List of respondents
# Doctor’s list of respondent in Pune

<table>
<thead>
<tr>
<th>Sr. no.</th>
<th>Doctor's Name</th>
<th>Qualification</th>
<th>Location</th>
<th>Specialization</th>
<th>Years of experience</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>Dr. Anuradha Mulay</td>
<td>MBBS, MD</td>
<td>Somwar Peth</td>
<td>General</td>
<td>13</td>
</tr>
<tr>
<td>2</td>
<td>Dr. Sudhir Mulay</td>
<td>MBBS, MD</td>
<td>Somwar Peth</td>
<td>Ophthalmology</td>
<td>13</td>
</tr>
<tr>
<td>3</td>
<td>Dr. Vijayanti Bodas</td>
<td>M.D.</td>
<td>Bibwewadi</td>
<td>Obstetrician and Gynecologist</td>
<td>20</td>
</tr>
<tr>
<td>4</td>
<td>Dr. D.B. Humbardikar</td>
<td>M.D.</td>
<td>Kondhwa</td>
<td>Medicine</td>
<td>25</td>
</tr>
<tr>
<td>5</td>
<td>Dr. Jagdish Unecha</td>
<td>MBBS, R.C.G.P. (UK)</td>
<td>Dhankawadi</td>
<td>Medicine</td>
<td>12</td>
</tr>
<tr>
<td>6</td>
<td>Dr. Uday datar</td>
<td>MBBS</td>
<td>Gultekdi</td>
<td>General</td>
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</tr>
<tr>
<td>7</td>
<td>Dr. Seema Agarwal</td>
<td>MBBS, MD</td>
<td>Camp</td>
<td>Obstetrician and Gynecologist</td>
<td>18</td>
</tr>
<tr>
<td>8</td>
<td>Dr. Urvashi Yavalkar</td>
<td>MBBS, DGO</td>
<td>Shivajinagar</td>
<td>Gynecologist</td>
<td>15</td>
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<tr>
<td>9</td>
<td>Dr. M.B. Potnis</td>
<td>MBBS</td>
<td>Shukrawar Peth</td>
<td>General</td>
<td>25</td>
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<tr>
<td>10</td>
<td>Dr. Shubhada Jathar</td>
<td>MD, D.G.O.</td>
<td>Sahyadri Hospital</td>
<td>Obstetrician and Gynecologist</td>
<td>16</td>
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<tr>
<td>11</td>
<td>Dr. Bahar Khan</td>
<td>MBBS, DGO</td>
<td>Noble Hospital</td>
<td>Obstetrician and Gynecologist</td>
<td>11</td>
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<tr>
<td>12</td>
<td>Dr. Amar Shinde</td>
<td>MD</td>
<td>Private practice in Pune</td>
<td>Psychiatric</td>
<td>17</td>
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<tr>
<td>13</td>
<td>Dr. Sohan Narkhede</td>
<td>MS (Eye)</td>
<td>New Sangvi</td>
<td>Ophthalmology</td>
<td>11</td>
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<tr>
<td>14</td>
<td>Dr. Umesh Paprunia</td>
<td>MS</td>
<td>Noble Hospital</td>
<td>Surgeon</td>
<td>15</td>
</tr>
<tr>
<td>15</td>
<td>Dr. S.D. Damle</td>
<td>MBBS, O.V.D.</td>
<td>F.C. Road</td>
<td>Dermatology</td>
<td>12</td>
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<tr>
<td>16</td>
<td>Dr. Mini Salunkhe</td>
<td>MD</td>
<td>F.C. Road</td>
<td>Obstetrician and Gynecologist</td>
<td>22</td>
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<td>17</td>
<td>Dr. Shankar Warve</td>
<td>MS</td>
<td>Noble Hospital</td>
<td>Orthopedic</td>
<td>17</td>
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<td>18</td>
<td>Dr. Indira Sakore</td>
<td>MBBS</td>
<td>Chandan Nagar</td>
<td>General practice</td>
<td>14</td>
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<tr>
<td>19</td>
<td>Dr. Smita Kolte</td>
<td>MD</td>
<td>Wagholi</td>
<td>Obstetrician and Gynecologist</td>
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<td>20</td>
<td>Dr. Sarfaraz Shaikh</td>
<td>BDS</td>
<td>Wagholi</td>
<td>Dentist</td>
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<tr>
<td>Sr. no.</td>
<td>Company name</td>
<td>Origin</td>
<td>Contact Person</td>
<td>Location</td>
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<tr>
<td>1</td>
<td>Alembic pharmaceuticals</td>
<td>India</td>
<td>Mr. Pandurang Despande</td>
<td>Mumbai</td>
<td>R &amp; D</td>
</tr>
<tr>
<td>2</td>
<td>BDH industries ltd.</td>
<td>India</td>
<td>Mr Raju Gajre</td>
<td>Mumbai</td>
<td>Q.C.</td>
</tr>
<tr>
<td>3</td>
<td>Cadila pharmaceuticals</td>
<td>India</td>
<td>Mr. Vishal Goswami</td>
<td>Mumbai</td>
<td>Legal</td>
</tr>
<tr>
<td>4</td>
