

Worksheet 4: Client Outreach Tracker

Indiana's pharmaceutical cluster and healthcare market are your anchor. Eli Lilly alone generates recurring courier demand across multiple campuses in Indianapolis.

Indianapolis — Pharmaceutical / Life Sciences

Company / Contact	Phone / Email	Date Contacted	Follow-up Date	Notes / Status
Eli Lilly and Company (multiple Indy campuses)				
Corteva Agriscience (Indianapolis)				
Roche Diagnostics (Indianapolis)				
Elanco Animal Health (Greenfield)				
CytRx Corporation				

Indianapolis — Healthcare

Company / Contact	Phone / Email	Date Contacted	Follow-up Date	Notes / Status
IU Health (Indiana University Health — multiple campuses)				
Ascension St. Vincent (Indianapolis)				
Community Health Network (Indianapolis)				
Franciscan Health (Indianapolis)				
Riley Hospital for Children				

Indianapolis — Corporate / Tech

Company / Contact	Phone / Email	Date Contacted	Follow-up Date	Notes / Status
Salesforce (Salesforce Tower — Indianapolis)				

Company / Contact	Phone / Email	Date Contacted	Follow-up Date	Notes / Status
Eli Lilly (corporate HQ)				
Anthem / Elevance Health (Indianapolis)				
Simon Property Group (Indianapolis)				
Rolls-Royce North America (Indianapolis)				

Fort Wayne / South Bend / Statewide

Company / Contact	Phone / Email	Date Contacted	Follow-up Date	Notes / Status
Parkview Health (Fort Wayne)				
Lutheran Health Network (Fort Wayne)				
Beacon Health System (South Bend)				
Memorial Hospital (South Bend)				
Purdue University (West Lafayette)				
Indiana University (Bloomington)				

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