

Detailing Priority Plan for Q1-2016					
Primary Care I					
Priority of detailing the products to different specialties					
Product	GPs	Ortho	ENTs	Surg.	Dentists
<b>Klavox Tab.</b>	2nd		1st	1st	1st
Indications	1.Tonsillitis 2. Pharyngitis		1.Tonsillitis 2. Pharyngitis 3.Acute Sinusitis	1.SSTI 2.Post Op. 3.Injuries & Wounds	1. Dental Abscesses 2. Different Peridontitis
<b>Rofenac 50, 100, SR</b>	1st	1st	2nd	2nd	2nd
Indications	1.Osteoarthritis 2.Rh.Arthritis-chronic 3.Back Pain	1.Osteoarthritis 2.Rh.Arthritis 3. chronic Back Pain	1. Pain & inflammation associated with upper respiratory tract infection	Post surgical pain-injuries	1-Dental pain like Post-extraction ,2-dry socket ,3-dental Caries,stomatitis,4-TMJ

Detailing Priority Plan for Q1 2016							
Primary Care II							
Priority of detailing the Products to different specialties							
Product	Urology	Surgery	ENT	GP	IM	Ortho/Rheuma	Dentist
<b>Cipromax</b>	1st	1st	2nd	2nd	3rd		
Indications	UTIs & bacterial Prostatitis	SSTI & Postoperative	Otitis Externa / Otitis media	URTIs/urinary Tract Inf.	GI infection		
<b>Rofenac-D</b>	2nd	2nd	1st	1st	2nd	2nd	1st
Indications	Genito urinary pain	Post operative pain	URTI	Sports Injuries, Acute LBP, Trauma	Acute Visceral pain	Sports Injuries, Acute LBP, Fractures	Dental Pain, Post extraction
<b>Agout</b>		-			1st	1st	
Indications					Gout patients	Gout patients	

Detailing Priority Plan for Q1-2016					
Primary Care III					
Priority of detailing the products to different specialties					
Product	GPs	Pedia	ENT	Internists (Chest)	Derma
<b>Ceclor</b>	2nd	1st	1st		
Indications	Upper Resp.Tract.Infect.	Upper Resp.Tract.Infect.	Upper Resp.Tract.Infect.		
<b>Neorin</b>	3rd	2nd	2nd	2nd	1st
Indications	1.Allergic rhinitis 2. Urticaria	1.Allergic rhinitis 2. Urticaria	Allergic rhinitis	Allergic rhinitis	Urticaria
<b>Respira</b>	1st			1st	
Indications	Asthma Management			Asthma Management	

Detailing Priority Plan for Q1-2016					
Primary Care IV					
Priority of detailing the products to different specialties					
Product	Pedia	Ortho	ENTs	G.Ps	Chest
<b>Zimax Caps. &amp; Susp.</b>	2nd		1st	1st	2nd
Indications Caps.			1.Pharyngitis 2.Tonsillitis 3.Sinusitis	Pharyngitis	Bronchitis
Indications Susp.	1.Pharyngitis 2.Otitis Media 3. Bronchitis				
<b>Rantudil</b>		1st		3rd	
Indications		1.-Acute LBP, Trauma (Forte) 2-OA, RA (Retard)		1.-Acute LBP, Trauma (Forte) 2-OA, RA (Retard)	
<b>Montel</b>	1st			2nd	1st
Indications	1.Asthma Management 2. Asthma W/Allergic rhinitis			1.Asthma Management 2. Asthma W/Allergic rhinitis	1.Asthma Management 2. Asthma W/Allergic rhinitis
<b>Sapofen Jr.</b>	Reminder			Reminder	
Indications	Fever Management			Fever Management	
<b>Rofenac Supp.</b>	Reminder			Reminder	
Indications	Fever Management			Fever Management	

Detailing Priority Plan for Q1-2016							
Primary Care V							
Priority of detailing the Products to different specialties							
Product	Chest	ENT	GP	IM	Ortho/Rheuma (Hospital)	Neuro	Ortho/Rheuma (Polyclinic)
Levox	1st	1st	2nd	2nd			
Indication	Bronchitis & Pneumonia	Sinusitis	RTIs	RTIs			
Pregadex				1st	1st	1st	
Indication				Metabolic Disorders	SCIATICA, Spondiolosis	SCIATICA, Spondiolosis	
Etoria			1st	3rd	2nd	2nd	1st
Indication			Acute MSK pain	Chronic MSK pain	Chronic MSK pain (OA/RA)	Chronic MSK pain (CLBP)	Chronic MSK pain (OA/RA)

Detailing Priority Plan for Q1-2016			
Pedia Line			
Priority of detailing the products to different specialties			
Product	Pedia.	G.Ps	ENTs
Klavox Liquids	2nd	1st	2nd
Indications	1.Tonsillitis 2.Otitis Media 3.Pharyngitis	1.Tonsilitis 2. Pharyngitis	1.Otitis Media 2.Pharyngitis
Lorinase Syp.	3rd	2nd	1st
Indications	1. Common cold 2. Allergic rhinitis	1. Common cold 2. Allergic rhinitis	1. Common cold 2. Allergic rhinitis
Ferose Syp.	Reminder		
Indications	1.IDA treatment 2. IDA prevention		
Respira	1st		
Indications	Asthma Management		

## Detailing priority Plan for Q1 2016

### Specialty Care Line-1

Priority of detailing the Products to different specialties							
Product	GPs	Internists	Cardiologists	Diabetologists	GASTRO	SLECTED Drs	Pharmacists
						Ortho	
Sortiva	1st	2nd	1st	2nd	3rd	-	3rd
Peptazol	2nd	3rd	3rd	3rd	1st	1st	1st
Glim/Formit	3rd	1st	2nd	1st	2nd	-	2nd

## Detailing priority Plan for Q1 2016

### Specialty Care Line-2

Priority of detailing the Products to different specialties

Product	GPs	Internists	Cardiologists	Diabetologists	GASTRO	SLECTED Drs	Pharmacists
						Ortho	
Paleta	-	1st	1st	-	-	-	
Tovast	2nd	2nd	2nd	2nd	3rd	-	3rd
Proton	1st	3rd	3rd	3rd	1st	1st	1st



## Detailing priority Plan for Q1-2016

### SPECIALTY CARE 3

#### Priority of detailing the Products to different specialties

Product	Internists	GPs	Diab/Endo	Pharmacists
GLP/GLT	1st	1st	1st	1st

## Detailing priority Plan for Q1-2016

### GYNA Line

#### Priority of detailing the Products to different specialties

Product	GYN	GP	INT	Pharmacists
FEROSE T	-	1st	1st	1st
FEROSE F	1st	-	-	2nd
FEROSAC	2nd	2nd	2nd	-
FLOCAZOLE	3rd	3rd	-	3rd

## Detailing priority Plan for Q1-2016

**CNS Line**

### Priority of detailing the Products to different specialties

Product	PSY	NR	NP	NNP	Pharmacists
QUETTA	1st	2nd	1st	-	1st
ENTAPRO	2nd	1st	2nd	1st	2nd

Detailing Priority Plan for Q1-2016				
Health Care I				
Priority of detailing the products to different specialties				
Product	GPs	Ortho	ENTs	Pharmacists
Snafi				2nd
Lejam				1st
Peptazol 15 mg	1st	2nd	3rd	3rd
Rofenac Gel	3rd	1st		3rd
Lorinase Tab	2nd		1st	3rd

Detailing Priority Plan for Q1-2016			
Health Care II			
Priority of detailing the products to different specialties			
Product	GPs	Ortho	Pharmacists
Snafi			2nd
Lejam			1st
Peptazol 15 mg	2nd	1st	3rd
Sapofen (400/600)	1st	2nd	3rd