Identification of Partners:

- Identified potential partners for multinational pharmaceutical corporation potentially interested in in-licensing a novel oncology asset in the preclinical stage. The team performed extensive secondary research on potential partners and their product pipelines and deal histories to identify and prioritize companies. Several companies with significant cash reserves, oncology focus, and strong in-licensing history were suggested as possible partners.
- Created a database of 10,424 marketed products sold in the US through either the retail pharmacy or the specialty pharmacy channels. Extensive sales, patent-life, clinician/prescriber specialty data and other research was conducted to produce a final list of 32 potential in-licensing products that aligned with the client's current core competencies and projected capabilities.

Develop Customized Pitches

- Helped an innovative cardiovascular device client prepare for discussions with potential strategic partners and acquirers. The team created a compelling, data-driven analysis of the target market and the client’s technology. The team also articulated a clear story about financial and strategic value, tailored to each partner based on its strategy and competitive position. The analysis considered overall cardiovascular device market dynamics, portfolios and strategies of top players, and strategic synergies for each potential partner or acquirer.
- Worked with senior management of an emerging biotech company to help articulate the clinical development for its lead program targeting delayed graft function (DGF) in kidney transplantation. Combining insights from primary and secondary research, the team identified relevant patient segments for trial inclusion and exclusion, as well as potential surrogate endpoints to demonstrate the clinical utility of therapy. This work formed the basis of a forecast model for use in partnering/licensing discussions.

Valuations and Negotiation Support

- Evaluated the prospect of spinning off a significant pulmonology division of a client organization by estimating the proceeds the client could attain from a sale of the business unit. The analysis focused on analogous deals of similar technologies at the same stages of commercialization as well as a cursory inventory of potential buyers.
- Assessed a potential acquisition in the image-guided surgery market, the team estimated the underlying growth of relevant procedures in orthopedics, neurosurgery, and ENT markets through detailed understanding of the reimbursement coding for these procedures and available government and Medicare databases.
Supporting Clients with Licensing (2 of 2)

Partner Identification and Prioritization:

Customized Pitches:

Valuation and Negotiation Support: