

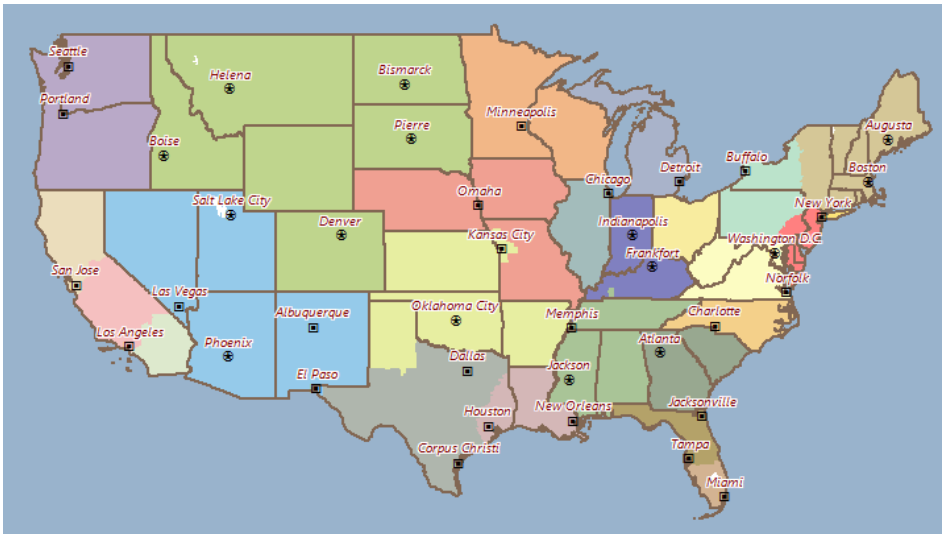
## Alignments from scratch in hours, not weeks, not months. Data included.

Qral Group is pleased to announce a major innovation in designing geographic sales territories for the pharma/ biotech industry. By bringing together the latest advances in technology, analytics, and data, Qral Group has now reinvented a process that has seen little innovation in the past 30 years. You can now receive, in your inbox, a US territory alignment for any Therapeutic Area, for any size sales force, in hours. Not weeks. Not months.

### Benefits

- Start your recruiting and hiring earlier. It takes more time to hire highly specialized commercial sales folks to promote today's most innovative products
- Preserve your data budget until 3 months prior to launch, when you really need it. **Not** major purchases 18 months before launch **and again** 3 months before

### What a specialty alignment of 25 territories looks like



#### What you get:

- A PowerPoint file with maps at the US, Sales Region, and Sales Territory level
- An Excel listing of territories
- An Excel listing of ZIP Codes that belong to each sales territory

#### What Qral Group needs:

- Therapeutic Area
- # of sales territories and # of sales regions
- Several hours
- A contact email

### Further customization available

- We can develop an HCP and Account targeting methodology for your product, then adjust the standard alignment to account for the specific nuances of your product and your market
- New methods and data sources are now available to enhance a territory alignment with key academic/tertiary care facilities or medical centers of excellence

Interested in learning more? Please feel free to contact us to schedule a demo.



Adam Hadjinian  
San Francisco  
[ahadjinian@qralgroup.com](mailto:ahadjinian@qralgroup.com)  
415 347 9565



Ryan Bruskiwicz  
Chicago  
[rbruskiwicz@qralgroup.com](mailto:rbruskiwicz@qralgroup.com)  
847 868 0280



Shirley Wu  
New York  
[swuu@qralgroup.com](mailto:swuu@qralgroup.com)  
347 304 0189