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UNDERSTAND PREVENT
& CURE CANCER

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December 16th, 2019

Re: Walter (Gordie) Drane

Dear Sir/Madam,

My name is Gurkamal Chatta, M.D., Medical Oncologist at Roswell Park Cancer Institute in Buffalo, New York. On Gordie's behalf, please accept and consider this letter in his candidacy as a sales leader with your organization.

I have known Gordie for several years dating back to my employment at Pittsburgh's Veteran's Administration. Initially, as a "rep," he and his team promoted an HIV product utilized in a subsection of our client population. He has natural charisma, a memorable capacity to learn and always asked both relevant questions and my professional opinion. For several years he's been a Sales Director with Vyera and leads a team of Upstate New York representatives that sell an anti-parasitic medication. He seeks my counsel as to how his organization can bring valuable data and marketing items. I continue to admire his curiosity, capacity to learn and appetite for excellence.

Recently, he and his team worked with my infectious disease colleagues to promote Pyramethamine for a small client population. Gordie approached and asked me to facilitate a product review with Roswell's ID Director, his team and myself. The topics included formulary concerns, volume-based discounts and Vyera's negative perception. My colleague later commented that Gordie's team was extremely professional, knowledgeable and acted with high integrity.

I'm happy to speak to you directly as an advocate for Gordie as he looks to further his pharmaceutical career. I can only attest to what I have seen over the years during both private and group discussions. Gordie has a tremendous ability to "connect" with me and always conducts himself professionally and with the highest ethics. He has gone on to teach his team to provide relevant information that is helpful for our organization as we care for our clients. I am confident that he will excel in the field of oncology and lend his expertise in facilitating greater access to patients in the rapidly growing field of "oral medications" in oncology.

I strongly endorse Gordie's candidacy and recommend him with high enthusiasm.

Thank you for your consideration. Please do not hesitate to contact me with additional questions.

Sincerely,

A handwritten signature in dark ink, appearing to read "G. Chatta", written in a cursive style.

Gurkamal Chatta, MD