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**From:** Raghuram Thata

**Sent:** Thursday, March 09, 2017 3:28 AM

**To:** Varsha Mahajan; Tushar Sakpal

**Cc:** Arghya Chattopadhyay; Suresh8 S

**Subject:** RE: Marketing Research Study

Hello Varsha,

Many thanks for capturing the notes, I have added a few points I made note of.

Regards

Raghu

Ph:+32473206597

**From:** Varsha Mahajan   
**Sent:** Wednesday, March 08, 2017 5:43 PM  
**To:** Tushar Sakpal <[tushar.sakpal@tcs.com](mailto:tushar.sakpal@tcs.com)>; Raghuram Thata <[raghuram.t@tcs.com](mailto:raghuram.t@tcs.com)>  
**Cc:** Arghya Chattopadhyay <[arghya.chattopadhyay@tcs.com](mailto:arghya.chattopadhyay@tcs.com)>  
**Subject:** RE: Marketing Research Study

Dear Arghya and Tushar,

Points discussed in today’s meeting:

This is to support Market Analysis for commercial marketing

It is a Market research study on site procedure time information i.e. to compare tech sides v/s other sides. (The aim is to confirm that tech sides have shorter procedure time versus other centers) Raghu  To compare TEC (Technology Expertise Center) centers with Other centers to make a Marketing Claim – that TEC centers have shorter procedure time over other centers.

Procedure time  Skin to skin i.e. first product in to last product out

The data is being captured in large spreadsheets. All the data about physician details etc is recorded on Website, there is a data entry programming team which manually imports procedure time to this information.

They are unsure if the database is clean

This is a first time analysis of such procedure here a study protocol will be designed with the analysis plan, only 4 week data from both tech site and other sites would be collected for analysis

The scope is to only analyses the data based on the analysis plan, expectation is no more than 3 analysis 1) procedure type 2) procedure time 3) Look at mix of products 3 v/s 5 case mix to see if there is a difference.

The time frame for delivering the analysis is very short, all the analysis has to be submitted within 3 weeks of the receipt of the data which is by 3rd week fo April since they have to use the analysis for commercial. Raghu this analysis has to presented at a conference in 1st wk of May.

Since it is a medical devices study they don’t have access to clinical database but they have access to MBOX so data can be transferred to TCS system for analysis via MBOX

Analysis of data using SAS is fine with Janssen

Raghu Varsha asked what kind of analysis is expected/required – response was Independent T test.

Action:

Jennifer 

Consult IT if MBOX can be used

Is there an option to use JnJ system for this analysis?

Send Sample data (excel), sample protocol and analysis plan

Varsha / TCS 

Within 3 days of the receipt of sample data, protocol and analysis plan let Jennifer know the estimated time and effort for this activity.

Dear Raghu,

Please add if I have missed out on any points.

Thanks!

Regards,

Varsha Mahajan

Cell: +91 9703580263

Mailto: [varsha.mahajan@tcs.com](mailto:varsha.mahajan@tcs.com)  
Website: [http://www.tcs.com](http://www.tcs.com/)

**From:** Tushar Sakpal   
**Sent:** Wednesday, March 08, 2017 9:17 AM  
**To:** Raghuram Thata <[raghuram.t@tcs.com](mailto:raghuram.t@tcs.com)>  
**Cc:** Varsha Mahajan <[varsha.mahajan@tcs.com](mailto:varsha.mahajan@tcs.com)>; Arghya Chattopadhyay <[arghya.chattopadhyay@tcs.com](mailto:arghya.chattopadhyay@tcs.com)>  
**Subject:** RE: Marketing Research Study

Dear Raghu,   
  
I have Roche client meeting from 9:00 - 10pm and then Lilly MRT meeting from 10-11pm IST. I can do this meeting prior to 9pm or if Varsha is available you can go ahead and do this meeting. I will connect with Varsha and get the download.   
  
