

Strategic Advisors for Bio-Pharma Business Development: Licensing and Acquisitions



Due Diligence and Bid Support

- Facilitated the in-licensing of two schizophrenia assets by a multinational pharmaceutical company, including diligence evaluation and preparation of a bid outlining the attractiveness of our client as a partner
- Provided rapid turnaround analytical and strategic support in an auction situation to conduct diligence and prepare a bid for a portfolio of assets being spun out of a larger biotech company
- Advised an early-stage biotech client on their out-licensing strategy, and continued to provide support as they negotiated with partners
- Supported a biotech client completing a major deal in the oncology field, including considerations of deal timing, potential targets, and how to package the assets



Valuation and Forecasting

- Developed a risk-adjusted NPV model incorporating multiple scenarios and variables such as technical risk to help determine the attractiveness of a potential acquisition for a mid-size biotechnology company
- Determined the market and revenue potential of a new oncology drug for a development stage biotechnology company and developed a six-country revenue forecast
- Advised a preclinical startup company evaluating potential transactions using analog deals and risk-adjusted NPV analysis
- Evaluated the present value of a nonprofit's interest in a unique GI asset under FDA review in anticipation of a buy-out offer from a large pharmaceutical company



External Asset Screening

- Evaluated hundreds of solid tumor, hematologic, and supportive care assets, providing a prioritized list of targets for an oncology BD team to pursue
- Investigated and scored a comprehensive list of specialist-treated diseases, yielding six target-rich high priority areas to fit a large specialty company's strategy
- Assessed multiple therapeutic areas to identify five priority indications that could take advantage of a development stage biotechnology company's novel platform technology
- Compiled and prioritized an extensive list of oral and parenteral drugs for a private company developing a novel subcutaneous drug delivery platform



Franchise Expansion Strategy

- Conducted an extensive review of the CNS space to identify six core focus areas for a pharmaceutical client's CNS franchise strategy
- Analyzed a novel therapeutic oncology vaccine platform for acquisition by a large pharmaceutical company to determine its potential for growing their existing oncology franchise
- Worked with senior management of a large specialty pharmaceutical company to develop a BD-driven strategy focused on indications with high patient involvement
- Analyzed and synthesized current best practices for a large pharmaceutical company evaluating an orphan drug strategy