



inVentiv Health, Inc.
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Corporate Fact Sheet

Overview

inVentiv Health, Inc. (NASDAQ: VTIV) is an insights-driven global healthcare leader that provides dynamic solutions to deliver customer and patient success. inVentiv delivers its customized clinical, sales, marketing and communications solutions through its four core business segments: inVentiv Clinical, inVentiv Communications, inVentiv Commercial, and inVentiv Patient Outcomes. inVentiv Health's client roster is comprised of more than 350 leading pharmaceutical, biotech, life sciences and healthcare payor companies, including all top 20 global pharmaceutical manufacturers. For more information, visit www.inventivhealth.com.

inVentiv Health Business Lines

[inVentiv Clinical](#) - Provides unique clinical outsourcing solutions, allowing the greatest control and flexibility through unmatched access to high quality clinical resources. As a strategic partner, inVentiv Clinical Solutions provides clinical trial management and monitoring, data management and biostatistics solutions, medical writing, regulatory consulting and liaison services and patient and investigator recruitment. These services are complemented by traditional clinical staffing capabilities through our industry leading staffing divisions, MedFocus and Smith Hanley Consulting Group. Smith Hanley Associates provides clients with executive searches and permanent placement focused primarily on statisticians and data-intensive functions.

[inVentiv Communications](#) - Provides a complete portfolio of communications services to help healthcare companies promote their brands. inVentiv Communications is comprised of five agencies – GSW Worldwide, Palio Communications, The Navicor Group, Ignite Health, and Stonefly Communications Group – that provide advertising, marketing and interactive communications. Addison Whitney and Y Brand provide branding and naming services, while The Selva Group, Cadent Medical Communications and The CBCE (Center for Biomedical Continuing Education) offer medical education and meeting planning. Chamberlain Healthcare PR and Chandler Chicco Agency (CCA) specialize in healthcare public relations. inVentiv Communications also includes a global network of healthcare advertising agencies and PR firms in 13 countries worldwide.

inVentiv Commercial - Provides clients with a complete range of planning, analytical and sales solutions to help healthcare clients successfully launch and maintain their products in the market. The Commercial segment consists of two operating units – [inVentiv Strategy & Analytics](#) and [inVentiv Selling Solutions](#). inVentiv Strategy & Analytics, which is comprised of Health Products Research (HPR), Strategyx, CHS and Ventiv Access Group, provides strategic planning, market analytics, research, market segmentation and managed markets strategy to help companies develop and implement competitive product launch plans. inVentiv Selling Solutions delivers comprehensive sales programs through its industry-leading sales force and a wide range of complementary services. These services include: sales force recruitment and training provided by inVentiv Recruitment Services and inVentiv Professional Development Group; sales tracking support and sample management provided by Total Data Solutions and PRS Franklin; e-solutions provided by Blue Diesel; fulfillment and distribution of sales materials provided by PROMOTECH; web conferencing provided by MedConference; and temporary staffing solutions provided by inVentiv Resource Solutions. Services are also provided through inVentiv Commercial Canada.

[inVentiv Patient Outcomes](#) - Partners with pharmaceutical companies, healthcare providers, pharmacists and payors to develop programs that will ensure patients achieve the best possible medical outcomes. The Therapeutics Institute (TTI) is comprised of approximately 300 nurse educators who assist physicians and nurses in designing and implementing in-office patient education and disease management. Adheris helps educate and motivate patients to stay on therapy by providing pharmacy-based communications. The Franklin Group provides reimbursement case management services and patient assistance programs for patients who need financial assistance to access medication. AWAC provides cost containment and disease management solutions for payors and TPAs. Patient Marketing Group provides proven patient relationship marketing programs.

Executive Management Team

[Blane Walter](#)

Chief Executive Officer
inVentiv Health, Inc.

[David Bassin](#)

Chief Financial Officer
inVentiv Health, Inc.

[Terrell Herring](#)

President and
Chief Operating Officer
inVentiv Health, Inc.

[Michael Hlinak](#)

President and
Chief Operating Officer
inVentiv Clinical

[Bill O'Donnell](#)

President and
Chief Operating Officer
inVentiv Communications

[Norman Stalsberg](#)

President
inVentiv Strategy and Analytics

[Paul Mignon](#)

President
inVentiv Selling Solutions

[Dan Rubin](#)

President
inVentiv Patient Outcomes