

Suraj Mondal

From: Manish Oberoi <manishoberoi@market-xcel.com>
Sent: 13 June 2023 08:55
To: 'Grace Gao'
Cc: 'yu.qiao'; 'qiqi.shang'; 'shuang.zhou'; rfp@market-xcel.com; 'Shiyao Zhou'; 'Qiong Chen'; 'Hailey Li'; suraj.mondal@market-xcel.com; 'Shilpa Gupta'; amit@market-xcel.com; 'Kapil Narang'
Subject: RE: RE: RFQ_R59383 Project_M98784 --(P23-33702)
Attachments: screener.docx

Dear Grace,

Thank you for the confirmation on the proposal. Wanted to check we have earlier quoted for hospital admin (29) and surgeons (33) but recent mail says only 10 surgeons to be covered can you please confirm the actual sample for the study.

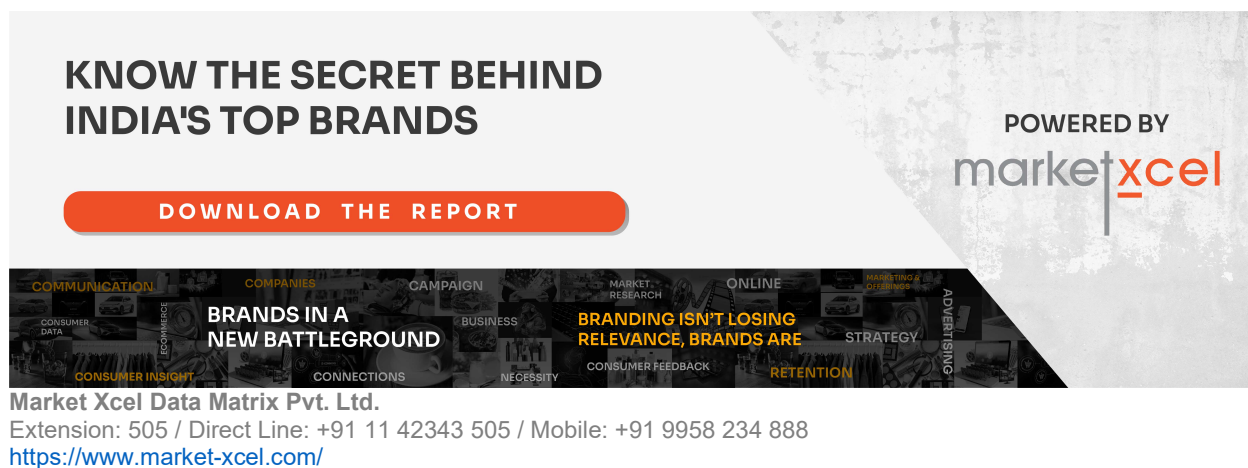
Also, from our end Suraj Mondal will be leading the project kindly keep her reporting manager Shilpa Gupta copied in all the communications.

Dear Summer,

Good to be connected. We would suggest unique links for the fieldwork so please share the same with team.

Thanks & Regards

Manish Oberoi
Sr. Manager – Client Services



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From: Grace Gao <ruifu_gao@cathayaresearch.com>
Sent: Tuesday, June 13, 2023 8:45 AM
To: manishoberoi <manishoberoi@market-xcel.com>
Cc: 'yu.qiao' <yu.qiao@141data.com>; qiqi.shang <qiqi.shang@141data.com>; shuang.zhou <shuang.zhou@141data.com>; rfp@market-xcel.com; Shiyao Zhou <shiyao.zhou@cathayaresearch.com>; Qiong Chen <qiong.chen@cathayaresearch.com>; Hailey Li <jiaping.li@cathayaresearch.com>
Subject: Re: RE: RFQ_R59383 Project_M98784 --(P23-33702)

Hi Manish,

We would like to bring you on board for this one, we would like to launch today.

I have kept our project manager

Summer<shiyao.zhou@cathayaresearch.com>in the loop, she will manage this study on our end.

Please send us redirects soon.

Confirmation:

PO# M98784

Final Scope:

Project Specs:
Market: India

SUBJECT INVITE: Surgeons
LOI:25 mins

Target : Surgeons mix of titles-Surgeons: Practicing surgeon in one of the following specialities: General, Bariatric Foregut, Colorectal, Thoracic/Cardiothoracic, Urologic, and GYN surgery who are aware of RAS (with additional specialties being included per market as required)

Methodology: online survey in local language
Sample size & Quota: N=10 surgeons
Main Sample criteria:

- At least 48 surgeries per year are required (as shown in the filtered questionnaire, at least 24 surgeries are required in obstetrics and gynecology)
- Have a certain understanding of machine assisted surgery

- Having a certain degree of decision-making power (which can be to exert influence, but not the main decision-maker)

Timeline/Dates: 6.16

Quotation: CPI USD 35.

Payment terms: 100% of the total Fee within sixty (60) days after receipt of the invoice, which shall be submitted by SUPPLIER upon Cathaya Research's acceptance of all the deliverables

Grace Gao
Cathaya Research
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China: ruifu.gao@141data.com
International: ruifu_gao@cathayaresearch.com
Website: <http://www.cathayaresearch.com>
China Panel Site: <http://www.141data.com>

From: [Manish Oberoi](#)
Date: 2023-06-13 01:58
To: 'Grace Gao'
CC: 'yu.qiao'; 'qiqi.shang'; 'shuang.zhou'; rfp@market-xcel.com
Subject: RE: RE: RFQ_R59383 Project_M98784 --(P23-33702)
Dear Grace,

Hope you are doing good. As we have shared the quote as per shared budget estimate for this so wanted to check if there is any development on this and we stand a chance to collaborate. Please let us know when you have a moment.

