



Report

Annual Report 2000-2001

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James Hilboldt
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P.J. Santoriella
Pierre G. Etienne (Dr.)
Pradip P. Shah

Chairman
Managing Director

Alternate : A.K. Nehru
Alternate : K. Handa
Alternate : B.M. Gagrath (Dr.)

MANAGEMENT COMMITTEE

Hocine Sidi Said
J.S. Bandopadhyay
B.M. Gagrath (Dr.)
K. Handa
Chitra Lele (Dr.)
S. Madhok
S. Mukherjee (Dr.)
A.K. Nehru
C.N. Potkar (Dr.)
S. Ramkrishna
H. Walder

Managing Director
Information Technology
Pharmaceuticals
Finance
Biometrics
Animal Health
Medical Affairs
Manufacturing
Clinical Study Management & Monitoring
Corporate Affairs
Personnel

SECRETARY
A. Anjeneyan



WHAT HAVE YOU LEARNT TODAY?

Humility. An every day lesson at Pfizer.

While we deploy considerable efforts in research and development, in caring for the communities we live with and seek to help, in improving access to health care, yet we are often dismayed by the magnitude of the challenge.

But no matter how big or small our contributions are, we will continue to learn, to share, to experiment new ways, challenge new boundaries and keep our hopes alive. Because at Pfizer Life is our life's work.

Amongst other community related projects, Pfizer India has actively participated in the Gujarat relief efforts, supported thousands of cataract operations and donated funds and medicine to various local Non-Profit Organizations.



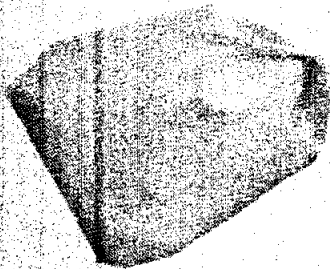




A healthy dissatisfaction with status quo.

The job of the industry's sales officers has not changed in decades. Sales calls, repeat calls, call reporting, call planning, papers, notes and reminders. As critics would put it "if it isn't broken, why fix it?"

At Pfizer our approach is slightly different. We won't simply wait until it's broken. Beyond just providing employment opportunities, we enjoy changing paradigms, re-defining responsibilities, broadening the scope of the professionals we employ. Every now and then we create new functions, implement new systems and experiment new ways of interacting with our customers. Our recent web-based territory management system is a vivid example of how we approach employment at Pfizer India.




Biometrics in India, or Leadership is not the prerogative of the 'guy at the top', nor is leadership only about revolutionary ideas. Small steps often suffice.

This small yet unique enterprise started barely 6 years ago. Pfizer India took the lead and the risk to establish the first biometrics center in the country. Today, there are many such set-ups.

Pfizer today recognizes that the growth of its R&D undertakings are essentially contingent upon developing superior skills in clinical research and Biostatistics. Hence its collaboration with the Bombay College of Pharmacy, The Academy for Clinical Excellence (ACE) will provide for the next five years, the financial support necessary to groom the next leaders in Biometrics. Whether the beneficiaries of this initiative ultimately join Pfizer India or not, is simply immaterial: Pfizer India would have contributed to creating a better research environment. This is Pfizer India's definition of Leadership.

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ONE STEP AT A TIME



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