

The logo for Seeking Alpha, with the text 'Seeking Alpha' in white and a yellow Greek letter alpha symbol to the right, all on a dark red background.

Boston Scientific Corp. Q2 2008 Earnings Call Transcript

Question-and-Answer Session

Okay, certainly. [Operator Instructions]. Our first question comes from the line of Larry Keusch of Goldman Sachs. Please go ahead.

Lawrence Keusch - Goldman Sachs

Yeah, hi, good morning. Jim, I guess two questions for you and... on PROMUS and TAXUS for the next quarter. Looks like based on your guidance you are, sort of, looking for somewhere between 45% and 50% share in the market. So that would perhaps be up from where you with TAXUS, if we did our math right, and you take the reserves into account. Can you help us understand, how you are thinking about the mix of TAXUS versus PROMUS and then you made a comment earlier in your prepared statements that you are pricing PROMUS relative to the value that you perceive it to have. There have been some scattered reports of potential very low prices on PROMUS, I'm just wondering, if you could speak to how you're thinking about pricing that out in the marketplace?

James R. Tobin - Director, President & Chief Executive Officer

The pricing comments are wrong. The mix piece I think will... it's just too early to tell. It depends on a host of factors and I really don't know how that's going to come out. So I can't give you a lot of guidance here. As for as, where we are pricing overall, I think actually we are seeing premiums on both TAXUS and PROMUS.

Lawrence Keusch - Goldman Sachs

Okay, great. Thanks very much.

Operator

Okay. Thank you. The next question comes from the line of Rick Wise of Leerink Swann. Please go ahead.

Frederick Wise - Leerink Swann LLC

Good morning Jim. Good morning, Sam.

James R. Tobin - Director, President & Chief Executive Officer

Hey, welcome back.

Frederick Wise - Leerink Swann LLC

Oh, thanks so much, appreciate that. A couple of questions, if you transition accounts to PROMUS, that you're currently using TAXUS, maybe help us understand how you transition them back to Liberte or is that miss the whole point because you really kind to go after CYPHER accounts with PROMUS, and maybe you could talk as well over to about how you are going to incent [ph] sales force to maximize market share, which I assume is still the marching order of the day, that's what Paul used to say, or has that changed, just giving all the margins differentials?

Copyright © 2008 CNET Networks, Inc. All Rights Reserved.