

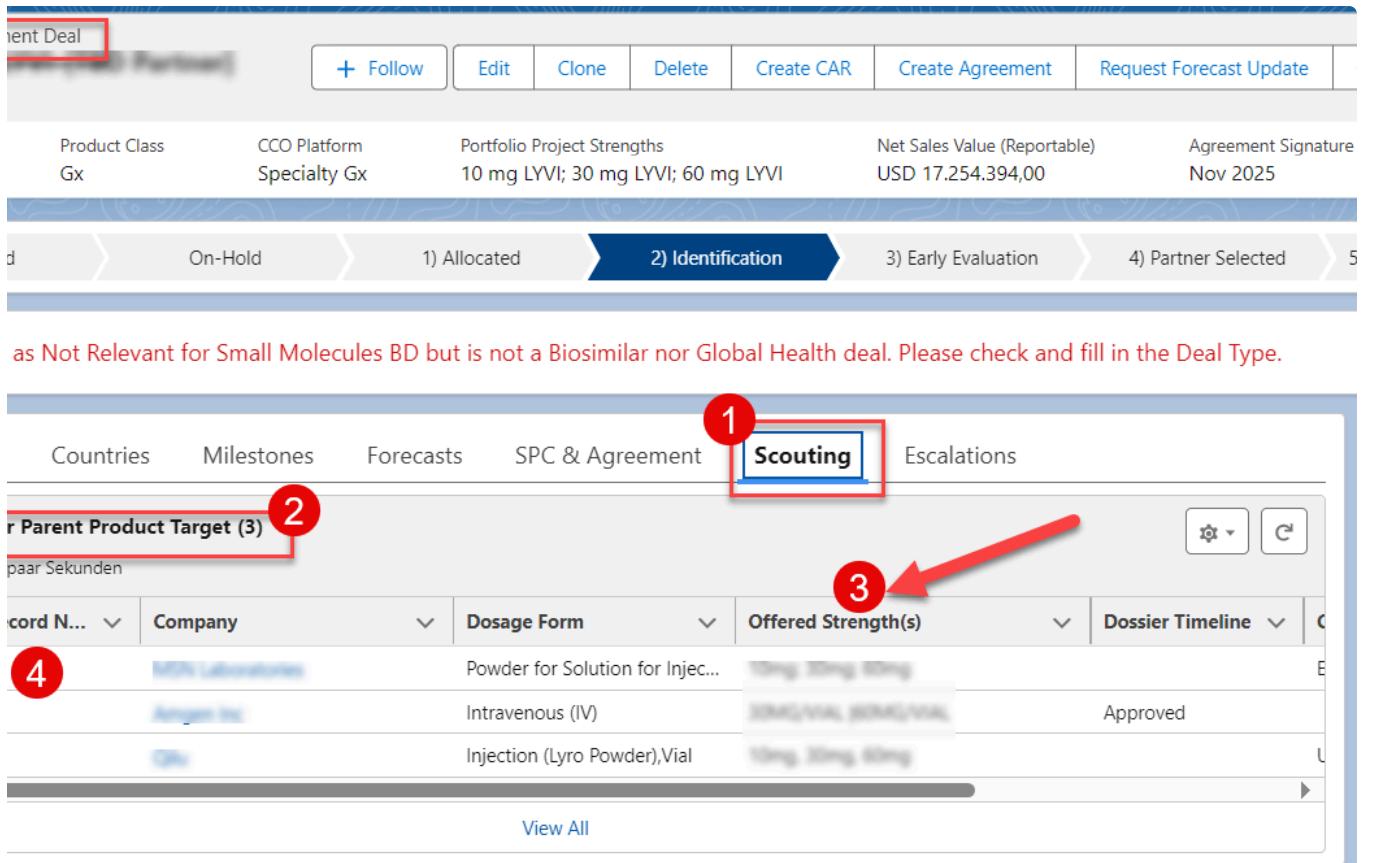
# 2. Identification

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## ^ Step 2.1: Scouting for Partnership

Responsibility: BD Manager;  
Consulted: Global BD Operations Manager;

Start searching for partnership opportunities via external or internal sources. SANITY might help you here a little with its Business Intelligence.



as Not Relevant for Small Molecules BD but is not a Biosimilar nor Global Health deal. Please check and fill in the Deal Type.

