CONNECTICUT
Consumer Protection

TO: Manufacturers of Drugs - Cosmetics and Medical Devices, Out of State Manufacturers of Drugs - Cosmetics and Medical Devices, and Pharmaceutical Marketing Firms

FROM: Connecticut Consumer Protection, Drug Control Division

DATE: March 2024

RE: Required Reporting of Pharmaceutical Marketing Firm Sales Representatives

Section 4 of Public Act 23-171 requires pharmaceutical manufacturers that employ pharmaceutical sales representatives to register with Connecticut Consumer Protection. The law became effective October 1, 2023.

This registration is required for any pharmaceutical manufacturer that employs an individual to perform the duties of a pharmaceutical sales representative. For the purposes of this registration, a pharmaceutical sales representative is a person who markets, promotes or provides information regarding a legend drug for human use to a prescribing practitioner (physician, APRN, physician assistant, etc.) and is employed or compensated by a pharmaceutical manufacturer.

To register, pharmaceutical manufacturers that employ pharmaceutical sales representatives must:

- Complete an online application in the state's eLicense system;
- Submit the initial application fee of $150;
- Provide a list of the pharmaceutical manufacturer's pharmaceutical sales representatives; and,
- Provide information from the Food and Drug Administration.

For more information on how to register, visit the Department's Pharmaceutical Marketing Firm Registration webpage at https://portal.ct.gov/DCP/Drug-Control-Division/Drug-Control/Pharmaceutical-Marketing-Firm-Registration.

Renewals for this registration require the following information from the previous calendar year:

1. Aggregate number of contacts a pharmaceutical sales representative had with a prescribing practitioner;
2. Specialty of each prescribing practitioner and pharmacist with whom such pharmaceutical sales representative made contact;
3. Whether product samples, materials or gifts of any value were provided to a prescribing practitioner or such practitioner's staff in a prescribing practitioner's office or to a pharmacist;

4. Aggregate report of all free samples, by drug name and strength, in a form and manner prescribed by the commissioner.

To assist in this reporting requirement, the Department has developed a form with the required information. The form can be downloaded on the Department's website at https://portal.ct.gov/DCP/Drug-Control-Division/Drug-Control/Pharmaceutical-Marketing-Firm-Registration.

Please send questions you may have to DCP.DrugManufacturers@ct.gov.