

**Case Study | Cortellis Deals Intelligence™**

# 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](https://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.