Country	Milestones	Forecasts	SPC & Agreement	Scouting	Escalations
Germany	On-Hold	1) Allocated	2) Identification	3) Early Evaluation	4) Partner Selected

Product Class: Gx CCO Platform: Specialty Gx Portfolio Project Strengths: 10 mg LYVI; 30 mg LYVI; 60 mg LYVI Net Sales Value (Reportable): USD 17.254.394,00 Agreement Signature: Nov 2025

1) Allocated    2) Identification    3) Early Evaluation    4) Partner Selected

Offered Strength(s):

Record N...	Company	Dosage Form	Offered Strength(s)	Dossier Timeline
1	Novartis	Powder for Solution for Injec...	10mg 30mg 60mg	Approved
2	Astellas	Intravenous (IV)	100mg 300mg 600mg	Approved
3	Amgen	Injection (Lyro Powder),Vial	10mg 30mg 60mg	Under Review

[View All](#)

[Scouting via SANITY for an allocated Product or Deal](#)

1. On the BD Deal of interest, go to the 'Scouting' tab
2. Notice 'Product lists for Parent Product Target' related list
3. This will show you a list of all potential partners who offer the allocated product of interest in different dosage forms, strengths and markets (subject to the data intelligence fed to SANITY)
4. Click on the Product list record name (hyperlink) to see more information.
5. If you see no results under this related list, SANITY was not fed with any product list input for this product. So, please keep searching through other media or sources.

Search: Product Lists ▾ Brivaracetam

**Brivaracetam NEW**  
Product List • [REDACTED]

**Brivaracetam**  
Product List • [REDACTED]

Show more results for "Brivaracetam"

**Do more with Search!**

**Get the right answers by searching...**  
"[user name] accounts"  
"[user name] opportunities"

**Get insights**  
"cases closed last month"  
"my contacts in Texas"

[Learn More](#)

### Scouting via SANITY beyond allocated Products/BD Deal

1. In the Global Search Box, change the filter to "Product Lists"
2. Type the name of the Product of interest and search
3. You will see a list of potential partners who offer the product of interest to BD in various project strengths and dosage forms (*Please reach out to Business Operations, if you are looking forward to leveraging insights on the product scouting intelligence from SANITY*)

### How to improve scouting experience on SANITY

The product list catalogues or portfolio catalogues from external firms in the form of PDFs or Excel Sheets are the only source of information for Product Scouting on SANITY.

The screenshot shows a Salesforce interface with a search bar at the top containing 'Product Lists: Brivaracetam'. Below the search bar is a navigation bar with links for Home, Chatter, Business Development Deals, Product Lists, Reports, Dashboards, Accounts, and More. The main content area is titled 'Product Lists' and displays a grid of 25 results sorted by Relevance. The columns include Product Name, Company, Brand, Branch, Dosage Form, Offered Strength, Dossier Timeline, Country, and Product Status. One row is highlighted in blue, showing 'Brivaracetam' with various dosage forms like Oral (PO), Film Coated Tablets, and FC Tablets, along with their respective strengths and status.

Pro...	Compan...	B...	Branc...	Dosage ...	Offered Stre...	Dossier Timeline	Co...	Produ...
Brivaracetam				Oral (PO)		Approved (Generic Competition)		Brivaracetam FCT
Brivaracetam				Film Coated Tablets	10mg, 25mg, 50mg, 75mg, 100mg	4Q-23	EU	
BRIVARACETAM				FCT - TABLET, FILM-COATED	10, 25, 50, 75, 100mg			
Brivaracetam				FC Tablets	10mg, 25mg, 50mg, 75mg & 100mg	Completed		
Brivaracetam				Tablets	10 mg , 25 mg , 50 mg , 75 mg , 100 mg	Under development		
Brivaracetam				Film-Coated Tablet	10mg, 25mg, 50mg, 75mg,100mg	Under		
Brivaracetam				FC Tables	10mg, 25mg, 50mg, 75mg & 100mg	Completed		
Brivaracetam				Film-Coated Tablet	10mg, 25mg, 50mg, 75mg,100mg	Under development		
Brivaracetam				Tablets	10mg, 25mg, 50mg, 75mg, 100mg	Jan-2024		

1. BD Managers are encouraged to **share such files with Global BD Operations Manager via email**, whenever they get access to such information either via partner meetings or via annual conferences like CPHI.
2. Global BD Operations Manager will then **create a ticket in Jira** with the attachments and link to the partner company account on SANITY and **assign it to Data Stewards from Accenture**.
3. Data Stewards would then map the products from the partner's catalogue with Sandoz Portfolio interested 'Product Target' records, which eventually translates a single product list catalogue into multiple 'Product List' records on SANITY linked to the respective Partner Accounts.

## ^ Step 2.2: Execution of CDA, NBTS & AIS

Responsibility: BD Manager;  
Consulted: BD Heads, Legal & Partner;

### 3.1. CDA

Confidential information is non-public information. Hence, it is very important to keep the following information confidential:

- Sandoz interest in transaction and the process generally
- any information/data you review as a result of your engagement on the project
- any slides or material prepared internally in connection with the project

No exchange of confidential information between companies may take place before the signing of a Confidentiality Declaration Agreement (CDA). Without a CDA, there's no legally enforceable protection. Execute CDA(s) prior to exchange of confidential and/or commercially sensitive information with partner(s). Confidentiality works both ways. Whilst you may be obtaining and working with confidential information from the partner company, you must also take precautions when revealing Sandoz specific information. Remember to upload the CDA on SANITY.

