAD is IQVIA's integrated longitudinal patient claim level dataset that provides a 360° view of a patient's activity.

Please reference the attached "Report for Seagen Data Supplier Questionnaire (RFI Responses)" Oncology Slide 9 and 10 in # 11 above

24.

**What is the data access structure for your data sets?**

**Are there any issues or restrictions for snowflake?**

**Provide complete data dictionary for your datasets**

There are no data delivery restrictions for snowflake or other delivery mediums/platforms. IQVIA is capable of delivering on any frequency from daily, weekly, monthly, quarterly to annually through a variety of delivery mediums, including but not limited to: Snowflake, S3, Sharepoint, Email, sFTP/FTP, etc.

Please reference LAAD Layout File – excel attached in # 11 above

25.

**What is your level of CMS patient data integration and capture for oncology products?**

**Do you have FFS and Managed CMS claims data?**

Due to supplier confidentiality restrictions, we cannot name the providers of our Medicare data. We have a strategic data supply approach where IQVIA's claims are representative of what CMS will report - Part A, B, C and D. The data lag varies between the data sets from two weeks to 9 months. Also, the granularity of data ranges from patient level to aggregated physician level information complying with CMS regulations. Based on Seagen's exact needs, IQVIA will work with you to select the right source of Medicare data

26.

## **What lab data do you have for oncology patients?**

**What types of tests and attributes are available in the lab data? Please provide data dictionary for lab data.**

**Is lab data integrated with claims data having a common IDs for patients, HCPs, and payer dimensions?**

**What is the frequency and source of lab data?**

IQVIA has formal partnerships with NeoGenomics and Quest Diagnostics to integrate lab data as needed and continually seeks partners to bring additional value to our clients. Integration of lab data follows a process to identify which labs are needed and the patient population to be linked. IQVIA has the ability to integrate lab data from different lab vendors by employing our encryption algorithm to apply IQVIA's universal patient ids, thereby enabling IQVIA to join the lab data with other IQVIA claims data. The lab data will enable Seagen to perform deeper clinical analyses and alerts based on lab value.

Please reference Lab Layout File – excel in # 11 above

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**27.**

**How do you quality-check your data for accuracy?**

**Please specify any procedures that you have in place to catch and correct issues prior to data going to clients?**

**How do you ensure the highest quality data that can be trusted; and if an issue is found by a client, how is this handled?**

Content Quality Control: The content quality control procedures utilize various statistical processes such as percent variance and standard deviation against reporting trends. The results are reviewed during each data cycle and adjustments are made accordingly. These procedures are incorporated into the supplier certification process, incoming data inspections and outgoing inspection processes.

Data Quality Control: On-boarding - Prior to inclusion in IQVIA databases, suppliers and their data must be certified. Automated and manual certification tests are conducted for a minimum of 6 to 12 weeks. During the testing period, test data is reviewed for:

- Consistent reporting
- Unexplained trend fluctuations
- Volume trends of total prescriptions, new prescriptions and refill prescriptions
- Volume trends within USC, method of payment
- Individual field edit criteria
- Comparison to other suppliers with similar demographics (geography, size, type)
- Ongoing automated and manual inspection of incoming data content includes but is not limited to the following:
- Data quality verification at the database, supplier, store, and prescription levels
- Elimination of duplicate data
- Comparisons of field value to established norms
- Verification that data are on-time and cover the required data periods
- Maintenance of statistics and trends for source data (examples: transaction volumes, invalid fields, valid transactions processed)
- Reference data changes controlled and verified through the use of audit trails

Product Analyzer

- Data quality verification at the product and therapeutic class level to identify trends and deviations
- Weekly analysis of critical client products
- Proactive identification of data anomalies
- Ability to perform a root cause analysis at the supplier level
- 200+ customized edits at the supplier and/or global level
- Automated alert system for late or missing supplier data
- Customized Store Monitoring edits based on the outlet's history
- GUI enhancements allowing for accelerated access to prescription data

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**28.**

**What changes have you made to your data supplier network in the last 1 year? Can you provide estimate changes to the data volume based on the recent changes (e.g.: % new vs recurring each year). Please share examples of Oncology**

**related data supplier disruptions in the last 1 year.**

IQVIA has the most Robust and consistent Oncology data coverage supported by long lasting supplier relationships. Please see attached for additional details.

Please reference attached "IQVIA Advantages" document in # 30 below.

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**29. How are changes to your data suppliers managed and communicated with pharma manufacturers? Please provide examples of Oncology related data supplier change communicated to the customers in the last 1 year.**

IQVIA will provide Client with its commercially available communication, for example, IQVIA Product News for changes/additions/deletions related to all products and/or Client's market definitions. For individual supplier matters, Client is entitled to receive IQVIA's commercially available database issue impact reports as made available and provided in conjunction with the IQVIA Product News.

Please reference the attached "Report for Seagen Data Supplier Questionnaire (RFI Responses)" Oncology Slide 11 in # 11 above

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**30. Option to upload examples of Oncology-related data supplier change communications.**

[IQVIA\\_AdvantagesSeagen.pdf](#)

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**31. Can patient claims data be used for field triggers (based on diagnosis and/or Rx business rules)? If yes – provide key aspects on how your offerings are differentiated for field triggers (data lag, integration with CRM or reporting platform etc.)**

Yes, we receive data daily, weekly, and monthly claims from our providing suppliers. IQVIA builds field ready alerts leveraging medical and pharmacy claims that are provided to our customers daily, weekly, or monthly. Triggers are built from rule based and machine learning/AIML methodologies to inform activity at a physician level that has just occurred or is predicted to occur for the right message, the right time, the right physician.

Please reference the attached "Report for Seagen Data Supplier Questionnaire (RFI Responses)" Oncology Slide 12 & 13 in # 11 above

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**32.**

**What socioeconomic and demographic data do you have including: race ethnicity, socioeconomic status, level of access to care by location, distance to advanced oncology sites?**

**What is the source of the data and how frequently is the data updated?**

**At what level can this data can be reported (HCP, Geo, National etc.)**

IQVIA leverages Experian Consumer Data for patient and HCP profiles where patient data availability is limited, but provides detailed insight into consumer characteristics and attributes that can be used to guide targeting and marketing efforts.

Please reference the attached "Report for Seagen Data Supplier Questionnaire (RFI Responses)" Oncology Slide 14 in # 11 above

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**33. Please provide us with your firm's position regarding use of data for publication:**

**Are there any considerations or restrictions regarding use of your data for publication or conference presentations?**

**Do you have examples you can provide of published studies and/or presentations using your data?**

**Have your data been used for regulatory and or HTA submissions? Please explain.**

IQVIA data has been quoted/referenced by name in industry publications and media (e.g., research analyst reports, news media, etc.) as well as multiple white papers. We do allow publication (i.e the financial sector) with specific guidelines. Please reference attached "Data Disclosure Policy Advocacy and Informational Use".

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**34. If applicable, upload file(s) to support answer to previous question here.**

[IQVIA\\_Data\\_Disclosure\\_Policy\\_Advocacy\\_and\\_Informational\\_Use.pdf](#)



## 6. Data Evolution

### 35. How are you evolving your patient data strategy and strategic focus based on your knowledge of your clients' needs?

IQVIA builds upon our extensive client relationships. We have a diversified base of over 5,000 clients in over 100 countries, and have expanded our client value proposition to address a broader market for research and development and commercial operations. Through the combined offerings of research and development and commercial services we built a platform that allows us to be a more complete partner to our clients.

### 36. How are you addressing the evolving healthcare landscape and what information and data does your organization see as most important to help your clients answer their most challenging questions?

IQVIA continues to innovate by leveraging our information, technology and service capabilities. As a leader in the development and commercialization of new pharmaceutical therapies, we can empower our therapeutic, scientific and domain experts with expansive levels of information including product level tracking in 90 markets and information about treatments and outcomes on more than 530 million anonymous patients. Further, we have the ability to optimize the clinical trial process and enable our clients to reduce costs and get their products to market more quickly by running their clinical trials more efficiently and effectively through more informed site selection and faster patient recruitment practices.

37.

### How are you pipelining new data and opportunities or partnerships? What are the areas that your organization is prioritizing for future product offerings and services?

We believe that substantial opportunities exist to expand penetration of our addressable market and further integrate our offerings in a broader cross-section of the healthcare marketplace, particularly connected healthcare. Expand our portfolio through strategic acquisitions. We have and expect to continue to acquire assets and businesses that strengthen our value proposition to clients. We have developed an internal capability to source, evaluate and integrate acquisitions that have created value for stockholders. As the global healthcare landscape evolves, we expect that there will be a growing number of acquisition opportunities across the life sciences, payer and provider sectors. We expect to continue to invest in or explore opportunities for strategic acquisitions to grow our platform and enhance our ability to provide more services to our clients.

## 7. Other Services

### 38. Do you offer Analytics Services around your or other's data offerings? If so, please explain.

Yes - IQVIA offers hundreds of distinct services, applications, technology platforms and solutions to help our clients make critical decisions and perform better.

Analytics and consulting services: We provide a broad set of strategic and implementation consulting services, including advanced analytics and commercial processes outsourcing services to help the commercial operations of life sciences companies successfully transform their commercial models, engage more effectively with the healthcare stakeholders and reduce their operating costs.

IQVIA leverages both in-house tools and applications (e.g. Real World ML Platform for Commercial Precision, P360, MCM Analytics Suite, E360 etc.) and third party tools and applications (e.g. RapidMiner, Python, SAS, R, Spark, TensorFlow, Cloudera Data Science Workbench, Tableau, Powerbase etc.), along with data, therapy area expertise and decades of industry experience, to provide innovative solutions, through the identification of relevant opportunities and competitive threats. IQVIA also leverages our Innovation Lab recommending proactive strategic solutions to our client partners. The operating model is to provide our clients full access to our CoEs, which includes leveraging in-house applications, experience in past engagements and best practices as a strategic knowledge partner.

IQVIA identifies optimal and suboptimal pathways in patient journeys, and discovers patient and physician archetypes using the following approach:

- Understanding business need and purpose
- Descriptive Analytics/Reporting
- What is happening? How often, where?
- Diagnostic Analytics
- What is the root cause?
- Why did it happen?
- Predictive Analytics
- What will happen? – Predictive Modeling
- What are future sales? – Forecasting
- Prescriptive Analytics
- How to achieve the best outcome? – Optimization
- What actions to maximize impact? – Simulation
- Key learnings and recommendations
- Documentation and archiving for future reference

39.

**Do you offer Consulting Services related to your oncology patient data offerings? If so, please explain.**

**How do you proactively offer ideas and perspectives based on your deep knowledge of your client's data that highlights actionable opportunities?**

Yes, IQVIA leverages array of Oncology dedicated teams specializing in molecule to market consulting services. Examples include, but are not limited to, Clinical Trial Management, Sales Force Sizing, Opportunity Segmentation, Market Access, Launch Excellence and Commercial/Brand Analytics.

Please reference the attached "Report for Seagen Data Supplier Questionnaire (RFI Responses)" Oncology Slide 15 in # 11 above

**40. Who do you view as your competitors for each of your product offerings?**

Our Commercial Solutions business competes with a broad and diverse set of businesses. While we believe no competitor provides the combination of geographical reach and breadth of its services, we generally compete in the countries in which we operate with other information, analytics, technology, services and consulting companies, as well as with the in-house capabilities of our clients. Also, we compete with certain government agencies, private payers and other healthcare stakeholders that provide their data directly to others. In addition to country-by-country competition, we have a number of regional and global competitors in the marketplace as well.

**41. Do you offer Master Data Management services? Data validation services?**

Yes, IQVIA offers end-to-end solutions for Master Data Management (MDM) that enhance industry-leading cloud platforms with unparalleled data, deep life sciences expertise, and implementation excellence for faster, more precise decision making. It centralizes and consolidates data across multiple domains to provide the decision intelligence needed to improve omnichannel engagements, ensures regulatory compliance, and drive business agility. More information can be found here: Master Data Management (MDM) - IQVIA

IQVIA also offers data validation services through our Data Governance and Stewardship Center of Excellence. More information can be found here: Data Governance and Stewardship - United States - IQVIA

MDM and data validation are just one part of a holistic Enterprise Information Management strategy. IQVIA provides services and technology for all phases from data strategy to data sourcing to data integration to uncovering meaningful insights that impact will impact your business – and increase your market share and competitive advantage. Our team would be happy to discuss this in more detail. More information can be found here: Enterprise Information Management - United States - IQVIA

**42. Do you offer data integration services? For instance, can your patient claims data integrate with other data providers like Lab, EHR, SPs etc. using standard patient tokens like Datavant?**

Yes, IQVIA consistently works with 3rd party vendor/s data inputs by integrating within our claims data asset via patient tokenization process/es through privacy analytics oversight. IQVIA believes in starting with a solid base of claims data to fuel our client's analytics. Where supplemental data sets can be integrated with IQVIA's claims universe. The healthcare landscape has

evolved and allows us to offer multiple data options to best meet your needs. Below are supplemental data offerings for your consideration:

- Lab data
- Janssen Specialty Pharmacy Data
- IQVIA Ambulatory EMR data
- IQVIA Oncology EMR Data
- Consumer data including ethnicity and race, ability to pay, media preferences
- Patient companion file
- Integrated LAAD
- Supplemental Analytical Tools

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**43. What products and services do you provide that integrate various data sets for a more comprehensive understanding of markets?**

Please reference the attached "Report for Seagen Data Supplier Questionnaire (RFI Responses)" Oncology Slide 16 in # 11 above

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**44. Do you offer staff augmentation services? Please describe your typical roles, pricing, and oversight.**

Yes, our clients are able to customize the support required based on area of need, experience level, the number of resources, and location through the Commercial Outsourcing Services (COS) group. Primary areas of staff augmentation support are general analytics, patient data analytics, and forecasting however we have filled a variety of other roles for our clients. The level of the resource(s) is determined jointly between the client and COS Principal working on the account. Oversight will largely depend on the type and size of engagement. Most larger engagements will have an Engagement Manager assigned to the account to be the primary point of contact with the client, coordinate the team, and provide quality control while the COS Principal may provide oversight for smaller engagements. Staff augmentation services may be provided through onshore resources, offshore resources, or a combination of the two. Standard rates for the most common resource levels are below...

Resource Level Onshore Rate Offshore Rate

Analyst \$131/Hr. \$51/Hr.

Consultant \$168/Hr. \$65/Hr.

Senior Consultant \$189/Hr. NA

Engagement Manager \$263/Hr. \$103/Hr.

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**45. What is your overall turnover rate for your staff augmentation roles, if you provide such roles? What is your average tenure on the staff augmentation teams for each role?**

Turnover rate for staff augmentation roles are ~20%. When a resource is placed in a staff augmentation role, our policy requires the resource to stay in the role for two years in most cases. If a resource needs to be rotated out of their role, we provide a coordinated transition period to bring the new resource up the learning curve and ensure a seamless transition.

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**46.**

**Are any of your services offshore?**

**Do you offer an onshore alternative?**

**Do you have hybrid models?**

Yes, managed services are available through onshore resources, offshore resources, or as a hybrid model consisting of both onshore and offshore resources. Most clients prefer to have at least one onshore resource to ensure availability during business hours but find it most cost effective to add offshore resources for incremental support required

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## 8. Pricing/Contracting

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**47. Can you meet a deadline for a contract signing of October 1, 2022?**

Yes. IQVIA will work with Seagen to meet contract signing deadline.

**48. Are your terms flexible for each individual component of your services concerning contract length? (i.e., some stand-alone services can be contracted for 1 or 2 years, while others may be 3 years)**

Yes – terms for contract length can be reviewed further during any contract discussions between IQVIA and Seagen.

**49. What out-clauses do you typically offer with contracts on data purchases?**

Following is our Market Events language in instances of non-promotion and/or market events.

**Market Events:**

Client may cancel the Services licensed under this Statement of Work upon at least ninety (90) days' advance written notice to IQVIA, if Client discontinues field sales promotion of its product(s) within that therapeutic class (whether promoted directly or through the use of a third party) upon or following the occurrence of (a) the patent expiration of such Client product resulting in such product becoming a multi-source product or (b) an adverse ruling by the FDA which requires Client to stop marketing and promoting such product in the therapeutic class or prevents the introduction of such product into the therapeutic class.

In the event of such cancellation, IQVIA shall reduce the fees for such cancelled Services under this Statement of Work in a pro-rata amount applicable to the cancelled Services as of the effective date of cancellation. Such cancellation shall be effective as of the end of the applicable data month in which such notice period ends. For example, if notice of cancellation is given on the fifteenth day of February, such cancellation shall be made effective following delivery of the deliverables pertaining to the May data month.

Notwithstanding anything in the Agreement or this Statement of Work to the contrary (including any addendum or attachment), Client agrees to license data for each therapeutic class now or hereafter specified (i.e., therapeutic classes currently specified and therapeutic classes added subsequently) for a minimum period of one (1) year following the first reoccurring delivery and invoicing of weekly or monthly Services, as the case may be. For the sake of clarity, the term "reoccurring delivery" does not include delivery of historical (back) data."

