



Partneringplace

Inova Software

*INOVA

Top 3 challenges of Partnering

1. Time-consuming

“Information is all over the place, costing us 20% overhead”

2. No corporate memory (Uncoordinated)

“All the information we need to make high quality decisions is there, somewhere in our systems, but because we cannot effectively synthesize it, we can't exploit it”

Time Line

6

Bristol-Myers Squibb

Filter

Today

April 2014

Apr 12 2014



Asset status updated
By [Jake Blake](#) at 8:45AM

On hold

Resveratrol

Jake Blake

Project milestone completed [Duediligence](#)
By [Steve Stevenson](#) at 9:12PM

The molecule is very interesting technologically but market analysis shows too low revenue on the first 2 years for the project to be efficient.

Resveratrol

Steve Stevenson

Resveratrol ILP eval

Apr 9 2014



Meeting minute published
By [Shirley Manson](#) at 10:12AM



Opportunities pipeline review

Apr 4 2014



New meeting

By [David Tenant](#) at 3:12PM

Opportunities pipeline review

David Tenant

Resveratrol

Jake Blake

Bristol-Myers Squibb

Shirley Manson

Apr 3 2014



3 documents uploaded
By [Jake Blake](#) at 10:02PM

Resveratrol_phas1_results.pdf
Resveratrol__presentation.pptx

Resveratrol

Apr 1 2014



New In licensing project
By [Steve Stevenson](#) at 9:12PM

Resveratrol

Steve Stevenson

Resveratrol ILP eval

Apr 1 2014



Drug development status update
By [Thomson Reuters](#)

Phase 1 > Phase 2

Resveratrol

Mar 28 2014



March 2014

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3. Trust sensitive

“ Slow responses and missed obligations destroy trust and damage our partnering reputation”



Structure your opportunities with a PRM («Partnering Relationship Management») integrated to the life science industry ecosystem.

#1 Platform supporting BD activities in the life sciences industry

30% of top 50 pharma - 50% of top 20 and many mid-size pharma and biotech companies

Most integrated solution with the pharma ecosystem (Thomson Reuters, EBD, etc.)

Years of experience leading the market

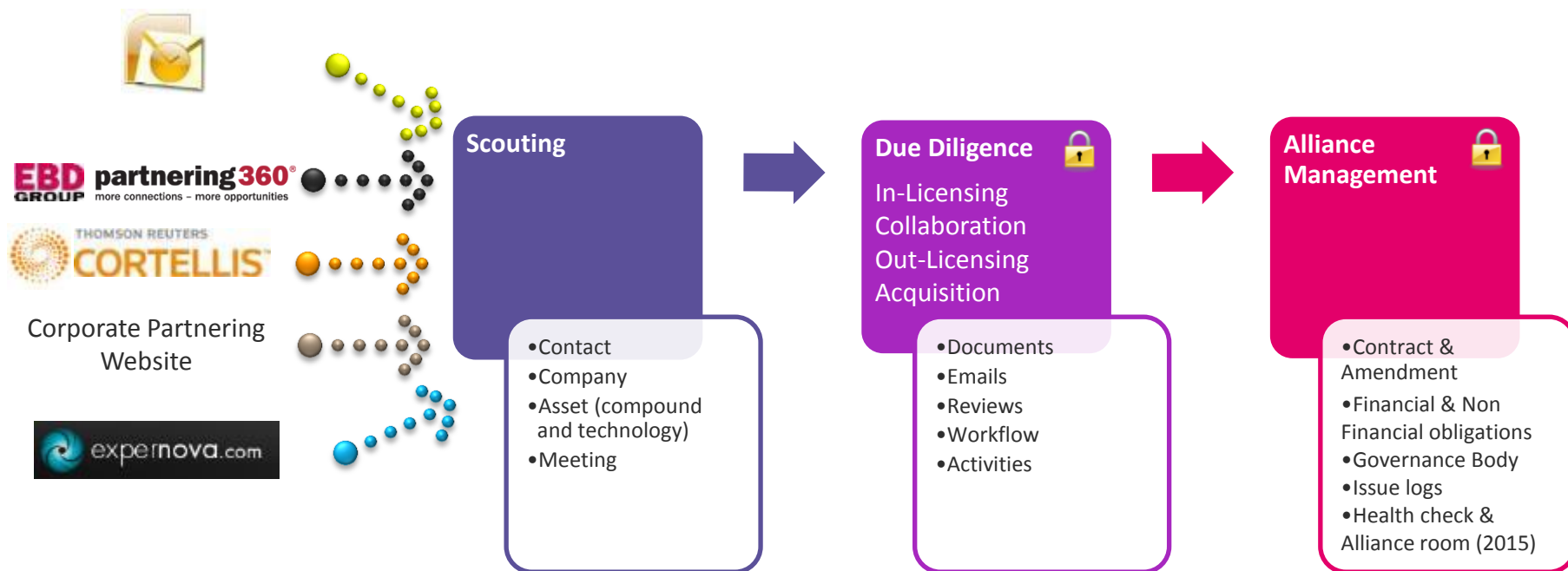
Best practices: business objects designed for BD

Predefined Business rules: confidentiality, access control, review management, documentation and email integration



End-to-end BD cycle coverage

Structure your deals with a PRM* integrated into the life sciences industry ecosystem



* PRM: Partnering Relationship Management

Contact

THANK YOU

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