

Case Study | Sotio





Confidently negotiating the best deal

Czech biotech Sotio aims to become a leading oncology specialty pharma company by growing its portfolio through collaborations, in-licensing, minority investments and/or M&As. The company is on the lookout for innovative therapeutic projects in advanced preclinical or clinical development that have the potential to make a real difference for patients suffering from cancer.

Before using Cortellis Deals Intelligence™, Jakub Jarolim, a competitive intelligence professional at Sotio, could not find accurate and detailed comparable deals data. He also needed a comprehensive overview of the pipeline landscape to identify potential opportunities.

Sotio uses Cortellis Deals Intelligence and Cortellis Competitive Intelligence™ because they offer all the information the biotech needs to make informed partnering decisions, including deals, drug, company and patent information – all in one platform.

By using Cortellis Deals Intelligence in conjunction with Cortellis Competitive Intelligence, Sotio has been able to:

-  identify in-license opportunities based on an ideal candidate's characteristics,
-  have greater confidence in its deal-making decisions,
-  prepare for negotiations and
-  save time and effort gathering data from multiple sources.

"Cortellis Deals Intelligence provides our organization with the necessary insights to confidently negotiate the most informed and best value deal."

Jakub Jarolim, Competitive Intelligence Professional, Sotio

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

clarivate.com/dealsintelligence

© 2020 Clarivate. Clarivate and its logo, as well as all other trademarks used herein are trademarks of their respective owners and used under license.

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