**50.**

**Are there any restrictions to the use of data that you sell to Pharmaceutical Manufacturers?**

**What is your policy around TPAs, and do you block any companies from entering into a TPA with you?**

**Are there any additional restrictions on reporting HCP level data to sales or medical teams?**

Yes - please see following:

**Subnational Data Access**

In order to receive access to the subnational information services described in this Statement of Work, Client agrees to abide by, and submit Client Data (as defined below) to IQVIA in accordance with, the terms of the IQVIA Sub-National Data Access Policy as may be amended from time to time (Data Access Policy). The term Client Data as used herein refers to certain data provided by Client to IQVIA relating to direct sales of Client's pharmaceutical products by Client to its customers, and is more fully described in the Data Access Policy. Client Data includes elements of data reflecting Client's weekly/monthly sales of pharmaceutical products made to any unaffiliated party. IQVIA will handle Client Data in accordance with the Confidentiality Paragraph of the Agreement Terms, provided that IQVIA may use Client Data as follows: (i) for inclusion, where applicable, in the Data and Services provided to Client under this Statement of Work; and (ii) for use in any of the IQVIA reports and services, provided that the Client Data is converted and standardized with the data of third parties. In addition, as required by the Data Access Policy, Client further acknowledges that it will not, at any time during the term of this Statement of Work, directly or indirectly influence, request or require any indirect supplier or third party distributor (e.g. pharmacies, wholesalers, distributors, etc.) of Client's products to withhold or restrict, either from IQVIA specifically or from information vendors or others generally, data relating to shipments of any products.

## 9. Compliance/Security

**51. Please outline your HIPAA compliance protocols.**

IQVIA aggregates, anonymizes and cleanses our data and apply HIPPA compliant de-identification through a patented proprietary methodology, prior to providing to our clients. Our Privacy policies explain how IQVIA collects, holds, uses and discloses Personal Information, as well as our commitment to the protection of Personal Information and our adherence to HIPPA policies. We adhere to the Privacy Shield Principles and are certified to the EU-U.S. Privacy Shield Framework. Please see following link to IQVIA's detailed Privacy Policies: <https://www.iqvvia.com/about-us/privacy>  
IQVIA "Rules Based Corporate Policy - Protection of Personal Information" guides our response in the event there should be Personal Information included in data.

---

**52. What is your policy concerning on-site work since COVID-19? What are your plans moving forward to allow for on-site work?**

As the Human Data Science company, we are committed to helping do what needs to be done to keep things moving healthcare forward. Patients must be treated. Trials must continue. Innovation and discovery must continue – not just to solve our current crisis but also to ensure we are ready to take on what comes next. COVID-19 changed the way the world works and accelerated the use of new practices and tools. To leverage the best of these changes, we established the IQVIA Future of Work initiative, a company-wide effort examining all aspects of how and where we do our work, as well as the technology and tools that will be required to help us adapt post-pandemic.

Think differently. We're reimagining how and where we work, enabling more flexibility, redesigning workplaces and enhancing technologies.

Make smarter connections. We're committed to investing in technologies and tools to make flexible work more connected, not less.

Evolve and grow. We'll continuously refine and bring in new ideas that help IQVIA, our employees and our customers thrive. When on-site work is required, IQVIA employees will follow all IQVIA Covid-19 protocols, and any specific on-site Covid-19 policies and procedures to ensure a safe and healthy work environment

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**53. What is your data continuity plan?**

Please see attached "IQVIA BC and IT DR Executive Summary" document in # 56 below.

---

**54.**

**Do you have disaster preparedness plans in place? Do you share the plans with clients?**

**Have you ever lost a client's data? What happened?**

**How would you demonstrate your ability to execute?**

Please see response to # 53. IQVIA does not share our Business Continuity or Disaster Recovery Plan details as they are confidential and proprietary, however we have attached our "IQVIA BC and IT DR Executive Summary" document in # 56 below.

---

**55.**

**Security of IT/Data structure – please provide supporting documentation regarding your data center and how does your structure decrease risk for \_\_\_\_\_?**

**IT structure**

**Data security & HIPAA / HITRUST Compliance and Certification**

**Back-up functionality**

**Operational % uptime**

**Back-up generator**

**Location of back-up data center**

**Internal Audit function**

Please See attached IQVIA Information Security Overview in # 56 below

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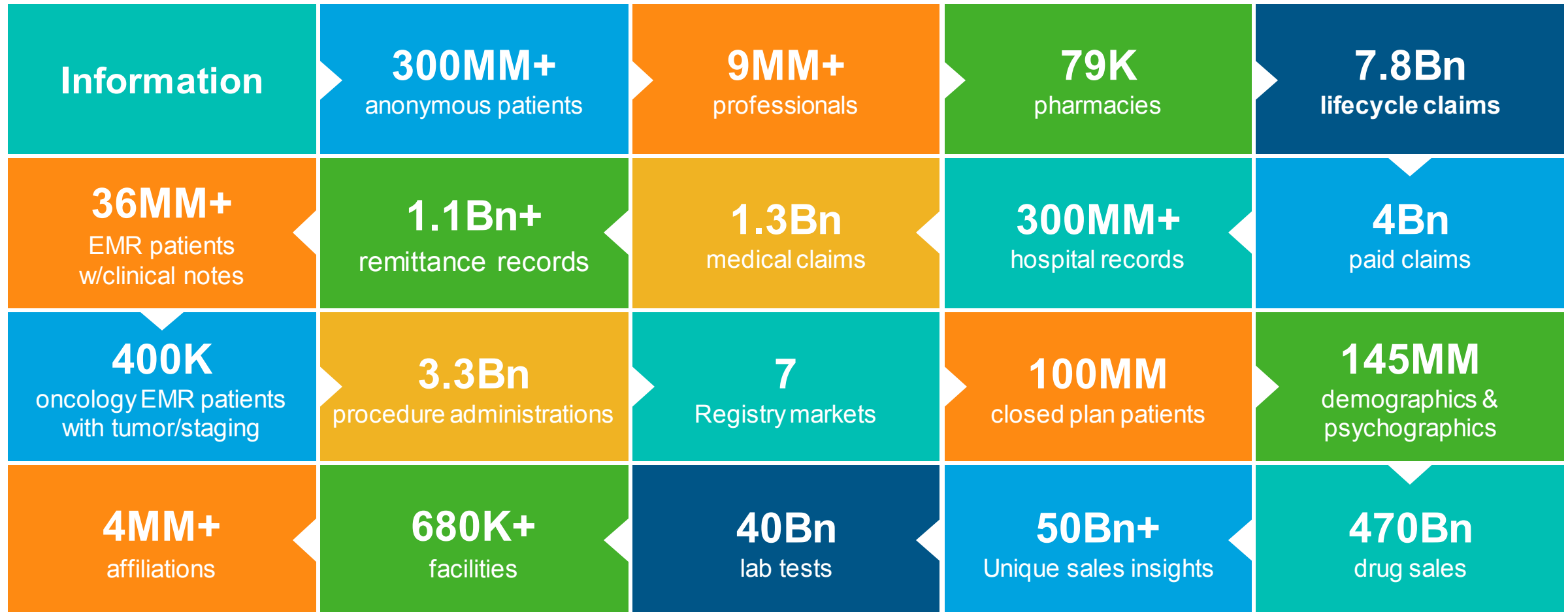
**56. If applicable, upload file(s) to support answer to previous question here.**

[IQVIA\\_BC\\_and\\_IT\\_DR\\_Executive\\_Summary\\_-\\_12.20.2020.pdf](#)

[IQVIA\\_Information\\_Security\\_Overview.pdf](#)

# We start with the largest inventory of healthcare information

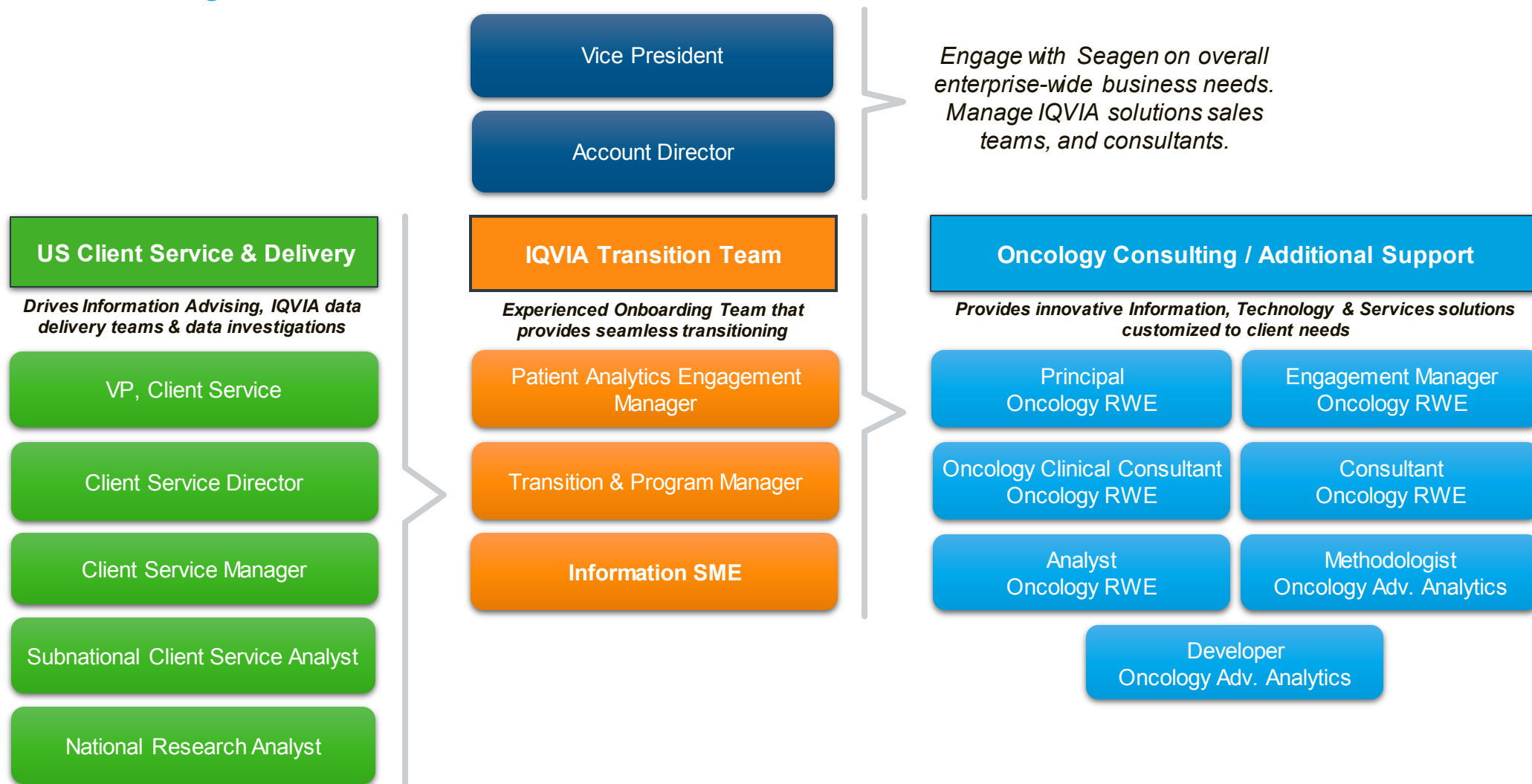
*Patients, payers, providers...prescriptions, medical records, lab data...reference, reimbursement*



*all figures are annual*

# IQVIA team assigned to Seagen

*In total and throughout transition & contract*





# The Oncology team learns from our historical experiences and our engagements with our clients

*Oncology Team contains analytical, commercial and delivery expertise*

## Depth of experience



- Avg team member has **14 years** of patient data experience and **11 years** of oncology experience
- Backgrounds include PhD, PharmD, Masters
- Publications in leading Oncology journals
- Frequent ASCO presenter



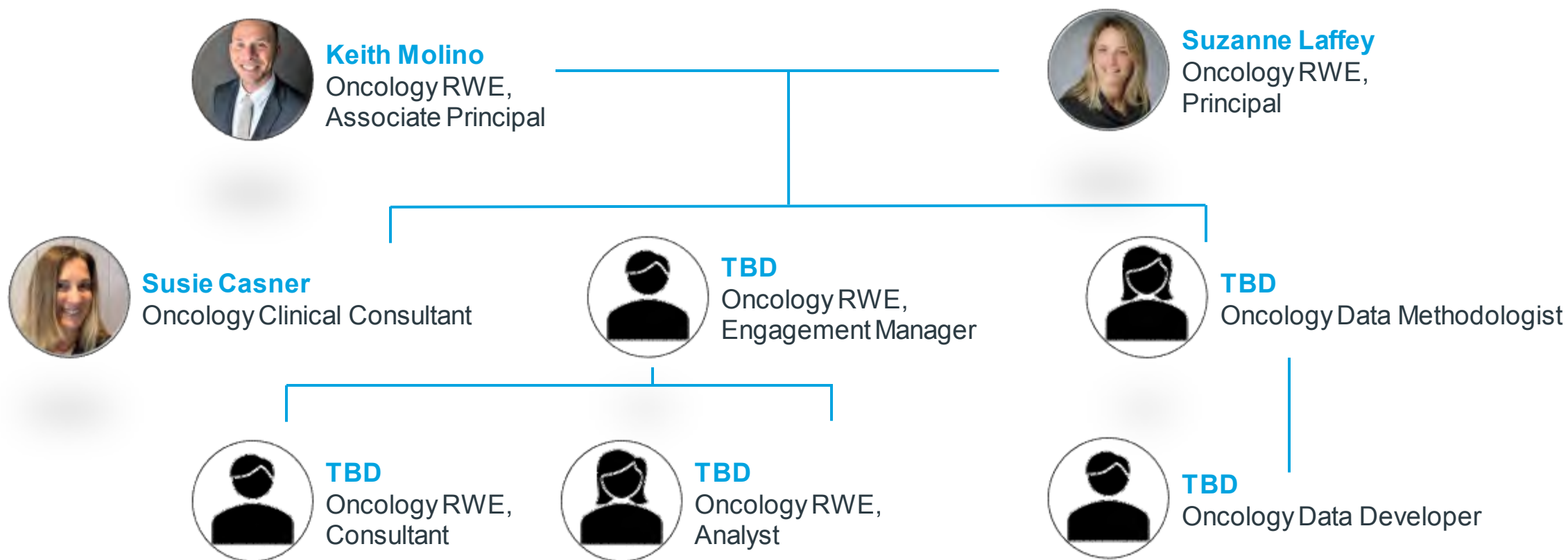
## Commercial engagement



- Participated in the pre-launch or commercial planning for **>85%** of the drugs launched 2017-2020
- Worked with **100%** of the top 10 pharmaceutical companies
- **450+ projects** completed during 2020 with more than **75 pharmaceutical companies**, indicating a strong Client preference for repeat projects and consultations



# Your oncology specialized IQVIA team is delighted to partner with you in all of your current and future oncology data and analytic needs



*Upon finalizing scope and project/s, IQVIA assigns a group of dedicated resources specializing in Oncology.*

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# Preliminary Timeline 8-10 weeks

Weeks →

Phase	Activity	Deliverables	Week 1	Week 2	Week 3	Week 4	Week 5	Week 6	Week 7	Week 8	Week 9	Week 10
<b>1: HCP Target List</b>	1. Extraction of HCP Hospital and Non-Hospital claims data 2. Roll up counts to HCP/Account for claims and patients by diagnosis and treatment/procedure	HCP Target Universe										
<b>2: Account Target List</b>	1. Map DDDMD Outlets and HCPs to Site (L2) and Org (L3) 2. Roll up purchasing volumes at respective levels	Site of Care (L2) Target Universe Org (L3) Target Universe										
<b>3: Customer Segmentation</b>	1. Identify and apply Segmentation variables and their weights 2. Incorporate other segmentation attributes 3. Create summaries	HCP Site & Org Target List & Segmentation Summaries & Concentration Curves										