<td>Centaur pharmaceuticals labs. pvt. Ltd.</td>
<td>India</td>
<td>Mr. Jaysing ASrora</td>
<td>Mumbai</td>
<td>Legal</td>
</tr>
<tr>
<td>5</td>
<td>Cipla pharmaceuticals</td>
<td>India</td>
<td>Mr. Sachin Salunke</td>
<td>Mumbai</td>
<td>Q.C.</td>
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<tr>
<td>6</td>
<td>Hetro Pharma</td>
<td>India</td>
<td>Mr. Deepak Mudgal</td>
<td>Mumbai</td>
<td>R &amp; D</td>
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<tr>
<td>7</td>
<td>Emcure pharmaceuticals</td>
<td>India</td>
<td>Mr. Abhijit Joshi</td>
<td>Pune</td>
<td>R &amp; D</td>
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<tr>
<td>8</td>
<td>Emil pharmaceutical industries pvt. Ltd.</td>
<td>India</td>
<td>Mr Ashok Patki</td>
<td>Mumbai</td>
<td>R &amp; D</td>
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<tr>
<td>9</td>
<td>FDC limited</td>
<td>India</td>
<td>Mr Somnath Tavle</td>
<td>Mumbai</td>
<td>R &amp; D</td>
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<td>10</td>
<td>Glenmark pharmaceuticals</td>
<td>India</td>
<td>Mr. Sachin Deshmukh</td>
<td>Mumbai</td>
<td>Production</td>
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<td>11</td>
<td>GSK pharmaceuticals</td>
<td>India</td>
<td>Mr. Tashu singh</td>
<td>Mumbai</td>
<td>Legal</td>
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<tr>
<td>12</td>
<td>Haffkine biopharmaceutical corporation limited</td>
<td>India</td>
<td>Mr. Jaywant Titar</td>
<td>Mumbai</td>
<td>Production</td>
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<tr>
<td>13</td>
<td>Indoco pharmaceuticals</td>
<td>India</td>
<td>Mr. Ajay toraskar</td>
<td>Mumbai</td>
<td>Q.C.</td>
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<tr>
<td>14</td>
<td>Ipca pharmaceuticals</td>
<td>India</td>
<td>Mr. Pankaj Awari</td>
<td>Mumbai</td>
<td>Production</td>
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<tr>
<td>15</td>
<td>J. B. chemicals &amp;</td>
<td>India</td>
<td>Mr. Pankaj Lahoti</td>
<td>Mumbai</td>
<td>Q.C.</td>
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<tr>
<td>Sr. no.</td>
<td>Pharmaceuticals Ltd.</td>
<td>India</td>
<td>Mr. Devkumar Munde</td>
<td>Mumbai</td>
<td>Legal</td>
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<td>16</td>
<td>M.J bio pharmaceuticals ltd.</td>
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<td>17</td>
<td>Maan Pharmaceuticals Ltd.</td>
<td>India</td>
<td>Mr. Vishal Patel</td>
<td>Mumbai</td>
<td>Q.C.</td>
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<td>18</td>
<td>Macleods Pharmaceuticals Ltd.</td>
<td>India</td>
<td>Mr. Rahul Jagtap</td>
<td>Mumbai</td>
<td>Production</td>
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<td>19</td>
<td>Zee Lab. Ltd</td>
<td>India</td>
<td>Mr. Neeraj Garg</td>
<td>Mumbai</td>
<td>R &amp; D</td>
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<td>Aristo Pharmaceuticals</td>
<td>India</td>
<td>Mr. Nishant Gandhi</td>
<td>Mumbai</td>
<td>Production</td>
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<td>21</td>
<td>Ranbaxy Pharmaceuticals</td>
<td>India</td>
<td>Mr. Bhushan Gaikwad</td>
<td>Mumbai</td>
<td>Legal</td>
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<tr>
<td>22</td>
<td>Raptakos, Brett &amp; company ltd.</td>
<td>India</td>
<td>Mr. Surjit Kumar</td>
<td>Mumbai</td>
<td>R &amp; D</td>
</tr>
<tr>
<td>23</td>
<td>Serum institute of India</td>
<td>India</td>
<td>Mr. Sandeepp Suryavanshi</td>
<td>Pune</td>
<td>Q.C.</td>
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<tr>
<td>24</td>
<td>Sun Pharmaceuticals</td>
<td>India</td>
<td>Mr. Rahul Vaidya</td>
<td>Mumbai</td>
<td>Q.C.</td>
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<tr>
<td>25</td>
<td>Unichem Labs.</td>
<td>India</td>
<td>Mr. Vinod Chavare</td>
<td>Mumbai</td>
<td>R &amp; D</td>
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</table>

