

Partner identification & profiling

Optimize business development opportunities, quickly



CLIENT NEED

Mid-sized Canadian pharma Business Development & Licensing group sought a list of highest potential license assets to expedite business development activity.

OUR APPROACH

- Defined a search and screen methodology based on the key criteria of importance to the client and founded on Evaluate Pharma data
- Leveraged Evaluate Pharma classifications to rapidly filter to a long list of potential assets
- Incorporated further research to triage to a shortlist of the most relevant assets



OUTCOMES & VALUE

- Delivered a succinct report and asset long-list incorporating scoring, which helped with quicker identification of prime assets and prioritization
- Provided robust, holistic scoring methodology that led to prioritized focus on the highest potential partners with the greatest opportunity for success. This led to greater efficiency in business development strategy and mitigated impact on already stretched resources



SAMPLE DELIVERABLES

The search has identified a range of potential candidates; further triage to prioritise top assets

The product shortlist identifies numerous candidates that fit the brief.

The market is ripe for change as the level of clinical deal hovers around 100 deals per quarter.

Novel MoA segment drives growth post 2019; Product X well positioned

Disease A market outlook

Disease X: More treatments for refractory disease and fewer surgeries expected

Therapies will increase in order to avoid surgery