◆ Intermediate Deliverable

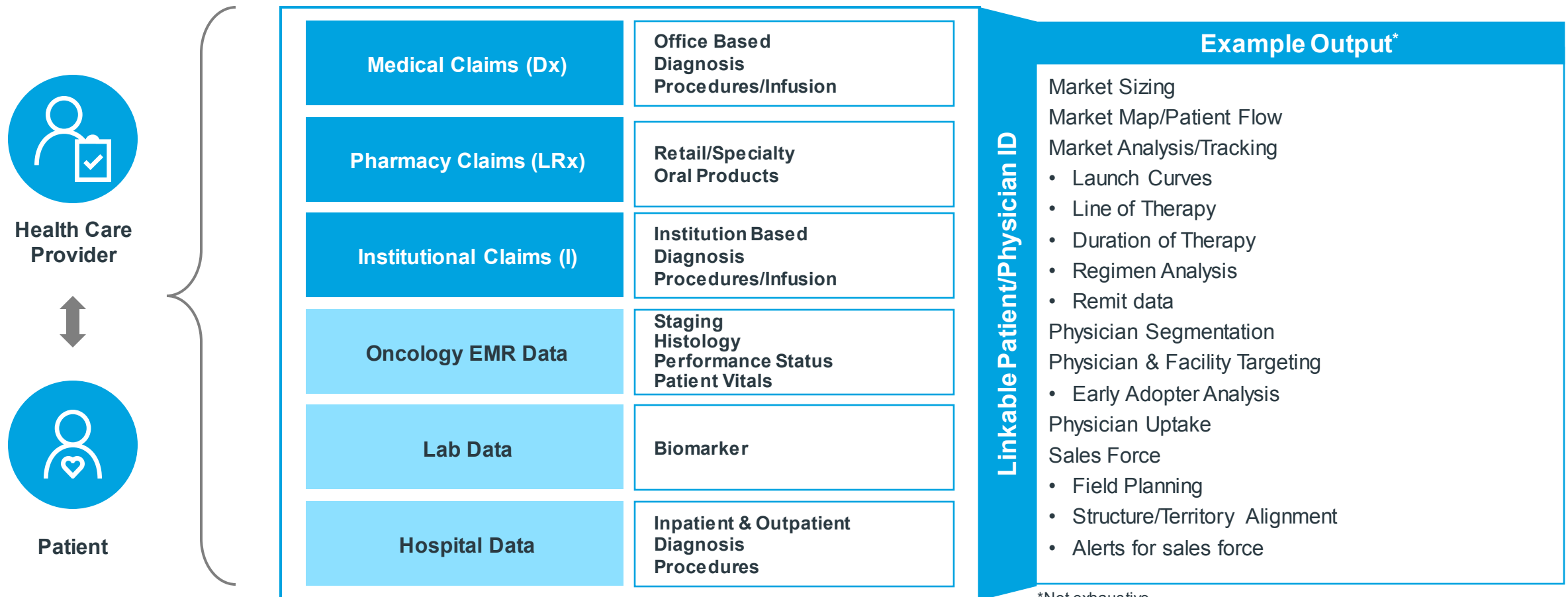
★ Final Deliverable

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Kick-off

# Fundamentally Clients Ask for Support to Understand the Complex Treatment Pathway...

*Multiple Data Sources Needed to Respond to all Your Business Needs*



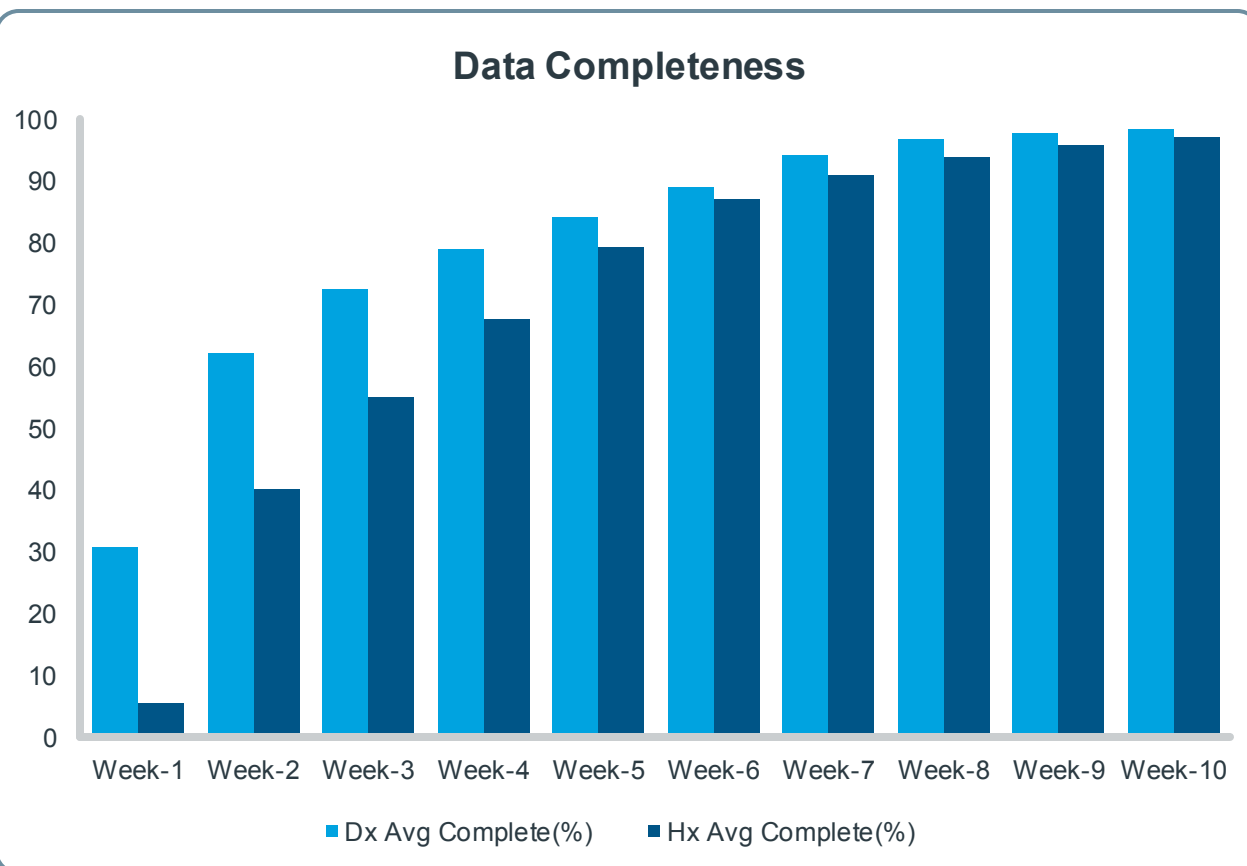
\*Examples of business questions that can be answered are found in the Appendix

\*Not exhaustive

# IQVIA Data Summary

## Average Data Completeness Medical claims

On Average Claims Sample Data reached 90% complete in week 7 post data of service



Time from Service Date	Avg % of Medical Claims (Dx) Received per Week	Ave % Medical Claims (Dx) Complete (cumulative)
Week-1	31%	31%
Week-2	32%	62%
Week-3	10%	73%
Week-4	7%	79%
Week-5	5%	84%
Week-6	5%	89%
Week-7	5%	94%
Week-8	2%	97%
Week-9	1%	98%
Week-10	1%	99%

# Representative and high-quality Oncology Real World Data

## Oncology Research-Validated

- SEER
- NCCN guidelines
- Published literature
- Oncology EMR Trends
- Published Annual Reports

## Linkable

- To other IQVIA patient data
- To external data assets
- To physician NPI
- To account information and affiliation

## High data quality

- Strong automated quality controls in place
- Trends are checked to ensure they are clinically reasonable for each product



## Superior data coverage

- **58M** total Oncology Patients
- **93M** Oncology Admins
- **241M** Oncology Prescriptions

## Sample stability

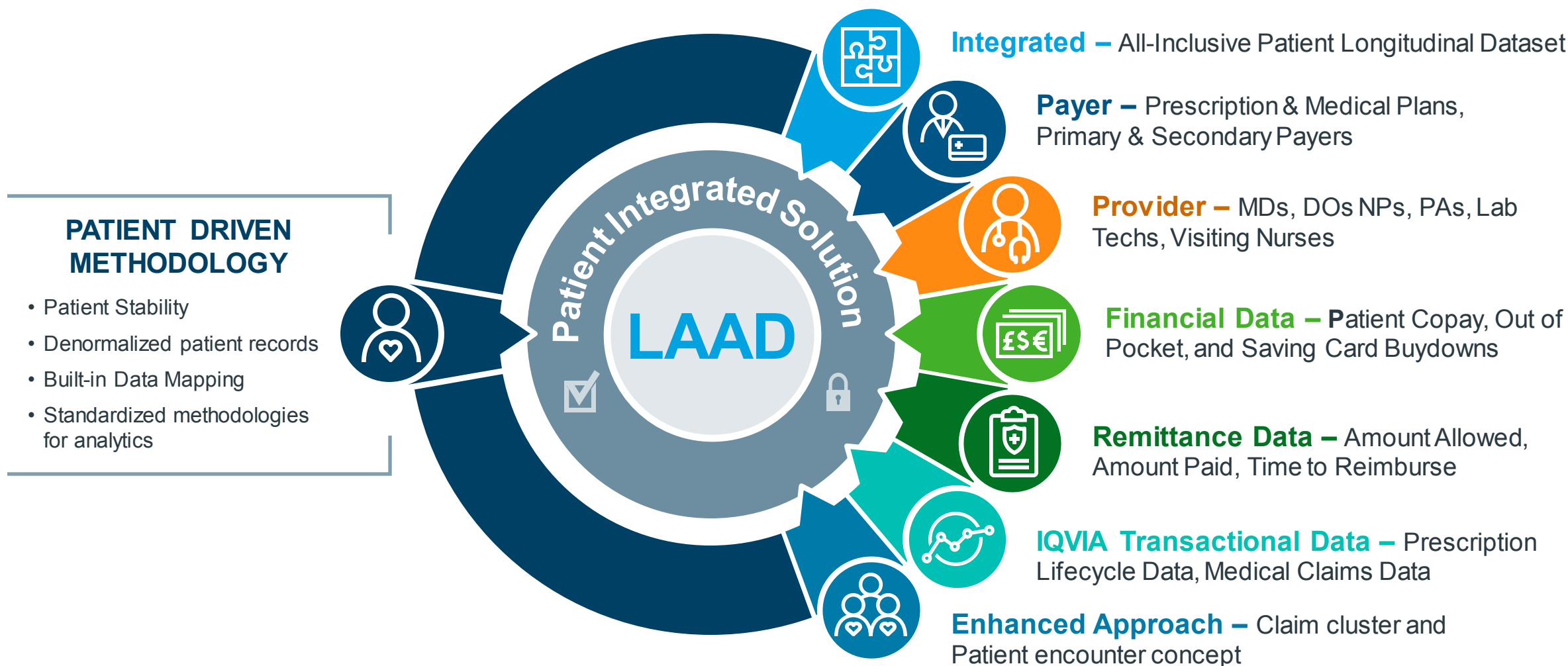
**~78%** of AMA Oncologists are observed monthly in the Oncology claims data

## Representative sample

- Geographically representative
- Demographically (age, gender) representative
- No bias due to GPO or pay type
- Includes Oncologists and non-Oncologists

# What is LAAD?

## IQVIA's Next Gen Patient Data Offering



# Life Cycle Claims (LAAD) Provide Reject And Reversals And More

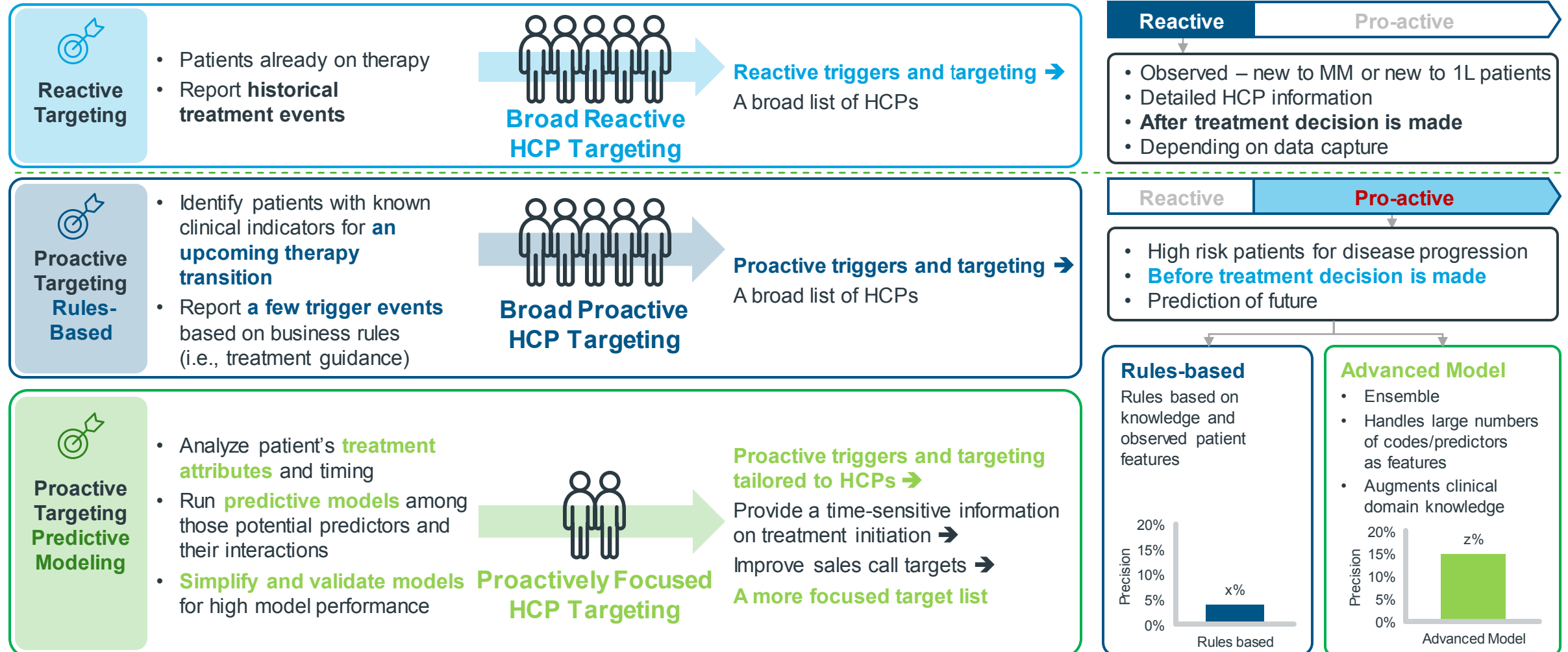
FIA applications		FIA data	
<b>Payer Utilization Management</b>	<ul style="list-style-type: none"> <li>Evaluate how payers controls are impacting brand performance</li> </ul>	<b>Paid Claims</b> <ul style="list-style-type: none"> <li>Count</li> <li>Rate</li> <li>OOP cost - exposure</li> <li>OOP cost - final</li> </ul>	<b>Rejected Claims</b> <ul style="list-style-type: none"> <li>Count</li> <li>Rate</li> <li>Reasons</li> </ul>
<b>Patient Cost Sensitivity</b>	<ul style="list-style-type: none"> <li>Measure patient response to cost-sharing and utilization management</li> </ul>	<b>Reversed Claims</b> <ul style="list-style-type: none"> <li>Count</li> <li>Rate</li> <li>OOP cost</li> </ul>	
<b>Co-pay Card Penetration</b>	<ul style="list-style-type: none"> <li>Use primary and secondary payer information to evaluate co-pay card usage and impact</li> </ul>		
<b>Practitioner Access</b>	<ul style="list-style-type: none"> <li>Optimize pull through based on understanding of payer environment</li> </ul>	<b>Payer</b> <ul style="list-style-type: none"> <li>Primary Payer</li> <li>Plan</li> <li>PBM</li> <li>Secondary Payer</li> <li>Method of Payment</li> <li>eCoupon</li> </ul>	<b>*Practitioner</b> <ul style="list-style-type: none"> <li>Zip</li> </ul>
<b>Channel Strategies</b>	<ul style="list-style-type: none"> <li>Set targeting strategies based on channel profitability (Commercial, Medicare Part D, State Medicaid, Managed Medicaid)</li> </ul>		<b>*Patient ID</b> <ul style="list-style-type: none"> <li>Source of Business</li> <li>Medicare Eligibility</li> <li>Age</li> <li>Gender</li> </ul>
<b>Geographic Access</b>	<ul style="list-style-type: none"> <li>Identify which geographies would benefit most from greater access (State &amp; CBSA)</li> </ul>	<b>Product</b> <ul style="list-style-type: none"> <li>Market</li> </ul>	

IQVIA communicates detailed changes and impacts from data suppliers along with specific mitigation and resolution strategies to avoid zero impact to business operations