**Legal experts list of respondents from Pune**

<table>
<thead>
<tr>
<th>Sr. no.</th>
<th>Lawyers name</th>
<th>Years of experience</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>Ganesh Hingmire</td>
<td>10</td>
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<tr>
<td>2</td>
<td>Vidyadhar Bhanage</td>
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<tr>
<td>3</td>
<td>Shradha Damble</td>
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<td>4</td>
<td>Vinayak Aher</td>
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</tr>
<tr>
<td>5</td>
<td>Prasad Sapte</td>
<td>09</td>
</tr>
</tbody>
</table>
Questionnaire
Types of Questionnaires

I. Questionnaire for pharmaceutical companies

II. Questionnaire for Patent practicing lawyers

III. Questionnaire for doctors

1. Questionnaire for pharmaceutical companies

   General information

   Name of the company:-

   Contact person:-************

   Department:-************

   Nature of company:-**********

   Pharma Product range:-********

   Product information

   1. Total number of pharma products********

   2. Total Number of pharma products having own patent rights********

   3. Total number of other companies patented products which company is using ********

   Research and development information

   1. Research and development activity in Indian pharmaceutical company have increased since 2005 patent act.

      Yes   No

   2. If yes, what percentage of R&D activity,

      • 0-5%
      • 5-10%
      • 10-20%
      • 20-30%
      • More than 30%

   3. Research and development activity plays major role in survival of pharmaceutical company.

      Yes   No
4. Generally …… % of total turnover is shared for research and development activity.
   - 0-2%
   - 2-4%
   - 4-6%
   - 6-8%
   - 8-10%
   - More than 10%

5. What are the different strategies you are using for research and development department?
   - Own department is working actively
   - Collaboration with other pharma company, government, NGO, WHO, Educational institutes
   - Outsourcing
   - Risk sharing partnership
   - Agreement with foreign companies.
   - Hived off of R and D activity into different entities.
   - merger of R and D units
   - Attract investment
   - Any other strategy ……….. 

6. If outsourced, to whom
   - Small scale
   - Medium scale
   - Large scale

7. If outsourced, at what stage of R&D outsource
   I. ...
   II. ...
   III. ...
   IV. ...

   **IPR information**

8. Indian intellectual property rights system is useful to Indian pharmaceutical company.
   Yes    No

9. IPR system has helped in growth of pharma companies.
   Yes    No

10. If yes in what ways………………………………………………………………………………………….
    …………………………………………………………………………………………….
    If no in what ways ……………………………………………………………………..
    …………………………………………………………………………………………….
11. Indian intellectual property right system is user friendly.

Yes  No

If no, which are the areas………………………………………………………………

………………………………………………………………………………………………
………………………………………………………………………………………………
………………………………………………………………………………………………


Yes  No

If no, how can we make it more user friendly……………………………………..

………………………………………………………………………………………………
………………………………………………………………………………………………
………………………………………………………………………………………………

13. Period required to register to patent is more than required.

Yes  No

14. List few problems faced by pharmaceutical companies while registering IPR.

I. ..  IV. ..
II. ..  V. ..
III. ..

15. Rank the following problem in ascending order in inventing patented molecule drug.

- Research and Development facility
- More time require for innovation
- Huge capital investment
- Lack of Human resource
- Insufficient venture capital funding
- Paucity of trained person
- different private equity market
- Early stage funding.
- Any other……………. 
16. Generic products are more useful for
- To increase market share
- Profitability
- Wide market coverage
- Lower manufacturing & capital cost
- Smart gain
- Striking a balance
- Lowering and leveling price of medicine
- Any other……………….