### 3.2. Non-binding Term Sheet

Negotiate and establish a **non-binding Term Sheet**, if requested by partner.

### 3.3. Sandoz Automated Insider System (Relevant mainly for Bio.)

Refer to this, only if the partnership opportunity of interest need to be added to Sandoz' Automated Insider System to comply to the regulations of Insider Trading. If this is an opportunity subject to Insider Trading,

- Please add this to Sandoz Automated Insider System
- Reach out to Global BD Operations to update the '**Access Type**' of the associated BD Deal to '**Special**', if the visibility of this project on SANITY should be restricted to only the Deal Insiders (who signed an NDA on AIS).

Please note that all SANITY users have unrestricted access to all BD Deals and Opp. DD records of access type '**General**'.

## ↖ Step 2.3: Creation of Opportunity DD records

## Responsibility: BD Manager;

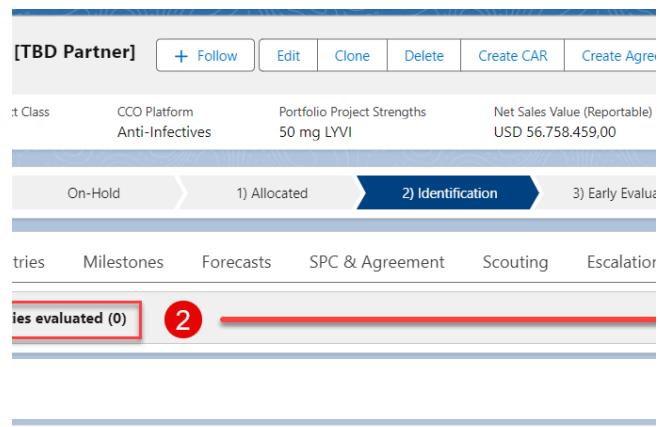
Once you have identified a partnership opportunity, please create a new Opp. DD record as follows:

1. On the BD Deal record, Click on the 'Partner' Tab
2. Under 'BD Partnership Opportunities Evaluated', Click "New"
3. Search for the Company, by typing the name, and click "Next" (*You first need to have a 'Company' Account record on SANITY for the Partner of interest to be able to create a BD Partnership opportunity record*)
4. Select the Company, and click "Next" and then click "Finish" to edit the newly created product opportunity

### Update basic Opportunity Information

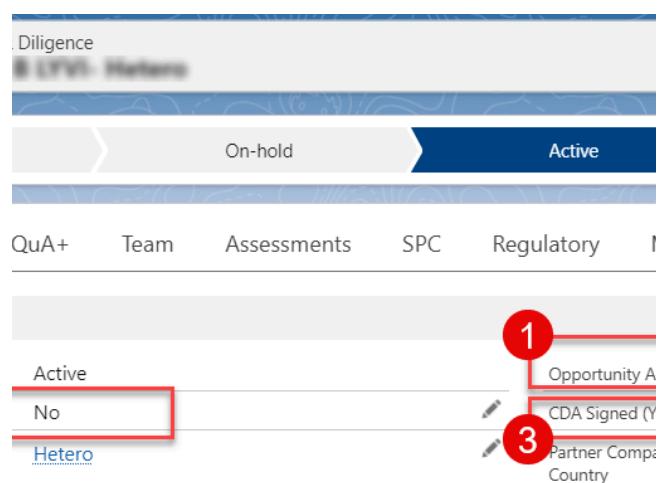
The newly created Opp. DD record would commence from the Evaluation status 'Active'. Please update

1. **Opportunity Annotation** with the Code Name or Basket Name of the project pursued with the partner.
2. **AIS related (Y/N)** - Default value: No. (Automated Insider System)
3. **CDA Signed (Y/N)**



unity - Step 1 - Search Company

unity - Step 1 - Select Company



### Knowledge nugget:

In SANITY, one Opportunity DD record constitutes to **one BD Partnership Opportunity**. If you consider 4 different partners for an allocated product, then you should have ideally 1 Deal and 4 Opp. DD records.

Although you will proceed with only one partner post-PSB, **It is important to record all partnership opportunities considered during the deal execution on SANITY**, by creating an Opp. DD record for each and either progress or discontinue each of them accordingly. SANITY also captures the list of partners you signed CDA with, for a given deal. - Audit remediation implemented from Sep 2024.

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Please keep summarizing details as the deal moves through the BD Project License Summary process ([Standard Template here](#))

Once you proceed with closing the opportunity, please follow the 'Governance stage' manual 'Opportunity Evaluation' & [Deal Closure](#) steps as appropriate.