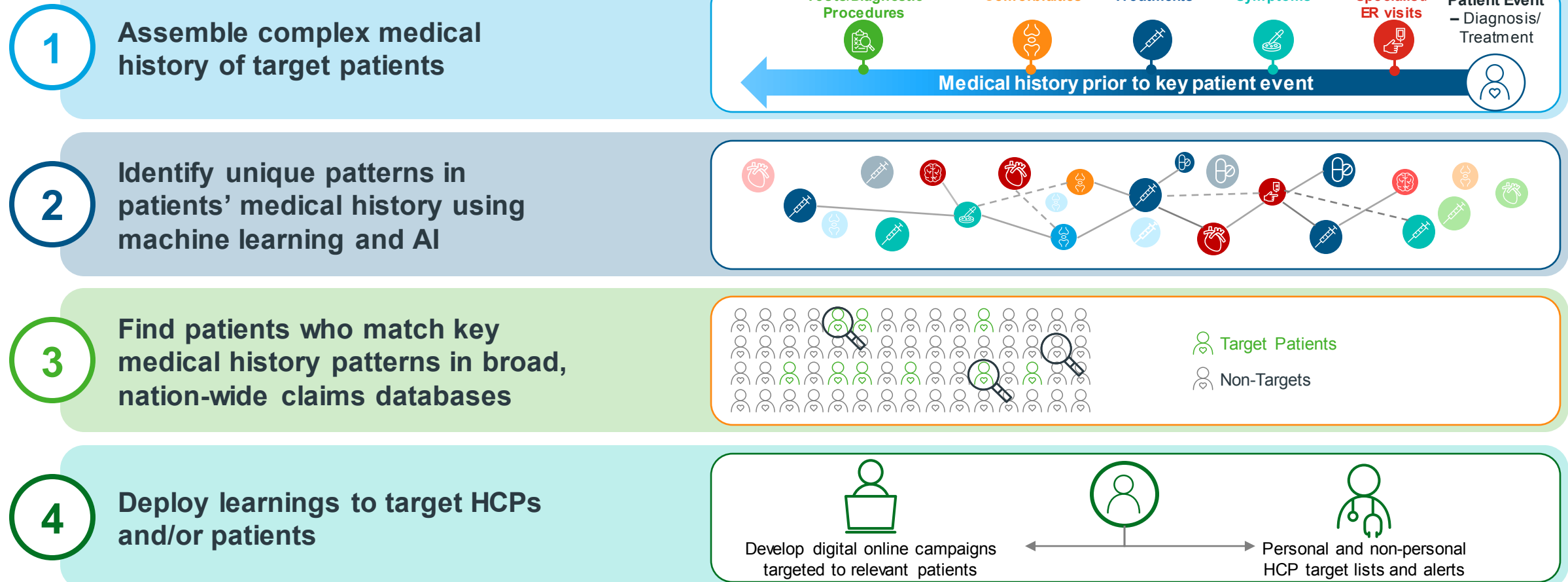




# IQVIA applies predictive analytics into its proactive targeting process to develop a more focused, tailored, and timely targeting list



# IQVIA leverages machine learning on longitudinal patient data to improve commercial and clinical execution in the pharmaceutical industry



# Enhance Targeting and Promotional Activity with Experian Consumer Attributes



- Patient and HCP profiles provide detailed insight into consumer characteristics and attributes that can be used to guide targeting and marketing efforts
- MOSAIC Groups are summaries of the commonalities across the attributes for each cohort. This classification system applies over 300 data factors to accurately describe the makeup of each segment. As a result, marketers are able to predict patient behavior, attitudes, and preferences and make well-informed decisions around how to structure promotional programs

## Most Commonly Used Profile Attributes

### Attributes

<ul style="list-style-type: none"> <li>• Marital Status</li> <li>• Head of household</li> <li>• Exact age of head of household</li> <li>• Household size</li> <li>• Grandparents Present</li> <li>• Cares for a Grandparent</li> <li>• Gender of children in household</li> <li>• <b>Presence/Age of Children</b></li> <li>• Average # of Adults in HH</li> <li>• Length of Residence</li> </ul>	<ul style="list-style-type: none"> <li>• Homeowner Status</li> <li>• <b>HH Income</b></li> <li>• Per Capita Income</li> <li>• Avg. Income</li> <li>• <b>Interest &amp; Activities</b></li> <li>• Purchase Method</li> <li>• Mail Order Preference</li> <li>• <b>Education Level</b></li> <li>• <b>Media Receptivity</b></li> </ul>	<ul style="list-style-type: none"> <li>• Mobile Users</li> <li>• Technology Adoption</li> <li>• Magazine Readership</li> <li>• Occupation Group</li> <li>• <b>Ethnicity</b> Group Detail</li> <li>• <b>MOSAIC</b> Groups/Segments</li> <li>• Discretionary Spend</li> <li>• Net Worth</li> <li>• CFI Score - Net Asset</li> <li>• Ability to Pay</li> </ul>
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\*For additional detail on profile packages (standard vs. custom), please reach out to Michelle Hamilton, Mike Wojeck, or Margaret Packard

# IQVIA CORE™

## Domain Expertise



Institutional knowledge and domain expertise across diseases, geographies and scientific methods

## Transformative Technology



Leading technologies to provide real-time access to operations-critical information



## Unparalleled Data

One of the world's largest curated healthcare data sources with innovative privacy protections

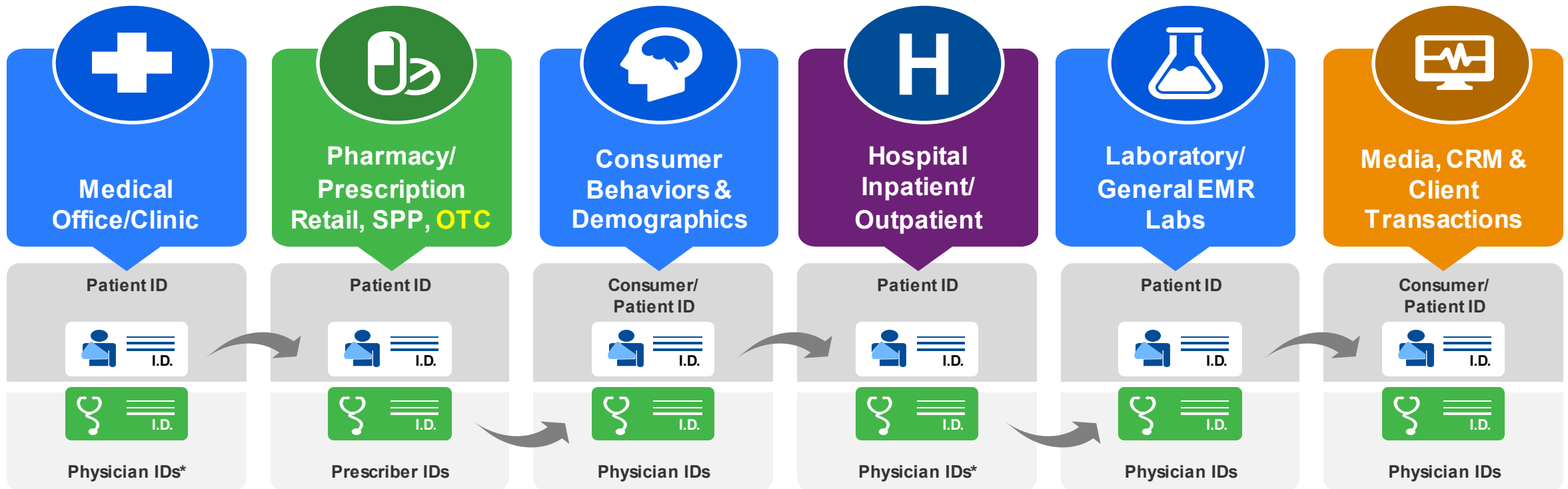


## Advanced Analytics

Faster, more precise decision-making powered by data science, designed exclusively for healthcare

# IQVIA connects real world patient healthcare data across all sites of care, providing insights into the patients true journey

*IQVIA's patent-protected encryption engine **protects patient privacy** data, utilizing de-identification, after each health and consumer interaction*



Standard File Layout		
Longitudinal Access and Adjudication Data		
FACT_Rx		
Client Field Name	Data Type	Field Description
CLAIM_ID	VARCHAR (64)	Claim ID of the record which was used to supply the primary data around this claim. This is also the id used for any joins to records in this table
PATIENT_ID	BIGINT	A unique number assigned to identify a patient
PATIENT_SEQUENCE_NUMBER	INTEGER	Sequence number of this encounter within all patient's encounters in the database. First patient encounter = 1, second = 2 etc.
NDC_CD	VARCHAR(11)	NDC11 Code
SVC_DT	DATE	This field captures the date of service, fill date (format) YYYYMMDD
DAYS TO ADJUDICATE	INTEGER	For encounters where we receive "life cycle data (Rejects/Reversals), difference (in days) between the AUTH_DT of the first claim and the AUTH_DT of the last claim. For encounters where we don't receive lifecycle data - null
CLAIM_TYPE	CHAR(2)	PD = Paid, RJ = Rejected, RV = Reversed
REJECT_CODE	VARCHAR(3)	If Claim Type = RJ, this field will contain the reject code if one exists
DAYS_SUPPLY	DECIMAL(12 6)	This field captures the estimated number of days that the prescription will last. Example: If the prescription is estimated to last 30 days, this field will reflect 30
QUANTITY	DECIMAL(12 3)	Quantity
REFILL_CODE	INTEGER	0 = New Rx, else value = Refill Number
PAYER_PLAN_ID	CHAR(10)	10 digit Payer/Plan ID
OPC_ASK	DECIMAL(10 2)	Patient Out of Pocket (before any buy down)
SEC_PAYER_PLAN_ID	CHAR(10)	IQVIA Payer/Plan ID of the Secondary Payer if one exists
BUY_DOWN	DECIMAL(11 2)	Buy Down (The secondary payer contribution towards buying down the copay)
OPC_PAID	DECIMAL(10 2)	Patient Out of Pocket (after any buy down)
PROVIDER_ID	BIGINT	New standard IQVIA healthcare provider ID
DIAGNOSIS_CODE	VARCHAR(20)	Diagnosis Code included on Rx claim, if one exists
ICD_VERSION_TYPE	INTEGER	1 = ICD9, 2 = ICD10
SOB	CHAR(3)	Source of Business (NTS=New Therapy Start, CN=Continuation New, CR=Continuation Refill, ST=Switch To, AO=Add On, RD=Restart Different, RSN=Restart Same New, RSR=Restart Same Refill)
SUB_NDC_CD	VARCHAR(11)	Product ID / NDC11 of the Substituted Product if one exists
SUB_OPC	DECIMAL(10 2)	Patient Out of Pocket of the Substituted Product
INITIAL_CLAIM_ID	VARCHAR (64)	This field is populated with the CLAIM_ID of the initial claim in the respective series of associated Claim for the same patient and product. Note this field is only populated for Final Claim (where CLAIM_STATUS = F). See Claim Status field below for more information.
PREV_NDC_CD	VARCHAR(11)	Product ID / NDC11 of the Previous Product (if one exists)
DAW_CODE	CHAR(2)	Dispense as Written code
WRT_DT	DATE	Written Date
ZIP_CODE	VARCHAR(5)	Prescriber Zip Code (5 digit)
CHANNEL_CODE	CHAR(1)	The type of the pharmacy that fulfilled the Rx. A=Atypical, M = Mail, R = Retail, L = LTC
CLAIM_STATUS	CHAR(1)	Claim Status fields from 3 types to 5 types as follows: -- S = Standalone - claim is a final claim and there is no initial claim -- F = Final - claim is a final claim and there was an initial claim (i.e. there is cycle information for the claim) -- I = Initial claim - claim is the first claim in a cycle of Claim (i.e. there is a final claim that has this claim as its initial claim)
COPAY_CARD_FLG	VARCHAR(4)	Indicates whether the "PRM", "SEC", or "BTH" payments associated with the transaction are copay card transactions.
LIFE_CYCLE_Claim_YN	VARCHAR(1)	Y = Claim comes from a source that provides full life cycle of Claim, e.g. Paid Claim, Rejected Claim, Reversed Claim N = Claim comes from a source that provides Paid Claim only When calculating rejection and reversal rates, use only Claim where this value = Y. When performing patient analytics, such as source of business, persistency, switching, etc..., use all Paid Claim.



SECONDARY_PAYER_YN	VARCHAR(1)	Y = Claim comes from a source that provides secondary payer Claim N = Claim comes from a source that does not provide secondary payer Claim When performing copay card analytics, use only Claim where this value = Y.
STANDARD_COPAY_YN	VARCHAR(1)	Y = Claim comes from a source that populates the STANDARD_COPAY field N = Claim comes from a source that DOES NOT populate the STANDARD_COPAY field <b>OPTIONAL</b>
ECOU_P_FLG	TINYINT	"1" = E-Coupon record or Null = unable to determine <b>OPTIONAL</b>
ECOU_OFFSET_AMT	DECIMAL(10 2)	The amount paid down by the E-coupon when determinable <b>OPTIONAL</b>
STANDARD_COPAY	DECIMAL(10 2)	The amount the patient would have paid if E-coupon was not applied, field only available when E-coupon is determinable <b>OPTIONAL</b>
MARKET_ID	VARCHAR(50)	File Code Number (PGT); Unique ID assigned to each client market. Used for clients where they combine multiple dimensions or fact files into single tables
FLEXIBLE_FLD_1_CHAR	VARCHAR(50)	Placeholder for future enhancement or client customization
FLEXIBLE_FLD_2_CHAR	VARCHAR(50)	Placeholder for future enhancement or client customization
FLEXIBLE_FLD_3_CHAR	VARCHAR(50)	Placeholder for future enhancement or client customization
FLEXIBLE_FLD_4_CHAR	VARCHAR(50)	Placeholder for future enhancement or client customization
FLEXIBLE_FLD_5_CHAR	VARCHAR(50)	Placeholder for future enhancement or client customization
FLEXIBLE_FLD_6_CHAR	VARCHAR(50)	Placeholder for future enhancement or client customization
FLEXIBLE_FLD_7_CHAR	VARCHAR(50)	Placeholder for future enhancement or client customization
FLEXIBLE_FLD_8_CHAR	VARCHAR(50)	Placeholder for future enhancement or client customization
FLEXIBLE_FLD_9_CHAR	VARCHAR(50)	Placeholder for future enhancement or client customization
FLEXIBLE_FLD_10_CHAR	VARCHAR(50)	Placeholder for future enhancement or client customization
FLEXIBLE_FLD_11_CHAR	VARCHAR(50)	Placeholder for future enhancement or client customization
FLEXIBLE_FLD_12_CHAR	VARCHAR(50)	Placeholder for future enhancement or client customization
FLEXIBLE_FLD_13_CHAR	VARCHAR(50)	Placeholder for future enhancement or client customization
FLEXIBLE_FLD_14_CHAR	VARCHAR(50)	Placeholder for future enhancement or client customization
FLEXIBLE_FLD_15_CHAR	VARCHAR(50)	Placeholder for future enhancement or client customization

DIM_PRODUCT		
Client Field Name	Data Type	Field Description
NDC_CD	VARCHAR(11)	Product ID / NDC11 (Primary Key)
PRODUCT_GROUP	VARCHAR(80)	Product Group Name
PRODUCT_GROUP_ID	INTEGER	Product Group Number
PRODUCT_NAME	VARCHAR(100)	Brand name
GENERIC_NAME	VARCHAR(100)	Generic Name
BRAND_GENERIC_FLAG	VARCHAR(1)	Brand Generic Indicator -This field contains a code indicating if the marketed product is a B = brand or G = generic or branded generic product
PRODUCT_FORM	VARCHAR(100)	Form Description
PRODUCT_STRENGTH	VARCHAR(100)	Drug Strength
PACKAGE_SIZE	NUMERIC(10,2)	Drug Package Size
MANUFACTURER	VARCHAR(100)	Manufacturer
CMF10	CHAR(10)	CMF number associated with the product form and strength (CMF prod + CMF pack)
USC_CODE	VARCHAR(5)	USC CODE
MARKET_ID	VARCHAR(50)	File Code Number (PGT); Unique ID assigned to each client market. Used for clients where they combine multiple dimensions or fact files into single tables
MARKET_DESC	VARCHAR(50)	Market Description from file code (PGT) i.e. Diabetes - used for clients where they combine multiple dimensions or fact files into single tables
FLEXIBLE_FLD_1_CHAR	VARCHAR(50)	Placeholder for future enhancement or client customization
FLEXIBLE_FLD_2_CHAR	VARCHAR(50)	Placeholder for future enhancement or client customization
FLEXIBLE_FLD_3_CHAR	VARCHAR(50)	Placeholder for future enhancement or client customization
FLEXIBLE_FLD_4_CHAR	VARCHAR(50)	Placeholder for future enhancement or client customization

DIM_PLAN		
Client Field Name	Data Type	Field Description
PAYER_PLAN_ID	CHAR(10)	10 digit QIQVIA Payer/Plan ID
PAYER_NAME	VARCHAR(64)	Payer Name
PLAN_NAME	VARCHAR(64)	Plan Name
PBM_NAME	VARCHAR(60)	PBM Name

PBM_ID	CHAR(6)	6 digit IQVIA PBM ID
METHOD_OF_PAYMENT	VARCHAR(50)	Method Of Payment (FFS Medicaid, Commercial, Medicare Part D, Mgd Medicaid, Cash, Medicare)
MODEL_TYPE	VARCHAR(64)	PLAN MODEL TYPE (Med Adv, Mgd Medi, PMB PPO)
FLEXIBLE_FLD_1_CHAR	VARCHAR(50)	Placeholder for future enhancement or client customization
FLEXIBLE_FLD_2_CHAR	VARCHAR(50)	Placeholder for future enhancement or client customization
FLEXIBLE_FLD_3_CHAR	VARCHAR(50)	Placeholder for future enhancement or client customization
FLEXIBLE_FLD_4_CHAR	VARCHAR(50)	Placeholder for future enhancement or client customization
FLEXIBLE_FLD_5_CHAR	VARCHAR(50)	Placeholder for future enhancement or client customization

DIM_PATIENT DEMOGRAPHIC		
Client Field Name	Data Type	Field Description
PATIENT_ID	BIGINT	Patient ID
PATIENT_BIRTH_YEAR	INTEGER	Patient Birth Year
PATIENT_GENDER	VARCHAR(1)	Patient Gender
PATIENT_LONGITUDINAL_USE_FLAG	CHAR (1)	Y = Use patient in longitudinal analyses, N = Use claims only
FLEXIBLE_FLD_1_CHAR	VARCHAR(50)	Placeholder for future enhancement or client customization
FLEXIBLE_FLD_2_CHAR	VARCHAR(50)	Placeholder for future enhancement or client customization

DIM_REJECT		
Client Field Name	Data Type	Field Description
REJECT_CODE	VARCHAR(3)	Reject Code
REJECT_REASON	VARCHAR(200)	MMS Standard Reject Reason Description
REJECT_GROUP	VARCHAR(50)	MMS Standard Reject Reason Groups
FLEXIBLE_FLD_1_CHAR	VARCHAR(50)	Placeholder for future enhancement or client customization
FLEXIBLE_FLD_2_CHAR	VARCHAR(50)	Placeholder for future enhancement or client customization

DIM_PROVIDER		
Client Field Name	Data Type	Field Description
PROVIDER_ID	BIGINT	New standard IQVIA healthcare provider ID
PROVIDER_TYPE	CHAR (2)	This field contains the provider type identifier and includes values such as: 1 = PROFESSIONAL, 2 = ORGANIZATION, -1 = UNKNOWN, 2 = ENCUMBERED, -3 = PATIENT ZIP DEFAULT, -4 = STORE ZIP DEFAULT, -5 = PRESCRIBER ZIP DEFAULT
IQVIA_RXER_ID	CHAR(7)	Standard IQVIA Prescriber ID (only available for HCPs that are able to prescribe)
PRIMARY_SPECIALTY_CODE	VARCHAR(10)	Specialty Code
PRIMARY_SPECIALTY_DESC	VARCHAR(100)	Specialty Description
FIRST_NAME	VARCHAR(100)	First Name
LAST_NAME	VARCHAR(100)	Last Name
ORG_NM	VARCHAR(50)	Name of organization
ADDRESS	VARCHAR(200)	Street Address
CITY	VARCHAR(100)	City
STATE_CODE	VARCHAR(2)	State Abbreviation
ZIP_CODE	VARCHAR(5)	Zip Code (5 digit)
PHONE_NUMBER	VARCHAR(20)	Phone #
DEA_NUMBER	VARCHAR(20)	DEA ID
ME_NUMBER	VARCHAR(20)	AMA ME Number
NPI_NUMBER	VARCHAR(20)	NPI Number
Dx_CENSUS_FLAG	INTEGER	1 (Census Provider), 2 (good coverage), or 3 (little coverage)
FLEXIBLE_FLD_1_CHAR	VARCHAR(50)	Placeholder for future enhancement or client customization
FLEXIBLE_FLD_2_CHAR	VARCHAR(50)	Placeholder for future enhancement or client customization
FLEXIBLE_FLD_3_CHAR	VARCHAR(50)	Placeholder for future enhancement or client customization
FLEXIBLE_FLD_4_CHAR	VARCHAR(50)	Placeholder for future enhancement or client customization
FLEXIBLE_FLD_5_CHAR	VARCHAR(50)	Placeholder for future enhancement or client customization

DIM_GEOGRAPHY		
Client Field Name	Data Type	Field Description
ZIP_CODE	VARCHAR(5)	Zip Code (5 digit)
CBSA_CODE	VARCHAR(5)	CBSA Code



CBSA_DESCRIPTION	VARCHAR(100)	CBSA Name
STATE_CD	CHAR(2)	State Abbreviation
FLEXIBLE_FLD_1_CHAR	VARCHAR(50)	Placeholder for future enhancement or client customization
FLEXIBLE_FLD_2_CHAR	VARCHAR(50)	Placeholder for future enhancement or client customization

#### Dx and Px Data

DIAGNOSIS		
Client Field Name	Data Type	Field Description
CLAIM_ID	VARCHAR (64)	Claim ID
PATIENT_ID	BIGINT	Patient ID <b>(Foreign Key)</b>
PAT_AGE_YR_NBR	VARCHAR(3)	Patient age in years at the time of the medical claim
PAYER_PLAN_ID	VARCHAR(10)	IQVIA Plantrak ID
SERVICE_DATE	DATE	Service Start Date in YYYYMMDD format
DIAGNOSIS_CODE	VARCHAR(20)	Diagnosis Code
ICD_VERSION_TYPE	INTEGER	1 = ICD9, 2 = ICD10
PROVIDER_RENDERING_ID	BIGINT	Provider ID of the provider that rendered the service
PROVIDER_REFERRING_ID	BIGINT	Provider ID of the provider who referred the patient for the service
PROVIDER_BILLING_ID	BIGINT	Provider ID of the provider that billed for the service
PROVIDER_FACILITY_ID	BIGINT	Provider ID of the facility in which the service was rendered.
PLACE_OF_SVC_CD	VARCHAR(2)	This field contains the code identifying the place where a drug or service is dispensed or administered for a Professional Claim
FCLT_TYPE_CD	VARCHAR(2)	This field contains the code identifying the facility where the service was administered an Institutional Claim
DATA_SOURCE	VARCHAR(2)	Mx = Physician Office, Hx = Hospital/Institution
MARKET_ID	VARCHAR (50)	File Code Number (PGT); Unique ID assigned to each client market. Used for clients where they combine multiple dimensions or fact files into single tables
FLEXIBLE_FLD_1_CHAR	VARCHAR(50)	Placeholder for future enhancement or client customization
FLEXIBLE_FLD_2_CHAR	VARCHAR(50)	Placeholder for future enhancement or client customization
FLEXIBLE_FLD_3_CHAR	VARCHAR(50)	Placeholder for future enhancement or client customization
FLEXIBLE_FLD_4_CHAR	VARCHAR(50)	Placeholder for future enhancement or client customization
FLEXIBLE_FLD_5_CHAR	VARCHAR(50)	Placeholder for future enhancement or client customization
FLEXIBLE_FLD_6_CHAR	VARCHAR(50)	Placeholder for future enhancement or client customization
FLEXIBLE_FLD_7_CHAR	VARCHAR(50)	Placeholder for future enhancement or client customization
FLEXIBLE_FLD_8_CHAR	VARCHAR(50)	Placeholder for future enhancement or client customization
FLEXIBLE_FLD_9_CHAR	VARCHAR(50)	Placeholder for future enhancement or client customization
FLEXIBLE_FLD_10_CHAR	VARCHAR(50)	Placeholder for future enhancement or client customization
FLEXIBLE_FLD_11_CHAR	VARCHAR(50)	Placeholder for future enhancement or client customization
FLEXIBLE_FLD_12_CHAR	VARCHAR(50)	Placeholder for future enhancement or client customization
FLEXIBLE_FLD_13_CHAR	VARCHAR(50)	Placeholder for future enhancement or client customization
FLEXIBLE_FLD_14_CHAR	VARCHAR(50)	Placeholder for future enhancement or client customization
FLEXIBLE_FLD_15_CHAR	VARCHAR(50)	Placeholder for future enhancement or client customization

PROCEDURE		
Client Field Name	Data Type	Field Description
CLAIM_ID	VARCHAR (64)	Claim ID
CLAIM_SERVICE_NUMBER	INTEGER	Claim Service Number
PATIENT_ID	BIGINT	Patient ID
PAT_AGE_YR_NBR	VARCHAR(3)	Patient age in years at the time of the medical claim
PAYER_PLAN_ID	VARCHAR(10)	IQVIA Plantrak ID
SERVICE_DATE	DATE	Service Date of Procedure in YYYYMMDD format
PROCEDURE_CODE	VARCHAR(20)	Procedure Code
PRC_VERS_TYP_ID	INTEGER	This field indicates the procedure version ID for ICD9 and ICD10 procedures. This field contains values: 1 = ICD-9, 2 = ICD-10, -1 = Other (e.g., HCPCS)
PROVIDER_RENDERING_ID	BIGINT	Provider ID of the provider that rendered the service
PROVIDER_REFERRING_ID	BIGINT	Provider ID of the provider who referred the patient for the service
PROVIDER_BILLING_ID	BIGINT	Provider ID of the provider that billed for the service
PROVIDER_FACILITY_ID	BIGINT	Provider ID of the facility in which the service was rendered.
PLACE_OF_SVC_CD	VARCHAR(2)	This field contains the code identifying the place where a drug or service is dispensed or administered for a Professional Claim

FCLT_TYPE_CD	VARCHAR(2)	This field contains the code identifying the facility where the service was administered for an Institutional claim
DATA_SOURCE	VARCHAR(2)	Mx = Physician Office, Hx = Hospital/Institution
MARKET_ID	VARCHAR(50)	File Code Number (PGT); Unique ID assigned to each client market. Used for clients where they combine multiple dimensions or fact files into single tables
FLEXIBLE_FLD_1_CHAR	VARCHAR(50)	Placeholder for future enhancement or client customization
FLEXIBLE_FLD_2_CHAR	VARCHAR(50)	Placeholder for future enhancement or client customization
FLEXIBLE_FLD_3_CHAR	VARCHAR(50)	Placeholder for future enhancement or client customization
FLEXIBLE_FLD_4_CHAR	VARCHAR(50)	Placeholder for future enhancement or client customization
FLEXIBLE_FLD_5_CHAR	VARCHAR(50)	Placeholder for future enhancement or client customization
FLEXIBLE_FLD_6_CHAR	VARCHAR(50)	Placeholder for future enhancement or client customization
FLEXIBLE_FLD_7_CHAR	VARCHAR(50)	Placeholder for future enhancement or client customization
FLEXIBLE_FLD_8_CHAR	VARCHAR(50)	Placeholder for future enhancement or client customization
FLEXIBLE_FLD_9_CHAR	VARCHAR(50)	Placeholder for future enhancement or client customization
FLEXIBLE_FLD_10_CHAR	VARCHAR(50)	Placeholder for future enhancement or client customization
FLEXIBLE_FLD_11_CHAR	VARCHAR(50)	Placeholder for future enhancement or client customization
FLEXIBLE_FLD_12_CHAR	VARCHAR(50)	Placeholder for future enhancement or client customization
FLEXIBLE_FLD_13_CHAR	VARCHAR(50)	Placeholder for future enhancement or client customization
FLEXIBLE_FLD_14_CHAR	VARCHAR(50)	Placeholder for future enhancement or client customization
FLEXIBLE_FLD_15_CHAR	VARCHAR(50)	Placeholder for future enhancement or client customization

DIM_SERVICE (NEW)		
Client Field Name	Data Type	Field Description
PLACE_OF_SVC_CD	VARCHAR(2)	This field contains the code identifying the place where a drug or service is dispensed or administered for a Professional Claim
PLACE_OF_SVC_DESCRIPTION	VARCHAR(500)	Description of place of service for a Professional Claim
FLEXIBLE_FLD_1_CHAR	VARCHAR(50)	Placeholder for future enhancement or client customization
FLEXIBLE_FLD_2_CHAR	VARCHAR(50)	Placeholder for future enhancement or client customization

DIM_FACILITY (NEW)		
Client Field Name	Data Type	Field Description
FCLT_TYPE_CD	VARCHAR(2)	This field contains the code identifying the place where a drug or service is dispensed or administered for an Institutional Claim
FCLT_TYPE_DESCRIPTION	VARCHAR(500)	Description of the type of facility associated with an institutional Claim
FLEXIBLE_FLD_1_CHAR	VARCHAR(50)	Placeholder for future enhancement or client customization
FLEXIBLE_FLD_2_CHAR	VARCHAR(50)	Placeholder for future enhancement or client customization

DIM_DIAGNOSIS CODE		
Client Field Name	Data Type	Field Description
DIAGNOSIS_CODE	VARCHAR(20)	Diagnosis Code
DIAGNOSIS_DESCRIPTION	VARCHAR(100)	Diagnosis Code Description
ICD_VERSION_TYPE	INTEGER	This field indicates the procedure version ID for ICD9 and ICD10 procedures. This field contains values: 1 = ICD-9, 2 = ICD-10
FLEXIBLE_FLD_1_CHAR	VARCHAR(50)	Placeholder for future enhancement or client customization
FLEXIBLE_FLD_2_CHAR	VARCHAR(50)	Placeholder for future enhancement or client customization

DIM_PROCEDURE CODE		
Client Field Name	Data Type	Field Description
PROCEDURE_CODE	VARCHAR(20)	Procedure Code
PRC_VERS_TYP_ID	INTEGER	This field indicates the procedure version ID for ICD9 and ICD10 procedures. This field contains values: 1 = ICD-9, 2 = ICD-10, -1 = Other (e.g., HCPCS)
PROCEDURE_DESCRIPTION	VARCHAR(100)	Procedure Code Description
FLEXIBLE_FLD_1_CHAR	VARCHAR(50)	Placeholder for future enhancement or client customization
FLEXIBLE_FLD_2_CHAR	VARCHAR(50)	Placeholder for future enhancement or client customization

PATIENT_ACTIVITY_Rx		
Client Field Name	Data Type	Field Description
PATIENT_ID	BIGINT	Patient ID
QUARTER	CHAR(7)	Calendar quarter in which patient appears in universe of Claim (e.g. 2013-Q2)

FLEXIBLE_FLD_1_CHAR	VARCHAR(50)	Placeholder for future enhancement or client customization
FLEXIBLE_FLD_2_CHAR	VARCHAR(50)	Placeholder for future enhancement or client customization

PATIENT_ACTIVITY_Dx		
Client Field Name	Data Type	Field Description
PATIENT_ID	BIGINT	Patient ID
QUARTER	CHAR(7)	Calendar quarter in which patient appears in universe of Claim (e.g. 2013-Q2)
FLEXIBLE_FLD_1_CHAR	VARCHAR(50)	Placeholder for future enhancement or client customization
FLEXIBLE_FLD_2_CHAR	VARCHAR(50)	Placeholder for future enhancement or client customization

PATIENT_COMMERCIAL		
Client Field Name	Data Type	Field Description
PATIENT_ID	BIGINT	Patient ID
ACTIVITY_YEAR	CHAR(4)	Year of Commercial Claim activity
PLAN_CATEGORY	CHAR(2)	DP = High Deductible, DE = High Deductible w/ Employer Assistance, ST = Standard, ZE = Zero Copay/Unknown
DEDUCTIBLE_START_DATE	DATE	Begin Date of Deductible Phase
COPAY_START_DATE	DATE	Begin Date of Copay/Coinsurance Phase
APPROXIMATE_DEDUCTIBLE	INTEGER	Patient's approximate deductible
PATIENT_OOP	DECIMAL (11,2)	Patient's out of pocket cost for respective year
PANEL_PATIENT	INTEGER	1 = Panel Patient, " " (blank) = Not Panel Patient These are patients who have met certain eligibility criteria, which ensures we are tracking the patient the entire year. Limiting to the panel patients increases the accuracy of Commercial analytics.
FLEXIBLE_FLD_1_CHAR	VARCHAR(50)	Placeholder for future enhancement or client customization
FLEXIBLE_FLD_2_CHAR	VARCHAR(50)	Placeholder for future enhancement or client customization

PATIENT_PART_D		
Client Field Name	Data Type	Field Description
PATIENT_ID	BIGINT	Patient ID
MPD_YEAR	INTEGER	Medicare Year
MPD_ELIGIBILITY_CLASS	VARCHAR(11)	8 classes = STD=Standard Eligible, LIS-DE = LIS Dual Eligible, LIS LTC, LIS Unknown, LIS Non-Dual, Not Part D, PRD UNK, Unknown
DEDUCTIBLE_START_DATE	DATE	Begin Date of Deductible Phase
COPAY_START_DATE	DATE	Begin Date of Copay/Coinsurance Phase
GAP_START_DATE	DATE	Begin Date of Coverage Gap Phase
CATASTROPHIC_START_DATE	DATE	Begin Date of Catastrophic Phase
MPD_PANEL_PATIENT	INTEGER	1 = MPD Panel Patient, " " (blank)= Not MPD Panel Patient These are patients who have met certain eligibility criteria, which ensures we are tracking the patient the entire year. Limiting to the panel patients increases the accuracy of Medicare analytics.
FLEXIBLE_FLD_1_CHAR	VARCHAR(50)	Placeholder for future enhancement or client customization
FLEXIBLE_FLD_2_CHAR	VARCHAR(50)	Placeholder for future enhancement or client customization

Control File for Record Count		
Client Field Name	Data Type	Field Description
FILE_NM	CHAR	Dataset Name
ROW_CNT	NUMBER	Number of Rows in the Dataset

## IQVIA LAAD 2.1 Syndicated Data Model

DIAGNOSIS	
Client Field Name	
DIAGNOSIS_CODE	
DIAGNOSIS_DESCRIPTION	
ICD_VERSION_TYPE	
FLEXIBLE_FLD_1_CHAR	
FLEXIBLE_FLD_2_CHAR	

PROCEDURE	
Client Field Name	
PROCEDURE_CODE	
PRC_VERS_TYP_ID	
PROCEDURE_DESCRIPTION	
FLEXIBLE_FLD_1_CHAR	
FLEXIBLE_FLD_2_CHAR	

SERVICE	
Client Field Name	
PLACE_OF_SVC_CD	
PLACE_OF_SVC_DESCRIPTION	
FLEXIBLE_FLD_1_CHAR	
FLEXIBLE_FLD_2_CHAR	

FACILITY	
Client Field Name	
FCLT_TYPE_CD	
FCLT_TYPE_DESCRIPTION	
FLEXIBLE_FLD_1_CHAR	
FLEXIBLE_FLD_2_CHAR	

DX PATIENT ACTIVITY	
Client Field Name	
PATIENT_ID	
QUARTER	
FLEXIBLE_FLD_1_CHAR	
FLEXIBLE_FLD_2_CHAR	

KEY FIELDS	
PATIENT_ID	
NDC_CD	
REJECT_CODE	
PAYER_PLAN_ID	
PROVIDER_ID	
ZIP_CODE	
DIAGNOSIS_CODE	
ICD_VERSION_TYPE	
PROCEDURE_CODE	
PRC_VERS_TYP_ID	
FCLT_TYPE_CD	
PLACE_OF_SVC_CD	

DX FACT	
Client Field Name	
CLAIM_ID	
PATIENT_ID	
PAT_AGE_YR_NBR	
PAYER_PLAN_ID	
SERVICE_DATE	
DIAGNOSIS_CODE	
ICD_VERSION_TYPE	
PROVIDER_RENDERING_ID	
PROVIDER_REFERRING_ID	
PROVIDER_BILLING_ID	
PROVIDER_FACILITY_ID	
PLACE_OF_SVC_CD	
FCLT_TYPE_CD	
DATA_SOURCE	
MARKET_ID	
FLEXIBLE_FLD_1_CHAR	
FLEXIBLE_FLD_2_CHAR	
FLEXIBLE_FLD_3_CHAR	
FLEXIBLE_FLD_4_CHAR	
FLEXIBLE_FLD_5_CHAR	
FLEXIBLE_FLD_6_CHAR	
FLEXIBLE_FLD_7_CHAR	
FLEXIBLE_FLD_8_CHAR	
FLEXIBLE_FLD_9_CHAR	
FLEXIBLE_FLD_10_CHAR	
FLEXIBLE_FLD_11_CHAR	
FLEXIBLE_FLD_12_CHAR	
FLEXIBLE_FLD_13_CHAR	
FLEXIBLE_FLD_14_CHAR	
FLEXIBLE_FLD_15_CHAR	

PX FACT	
Client Field Name	
CLAIM_ID	
CLAIM_SERVICE_NUMBER	
PATIENT_ID	
PAT_AGE_YR_NBR	
PAYER_PLAN_ID	
SERVICE_DATE	
PROCEDURE_CODE	
PRC_VERS_TYP_ID	
PROVIDER_RENDERING_ID	
PROVIDER_REFERRING_ID	
PROVIDER_BILLING_ID	
PROVIDER_FACILITY_ID	
PLACE_OF_SVC_CD	
FCLT_TYPE_CD	
DATA_SOURCE	
MARKET_ID	
FLEXIBLE_FLD_1_CHAR	
FLEXIBLE_FLD_2_CHAR	
FLEXIBLE_FLD_3_CHAR	
FLEXIBLE_FLD_4_CHAR	
FLEXIBLE_FLD_5_CHAR	
FLEXIBLE_FLD_6_CHAR	
FLEXIBLE_FLD_7_CHAR	
FLEXIBLE_FLD_8_CHAR	
FLEXIBLE_FLD_9_CHAR	
FLEXIBLE_FLD_10_CHAR	
FLEXIBLE_FLD_11_CHAR	
FLEXIBLE_FLD_12_CHAR	
FLEXIBLE_FLD_13_CHAR	
FLEXIBLE_FLD_14_CHAR	
FLEXIBLE_FLD_15_CHAR	

REJECT	
Client Field Name	
REJECT_CODE	
REJECT_REASON	
REJECT_GROUP	
FLEXIBLE_FLD_1_CHAR	
FLEXIBLE_FLD_2_CHAR	

PLAN	
Client Field Name	
PAYER_PLAN_ID	
PAYER_NAME	
PLAN_NAME	
PBM_NAME	
PBM_ID	
METHOD_OF_PAYMENT	
MODEL_TYPE	
FLEXIBLE_FLD_1_CHAR	
FLEXIBLE_FLD_2_CHAR	
FLEXIBLE_FLD_3_CHAR	
FLEXIBLE_FLD_4_CHAR	
FLEXIBLE_FLD_5_CHAR	

PROVIDER	
Client Field Name	
PROVIDER_ID	
PROVIDER_TYPE	
IQVIA_RXER_ID	
PRIMARY_SPECIALTY_CODE	
PRIMARY_SPECIALTY_DESC	
FIRST_NAME	
LAST_NAME	
ORG_NM	
ADDRESS	
CITY	
STATE_CODE	
ZIP_CODE	
PHONE_NUMBER	
DEA_NUMBER	
ME_NUMBER	
NPI_NUMBER	
Dx_CENSUS_FLAG	
FLEXIBLE_FLD_1_CHAR	
FLEXIBLE_FLD_2_CHAR	
FLEXIBLE_FLD_3_CHAR	
FLEXIBLE_FLD_4_CHAR	
FLEXIBLE_FLD_5_CHAR	

GEOGRAPHY	
Client Field Name	
ZIP_CODE	
CBSA_CODE	
CBSA_DESCRIPTION	
STATE_CD	
FLEXIBLE_FLD_1_CHAR	
FLEXIBLE_FLD_2_CHAR	

FACT RX	
Client Field Name	
CLAIM_ID	
PATIENT_ID	
PATIENT_SEQUENCE_NUMBER	
NDC_CD	
SVC_DT	
DAYS_TO_ADJUDICATE	
CLAIM_TYPE	
REJECT_CODE	
DAYS_SUPPLY	
QUANTITY	
REFILL_CODE	
PAYER_PLAN_ID	
OPC_ASK	
SEC_PAYER_PLAN_ID	
BUY_DOWN	
OPC_PAID	
PROVIDER_ID	
DIAGNOSIS_CODE	
ICD_VERSION_TYPE	
SOB	
SUB_NDC_CD	
SUB_OPC	
INITIAL_CLAIM_ID	
PREV_NDC_CD	
DAW_CODE	
WRT_DT	
ZIP_CODE	
CHANNEL_CODE	
CLAIM_STATUS	
COPAY_CARD_FLG	
LIFE_CYCLE_Claim_YN	
SECONDARY_PAYER_YN	
STANDARD_COPAY_YN	
ECoup_FLG	
ECoup_OFFSET_AMT	
STANDARD_COPAY	
MARKET_ID	
FLEXIBLE_FLD_1_CHAR	
FLEXIBLE_FLD_2_CHAR	
FLEXIBLE_FLD_3_CHAR	
FLEXIBLE_FLD_4_CHAR	
FLEXIBLE_FLD_5_CHAR	
FLEXIBLE_FLD_6_CHAR	
FLEXIBLE_FLD_7_CHAR	
FLEXIBLE_FLD_8_CHAR	
FLEXIBLE_FLD_9_CHAR	
FLEXIBLE_FLD_10_CHAR	
FLEXIBLE_FLD_11_CHAR	
FLEXIBLE_FLD_12_CHAR	
FLEXIBLE_FLD_13_CHAR	
FLEXIBLE_FLD_14_CHAR	
FLEXIBLE_FLD_15_CHAR	

PATIENT (DEMOGRAPHICS)	
Client Field Name	
PATIENT_ID	
PATIENT_BIRTH_YEAR	
PATIENT_GENDER	
PATIENT_LONGITUDINAL_USE_FLAG	
FLEXIBLE_FLD_1_CHAR	
FLEXIBLE_FLD_2_CHAR	

PATIENT COMMERCIAL	
Client Field Name	
PATIENT_ID	
ACTIVITY_YEAR	
PLAN_CATEGORY	
DEDUCTIBLE_START_DATE	
COPAY_START_DATE	
APPROXIMATE_DEDUCTIBLE	
PATIENT_OOP	
PANEL_PATIENT	
FLEXIBLE_FLD_1_CHAR	
FLEXIBLE_FLD_2_CHAR	

PATIENT MPD	
Client Field Name	
PATIENT_ID	
MPD_YEAR	
MPD_ELIGIBILITY_CLASS	
DEDUCTIBLE_START_DATE	
COPAY_START_DATE	
GAP_START_DATE	
CATASTROPHIC_START_DATE	
MPD_PANEL_PATIENT	
FLEXIBLE_FLD_1_CHAR	
FLEXIBLE_FLD_2_CHAR	

RX PATIENT ACTIVITY	
Client Field Name	
PATIENT_ID	
QUARTER	
FLEXIBLE_FLD_1_CHAR	
FLEXIBLE_FLD_2_CHAR	

PRODUCT	
Client Field Name	
NDC_CD	
PRODUCT_GROUP	
PRODUCT_GROUP_ID	
PRODUCT_NAME	
GENERIC_NAME	
BRAND_GENERIC_FLAG	
PRODUCT_FORM	
PRODUCT_STRENGTH	
PACKAGE_SIZE	
MANUFACTURER	
CMF10	
USC_CODE	
MARKET_ID	
MARKET_DESC	
FLEXIBLE_FLD_1_CHAR	
FLEXIBLE_FLD_2_CHAR	
FLEXIBLE_FLD_3_CHAR	
FLEXIBLE_FLD_4_CHAR	

Column Name	Description	Data Type (Length)
PATIENT_ID	IQVIA Patient ID	NUMBER
MONTH_ID	Month of the Specimen date	NUMBER
SVC_DT_ID	Date of Service sequence number	NUMBER
LAB_ID	Unique identifiere for lab from which the data was extracted	NUMBER
SPCMN_DT	CCYYMMDD – Date the specimen was collected (not always populated)	NUMBER
LOINC_CD	LOINC code – industry standard code used to identify result (not always populated)	VARCHAR2(10)
LCL_LAB_TEST_CD	Unique code used by local lab to identify result	VARCHAR2(18)
LCL_LAB_TEST_NM	Local result name	VARCHAR2(60)
LCL_LAB_TEST_VAL_TXT	Contains alpha or numeric result	VARCHAR2(255)
LCL_LAB_TEST_RSLT_UOM_CD	Units of measure associated with result reported (not always populated)	VARCHAR2(20)
LAB_TEST_MEAS_EXPC_MIN_VAL_TXT	9999999V999999 – ('V' is implied decimal) Numeric low value of normal range associated with result	VARCHAR2(13)
LAB_TEST_MEAS_EXPC_MAX_VAL_TXT	9999999V999999 – ('V' is implied decimal) Numeric high value of normal range associated with result	VARCHAR2(13)
LAB_TEST_MEAS_EXPC_VAL_TXT	Alpha Reference range associated with result	VARCHAR2(20)
RPT_DT	YYYY-MM-DD HH:mm:ss	VARCHAR2(20)
ACCT_ID	Account/Facility where lab was drawn	VARCHAR2(18)
ACCT_NM	Account/Facility where lab was drawn	VARCHAR2(60)
ACCT_ADDR1_TXT	Account/Facility address line 1	VARCHAR2(40)
ACCT_ADDR2_TXT	Account/Facility address line 2	VARCHAR2(40)
ACCT_CITY_NM	Account/Facility city	VARCHAR2(25)
ACCT_ST_CD	Account/Facility state	VARCHAR2(10)
ACCT_ZIP_CD	Account/Facility zip	VARCHAR2(2)
MEDPRO_NM	Physician's first and last name	VARCHAR2(30)
NPI_ID	Physician's NPI	VARCHAR2(10)

# The Right Partner for Seagen

*IQVIA is the right partner of choice for Seagen to garner greater insights, drive critical business decisions, instill advanced analytics and drive growth into the future*

IQVIA believes the right partner should excel in 4 main pillars in order to drive growth for Seagen

Pillars of Growth	IQVIA Advantage	Benefits to Seagen
Information assets	<ul style="list-style-type: none"><li>• Most Robust and consistent data coverage supported by long lasting supplier relationships</li><li>• Integrated RX to patient metrics to view full patient journey</li><li>• Publications in leading Oncology journals</li><li>• Participated in the pre-launch or commercial planning for &gt;85% of the drugs launched 2017-2021</li><li>• Worked with 100% of the top 10 pharmaceutical companies</li><li>• 450+ projects completed during 2021 with more than 80 pharmaceutical companies, indicating a strong Client preference for repeat projects and consultations</li></ul>	<ul style="list-style-type: none"><li>• Ability to make critical business decisions with confidence in the data</li><li>• Uncover new patients to drive growth</li><li>• Improved payer insights to improve access</li><li>• Confidence in solutions that are aligned to most recent market trends</li><li>• Dedicated Oncology Team consisting of oncology clinical expert/s, commercial, delivery, and analytics support.</li></ul>
Analytics Driven by Technology	<ul style="list-style-type: none"><li>• Speed to insights with Flexible, easy to use and scalable BI platform to drive advanced analytics</li><li>• BI Platform to drive connectivity within Seagen</li><li>• One BI Platform to support national and subnational insights</li></ul>	<ul style="list-style-type: none"><li>• Uncovering growth opportunities to drive Seagen business</li><li>• Proactively identifying concern areas to course correct for continued growth</li></ul>
People and Support	<ul style="list-style-type: none"><li>• Dedicated service team as information advisors</li><li>• Extensive Data Investigations team if needed</li><li>• Extensive Therapeutic Oncology specific expertise</li><li>• Avg team member has 15 years of patient data experience and 12 years of oncology experience</li><li>• Frequent ASCO presenter</li></ul>	<ul style="list-style-type: none"><li>• Service team acts as extended Seagen team to answers business questions</li><li>• Advises on data trends and how it impacts Seagen</li><li>• Oncology experts sharing guidance to support business decisions</li></ul>
Strategic Thought Leadership	<ul style="list-style-type: none"><li>• Continued thought leadership and published white papers on the most critical pharma issues</li><li>• Insights and analytics on market events such as our COVID-19 Newsletter</li><li>• Annual Industry trends &amp; outlook with Seagen Executive Team</li></ul>	<ul style="list-style-type: none"><li>• Insights into strategic views to support industry challenges and guidance for Seagen</li><li>• Insights provided to support re-entry into market place given COVID-19</li></ul>

**Question: Please provide the counts of patients by diagnosis in the table; please note that all time periods are 2-year/24-month time periods. Specific IDC codes are provided in spread sheet titled “Seagen ICD CPT Codes”**

Patient Counts by Diagnosis																
	Unique Patients		Total Claims		Unique NPI		# Academic Institutions		# Community Institutions		Closed Patients		Continuous Enrollment (Days)		Patients with R&E Information	
Category	2018-2019	2020-2021	2018-2019	2020-2021	2018-2019	2020-2021	2018-2019	2020-2021	2018-2019	2020-2021	2018-2019	2020-2021	2018-2019	2020-2021	2018-2019	2020-2021
Lung Cancer	1,166,138	1,119,777	14,989,424	14,390,001	547,750	559,572	1,461	1,441	56,649	51,749	352,580	328,668	1,762	1,796	867,892	813,584
Metastatic Lung Cancer	488,313	432,877	9,142,399	8,072,328	436,193	425,144	1,393	1,365	45,137	39,568	172,148	149,372	1,662	1,742	370,432	310,330
Urothelial Cancer	647,579	621,595	4,733,015	4,760,696	346,191	355,025	1,333	1,314	38,704	36,253	194,177	180,349	1,979	1,933	495,031	463,804
Metastatic Urothelial Cancer	102,955	82,660	1,424,242	1,252,115	187,190	172,253	1,232	1,199	20,284	17,156	34,744	27,001	1,803	1,823	82,290	62,460
Cervical Cancer	135,354	127,304	1,115,146	1,131,784	157,887	158,222	1,236	1,212	20,952	19,533	64,743	57,053	1,787	1,741	79,056	70,136
Metastatic Cervical Cancer	32,462	28,841	563,882	524,427	90,315	86,163	1,145	1,127	10,829	9,456	16,011	13,410	1,608	1,664	20,723	17,014
Colorectal Cancer	1,019,426	965,353	10,937,424	10,907,015	493,070	509,144	1,414	1,396	54,301	50,241	353,217	321,260	1,892	1,858	685,507	616,446
Metastatic Colorectal Cancer	292,810	259,436	6,209,500	5,782,584	368,744	363,057	1,339	1,332	39,154	34,735	111,876	96,215	1,755	1,774	202,140	164,821
Hodgkins Lymphoma	150,701	140,847	1,342,254	1,263,988	188,534	182,639	1,273	1,258	24,946	23,061	69,395	63,280	1,918	1,860	84,316	75,696
Breast Cancer	2,725,433	2,665,860	26,668,073	26,950,169	602,334	623,763	1,461	1,457	69,687	64,429	1,005,494	946,145	2,027	1,970	1,711,686	1,590,785
Metastatic Breast Cancer	473,819	406,663	9,713,499	8,953,069	420,887	410,279	1,382	1,366	47,639	41,943	190,659	157,781	1,908	1,879	313,210	249,175

**All metastatic cancer counts must have a diagnosis for the primary cancer type (e.g., Metastatic Lung must have primary of lung)**

**\*Average CE for Closed MX and RX patients**

Note: we observe that the counts for unique patients may be larger than expected to misdiagnosis, as all patient counts were based on a single claim of interest being present. Komodo would work with Seagen to define cohorts based on mutually agreed upon business rules

Question: Please provide patient counts by payer type; please note that all time periods are 2-year/24-month time periods. Does your payer data include plan data including: plan number, co-pay amount, allowed cost?