  
Tushar Vijay Sakpal  
Tata Consultancy Services  
Cell:- +91 9820829124  
Mailto: [tushar.sakpal@tcs.com](mailto:tushar.sakpal@tcs.com)  
Website: [http://www.tcs.com](http://www.tcs.com/)  
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 Consulting  
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From: "Raghuram Thata" <[raghuram.t@tcs.com](mailto:raghuram.t@tcs.com)>   
To: "Maffre, Jennifer [ASPUS]" <[JMaffre1@its.jnj.com](mailto:JMaffre1@its.jnj.com)>   
Cc: Tushar Sakpal <[tushar.sakpal@tcs.com](mailto:tushar.sakpal@tcs.com)>, Varsha Mahajan <[varsha.mahajan@tcs.com](mailto:varsha.mahajan@tcs.com)>   
Date: 03/08/2017 01:27 AM   
Subject: RE: Marketing Research Study

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Many thanks, I will block your calendar for 8:00 AM PST i.e. 9:30 PM India time.   
   
Regards   
   
Raghu   
Ph:+32473206597   
   
**From:** Maffre, Jennifer [ASPUS] [<mailto:JMaffre1@its.jnj.com>]  **Sent:** Tuesday, March 07, 2017 8:48 PM **To:** Raghuram Thata <[raghuram.t@tcs.com](mailto:raghuram.t@tcs.com)> **Cc:** Tushar Sakpal <[tushar.sakpal@tcs.com](mailto:tushar.sakpal@tcs.com)>; Varsha Mahajan <[varsha.mahajan@tcs.com](mailto:varsha.mahajan@tcs.com)> **Subject:** RE: Marketing Research Study   
   
I can speak at 9 am PST if that time works for you all. I can also do 8 am if that works better but only for :30 minutes.   
   
**From:** Raghuram Thata [<mailto:raghuram.t@tcs.com>]  **Sent:** Tuesday, March 07, 2017 11:45 AM **To:** Maffre, Jennifer [ASPUS] <[JMaffre1@its.jnj.com](mailto:JMaffre1@its.jnj.com)> **Cc:** Tushar Sakpal <[tushar.sakpal@tcs.com](mailto:tushar.sakpal@tcs.com)>; Varsha Mahajan <[varsha.mahajan@tcs.com](mailto:varsha.mahajan@tcs.com)> **Subject:** RE: Marketing Research Study   
   
Hello Jennifer,   
   
Many thanks for reaching out. Can we come on a call, understand the scope to provide a quick response. Let me know a convenient time for you tomorrow, I will join along with my Stats expert.   
   
Thanks and Regards   
   
Raghu   
Ph:+32473206597   
   
**From:** Maffre, Jennifer [ASPUS] [<mailto:JMaffre1@its.jnj.com>]  **Sent:** Tuesday, March 07, 2017 8:28 PM **To:** Raghuram Thata <[raghuram.t@tcs.com](mailto:raghuram.t@tcs.com)> **Subject:** FW: Marketing Research Study   
   
I received your information from John below. What information do you need from me to create an initial quote?   
   
   
Jennifer Maffre   
**Manager, Medical Affairs LCM, Biosense Webster**   
**Cardiovascular & Specialty Solutions (CSS) Group**   
   
[Jmaffre@its.jnj.com](mailto:Jmaffre@its.jnj.com) |O: +1 949 789 8607| C: +1 626 429 9922   
   
   
   
**From:** Mulders, John [PRDBE]  **Sent:** Thursday, March 02, 2017 2:28 AM **To:** Maffre, Jennifer [ASPUS] <[JMaffre1@its.jnj.com](mailto:JMaffre1@its.jnj.com)> **Subject:** RE: Marketing Research Study   
   
Hi Jennifer   
Janssen has an MSA with TCS for Biometrics services   
Unfortunately it only covers Janssen as a legal entity. However we developed a master contract template with TCS for BWI which has been leveraged several times over the past months.   
We are developing a new MSA which covers all legal entities so for now if you want to work with TCS on this we need to do a standalone service agreement based on the template we developed.   
   
