

Office of Corporate Staff Counsel

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September 6, 2021

U.S. Consulate General
Nonimmigrant Visa Department
Hyderabad, India

RE: National Interest Exception request for **Mr. Arun Sinhmar**

Dear U.S. Consular Officer:

Mr. Sinhmar satisfies the requirements of a National Interest Exception and is urgently needed in the U.S. to provide vital support to the Critical Pharmaceutical Sector. As the **Senior Specialist, Quantitative Sciences within the Human Health Division at Merck Sharp & Dohme Corp. in the U.S.**, our organization is relying upon Mr. Sinhmar to resume his critical job duties in our organization. Mr. Sinhmar advises, plans and closely works with our US Market Human Health Commercial organization to facilitate the strategy and operations related to Health care provider (HCP) and Health Care Consumer (HCC) programs. **The products that Mr. Sinhmar focuses on include our Oncology products, *Lynparza* and *Lenvima*, which generated combined sales over \$ 1.3 billion in 2020**, as well as our Chronic Care and Specialty care products to treat HIV, Diabetes, and others.

Critical Pharmaceutical Sector: Merck Sharp & Dohme Corp. is a subsidiary of Merck & Co., Inc., a leading global biopharmaceutical company known as MSD outside of the United States and Canada (*hereinafter referred to as "Merck"*). Merck is a major competitor in the Pharmaceuticals industry. Merck is a leading global biopharmaceutical company in the formulation, manufacturing and marketing of medicines, vaccines, biologic therapies, and more. **As a critical U.S. Pharmaceutical company, Merck each year, distribute nearly 190 Million vaccines worldwide, and we invest more than \$13.5 billion annually in ongoing research and development to develop treatments for cancer and infectious diseases including HIV and Ebola.** For Merck, maintaining pharmaceutical product quality has never been more important as during the COVID-19 pandemic.

Mr. Sinhmar's Vital Support as a Senior Specialist, Quantitative Sciences: Mr. Sinhmar serves as a **Senior Specialist, Quantitative Sciences within the Human Health Division** at our facility in North Wales, Pennsylvania, at an annual base salary of \$121,000. Please note that Mr. Sinhmar's job title has recently changed from Specialist to Senior Specialist due to his promotion, but majority of his job responsibility remain as the same as what is described in his H-1B petition. Mr. Sinhmar provides a vital support to Merck's Human Health Division, a critical business sector at Merck. The Human Health (HH) Division at Merck focuses on bringing prescriptions, medications, vaccines and other medical products/biological businesses developed by Merck to its customers across the globe. Mr. Sinhmar advises, plans and closely works with our US Market Human Health Commercial organization to facilitate the strategy and operations of Health care provider (HCP), Health Care Consumer (HCC) and Patient support programs. These programs are critical to inform and educate the Health Care Providers and Patients on ongoing developments related to our products.

His responsibilities include but are not limited to: Take end to end responsibility for collaborating with the marketing team to define business issues, collecting relevant pharmaceutical data, applying different predictive and machine learning models, and finally presenting the results to brand teams and commercial leadership; Utilize Agile methodologies for managing complex projects requiring co-ordination from multiple stakeholders viz. marketing, field, analytics, third party vendors; Communicate effectively with cross-functional teams and internal clients such as marketing brand leaders, center of excellence teams, senior management etc., to stay abreast of business trends; and Collect, synthesize and analyze various pharmaceutical and business intelligence data sources and recommend analytically driven optimal HCP and HCC channel budgets. The products that Mr. Sinhmar focuses on include our **Oncology products, Lynparza and Lenvima, which generated combined sales over \$ 1.3 billion in 2020**, as well as our Chronic Care and Specialty care products that treats HIV, Diabetes, and others.

Mr. Sinhmar's physical presence in the U.S. is urgently required to ensure timely execution of the Health care provider (HCP), Health Care Consumer (HCC) and Patient support programs. Mr. Sinhmar's absence could lead to in-efficient program execution that could result in delay in pharmaceutical product safety and efficacy related messaging to both Health Care providers and Patients. In addition, the in-efficient program execution will have a financial impact to Merck's business.

As Mr. Sinhmar's services are essential to meet this urgent need of Merck and the U.S. Pharmaceutical Sector as a whole, we respectfully request your support in granting a National Interest Exception to permit his immediate travel to the U.S.

Thank you in advance for your kind consideration of this request.

Very truly yours,

Senthil Murugan
Director, Quantitative Sciences