



Applying for funding

FAQs – FREQUENTLY ASKED QUESTIONS

Can I request support for an activity that has already occurred?

Sanofi US will not fund activities or programs after the start date has passed. Please be sure to apply well in advance of your funding needs as the application review process can take 12 to 16 weeks but a response within this timeframe is not guaranteed.

What are the areas of focus for Sanofi US?

Sanofi may provide support in the following areas:

Cardiovascular

- Hypercholesterolemia/dyslipidemia
- Atherosclerosis
- Acute Coronary Syndrome
- Cardio Metabolic Disease
- Arrhythmia
- Secondary Prevention of Cardiovascular Disease

Diabetes

Immunology

- Atopic Dermatitis
- Rheumatoid Arthritis

Infectious Diseases

- Tuberculosis

Oncology

- Childhood Leukemia
- Gastrointestinal – Colorectal
- Genitourinary - Prostate
- Hematologic - Multiple Myeloma

Osteoarthritis Disease

Renal Disease

- Chronic Kidney Disease

Transplant

- Stem Cell Transplant
- Solid Organ Transplant – Kidney



What do I need to have available to complete the Sponsorship application?

Make sure you have the following information available before starting your online request:

- Federal tax ID number and copy of your W9
- Organization information
- Your latest IRS form 990
- Valid email address
- Role verification in the organization
- Formal proposal on organization letter with detailed information as to what funding will be used for and benefits, if any, received in return
- Detailed sponsorship opportunities and associated benefits
- Activity information (including but not limited to, if applicable, speaker names, affiliations, agenda, program, objectives, venue location, date,)
- Detailed Program cost sheet
- List of your organization’s Board of Directors and Executive Officers

Will you accept requests from organizations outside the U.S.?

Sanofi US will presently not accept requests for funding from organizations outside the U.S. and Puerto Rico.

How do I apply for support?

All organizations seeking funding for an activity must go through the online application process to submit requests. Only online requests will be considered. Completion of the online application does not guarantee approval. Each completed funding request is reviewed and evaluated on its individual merits and content relative to available funding, as well as other funding requests. Sanofi may reach out to the organization for further details or additional information at any time during the application review process. Organizations that do not meet eligibility requirements will receive a “decline” notification. Approved requests will receive an “approval” notification, followed by a Letter of Agreement (LOA). All communications are sent by email.

Does Sanofi US support independent scientific medical education?

Independent Medical Education

Sanofi US is committed to funding high quality educational activities which serve to maintain, develop, or increase the knowledge, skills and/or performance of healthcare providers in support of quality medical care for patients and their communities.

Who can I contact for further information?

Email NAcorporategivingandsupport@sanofi.com or call 1 877-758-7766



What is the time frame for submitting a request?

Please be sure to apply well in advance of your funding needs as the application review process can take 12 to 16 weeks. Sanofi US will not fund activities or programs after the start date has passed. Reviews may take longer if more information is required from the applicant.

What types of organizations and activities might Sanofi consider funding?

Sanofi will consider funding for U.S.-based, not-for-profit organizations with a 501(c) designation. Eligible programs include programs that focus on disease awareness, improving patient access, or patient or provider education. Programs should provide health-related information, service support or advocacy for their members, constituency or the general public. Activities must be in line with Sanofi's areas of interest. Individual healthcare providers (HCPs), physician practices and hospitals are not eligible for this type of contribution, with the exception of independent entities associated with an institutional customer if they can demonstrate to the legal department the existence and adequacy of documented ownership structure, policies and other procedural, physical and technological safeguards that establish requisite independence from the institutional customer.

Why might Sanofi US deny a funding request?

- Request submitted less than 90 days prior to the event date
- A duplicate or previously rejected application for the same activity
- Funding request for an event that has already taken place
- A project or activity not in line with Sanofi's areas of interest
- Sanofi products or compounds listed in the funding request
- Funding for gifts, travel and lodging, or registration fees for individuals attending the program
- Where the venue is considered too lavish or related to sports or entertainment activities (e.g. 5 star hotels and golf clubs)
- Funding request is for medical/scientific research or clinical trials
- Activities are social/recreational rather than educational
- Funding is for an individual(s) or for-profit organization, fraternal, religious or social organizations, political cause or campaigns
- Funding is for capital improvements

What happens after I submit my request?

Once received, applications will be reviewed internally by the appropriate review committee. Sanofi receives numerous requests for support and all completed funding requests are evaluated on individual merit, available funding and within the context of other applications received. You may be contacted for additional information during the review process.

An approval or rejection notice will be sent. Please be sure to apply well in advance of your funding needs as the application review process can take 12 to 16 weeks but a response within this timeframe is not guaranteed. Sanofi US will not fund activities or programs after the start date has passed.



Will Sanofi support fundraisers such as gala dinners, walks or bike races for a professional association, charity or organized patient group?

Funding for such activities will be reviewed internally in the context of other funding requests received. Available funding for these types of events is currently very limited.

What financial support will be reported?

Sanofi US reports support to a variety of healthcare-related entities, including patient groups, on an annual basis. These reports can be viewed here:

<http://en.sanofi.com/csr/ethics-and-transparency/priorities/transparency/transparency.aspx>

<https://www.cms.gov/openpayments/>

Must I sign the Sanofi sponsorship agreement/LOA? What if I have my own?

To receive funding, all organizations must accept the Letter of Agreement (LOA) issued by Sanofi. The LOA will be considered executed when signed and returned to Sanofi US. The LOA must be returned prior to the start of the program. Payment will be issued once the signed LOA is received. Any changes to the LOA made by the requestor may result in a withdrawal of funding.

Can I use the Sanofi logo once I have received an agreement letter?

For acknowledgement of support by Sanofi US, use of the Sanofi logo is permitted. The Sanofi logo may only be used in connection with the activity funded and will not be provided until a fully executed Letter of Agreement is received.

How do the federal "sunshine provisions" of the Affordable Care Act (Sunshine Act) impact my funding request?

As of August 1, 2013 manufacturers of prescription drugs, medical devices and biologics are required to collect data on payments and transfers of value made to U.S. physicians and teaching hospitals. The law and its regulations provide multiple categories for reporting that include research, meals, travel expenses, consulting fees, educational items (e.g. reprints), and grants from manufacturers. All manufacturers, including Sanofi US, are required to provide specific information on payments or other transfers of value to CMS on an annual basis.

We are committed to accurately reporting data and will require information on any indirect payments made to "covered recipients" based upon funding provided by Sanofi. Certain states also have transparency requirements which may cover additional individuals and entities and have additional requirements. If you are located in a state or



the activity is planned in a state where additional requirements apply, you will be asked to provide that additional information.

What will we need to report?

Sanofi will require your organization to report payments and transfers of value on a form and in a timeframe established by Sanofi US. Failure to report complete, accurate and timely information as required may result in *exclusion of your organization from future funding from Sanofi.*

Under federal transparency requirements all payments and other transfers of value to U.S.-licensed physicians and teaching hospitals must be collected for potential reporting to CMS. Several states have similar requirements, some of which include additional categories of healthcare professionals (e.g. pharmacists, nurses). Some examples of reportable items are listed below:

- Educational materials (which may include medical textbooks and clinical reprints) and activities (which include classes providing knowledge or skills)
- Honoraria
- Food and beverage
- Travel and lodging
- Space rental or facility fees (teaching hospital only)
- Gifts (payment or transfer of value)

What physicians are covered under the federal transparency requirements?

Any licensed U.S. physician:

- Doctor of Medicine
- Doctor of Osteopathy
- Doctor of Dentistry
- Doctor of Dental Surgery
- Doctor of Podiatry
- Doctor of Optometry
- Doctor of Chiropractic Medicine

*Note: Medical residents are excluded; Fellows are included



How often and how do we report payments and transfers of value?

Any payments or transfers of value, which your organization provides to a Covered Recipient, must be reported to Sanofi. These include: food, honoraria, travel expenses, gifts, entertainment, research funding, faculty or speaker fees and charitable contributions.

A template will be provided to report payments and transfers of value. Payments must be reported no later than 20 days after the program concludes.

Additional information about "Open Payments"/Federal Transparency is available at:

<http://www.cms.gov/Regulations-and-Guidance/Legislation/National-Physician-Payment-Transparency-Program/index.html>

Is reporting required, even if the funds spent were exactly as stated in the application?

Yes, transparency reporting and reconciliation are required for all events and programs. Information will be required regarding each covered recipient. Failure to submit reportable events within 20 days of the end of the activity will result in denial of future funding and inability to submit new funding requests.

Does Sanofi accept multi-year proposals?

Sanofi does not accept multi-year proposals. Proposals must be re-submitted every year for review and approval. Previous approval does not guarantee additional yearly funding.

If I received funding in the past, will that guarantee future funding?

No. Each funding request is reviewed and evaluated on its individual merits and content relative to available funding, as well as other funding requests. Previous funding is not a guarantee for any future program or project support.

A funding request is considered approved after you have received a confirmation email from Sanofi and a Letter of Agreement (LOA) has been signed and returned to Sanofi prior to the event or activity.

What if the scope of my project changes?

Any change of scope or activity changes for the project must be reported in the online application. Scope changes will be reviewed and to assess whether Sanofi will continue to fund the activity. Sanofi US has the right to cancel funding if there are significant changes in objectives or scope of the project and will require the organization to provide a refund consistent with the provisions of the LOA.