
From: Wolfe, Michael A. (JAN)
Sent: Sunday, November 21, 1999 4:05 PM
To: Sachak, Sohel [JANUS]; Bruins, John [JANUS]
Cc: Burgos, Licette [JANUS]; Mahmoud, Ramy [JANUS]
Subject: RE: Dr. Joseph Biederman payment

John and Sohel,

I am not aware of these issues with the exception of what was discussed with Sohel over the past two weeks via aspen. Let me know if I can be of assistance. I am not sure who or where the field sales force (which ever one it was -HS, CNS or Eldercare) made this commitment. But, we need to make this right with Dr. Biederman. Johns, please advise me on how we can support you with this effort.

Regards,

Mike Wolfe

-----Original Message-----

From: Sachak, Sohel [JANUS]
Sent: Thursday, November 18, 1999 9:53 AM
To: Bruins, John [JANUS]
Cc: Burgos, Licette [JANUS]; Mahmoud, Ramy [JANUS]; Wolfe, Michael A. (JAN)
Subject: RE: Dr. Joseph Biederman payment

The check has been authorized and should be sent out in three business days.
Sohel

-----Original Message-----

From: Bruins, John [JANUS]
Sent: Wednesday, November 17, 1999 11:49 AM
To: Sachak, Sohel [JANUS]
Cc: Burgos, Licette [JANUS]; Mahmoud, Ramy [JANUS]; Wolfe, Michael A. (JAN)
Subject: Dr. Joseph Biederman payment

Sohel;

As I am writing this memo, I am FAXing you all the documentation which I have on this Grand Rounds Program.

As of yesterday, 11/16/99, Dr. Biederman was promised delivery via Federal Express a check for \$3K. I made this promise to him since I was assured that this matter would be resolved. It has not.

Let me start from the beginning so that it is crystal clear with everyone involved:

-Dr. Biederman is not someone to jerk around. He is a very powerful national figure in child psych and has a very short fuse.

-Three or four years ago Janssen H.O. requested that he put together a study to evaluate RIS in the child and adolescent population. He submitted a thorough and lengthy proposal which amounted to approximately \$280K. We dragged our heels on this request (which we made) for over a year. He finally recieved a standard ding letter. By the time I found out about it a week later and went to see him his secretary advised me of his fury. The sales representative who called on him and I took an hour of verbal beating. I have never seen someone so angry.

-Dr. Biederman is the Head of Adolescent Psych at MGH. Since that time our business became non existant within his area of control. He now has enough projects with Lilly to keep his entire group busy for years.

-Although I occasionally call on him and invite him to our Ad Boards, he acts with scepticism about our sincerity.

-Six months ago I recieved a call from Leighton Huey (the Chairman at UConn). He informed me that Dr. Biederman was coming to give GR in September of this year. According to him, some previous discussion had taken place between the Boston rep (covering Dr. Biederman) and the Hartford rep (covering UConn). The Boston rep was doing everthing she could think of to get Dr. Biederman back in our graces. Anyway they had done some behind the scenes negotiating to schedule this program. Dr. Huey informed me that Dr. Biederman recieved commitment that Janssen would pay for this program. This included a promise of \$2.5K honorarium and expenses. Dr. Huey and I were both surprised by the figure but we were not part of the negotiating and stayed out of it. Dr. Huey FAXed me the e-mail correspondance. I told him that I would take care of it since the sales reps were no longer working.

-I then filled out the grant request paperwork and sent it to you for approval. This was about three months ago and well before the program on September 20, 1999.

-You then returned to paperwork to me and requested me to get the sales force to pay for it.

-I discusses the issue with Mike Wolfe (new RBD for New England) and forwarded the materials to Rick Alkinson (new DM for Hartford).

-At a sales meeting in Boston which was addressing finances I committed to taking back this Grant Request since no one was willing to champion this program and pay for it.

-On or about September 20 I resubmitted the paperwork to you with a verbal explanation.

-A month later you requested further documentation.

-Over a week ago Dr. Biederman was on his way back to tirade. He was calling me and Dr. Huey's office and was starting to ruffle Dr. Huey's feathers that we had not payed him. I asked Dr. Biederman for further documentation and committed to him that we would get his check to him by yesterday in exchange for documentation from him. In two lengthy voice mails to you I explained the situation and promised the documentation to pass in the mail with the check.

-Dr. Biederman paged me yesterday and I did not know why he had not recieved his check. I told him to call you.

-Dr. Biederman has done everything we have asked of him. Again, we have jerked him around. I am truely affraid of the repercussions.

-I beg you to approve the payment of his ccheck.

Sincerely,

JBB