

## Competitive Benchmarking of Leading Immunology Sales and Marketing Organizations in the United States: Commercial Operations Approaches

Based on information derived from primary research conducted by skilled competitive intelligence professionals, this report benchmarks commercial operations for leading companies competing in the dynamic immunology specialty market.

Allow our clients to clearly understand the commercial functions of the target immunology franchises of leading pharmaceutical companies in terms of:

- Key changes since the previous report
- Strategic approach to the market
- Organizational structure/reporting relationships for commercial operations
- Product portfolio management
- Number of personnel by key job description in each function
- Medical support personnel involved with immunology
- Response to biosimilar developments
- Approach to reimbursement
- Compensation of Immunology Sales Representatives