Partner identification & profiling
Optimize business development opportunities, quickly

**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

**SAMPLE DELIVERABLES**

**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

**CLIENT NEED**

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