

# Medical Affairs Reputations (US): Multiple Sclerosis

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## Abstracts

Compare how well pharma Medical Affairs teams perform and find out which ones physicians rate, in our exclusive report on the Multiple Sclerosis sector. See how well your team stacks up against the competition and where work is still needed.

As well as this timely report weighing up the performance of the European Medical Affairs teams, you can also get an equivalent report for Europe. If you buy both reports, we'll save you time and effort by giving you an additional free report that clearly sets out the differences in findings between both regions.

We asked neurologists who see patients with Multiple Sclerosis for their opinions on the Medical Affairs professionals they had dealt with in relation to at least one of the 9 MS drugs considered. Their frank responses reveal key areas of concern for you and what you should focus on to improve neurologists' satisfaction. Areas where the teams are giving a solid performance are also highlighted.

### Get Answers to Key Questions

What are the critical issues that physicians want help with from European Medical Affairs (MA) teams on?

How satisfied are physicians with the overall performance of MA teams? And how can performance be improved?

Which aspects of the services MA teams are providing are failing to satisfy physicians' needs?

What are the preferred ways in which physicians want to interact with MA experts?

Which MA teams do physicians rate the best or worst for the products surveyed?

## Products Included in Report

Bayer

Betaseron (Interferon-beta-1b)

Biogen

Avonex (Interferon-beta-1a)

Tecfidera (Dimethyl Fumarate)

Tysabri (Natalizumab)

Merck Serono

Rebif (Interferon-beta-1a)/BulletPoint>

Novartis

Extavia (Interferon-beta-1b)

Gilenya (Fingolimod)

Sanofi

Aubagio (Teriflunomide)

Teva

Copaxone (Glatiramer acetate)Key Issues Explored

How physicians use the services of Medical Affairs teams

The importance of responding promptly to medical inquiries

The need-gap analysis of Medical Affairs roles – collectively and by product

The importance to physicians of regular, accurate, unbiased scientific and product information

Which Medical Affairs teams are performing best and worst for the Multiple Sclerosis sector

## Methodology

Sample Distribution - 100 neurologists across the US

## Interviewing Methodology

Data was collected via a 15-minute internet-based questionnaire that were carefully analysed.

## Screening Criteria

Respondents screened to ensure that they:

See at least 10 patients for Multiple Sclerosis in a typical month

Have been in active practice for between 3 and 35 years

Devote at least 50% of time to direct patient care

Have had an interaction with a Medical Affairs professional in the past 6 months for at least one of the listed products

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