

Shadab Ansari

From: Manish Oberoi <manishoberoi@market-xcel.com>
Sent: 26 July 2023 16:00
To: 'Arora, Rishabh (IM)'
Cc: 'Dutta, Indranil (IM)'; 'Sharma, Jitendra (IMDLR)'; 'Mahajan, Neha (IM)'; rfp@market-xcel.com; kapilnarang@market-xcel.com; amit@market-xcel.com; 'Shilpa Gupta'; shadab.ansari@market-xcel.com
Subject: RE: RE:-(P23-35407) Health Impact :171438266-RFQ

Dear Rishabh,

Thank you for coming on call. Basis our discussion please find below updated cost estimate:

Health Impact :171438266			
Methodology	Qual IDs - Virtual		
Duration	45 minutes		
Speciality	Number of Doctors	CPI-INR	Total Cost-INR
Medical Oncologist	10	5000/-	50,000/-
Finance Manager/CFOs	10	6500/-	65,000/-
Total Study Cost			1,15,000/-
Taxes			Additional

As we move forward would like to introduce my colleague Shadab Ansari, will be the PM on the study, please keep his reporting manager Shilpa Gupta copied in all the communications.

To provide you with a clear understanding of our PMT hierarchy, I would like to share the below structure for your convenience:

- 1st point of contact – Shadab Ansari
- 2nd point of contact – Shilpa Gupta
- 3rd point of contact – Amit Narula

Thank you once again.

Thanks & Regards

Manish Oberoi
Sr. Manager – Client Services



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From: Arora, Rishabh (IM) <Rishabh.Arora1@kantar.com>
Sent: Wednesday, July 26, 2023 3:22 PM

To: manishoberoi@market-xcel.com

Cc: Dutta, Indranil (IM) <Indranil.Dutta1@kantar.com>; Sharma, Jitendra (IMDLR) <jitendra.sharma@kantar.com>; Mahajan, Neha (IM) <Neha.Mahajan@kantar.com>; rfp@market-xcel.com

Subject: RE: RE:-(P23-35407) Health Impact :171438266-RFQ

Dear Manish,

As discussed over the call , The CPI shared is on the higher side.

Let us close it on the below mentioned revised CPI.

Medical Oncologist – INR 5000/-
Finance Manager/CFOs – INR 6500/-.

Please acknowledge and confirm.

Sharing the RQ in some time , Please proceed with the assigning of the PM for the study.

We need to schedule the briefing today , will share the invite in some time.

Regards
Rishabh Arora

From: Manish Oberoi <manishoberoi@market-xcel.com>

Sent: Wednesday, July 26, 2023 11:09 AM

To: Arora, Rishabh (IM) <Rishabh.Arora1@kantar.com>

Cc: Dutta, Indranil (IM) <Indranil.Dutta1@kantar.com>; Sharma, Jitendra (IMDLR) <jitendra.sharma@kantar.com>; Mahajan, Neha (IM) <Neha.Mahajan@kantar.com>; rfp@market-xcel.com

Subject: RE:-(P23-35407) Health Impact :171438266-RFQ

Hi Rishabh,

Thank you for your patience on this. Please find below our cost for the study and feel free to get in touch for any questions will be happy to assist.

Health Impact :171438266			
Methodology	Qual IDs - Virtual		
Duration	45 minutes		
Speciality	Number of Doctors	CPI-INR	Total Cost-INR
Medical Oncologist	10	5500	55000
Finance Manager/CFOs	10	7500	75000
Total Study Cost			130000
Taxes			Additional

*We see a little challenge in completing the sample from Public hospitals and that too when sample needs to be completed from mentioned hospitals. It will be great if we have scope of reaching out to more hospitals.

Looking forward to working together on the study.

Thanks & Regards



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From: Arora, Rishabh (IM) <Rishabh.Arora1@kantar.com>
Sent: Tuesday, July 25, 2023 4:53 PM
To: manishoberoi@market-xcel.com; rfp@market-xcel.com
Cc: Dutta, Indranil (IM) <Indranil.Dutta1@kantar.com>; Sharma, Jitendra (IMDLR) <jitendra.sharma@kantar.com>; Mahajan, Neha (IM) <Neha.Mahajan@kantar.com>
Subject: Health Impact :171438266-RFQ

Dear Manish ,

Kindly share the cost and timelines for the below sample .

Objective: Assessing Health Impact of IO (Immuno oncology) in Cancer Management.

Sample : 20 IDI (Virtual) (10 HCP + 10 Finance Manger in the same hospital)

LOI: 45 Minutes

This is a Qualitative Research with 10 Medical Oncologists + 10 Finance Managers/CFOs. Please find here the split of HCPs across tumor types

Type of Tumour		TNBC	Cervical	RCC	UC	HNSCC	Esophageal	NSCLS	Melanoma
No. of HCPs		2	1	1	1	1	1	2	1

Following is the preferred list of hospitals

Cities	# Hospitals	Names of Hospitals	Pvt. And Govt. Mix
Mumbai	2	TMH Mumbai, HN Reliance Hospital	1 (Govt.), 1(Pvt.)
Delhi NCR	2	AIIMS Delhi, Max Hospital Saket	1 (Govt.), 1(Pvt.)
Chennai	2	Apollo Cancer Center, HCG Kaveri	2 (Pvt.)
Kolkata	2	Apollo Gleneagles, Narayana Hospital	2 (Pvt.)
Bengaluru	2	HCG Cancer Center, Manipal Hospital	2 (Pvt.)
Total	10		8 (Pvt.), 2 (Gov)

Below is the image for the type of Tumor

Tumor Types

RCC UC	}	Urological Oncologist
TNBC Cervical	}	Breast Cancer/ Cervical Cancer Specialist
HNSCC Esophageal	}	Head & Neck Oncologist
NSCLC	}	Lung Cancer Specialist
Melanoma	}	Skin Cancer Specialist

Regards
Rishabh Arora

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