17. Patents helps in
- Direct marketing
- Earning through loyalty
- Licensing
- First mover advantages
- For long term presence
- Monopoly market
- To grow profitability
- Inducement for capital investment
- Any other……………..

18. Patented drugs are more useful to company for
- Brand Building
- Goodwill Generation
- Market Penetration
- Profitability
- Maximize global profit
- Royalties
- Justify Indian prices
- Tax advantage
- Sale by considering Indian population.
- Any Other……………..

19. Due to IPR act 2005 price of medicines is increasing to common man by
- 0-25%
- 25-50%
- 50-75%
- 75-100%
- Above 100%

20. Patent has adverse effect on availability for common man
- High
- Moderate
- Low.

21. Suggest ways or strategies to make patented drug affordable to common man
   I. Government subsidy
   II. NGO support
   III. CSR activity of the company
   IV. Tax exemption
   V. Any other……………..
22. Reduction in patented life of product will result in the economic treatment of the poor population. Do you agree?

Yes                                 No

23. Suggest expected patent life of the product
   • 0-5 yrs
   • 5-10yrs
   • 10-15yrs
   • 15-19yrs

2. **Questionnaire for Patent practicing lawyers**

   **General information**

   Name of the company:-

   Contact person:-

   Nature of company:-

   **Research and development information**

   1. Research and development activity in Indian pharmaceutical company have increased since 2005 patent act.

      Yes               No

   2. If yes, according to you in what percentage,
      a. 0-5%
      b. 5-10%
      c. 10-20%
      d. 20-30%
      e. More than 30%
3. Indian intellectual property rights system is useful to Indian pharmaceutical company.
   Yes  No

4. IPR system has helped in growth of pharma companies.
   Yes  No
   If yes in what ways…………………………………………………………………………
   …………………………………………………………………………………………….
   If no in what ways …………………………………………………………………………….
   …………………………………………………………………………………………….

5. Indian intellectual property right system is user friendly.
   Yes  No

6. If no, which are the areas………………………………………………………………………...
   …………………………………………………………………………………………….
   …………………………………………………………………………………………….

7. Process of filling patent is user friendly.
   Yes  No

8. If no, how can we make it more user friendly………………………………………………….
   …………………………………………………………………………………………….
   …………………………………………………………………………………………….
   …………………………………..

9. Period required to register to patent is more than required.
   Yes  No

10. List few problems faced by pharmaceutical companies while registering IPR.
    I. ..
11. Rank the following problem in ascending order in inventing patented molecule drug for pharma companies,

I. Research and Development facility
II. More time require for innovation
III. Huge capital investment
IV. Lack of Human resource
V. Insufficient venture capital funding
VI. Paucity of trained person
VII. different private equity market
VIII. Early stage funding.
IX. Any other.............

12. Patented drugs are more useful to pharma companies for

I. Brand Building
II. Goodwill Generation
III. Market Penetration
IV. Profitability
V. Maximize global profit
VI. Royalties
VII. Justify Indian prices
VIII. Tax advantage
IX. Sale by considering Indian population (Mass selling)
X. Any other............... 

13. Suggest ways or strategies to make patented drug affordable to common man

I. Government subsidy
II. NGO support
III. CSR activity of the company
IV. Tax exemption
V. Any other--------------

14. Reduction in patented life of product will result in the economic treatment of the poor population. Do you agree?

Yes  No
15. Suggest expected patent life of the pharma product.
   - 0-5 yrs
   - 5-10 yrs
   - 10-15 yrs
   - 15-19 yrs

3. Questionnaire for doctors

Name of the Doctor:-

Specialty:-

Total Number of years of medical Practice:-

Q.1 Percentage of using imported medicines.
   A) 5%        B) 10%                C) 15%     D) 20% of your prescriptions

Q.2 Due to globalization, some of these imported medicines are now indigenously manufactured and are available in Indian market. Do you prefer such indigenously manufactured medicines?

   Yes       No

Q.3 Reasons behind using indigenously manufactured medicines.
   a. Equally good in quality as compared to imported ones
   b. Satisfying quality to replace imported ones
   c. Easy availability
   d. Affordability

Q.4 Do you still prefer imported medicines over indigenously manufactured parallel brands?
   Yes       No

Q.5 Reasons behind using imported medicines even though the indigenously manufactured parallel brands are available in the market.
a. Not Satisfied with quality of indigenously manufactured parallel brands
b. Patient psychology
c. Use it for patients who can afford imported brands

Q.6 Any other observations /suggestions

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