

BusinessWeek

THE 100 BEST PERFORMERS

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ims | INTELLIGENCE.
APPLIED.

- 01 COACH
- 02 GILEAD SCIENCES
- 03 ALLEGHENY TECHNOLOGIES
- 04 VERIZON COMMUNICATIONS
- 05 QUESTAR
- 06 APPLE
- 07 COLGATE-PALMOLIVE
- 08 BJ SERVICES
- 09 ABERCROMBIE & FITCH
- 10 MEMC ELECTRONIC MATERIALS
- 11 CB RICHARD ELLIS GROUP
- 12 C.H. ROBINSON WORLDWIDE
- 13 INTERCONTINENTALEXCHANGE
- 14 UNITEDHEALTH GROUP
- 15 CME GROUP
- 16 STARBUCKS
- 17 ROBERT HALF INTERNATIONAL
- 18 AVON PRODUCTS
- 19 COGNIZANT TECHNOLOGY SOLUTIONS
- 20 SUNOCO
- 21 GOLDMAN SACHS GROUP
- 22 EXELON
- 23 AMAZON.COM
- 24 ROCKWELL COLLINS
- 25 NUCOR
- 26 VARIAN MEDICAL SYSTEMS
- 27 AT&T
- 28 AUTODESK
- 29 T. ROWE PRICE GROUP
- 30 BED BATH & BEYOND
- 31 PEPSICO
- 32 EXPEDITORS INTL. OF WASHINGTON
- 33 LEHMAN BROTHERS HOLDINGS
- 34 GOOGLE
- 35 SCHLUMBERGER
- 36 BEST BUY
- 37 IMS HEALTH
- 38 PNC FINANCIAL SERVICES GROUP
- 39 CONSTELLATION ENERGY GROUP
- 40 SHERWIN-WILLIAMS
- 41 MICROSOFT
- 42 PRECISION CASTPARTS
- 43 TITANIUM METALS
- 44 MOODY'S
- 45 COCA-COLA
- 46 BARR PHARMACEUTICALS
- 47 TJX
- 48 CENTURYTEL
- 49 NVIDIA
- 50 EXXON MOBIL



37
IMS HEALTH

Industry
Health Care

Sales
\$2.2 billion

Net Income
\$234 million

IMS Health knows exactly how many pills you pop. The Norwalk (Conn.)-based researcher gathers and analyzes prescription data, then sells the infor-

mation (along with consulting services) to pharmaceutical companies, regulators, think tanks, and reporters. Its market research has helped Big Pharma refine ad campaigns as well as drug portfolios. Last year, as drugmakers slumped, Chief Executive **David Carlucci** lowered the company's growth outlook and laid off 10% of the workforce. Yet analysts remain sanguine: IMS data, which helps increase efficiency, is even more precious in tough times.