



Making informed investment decisions

Expertise in asset and technology valuation enables SPRIND to invest in breakthrough innovations.

Situation

The Federal Agency for Disruptive Innovation (SPRIND GmbH), a German federal agency responsible for supporting innovative science and technology in Germany, was exploring potential investments in highly innovative ideas, including start-up biotech, to drive breakthrough

advancements that could improve the quality of life for people in Germany and other parts of the world. To make informed investment decisions, SPRIND required third-party assistance to evaluate the potential of different assets and technologies, including IP strength, to determine their viability for ongoing investment, potential for sale or opportunities for commercialization.

**Attracting
breakthrough
innovations
from academic
research.**



Customer requirements

SPRIND required reports built on best-in-class data and expertise, particularly in key indications in oncology. They needed a partner who could deliver third-party valuations based on extensive data analysis to make informed investment decisions.

More specifically, they wanted:

- Comprehensive market assessment reports for the oncology indications they were interested in.
 - Expertise in life sciences and IP.
 - A partner to provide evaluations of potential investments.
 - Deep understanding of the oncology landscape.
 - Capability to achieve biotechnology valuation.
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The solution provided

Clarivate's preliminary engagement provided best-in-class disease landscape reports covering the key oncology indications (prostate and lung cancer), which allowed SPRIND to conduct an initial cost-effective analysis.

Clarivate developed a methodology to support SPRIND's need for third-party valuations as part of their due-diligence process, providing them with the expertise and broad insights needed to make informed investment decisions. Clarivate will continue to support SPRIND in an ongoing relationship, providing continuous assistance with requests

for valuations as SPRIND persists in investing in small biotech or academic ventures. The objective remains to attract breakthrough innovations from academic research and for pharmaceutical companies to join these investments, further strengthening the enduring partnership between SPRIND and Clarivate.



Clarivate expertise

Clarivate's extensive expertise in oncology, and its ability to provide a broad range of data and analysis, allowed us to provide comprehensive insights and guidance to SPRIND.

Clarivate's deep understanding of the oncology landscape and data analysis facilitated a thorough evaluation of the assets and technologies under consideration. The agency benefited from Clarivate's extensive expertise,

oncology data, including market trends, competitive landscape analysis, and clinical trial data, to gain a comprehensive understanding of the biotechnology landscape and make well-informed investment decisions.



Outcome

Clarivate's partnership enables SPRIND to make informed investments in breakthrough innovations.

By leveraging Clarivate's deep expertise, best-in-class reports, and extensive data, SPRIND gained a solid foundation for their investment strategies.

The collaboration began with a focus on market assessments in prostate and lung cancer, followed by an evaluation, performed by our consulting team regarding a potential investment for innovative start-up biotech. Best-in-class reports, deep expertise and unbiased valuations allow SPRIND to conduct a cost-effective analysis of the assets/technologies, therefore building the foundation for an ongoing relationship for future needs.

With Clarivate, SPRIND was able to:

- Make informed investment decisions on breakthrough innovations.
- Rely on best-in-class reports and third-party valuations for cost-effective analysis.
- Navigate the complexities of the biotechnology landscape and identify opportunities with high potential.
- Confidently invest in projects that could improve the quality of life of people in Germany and other parts of the world.

About Clarivate

Clarivate is a leading global information services provider. We connect people and organizations to intelligence they can trust to transform their perspective, their work and our world. Our subscription and technology-based solutions are coupled with deep domain expertise and cover the areas of Academia & Government, Life Sciences & Healthcare and Intellectual Property. For more information, please visit clarivate.com.

Contact our experts today:

+1 215 386 0100 (U.S.)

+44 (0) 20 7433 4000 (Europe)

clarivate.com