Thanks &

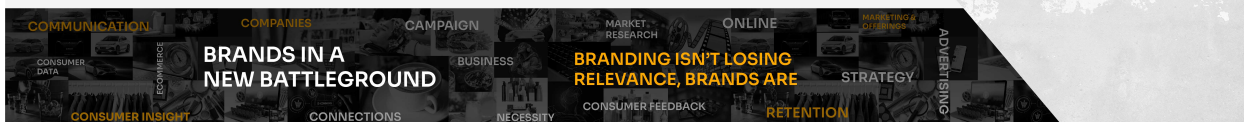
Regards

Manish Oberoi
Sr. Manager – Client Services

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

Sent: Thursday, June 1, 2023 1:56 PM

To: 'Grace Gao' <ruifu_gao@cathayaresearch.com>

Cc: 'yu.qiao' <yu.qiao@141data.com>; 'qiqi.shang'

<qiqi.shang@141data.com>; 'shuang.zhou'

<shuang.zhou@141data.com>; 'rfp@market-xcel.com' <rfp@market-xcel.com>

Subject: RE: RE: RFQ_R59383 Project_M98784 --(P23-33702)

Dear Grace,

Thank you for sharing the feedback and your budget estimate on this.
Here is our updated proposal for the study.

Methodology	Online Quant Survey (Market Xcel will suggest unique survey link for each respondent)		
Duration	25 minutes		
Country	INDIA		
Audience	Sample Size	CPI-USD	Total Cost-USD
Hospital Admin	29	30	870
Surgeons	33	35	1155
Total Cost-USD			2025

Thanks &

Regards

Manish Oberoi

Sr. Manager – Client Services

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From: Grace Gao <ruifu_gao@cathayaresearch.com>
Sent: Thursday, June 1, 2023 1:45 PM
To: manishoberoi <manishoberoi@market-xcel.com>
Cc: yu.qiao <yu.qiao@141data.com>; qiqi.shang <qiqi.shang@141data.com>; shuang.zhou <shuang.zhou@141data.com>; rfp@market-xcel.com
Subject: Re: RE: RFQ_R59383 Project_M98784 --(P23-33702)

Hi Gandharv,

Many thanks for your reply.
But I am afraid your cost is higher than our budget.
Could you pls check if you can manage to below CPI?

Audience	Sample Size	CPI-USD	Total Cost-USD
Hospital Admin	29	30	
Surgeons	33	35	

Grace Gao
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From: [Manish Oberoi](#)

Date: 2023-06-01 15:22

To: ['Grace Gao'](#)

CC: ['yu.qiao'](#); ['qiqi.shang'](#); ['shuang.zhou'](#); ['RFP@'](#)

Subject: RE: RFQ_R59383 Project_M98784 --(P23-33702)

Dear Grace,

Thank you so much for reaching out with new request 😊. We are happy to be a part of this assignment.

Please find below our proposed cost for the study. Please see and let us know if are close to your budget.

Methodology	Online Quant Survey (Market Xcel will suggest unique survey link for each respondent)		
Duration	25 minutes		
Country	INDIA		
Audience	Sample Size	CPI-USD	Total Cost-USD
Hospital Admin	29	35	1015
Surgeons	33	40	1320
Total Cost			2335

Thanks!

Thanks

& Regards

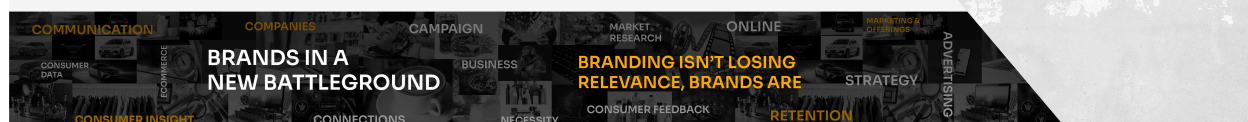
Manish Oberoi

Sr. Manager – Client Services

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From: Grace Gao <ruifu_gao@cathayaresearch.com>

Sent: Thursday, June 1, 2023 12:10 PM

To: manishoberoi <manishoberoi@market-xcel.com>

Cc: yu.qiao <yu.qiao@141data.com>; qiqi.shang

<qiqi.shang@141data.com>; shuang.zhou

<shuang.zhou@141data.com>

Subject: RFQ_R59383 Project_M98784

Hi Manish,

Hope you are doing well.

We have won this project and could you pls check if this project is feasible to you?

If yes, could you pls provide your best rates and timeline?

Project Specs:

Market: India

SUBJECT INVITE: Hopsital admins&Surgeons

LOI: 25 mins

Target : 1.Hospital Admins-Head of equipment department, Head of surgical department (Head of Urology, Head of GS, Head of Gynecology, Head of Thoracic Surgery, etc.); 2.Surgeons mix of titles-Surgeons: Practicing surgeon in one of the following specialities: General, Bariatric Foregut, Colorectal, Thoracic/Cardiothoracic, Urologic, and GYN surgery who are aware of RAS (with additional specialties being included per market as required)

Methodology: online survey in local language

Sample size & Quota:

Hospital Admins

India N=29

Surgeons mix of titles : India N=33

Timeline/Dates: 6.22

Deliverables: recruitment and incentive.

Grace Gao

Cathaya Research

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