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## **IQVIA's OCE Technology Platform Selected by Napo Pharmaceuticals to Increase Commercial Efficiency**

*Innovative commercial engagement model for life sciences companies improves customer alignment*

**DANBURY, CT. & SAN FRANCISCO, CA** – November XX, 2018 – [IQVIA™](#) (NYSE:IQV) today announced that Napo Pharmaceuticals, Inc. (Napo), a wholly-owned subsidiary of Jaguar Health, Inc., has selected [Orchestrated Customer Engagement \(OCE\)](#), IQVIA Technologies' innovative commercial solutions suite, to support Napo's growing commercial organization and enable it to work more closely with healthcare providers.

Napo will use the OCE technology platform for its product, Mytesi<sup>®</sup>, an FDA-approved antidiarrheal indicated for the symptomatic relief of noninfectious diarrhea in adult patients with HIV/AIDS on antiretroviral therapy (ART).

"Mytesi has a robust pipeline of potential follow-on indications, and using IQVIA's integrated solution, OCE, will help our commercial teams better serve and work more closely with healthcare providers," said Robert Griffing, chief commercial officer of Napo. "With improved efficiencies and advancements for our field sales and home office teams, we can push our growing commercial organization to the next level."

IQVIA Technologies' OCE transforms life sciences companies' commercial operations from independent silos to insight-fueled, orchestrated departments focused on highly relevant and contextual customer engagement actions. By applying artificial intelligence and intuitive user interfaces, the intraoperative OCE platform increases efficiency across all functions, channels, and stakeholders. This leads to reduced friction, enhanced productivity, increased value, and better decision making among customers.

"With IQVIA's OCE, Napo saw the opportunity to have a best-in-class technology suite, and we are thrilled they took advantage of it," said Tal Rosenberg, senior vice president, Global Technology Solutions at IQVIA. "OCE will help Napo increase the value of its customer interactions by offering a more intelligent and coordinated customer experience that ultimately will yield better health outcomes."

### **About IQVIA**

IQVIA (NYSE:IQV) is a leading global provider of advanced analytics, technology solutions and contract research services to the life sciences industry. Formed through the merger of IMS Health and Quintiles, IQVIA applies human data science — leveraging the analytic rigor and clarity of data science to the ever-expanding scope of human science — to enable companies to reimagine and develop new approaches to clinical development and commercialization, speed innovation and accelerate improvements in healthcare outcomes. Powered by the IQVIA CORE™, IQVIA delivers unique and actionable insights at the intersection of large-scale analytics, transformative technology and extensive domain expertise, as well as execution capabilities. With more than 55,000 employees, IQVIA conducts operations in more than 100 countries.

IQVIA is a global leader in protecting individual patient privacy. The company uses a wide variety of privacy-enhancing technologies and safeguards to protect individual privacy while generating and analyzing the information that helps its customers drive human health outcomes forward. IQVIA's insights and execution

capabilities help biotech, medical device and pharmaceutical companies, medical researchers, government agencies, payers, and other healthcare stakeholders tap into a deeper understanding of diseases, human behaviors, and scientific advances, in an effort to advance their path toward cures. To learn more, visit [www.iqvia.com](http://www.iqvia.com).

#### **About Mytesi®**

Mytesi (crofelemer) is an antidiarrheal indicated for the symptomatic relief of noninfectious diarrhea in adult patients with HIV/AIDS on antiretroviral therapy (ART). Mytesi is not indicated for the treatment of infectious diarrhea. Rule out infectious etiologies of diarrhea before starting Mytesi. If infectious etiologies are not considered, there is a risk that patients with infectious etiologies will not receive the appropriate therapy and their disease may worsen. In clinical studies, the most common adverse reactions occurring at a rate greater than placebo were upper respiratory tract infection (5.7%), bronchitis (3.9%), cough (3.5%), flatulence (3.1%), and increased bilirubin (3.1%).

See full Prescribing Information at [Mytesi.com](http://Mytesi.com). Crofelemer, the active ingredient in Mytesi, is a botanical (plant-based) drug extracted and purified from the red bark sap of the medicinal *Croton lechleri* tree in the Amazon rainforest. Napo has established a sustainable harvesting program for crofelemer to ensure a high degree of quality and ecological integrity.

#### **About Jaguar Health, Inc.**

Jaguar Health, Inc. is a commercial stage pharmaceuticals company focused on developing novel, sustainably derived gastrointestinal products on a global basis. Our wholly-owned subsidiary, Napo Pharmaceuticals, Inc., focuses on developing and commercializing proprietary human gastrointestinal pharmaceuticals for the global marketplace from plants used traditionally in rainforest areas. Our Mytesi® (crofelemer) product is approved by the U.S. FDA for the symptomatic relief of noninfectious diarrhea in adults with HIV/AIDS on antiretroviral therapy.

For more information about Jaguar, please visit [jaguar.health](http://jaguar.health). For more information about Napo, visit [napopharma.com](http://napopharma.com).

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