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Adolor Corporation, Q1 2009 Earnings Call Transcript

Question-and-Answer Session

Operator

(Operator Instructions). Our first question comes from Michael Yee with RBC Capital Markets.

Michael Yee - RBC Capital Markets

Thanks, can you hear me okay.

Mike Dougherty

Yes, we can, good morning Michael.

Michael Yee - RBC Capital Markets

Good morning, the couple of questions. Can you describe some of the trends at some of the larger hospitals? I guess, are these guys using it as standard of care? How does it vary from doctor to doctor? What causes your doctor to use it in all their patients versus only some? Certainly, you don't know who's going to have POI, so it's a prophylactic, so what's driving a doctor to do one practice versus another?

Mike Dougherty

Yes, maybe I'll start off on that and then ask John Wilson, whose people are out in the field every day to make some comments. Clearly, we have adoption within certain of the more significant hospitals and we're pleased about that.

We have quite a number of hospitals that are considering the drug and are in various stages of that consideration, including planning formulary approvals. What drives those considerations varies greatly from hospital-to-hospital. And we have a saying here, when you know everything there is to know about a hospital, everything there is to know about a single hospital.

So it's really a function of getting out in the field and working with those institutions individually. We're fortunate in that regard in that we have a substantial detailing effort that is. And a substantial number of people in the field to call on those 1,400 targeted hospitals. And maybe with that, John, you can make some more specific comments about what we are seeing within specific institutions.

John Wilson

Sure. All of that is true. We do see a wide range in time to adoption. And I guess that punctuates my comments by just saying that once you're on formulary, that's really the starting point. And then where our efforts are focused is to try to get ENTEREG to be a part of the fabric of the individual institution protocol or the individual physician protocol on the treatment for bowel resection. That includes order sets; it includes being listed on the treatment pathway, and the protocol. So there is a number of logistical issues that need to be addressed within each hospital after you're on formulary. And as Mike said, they vary greatly from institution to institution.

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