What makes the best pharma deal?

How do you know if your drug target, medical device or company is positioned to achieve maximum return on investment? Regardless of the type of deal being made, there are six common elements that, when pursued in part or in combination, will drive the greatest value.

Go for a true win-win

The lure of big money always grabs attention, but how can partners ensure a genuine win-win in the fast-paced and competitive pharma deals space? Start planning early – and revise often – through careful assessment of timelines, risk sharing and assessment of early phase assets.

Cortellis can help you find and evaluate opportunities, monitor potential partners, and negotiate the best deals possible.

To learn more or schedule a demo, visit clarivate.com/cortellis-deals-intelligence

Pursue cool science, but with some caveats

Science alone can’t get you to the finish line. Numerous safety nets, much like those in biotech, must be in place to move toward more predictable and favorable outcomes. Injecting greater accuracy into the development process will enable more confident decision-making – and help set you on to potential pitfalls along the way.

Be bold

Deals get noticed when partners take on an intractable disease or make a bold statement. The willingness – or urgency – to take an educated risk often differentiates a competitive deal. Being bold may involve going after a big deal, like Alzheimer’s, or one originally addressed by microbiome research or immunotherapies.

Get creative

Has the deal been uniquely or originally structured? Are there multiple ways it could play out across indications and rights? Creativity could mean bringing artificial intelligence (AI), biomarkers or drug combinations into the discussion, or invoking a greater effort to involve patients in research.

Cast a wide net

Dealmakers are increasingly seeking out discovery phase assets:

- The lure of big money always grabs attention, but how can partners ensure a genuine win-win in the fast-paced and competitive pharma deals space? Start planning early – and revise often – through careful assessment of timelines, risk sharing and assessment of early phase assets.
- Science alone can’t get you to the finish line. Numerous safety nets, much like those in biotech, must be in place to move toward more predictable and favorable outcomes. Injecting greater accuracy into the development process will enable more confident decision-making – and help set you on to potential pitfalls along the way.
- Deals get noticed when partners take on an intractable disease or make a bold statement. The willingness – or urgency – to take an educated risk often differentiates a competitive deal. Being bold may involve going after a big deal, like Alzheimer’s, or one originally addressed by microbiome research or immunotherapies.
- Has the deal been uniquely or originally structured? Are there multiple ways it could play out across indications and rights? Creativity could mean bringing artificial intelligence (AI), biomarkers or drug combinations into the discussion, or invoking a greater effort to involve patients in research.
- Dealmakers are increasingly seeking out discovery phase assets:
  - The lure of big money always grabs attention, but how can partners ensure a genuine win-win in the fast-paced and competitive pharma deals space? Start planning early – and revise often – through careful assessment of timelines, risk sharing and assessment of early phase assets.
  - Science alone can’t get you to the finish line. Numerous safety nets, much like those in biotech, must be in place to move toward more predictable and favorable outcomes. Injecting greater accuracy into the development process will enable more confident decision-making – and help set you on to potential pitfalls along the way.
  - Deals get noticed when partners take on an intractable disease or make a bold statement. The willingness – or urgency – to take an educated risk often differentiates a competitive deal. Being bold may involve going after a big deal, like Alzheimer’s, or one originally addressed by microbiome research or immunotherapies.
  - Has the deal been uniquely or originally structured? Are there multiple ways it could play out across indications and rights? Creativity could mean bringing artificial intelligence (AI), biomarkers or drug combinations into the discussion, or invoking a greater effort to involve patients in research.
  - Dealmakers are increasingly seeking out discovery phase assets:
    - The lure of big money always grabs attention, but how can partners ensure a genuine win-win in the fast-paced and competitive pharma deals space? Start planning early – and revise often – through careful assessment of timelines, risk sharing and assessment of early phase assets.
    - Science alone can’t get you to the finish line. Numerous safety nets, much like those in biotech, must be in place to move toward more predictable and favorable outcomes. Injecting greater accuracy into the development process will enable more confident decision-making – and help set you on to potential pitfalls along the way.
    - Deals get noticed when partners take on an intractable disease or make a bold statement. The willingness – or urgency – to take an educated risk often differentiates a competitive deal. Being bold may involve going after a big deal, like Alzheimer’s, or one originally addressed by microbiome research or immunotherapies.
    - Has the deal been uniquely or originally structured? Are there multiple ways it could play out across indications and rights? Creativity could mean bringing artificial intelligence (AI), biomarkers or drug combinations into the discussion, or invoking a greater effort to involve patients in research.
    - Dealmakers are increasingly seeking out discovery phase assets:
      - The lure of big money always grabs attention, but how can partners ensure a genuine win-win in the fast-paced and competitive pharma deals space? Start planning early – and revise often – through careful assessment of timelines, risk sharing and assessment of early phase assets.
      - Science alone can’t get you to the finish line. Numerous safety nets, much like those in biotech, must be in place to move toward more predictable and favorable outcomes. Injecting greater accuracy into the development process will enable more confident decision-making – and help set you on to potential pitfalls along the way.
      - Deals get noticed when partners take on an intractable disease or make a bold statement. The willingness – or urgency – to take an educated risk often differentiates a competitive deal. Being bold may involve going after a big deal, like Alzheimer’s, or one originally addressed by microbiome research or immunotherapies.
      - Has the deal been uniquely or originally structured? Are there multiple ways it could play out across indications and rights? Creativity could mean bringing artificial intelligence (AI), biomarkers or drug combinations into the discussion, or invoking a greater effort to involve patients in research.
      - Dealmakers are increasingly seeking out discovery phase assets:
        - The lure of big money always grabs attention, but how can partners ensure a genuine win-win in the fast-paced and competitive pharma deals space? Start planning early – and revise often – through careful assessment of timelines, risk sharing and assessment of early phase assets.
        - Science alone can’t get you to the finish line. Numerous safety nets, much like those in biotech, must be in place to move toward more predictable and favorable outcomes. Injecting greater accuracy into the development process will enable more confident decision-making – and help set you on to potential pitfalls along the way.
        - Deals get noticed when partners take on an intractable disease or make a bold statement. The willingness – or urgency – to take an educated risk often differentiates a competitive deal. Being bold may involve going after a big deal, like Alzheimer’s, or one originally addressed by microbiome research or immunotherapies.
        - Has the deal been uniquely or originally structured? Are there multiple ways it could play out across indications and rights? Creativity could mean bringing artificial intelligence (AI), biomarkers or drug combinations into the discussion, or invoking a greater effort to involve patients in research.
        - Dealmakers are increasingly seeking out discovery phase assets:
          - The lure of big money always grabs attention, but how can partners ensure a genuine win-win in the fast-paced and competitive pharma deals space? Start planning early – and revise often – through careful assessment of timelines, risk sharing and assessment of early phase assets.
          - Science alone can’t get you to the finish line. Numerous safety nets, much like those in biotech, must be in place to move toward more predictable and favorable outcomes. Injecting greater accuracy into the development process will enable more confident decision-making – and help set you on to potential pitfalls along the way.
          - Deals get noticed when partners take on an intractable disease or make a bold statement. The willingness – or urgency – to take an educated risk often differentiates a competitive deal. Being bold may involve going after a big deal, like Alzheimer’s, or one originally addressed by microbiome research or immunotherapies.
          - Has the deal been uniquely or originally structured? Are there multiple ways it could play out across indications and rights? Creativity could mean bringing artificial intelligence (AI), biomarkers or drug combinations into the discussion, or invoking a greater effort to involve patients in research.
          - Dealmakers are increasingly seeking out discovery phase assets:...