We have a point of contact at TCS who helps us with all opportunities and to bring them within the TCS organization. This PoC is Raghuram Thata   
Email: [Raghuram.t@tcs.com](mailto:Raghuram.t@tcs.com)   
   
Maybe you could initiate an email to him explain the background of your request and you copy me. Raghu then normally connects the dots within the TCS organization.   
   
Contractually I can support you. The average rates for TCS are within the $35-45 depending on the level of resource you require   
Hope this helps!   
   
John   
   
**From:** Maffre, Jennifer [ASPUS]  **Sent:** donderdag 2 maart 2017 0:51 **To:** Mulders, John [PRDBE] **Subject:** FW: Marketing Research Study   
   
Hello John,   
   
Would the existing agreement with Biostats cover the work I would need?   
   
What other information do you need from my end to answer?   
   
   
Jennifer Maffre   
**Manager, Medical Affairs LCM, Biosense Webster**   
**Cardiovascular & Specialty Solutions (CSS) Group**   
   
[Jmaffre@its.jnj.com](mailto:Jmaffre@its.jnj.com) |O: +1 949 789 8607| C: +1 626 429 9922   
   
   
   
**From:** Sangli, Chithra [BWIUS]  **Sent:** Wednesday, March 01, 2017 3:45 PM **To:** Maffre, Jennifer [ASPUS] <[JMaffre1@its.jnj.com](mailto:JMaffre1@its.jnj.com)> **Subject:** RE: Marketing Research Study   
   
They are based out of India. And I was saying that we already have an agreement with them since they do work for us. But would be good for you to start with John Mulders in Procurement to see if the work you’re thinking of can be covered by the agreement we have. If yes, then you would just need a SOW.   
   
**From:** Maffre, Jennifer [ASPUS]  **Sent:** Wednesday, March 01, 2017 3:42 PM **To:** Sangli, Chithra [BWIUS] **Subject:** RE: Marketing Research Study   
   
Do you mean a master service agreement? No I do not believe we have one with TCS where are they located. I can manage the discussion I just needed to know if someone from your group was able to do the work.   
   
If you can share your contact I would appreciate it.   
   
Thank you,   
   
Jennifer   
   
**From:** Sangli, Chithra [BWIUS]  **Sent:** Wednesday, March 01, 2017 3:40 PM **To:** Maffre, Jennifer [ASPUS] <[JMaffre1@its.jnj.com](mailto:JMaffre1@its.jnj.com)> **Subject:** RE: Marketing Research Study   
   
Hi Jennifer,   
   
We’re pretty strapped for resources. We do have a MSA with TCS. We outsource some of our work to them. Janssen outsources stat analysis to them. My group can provide oversight and TCS can do the work. Let me know if you’re interested in pursuing and I can contact our TCS rep to put together a Work Order.   
   
Thanks,   
Chithra   
   
**From:** Maffre, Jennifer [ASPUS]  **Sent:** Wednesday, March 01, 2017 2:14 PM **To:** Sangli, Chithra [BWIUS] **Subject:** Marketing Research Study   
   
Hello Chitra,   
   
I just had a meeting with the folks over in Marketing that would like to do a short study on Training Centers to observe those sites procedure times and make claims on their product usage as it relates to those procedure times.   
   
Its pretty straightforward but I believe it will need some data analysis of the data base they currently have within Sales Force.com and run some basic statistics on it.   
   
Would this be something someone on your team has the bandwidth to work on?   
   
If not could you recommend a person or group I can reach out that would be able to support this work?   
   
Any guidance would be helpful.   
   
Thanks,   
   
Jennifer Maffre   
**Manager, Medical Affairs LCM, Biosense Webster**   
**Cardiovascular & Specialty Solutions (CSS) Group**   
   
[Jmaffre@its.jnj.com](mailto:Jmaffre@its.jnj.com) |O: +1 949 789 8607| C: +1 626 429 9922

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