Patient Counts by Payer Type						
	Commercial	Managed Medicare	Medicare	Managed Medicaid	Other	Total
Category	2020-2021	2020-2021	2020-2021	2020-2021	2020-2021	2020-2021
Metastatic Lung Cancer	186,899	90,992	110,602	43,395	12,593	444,481
Metastatic Urothelial Cancer	32,834	20,033	24,935	5,620	1,680	85,102
Metastatic Cervical Cancer	14,983	3,847	3,469	5,955	985	29,239
Metastatic Colorectal Cancer	132,917	44,839	56,479	25,751	6,930	266,916
Hodgkins Lymphoma	91,817	14,872	18,408	16,938	3,155	145,190
Metastatic Breast Cancer	222,590	66,615	80,028	38,253	8,904	416,390

All metastatic cancer counts must have a diagnosis for the primary cancer type (e.g., Metastatic Lung must have primary of lung)

Yes or No: Payer data include:

Plan Number:	Yes
Co-pay Amount	Yes
Allowed Cost	Yes

<-- Copay amounts are available through our subsidiary Breakaway partners and is on our roadmap to integrate into our Sentinel offerings

\* Total is larger than Table 1 because patients can have claims from different Payer Channels in the time frame. They are counted once in each payer channel.



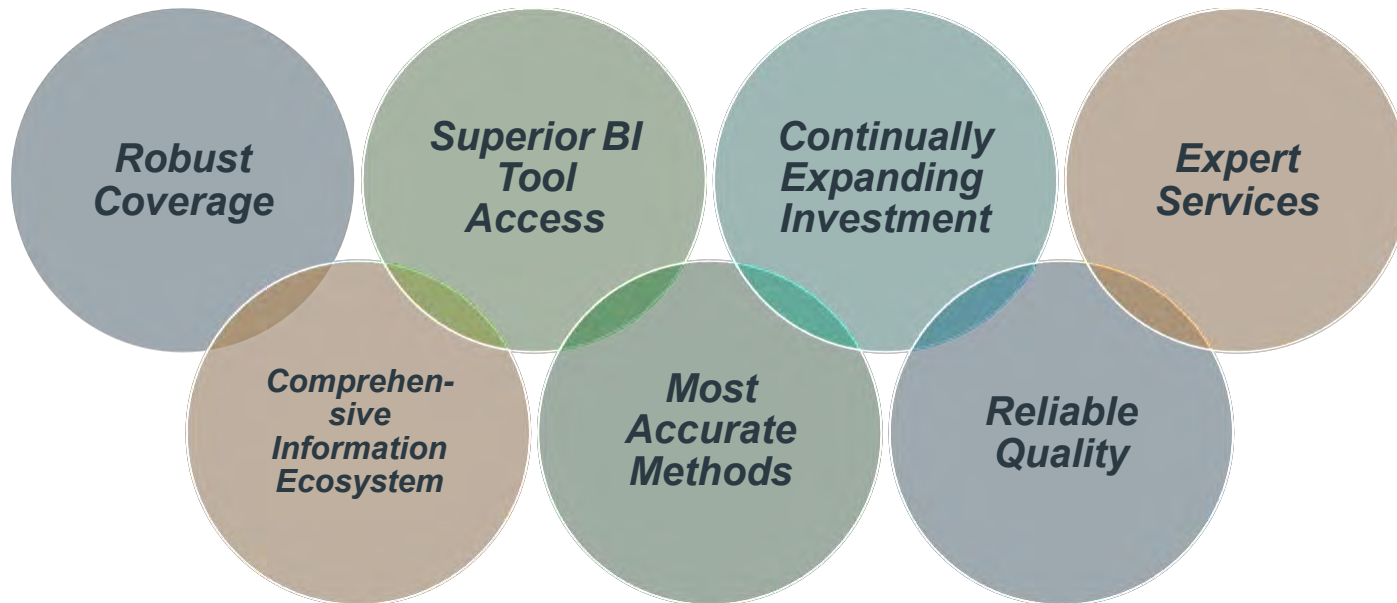
Question: Please provide patient counts by brand (see attached spreadsheet); please note that all time periods are 2-year/24-month time periods			Closed Patients		Average Continuous Enrollment	
Brand	2018-2019	2020-2021	2018-2019	2020-2021	2018-2019	2020-2021
Adcetris	6,746	8,042	3,485	3,987	1,771	1,692
Avastin	745,198	703,987	302,327	269,465	1,859	1,820
Bavencio	924	2,284	336	853	1,744	1,852
Blenrep	2	900	0	313	0	1,960
Enhertu	15	4,570	4	1,989	1,520	1,788
Herceptin	81,077	42,350	40,487	20,319	1,855	1,830
Herceptin_Hylecta	427	1,592	196	764	1,934	1,885
Herzuma	3	1,058	2	474	1,735	1,786
Kadcyla	10,081	16,750	5,027	8,012	1,747	1,779
Kanjinti	4,172	34,666	1,709	15,648	2,008	1,790
Keytruda	99,869	152,965	42,987	63,319	1,586	1,702
Lynparza	7,972	14,326	3,670	6,070	1,647	1,727
Nerlynx	4,801	3,589	2,284	1,636	1,848	1,789
Ogivri	90	6,611	41	3,101	2,038	1,699
Ontruzant	0	1,191	0	462	0	1,819
Opdivo	77,107	69,808	33,278	29,012	1,606	1,741
Padcev	5	2,649	2	955	1,659	1,782
Perjeta	41,286	44,150	21,668	21,517	1,831	1,739
Phesgo	2	2,091	1	1,031	2,556	1,749
Pomalyst	17,319	18,290	6,405	6,676	1,777	1,861
Revlimid	65,400	61,887	26,760	25,736	1,833	1,845
Rituxan	180,871	128,023	82,360	57,213	1,930	1,893
Rituxan_Hycela	9,480	10,013	3,702	3,903	1,936	1,927
Trazimera	19	9,759	7	4,670	2,607	1,793
Trodelvy	1	3,565	0	1,623	0	1,657
Tukysa	0	2,634	0	1,397	0	1,765

**Question: Please provide the counts of HER2 testing for mCRC and mBC patients (see attached spreadsheet); please note that all time periods are 2-year/24-month time periods**

<b>Table 4 Lab Testing - # Tests Ordered</b>			<b>Closed Patients</b>		<b>Average Continuous Enrollment</b>	
<b>Test</b>	<b>2018-2019</b>	<b>2020-2021</b>	<b>2018-2019</b>	<b>2020-2021</b>	<b>2018-2019</b>	<b>2020-2021</b>
HER2 testing for mCRC	147,750	191,248	31,996	34,331	1,724	1,774
HER2 testing for mBC	90,030	107,979	21,096	23,623	1,828	1,821

# IQVIA Information Advantages!

*No one else offers all 7 advantages when providing their information to customers – and it matters!*



*How do these differences benefit our customers?*



## ***What IQVIA information delivers...***

1. ***Robust Coverage*** – the largest databases providing unmatched precision across all drugs and markets
2. ***Comprehensive Information Ecosystem*** – breadth of assets which measure more drug channels and more of the patient's experience
3. ***Superior BI Tool Access*** – information built into tools that exclusively align to the needs of healthcare customers
4. ***Continually Expanding Investment*** – 50+ new suppliers in last 3 years; not only the largest – but the fastest growing databases
5. ***Most Accurate Methods*** – patented projection and patient linking methods have become industry standards
6. ***Reliable Quality*** – rigorous data validation, edits, and integrity checks delivers stability with increased confidence
7. ***Expert Services*** – unparalleled track record in providing insights, meaning and value to customers

# Why IQVIA Information?

- Coverage matters
  - Regardless of therapeutic category, we have the most robust counts across all sites of care.
- Stability is critical
  - We maintain direct, mutually beneficial relationships with our suppliers. This insures stability and quality as well as our ability to ask questions throughout the supply chain.
- Investor relations
  - Over 100 financial institutions buy the data directly from IQVIA despite having free access to other industry insights in the Bloomberg terminal. In addition, we offer quarterly call prep support for those clients that rely heavily on our information for earnings calls.
- Service is critical
  - Our client service and data investigations team go well beyond data delivery and basic support.
- We're there for you when natural disasters strike
  - We know you rely heavily on our information for many aspects of your business. Only we provide detailed, continuously updated, sub-national guidance as to the impact.
- We support the free flow of information
  - Our policies insure fair and equal rights to information. We work diligently with our clients and suppliers to minimize data blocks and will not allow blocking to put any of our customers at a competitive disadvantage.
- We are your policy advocate
  - When access to information was challenged, we led the charge to the Supreme Court. When the Cleveland Clinic removed access to their data, we educated them on the value of data and exchanged services to reopen the access to data.

## **Data Disclosure Policy Advocacy and Informational Use**

### **Background**

IQVIA (QI) data services are highly valuable and proprietary resources, built over decades of careful design, significant capital investments, and the expertise of many thousands of employees. To retain the value of these data services, the licenses IQVIA grants to its clients to use these data services generally allow only internal use of the data. However, IQVIA acknowledges and understands that some of its clients have an interest in limited external disclosure of some IQVIA data, and IQVIA is willing to accommodate such interests, provided that doing so does not undermine the value of the data to IQVIA. One of these circumstances relates to disclosure to third parties for the purposes of advocating a position or providing information on matters of public policy. This *Policy* is intended to permit limited disclosure of IQVIA data under such circumstances and outlines the conditions under which this permission is granted.

### **Permissible Disclosure**

Subscribers to the following national audit services from IQVIA: NPA™ (*National Prescription Audit Family of Services* including NPA New to Brand and NPA Market Dynamics), referred to in this document as —NPA, Total Patient Tracker™, NDTI™ (*National Disease and Therapeutic Index*), National Sales Perspectives™, New Product Digest™, US ChannelDynamics™, may include small amounts of numeric data from these services, in their written publications and public oral statements disseminated for the purposes of advocating a position or providing information on matters of public policy (e.g. disseminated to legislators or to public interest organizations) (Public Policy Use), provided they comply with the conditions set forth below. This Policy will also apply to other IQVIA data which has been expressly approved in writing for release by an authorized IQVIA representative for Public Policy Use, and such approval may also authorize release of IQVIA data at levels of geography different from those specified in this Policy.

### **Conditions of Disclosure**

By using IQVIA data in a fashion permitted under this *Policy*, the subscribing organization (you) must accept certain responsibilities. Specifically, when disclosing IQVIA data, you must:

- Limit disclosure to small amounts of IQVIA numeric data per publication, specifically, to no more than a total of: (i) ten (10) graphs, (ii) five (5) tables of ½ page or less or three (3) full page tables, and (iii) twenty (20) instances of insubstantial summaries of data incorporated into the text of the publication (e.g. a summary of data incorporated into one sentence of the publication), but, in any case, limit disclosure of such data to the extent and in a manner that preserves the trade secret and copyright protections of IQVIA in the

applicable data set or database and the commercial value of such data set or database to IQVIA.

- Not release or disclose any IQVIA data except as expressly stated in this *Policy*.
- Not sublicense or sell any IQVIA data to any third party.
- Not use the data in any publication that is sold, licensed or distributed for a fee.
- Limit disclosure to national level product data (e.g. data which identifies either the quantity of one or more products sold nationally—expressed in either units or dollars, or some percentages or ratio developed from such quantities).
- Not disclose data at any level of geography less than national or data which identifies any party other than the respective manufacturer/direct marketers of the product(s) reported to you under your Information Services Agreement or other applicable data license agreement with IQVIA.
- Not disclose pricing data (e.g., the projected, average, estimated or other calculated price of any pharmaceutical product or range of products, regardless of the level of geography).
- Not disclose any IQVIA data on a recurring basis in an ongoing publication.
- Make sure that the IQVIA data you quote is not used in a misleading way, and that any presentation that includes IQVIA data is not misleading overall.
- Take full responsibility for claims by third parties arising from your disclosure and challenging the data's accuracy or your interpretation of the data.
- Hold IQVIA and related parties harmless from such claims, and from any costs IQVIA may incur in protecting its data or other property if there is an attempt to disclose them in legal proceedings stemming from your data disclosure.
- Conspicuously reference IQVIA as the data source in each public release, using the following legend:

Note: This information is an estimate derived from the use of information under license from the following IQVIA information service: < insert name of IQVIA service here > for the period < insert time period here >. IQVIA expressly reserves all rights, including rights of copying, distribution and republication.

- Accurately label products, therapeutic classes and time periods which pertain to the IQVIA data which you reference.

### **Impermissible Disclosures Under this *Policy*.**

Certain types of disclosures are not permitted under this *Policy*, but are addressed by separate IQVIA policies available upon request.

- This *Policy* does not authorize the disclosure of IQVIA data pursuant to (i) any litigation or administrative hearing to which you are a party, (ii) any government investigation, or (iii) any Congressional inquiry or other statutory, regulatory or dispute resolution process. Data

disclosure under such circumstances is subject to a separate IQVIA policy, Protection of IQVIA Confidential Information by Clients in Legal Proceedings.

- This *Policy* does not authorize the use of IQVIA data in prospectuses or other financial disclosures or solicitations. Data disclosure under such circumstances is subject to any one of several separate IQVIA policies, depending on the type of disclosure.
- This Policy does not authorize the use of IQVIA data for advertising and promotions use. Data disclosure for such purposes is subject to a separate IQVIA policy, Data Disclosure Policy for Pharmaceutical Manufacturers – Advertising and Promotions Use.

### **No Prior Review of Your Materials.**

You are not required to notify IQVIA of your intent to use such data for the purposes permitted by this *Policy*, nor do your materials need to undergo a IQVIA review and approval process in advance of such use. However, a copy of the finished piece, including relevant portions of transcripts of oral statements or testimony, should be sent to the IQVIA Vice President of Legal Affairs, to help us maintain an accurate and complete record of the disclosure of our proprietary information.

### **Changes to This Policy.**

IQVIA reserves the right to modify this Policy over time. If we make modifications, we will notify you promptly.

### **Contacts**

Please contact your US Client Service team with any questions.

Date Policy Last Reviewed: 9/22/2017 Date Policy Last Revised: 9/22/2017  
US Business Unit





# Executive Summary

## Business Continuity and IT Disaster Recovery

November 2017

The success of IQVIA's global operations depends on being able to provide continuity of business services in difficult and uncertain circumstances. It is the policy of IQVIA that standard business continuity plans, IT disaster recovery plans, business impact analyses, and risk assessments be implemented to help respond to and reduce the effect of incidents that may impact the ability of one or more sites, Business Lines, or Business Units to carry out business activities.

To meet this requirement, IQVIA has developed a Business Continuity Enterprise Plan created from the processes within our Business Continuity Management System (BCMS) through its Standard Operating Procedure. The plan identifies the critical operations that deliver critical services and products with strategies that, when deployed, to ensure continuity of operations and provide business resilience. Our continuity of operations strategies are designed to ensure dependable delivery of critical services and products to patients, employees and customers. The IQVIA Business Continuity Enterprise Plan has the full support and backing of Executive leadership and senior management.

Business Continuity Playbooks and IT Disaster Recovery Plans are in place to support critical services, applications, IT infrastructure, IT Services, and sites in the event of a disaster. Business Continuity Playbooks and IT Disaster Recovery Plans undergo annual reviews and testing. Test results are documented following each exercise to include scenario responses, lessons learned/gaps, participants involved and action items. All Business Continuity/Disaster Recovery documentation and test reports and can be viewed upon request during scheduled customer audits.

IQVIA mandates through its IT Disaster Recovery Planning Standard Operating Procedure that disaster recovery plans will be in place to support all critical applications, IT infrastructure, IT services and sites. IT Disaster Recovery Plans are required to be reviewed, tested and updated annually in accordance with the Disaster Recovery Planning Standard Operating Procedure, which is managed and facilitated by the IQVIA Global Disaster Recovery Office. All disaster recovery plans and test reports are approved and stored electronically and hard copies are stored remotely.

When an event occurs, a business impact assessment is conducted and impact levels assigned. The IQVIA Crisis Management Team is engaged to manage all communications relative to the event. Factors that influence the type and frequency of event-related communications include, but are not limited to, assigned impact level, amount of event-related information available, the need for timely and accurate communications to employees and customers, and available methods of delivery.



