






Case Study | Interchem

Using a timely and trusted source of data to identify and evaluate potential partners

Interchem did not have the reliable data needed to make accurate decisions, and spent considerable time and expense gathering and analyzing data from multiple sources. The organization turned to Cortellis Generics Intelligence™ because of its comprehensive, timely, and validated data.

The company relies on the Constraint Date Forecast – a unique analytic based on patents and SPCs – to identify when drugs can go generic, and uses the company insights on Cortellis Generics Intelligence to conduct due diligence around the relevancy and feasibility of potential partners.

Cortellis Generics Intelligence has helped Interchem grow its business by:

-  accurately identifying potential APIs,
-  helping the organization monitor competition,
-  gaining insight as to when drugs can become generic,
-  helping the company penetrate new markets and
-  saving considerable money by reducing the expense of gathering and analyzing data from multiple sources.

"[Cortellis Generics Intelligence] is one of the greatest tools for us to manage our suppliers in API business. It provides unique and serious data for those who are responsible in supply management, control and new product development."

**Minwoo Na,
Managing Director – Asia Pacific,
Interchem Corporation**

For more information on how Cortellis Generics intelligence can help you grow your business and stay ahead of the competition visit, our website at:

clarivate.com/genericsintelligence

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This case study is based on a February 2020 survey of Newport (now know as Cortellis Generics Intelligence) customers by a third-party research service.