

MedPointe Announces Sales Force Expansion Signs Agreement with Innovex

Total Wallace Rx Promotional Efforts to Exceed 300 Sales Representatives; Innovex to Provide Sales Force Recruitment and Training

Cranbury, NJ and Parsippany, NJ - January 14, 2002 - MedPointe Inc. and its Wallace Pharmaceuticals Division announced today that they have hired Innovex, a unit of Quintiles Transnational Corp. (NASDAQ: QTRN), to recruit and provide training support for approximately 120 new sales representatives and managers to accelerate sales of several key MedPointe prescription pharmaceutical products. The addition of these 120 individuals to the promotional effort behind MedPointe's prescription pharmaceutical line will increase MedPointe's total US promotional field force to approximately 300 persons.

The agreement between MedPointe and Innovex includes the selling effort behind one of MedPointe's flagship brands, ASTELIN, its unique nasal spray to treat allergic and non-allergic rhinitis. The Innovex sales managers and representatives will work closely with sales management at MedPointe's Wallace Pharmaceuticals Division in their commercialization efforts. Under the agreement, Innovex will provide proactive recruiting services based on a wide range of proprietary recruiting resources and methods. Also, as part of this agreement, Innovex will provide consulting services to accelerate Wallace Pharmaceuticals' sales training programs in order to place qualified sales representatives in the field as quickly as possible.

"This represents an important step forward in our plans to enhance the commercial impact of our portfolio, especially our major respiratory therapeutic, ASTELIN," said James S. Burns, MedPointe's President and Chief Operating Officer. Gary Evans, Vice President-Field Sales, said, "Our product line responds well to direct promotion by our field sales force. The Innovex arrangement allows us to achieve national coverage quickly in order to better support our growing ASTELIN and RYNA/TUSSI products."

Richard Johnson, M.D., Chief Executive Officer, Quintiles Commercialization North America, said: "Providing 'in-house' recruiting and training services to build new sales forces can sometimes impose delays on a customer company's operations. At Innovex, we specialize in rapid deployment of new sales forces to help accelerate customers' sales. Innovex's leading capabilities in sales force recruiting puts us at the forefront of this \$200 million-dollar industry."

About MedPointe

MedPointe Inc. is a privately held company located at Half Acre Road, Cranbury, New Jersey, 08512; 609-655-6000. Its prescription pharmaceutical products division, Wallace Pharmaceuticals, specializes in respiratory, pediatric and central nervous system therapies and maintains manufacturing facilities in Cranbury, New Jersey and Decatur, Illinois. Wampole Laboratories, MedPointe's diagnostics division, distributes a wide range of immunoassay-based diagnostic tests for use by hospitals, physicians and reference laboratories. For more information on MedPointe, Wallace Pharmaceuticals or Wampole Laboratories, visit www.medpointeinc.com.

About Innovex

Innovex, a unit of Quintiles, is the world's leading commercial solutions provider and offers sales and marketing services designed to accelerate the success of pharmaceutical, biotech and medical device products. Since 1996, Innovex has created more than 94 contract sales forces in the United States, with more than 12,500 representatives who have launched more than 100 established products and 37 new products. For more information, visit www.innovex.com.

Quintiles Transnational Corp. is the world's leading provider of information, technology and services to bring new medicines to patients faster and improve healthcare. Headquartered near Research Triangle Park, North Carolina, Quintiles Transnational is a member of the S&P 500 and Fortune 1000. For more information visit the company's Web site at www.quintiles.com.

Further inquiries should be directed to info@meda.us