# **IQVIA Information Security Overview**

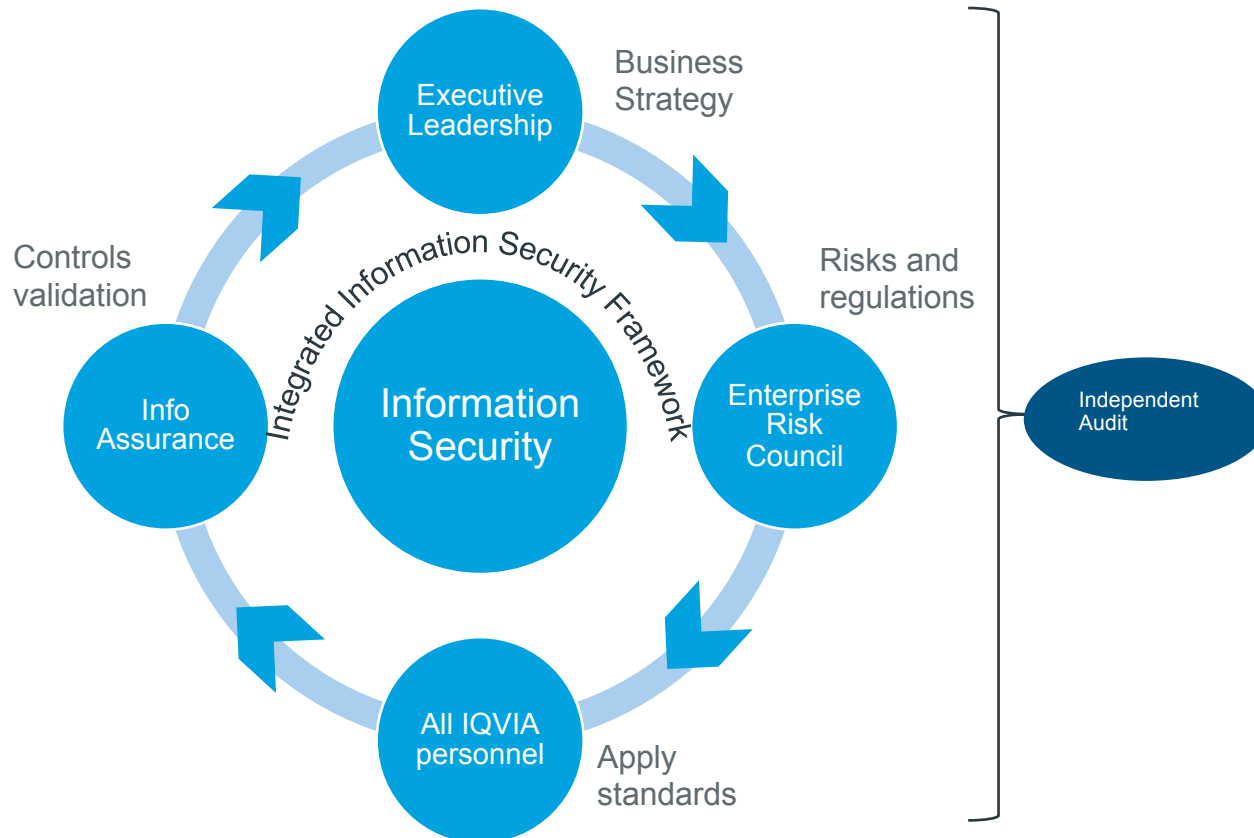
*April 2021*

Christopher Starr  
Director, Information Security Governance & Risk Management

# Information Security at IQVIA

## Key drivers requiring responsible security practices

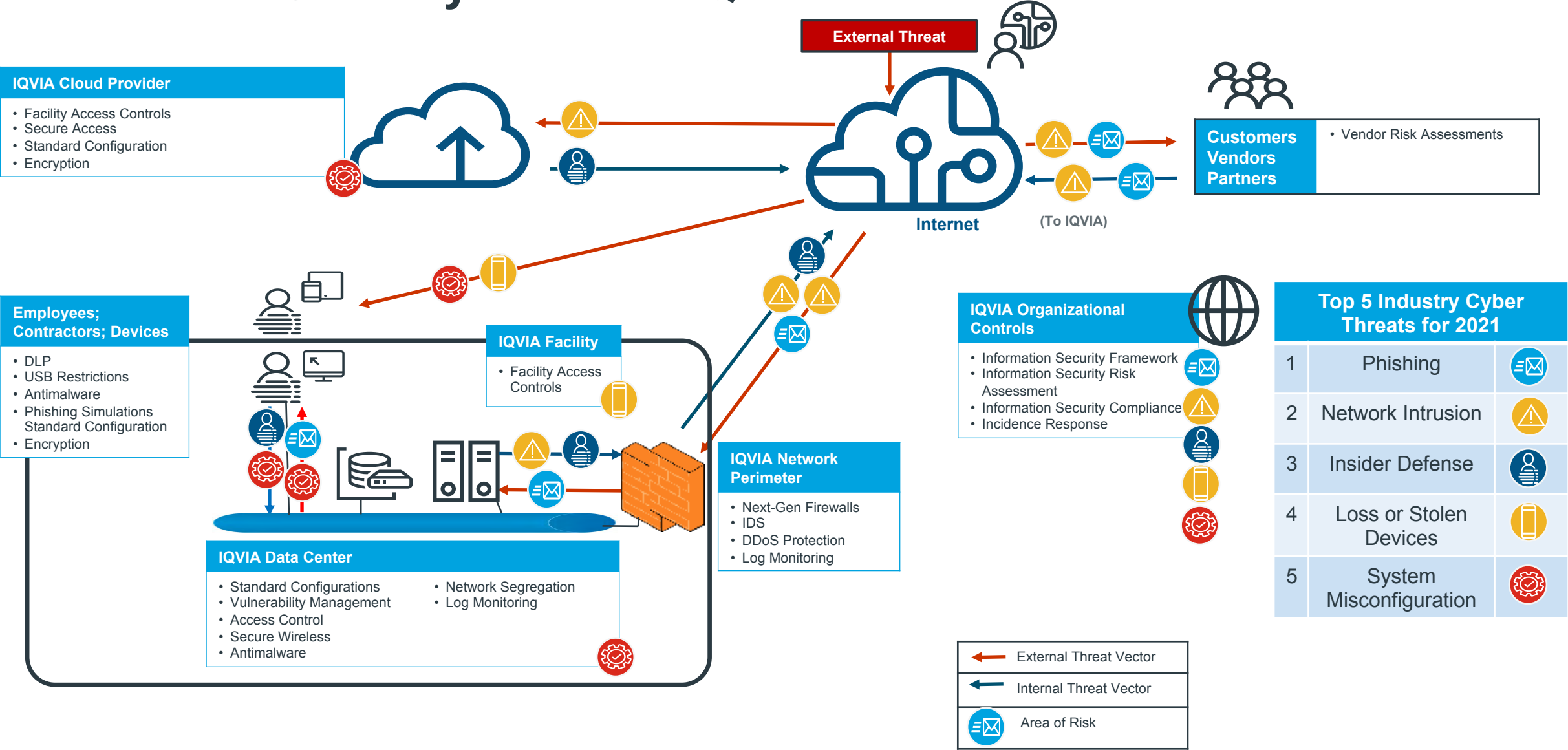
- Protection of data assets, Intellectual Property and reputation
- IQVIA's client contracts and expectations
- Legislation and regulation, including data privacy and biopharmaceutical services



## IQVIA Pledge

- Global Integrated Information Security Framework
- Comprehensive security safeguards
- Dedicated security experts and resources as part of the Global Information Security team
- Draw on the knowledge and insight of external cybersecurity experts and vendors
- Training and awareness for internal and external users
- Cycle is independently validated

# Information Security Risks to IQVIA Assets



# IQVIA Integrated Information Security Framework

*Comprised of four types of materials: policy, standards, procedures, and records/evidence.*

- **Policies** define the high level expectations of the Framework.
- **Standards** define the implementation requirements for a specific security control.
- **Procedures & Work Instructions** define the processes by which the Framework is to be implemented.
- **Evidence** provides a record of successful implementation or approved exceptions.



# IQVIA Integrated Information Security Framework – Data Classification



## Level 0 - PUBLIC

- Data Assets are publicly available.
- Disclosure likely to result in **NO** harm to the Company.

- Press Releases
- Job Postings
- Copyrighted materials that are publicly available



## Level 1 - INTERNAL

- Data Assets are accessible by all internal employees
- Disclosure likely to result in a **LOW** degree of harm to the Company.

- Internal Presentations
- Internal Company Announcements and Project Plans
- Non-individual and/or aggregated healthcare-related data, internal department operational and planning materials



## Level 2 - CONFIDENTIAL

- Data Assets are accessible by employees with legitimate business need only
- Disclosure likely to result in a **MODERATE** degree of harm to the Company.

- Anonymized Patient Data
- Customer Confidential & Proprietary Data
- Customer Contracts
- Internal Audit/QA Reports
- Personal Information that is not otherwise sensitive, de-identified or anonymized PHI
- Strategic budgetary and department planning



## Level 3 - RESTRICTED

- Data Assets may be subject to local, state, and/or other laws and regulations for unauthorized disclosure, transmission, and destruction
- Disclosure likely to result in a **HIGH** degree of harm to the Company

- Identifiable Personal Health Information
- Identifiable Patient-Level Data
- Personal Financial Data, account numbers, credit check & scores,
- Government Issued IDs or other sensitive personal information
- Non-Public Clinical Trial results
- Unreleased Financial Results, mergers & acquisitions



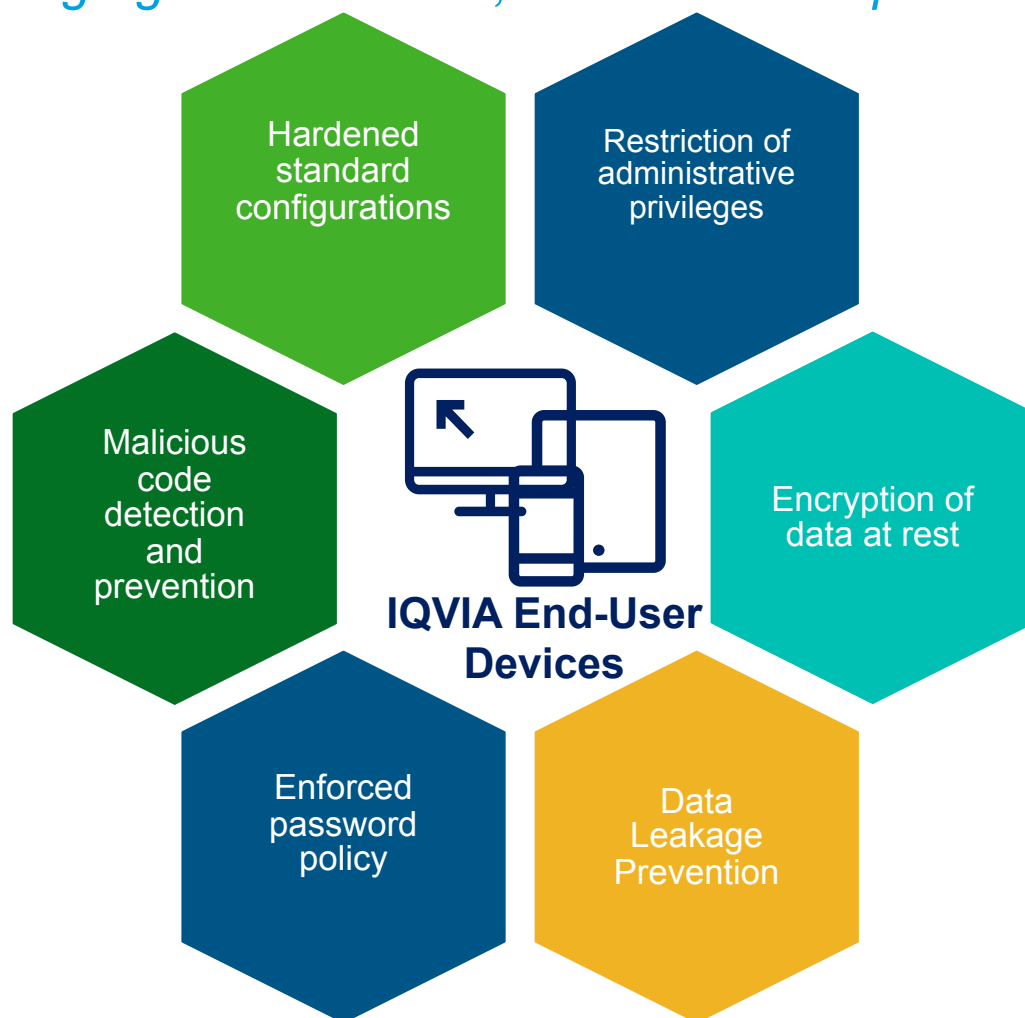
# IQVIA Non-Technical Safeguards

## *Global Procedures and Support*



# IQVIA End-User Device Safeguards

*Key in protecting against malware, intrusion attempts and unauthorized access.*



**Note:** End-user devices obtained through acquisitions are replaced or hardened to IQVIA security standards.

# Information Security Controls – Global Independent Attestations



All IQVIA Global Data Centers maintain SSAE 18 SOC 2 attestation and our global policies are aligned with ISO 27001 guidelines. In 2021, this functionality will be expanded to cover additional locations in Montreal, Moscow, Frankfurt, Sydney, Bangalore, and Tokyo.



Where a government, regulatory body or a customer contract requires it, IQVIA additionally upholds ISO 27001 certification at additional IQVIA sites.



- The IQVIA Information Security Compliance team established and maintains over 250 IT security controls in a cross-reference between SSAE-18 SOC 2, ISO27001, internal policies, operating procedures, and work instructions.
- IQVIA has an established program for GxP compliance for its data centers and systems which require computer systems validation.
- Additionally, IQVIA maintains compliance with country-specific regulations that require independent 3<sup>rd</sup>-party validation such as HIPAA and SOX.
- IQVIA Security control effectiveness is further cross-checked by annual scheduled internal audits, penetration testing campaigns, and continuous vulnerability scanning activities.

# IQVIA Current Controls – Anti-Ransomware Protection

## Multilayer Protection Principle

### Advanced threat visibility

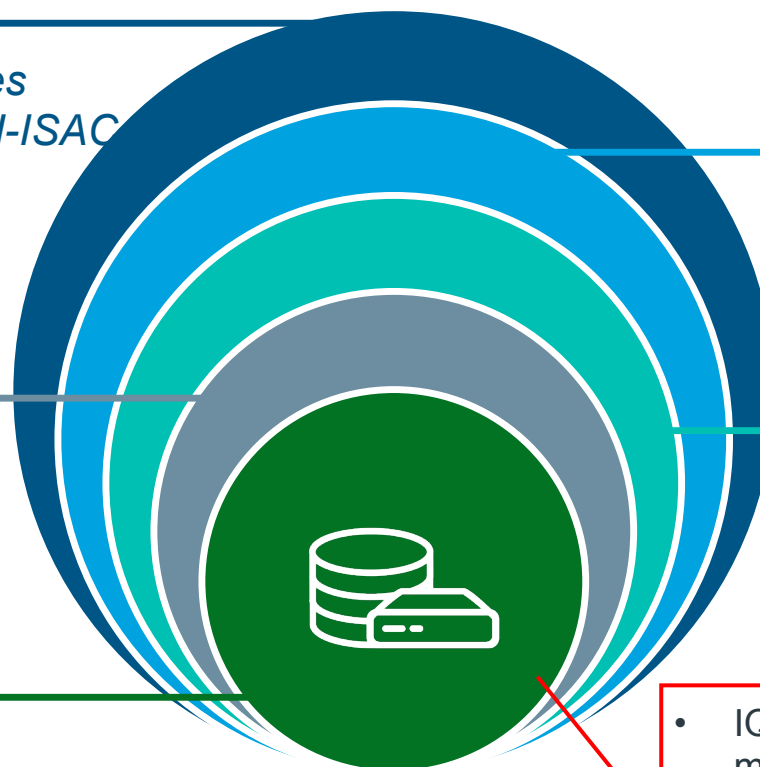
Alerts feed from Managed Security Services Provider – SecureWorks; Subscription to H-ISAC threat intelligence feeds; enhanced Brand Monitoring via Zerofox\*

### Prevent execution

CrowdStrike EDR on all servers and workstations; Tanium Advanced Response\*

### Data asset

Comprehensive Backup processes for critical data assets



### Prevent intrusion

Next Generation Palo Alto firewalls + Microsoft Advanced Threat Protection / Anti-Phishing Triage\*

### Prevent exploitation

Qualys Vulnerability scanning on all external interfaces; Annual 3rd party penetration tests

- IQVIA's multilayer controls were successful in mitigating the elevated Life Science sector ransomware threat seen in Q4 2020.
- 2021 Planned Improvements: Sender Identity (DMARC); Launch of Email AI Protection enhancements

\*new solutions implemented in 2020