





Case Study | Ensysce Biosciences

Securing the best price for an out-licensed asset

Biotech Ensysce, whose mission is to stem the prescription drug abuse crisis, seeks out-licensing or partnering opportunities around the world for its proprietary abuse and overdose resistant prodrug technologies. However, the company lacked a comprehensive overview of the pipeline landscape to identify potential opportunities and needed reliable data regarding the type of deals previously executed by potential partners.

The company turned to Cortellis Deals Intelligence™ because, when used in combination with Cortellis Competitive Intelligence™, it offers all the data the company needs – deals, drug, company and patent information – in one platform.

Cortellis Deals Intelligence has helped Ensysce:

-  make successful deals faster, without sacrificing due diligence,
-  negotiate a higher price than what it originally thought it could obtain,
-  identify potential out-licensing partners based on their experience or gaps in the Ensysce portfolio,
-  have greater confidence in its deal-making decisions and
-  save time and effort gathering data from multiple sources.

"By using Cortellis Deals Intelligence in conjunction with Cortellis Competitive Intelligence, we have an even stronger competitive edge by combining insights on deals with extensive pipeline, company and patent information."

**Richard Wright, Chief Business Officer,
Ensysce Biosciences Inc.**

For more information on how Cortellis Deals Intelligence can help you negotiate your best possible deal, visit our website at:

clarivate.com/dealsintelligence

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This case study is based on a 2020 survey of Cortellis Deals Intelligence customers by a third-party research service.