

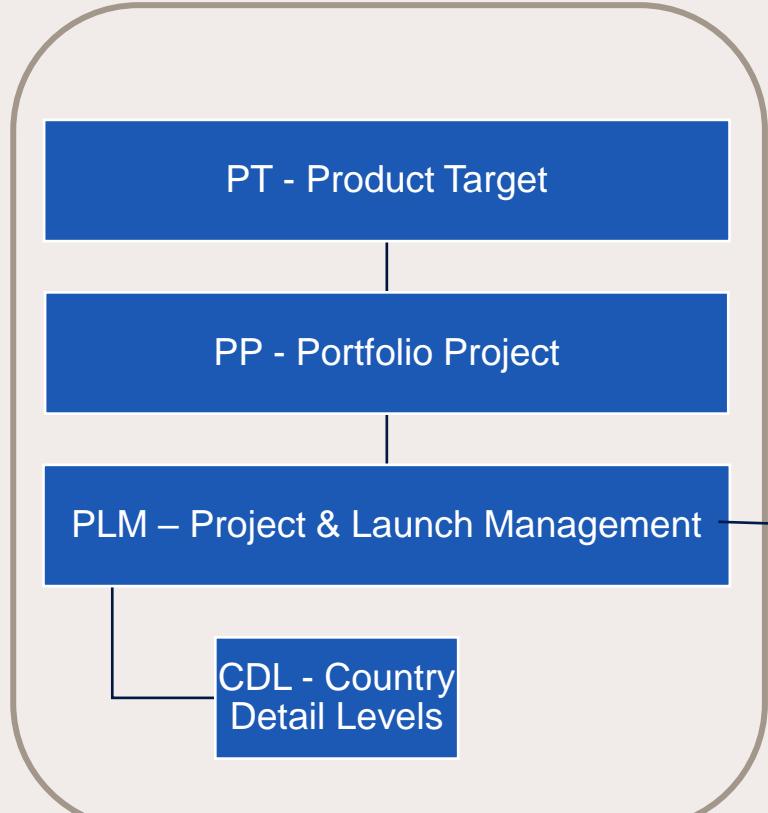
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SANITY

Structure for PMs & LMs

SANDOZ

CORE STRUCTURE IN SANITY FOR PMs & LMs



- PT - Product Target: The Pipeline Idea. For strategic portfolio decisions.
- PP - Portfolio Project: Project Order for BD (License) or PD (In-house).
- PLM - Project & Launch Management: The work-bench for PMs & LMs.
- CDL: Country Detail Level: Detailed information at country level.
- OppDD: Opportunity Detail & Diligence: Assessments for selection and allocation.

Product Target



Product Target

Obeticholic Acid FCT [Ocaliva] (400569)

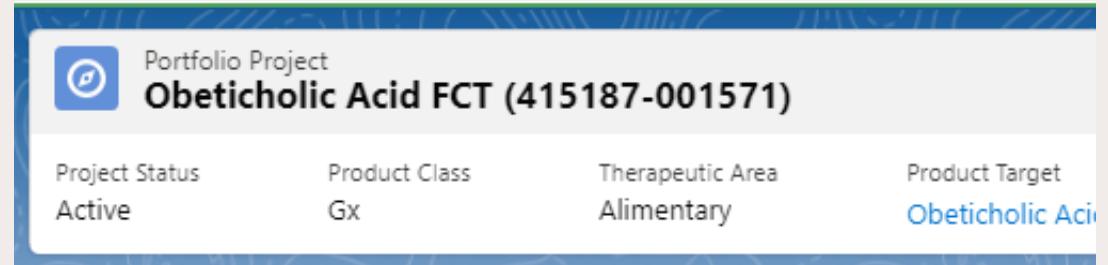
Originator Company
Intercept Pharmaceuticals

Therapeutic Area
Alimentary

Product Type
Small Molecule

- Owned by Global Portfolio Team
- Originator (Brand) information
- Product Type – Biologic or Small Molecule
- ESD details of evaluation (Molecular Assessment)
- Starting point for Product Strengths selection (gx and non-gx)
- Special record type for Sandoz own product e.g. non-gx dosage form (hybrid / 505b2 reg. application)

Portfolio Project

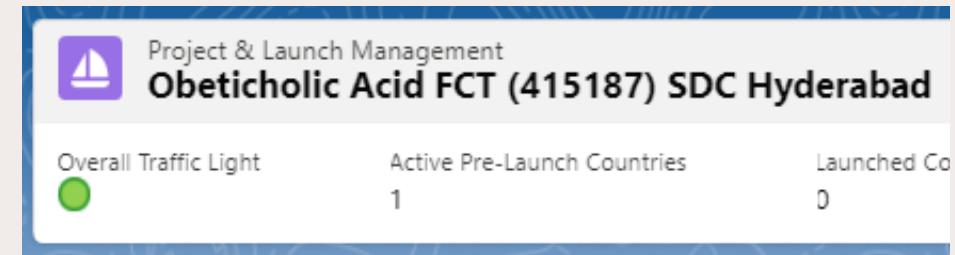


Portfolio Project
Obeticholic Acid FCT (415187-001571)

Project Status	Product Class	Therapeutic Area	Product Target
Active	Gx	Alimentary	Obeticholic Acid

- Owned by Portfolio Teams
- Holds the “Project Order” details
- Shows all CDL that are linked to this Project independent of “Rights” status
- Starting point for PLM creation
 - Inhouse PLM + CDL linkage (after selection)
 - License PLM + CDL linkage (at hand-over BD Manager to PM BD&A)

Project & Launch Mgmt



- Owned by Project Manager or Launch Manager in line with phase and financial score
- Project Order details from Portfolio Project
- Project Status + Project Phase, PSG
- Links to CDL & Opp D&D internal
- Forecast information of Countries in scope linked & visualized
- Meeting Agenda Item for e.g. GPC escalations

Country Detail Level



Country Detail Level

Obeticholic Acid FCT (420956) US

Project Status & Interest

||| Update Forecast

Overall Project Status



- Owned by Portfolio, PM, LM or LCM depending on phase and overall PJ scope
- Country relevant information:
 - Selection Details
 - Regulatory dates
 - Launch Dates
 - Launch details
- Forecast information is linked and visualized on CDL level
- Project Status and Country Interest & Status

Opportunity D&D

	Opportunity Detail & Diligence Obeticholic Acid FCT - SDC Hyderabad -1	
Record Type Internal	Evaluation Status Selected	Partner Company SDC Hyderabad

- OppDD is used for assessments
- OppDD is starting point for request for function's feedback via Opp Assessments (e.g. Top 20 Launch Risk Assessment)

There are 3 different OppDD RECORD TYPES:

- **Portfolio Selection:** Owned by Portfolio. Used for new products, scope extensions.
- **BD Partner Selection** – owned by BD Manager initially, hand-over to PM BD&A or LM depending on Deal type (early/late)
- **Internal** – owned by PM or LM depending on scope/phase/score

S A N D O Z