

. Confirmatory Evaluation



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^ Step 5.1. DD Close Out Meeting

Responsibility: BD Manager & DD Manager;

Consulted: All functions involved in the risk assessment process;

Organize DD Close-out meeting with all functions involved (technical and non-technical). BD along with functions will together decide who would be the functions that really need to provide a feedback and approval on SANITY and agree on timelines for feedback and approval submission on SANITY.

^ Step 5.2. DRB Feedback (Confirmatory Risk Assessment)

Responsibility: BD Manager;

Consulted: DD Manager, CCO Governance & Process, Business Operations & All functions who are requested PSB Feedback;

Please note that Deal Review Risk Assesment process involves 2 steps:

- | | |
|-------------------------------------|----------------------------|
| 1. Contractual Assessment Functions | Risk -
from |
| 2. Contractual Review | Risk -
Feedback from BD |



As agreed on the DD close-out meeting,

1. BD will [Request DRB Feedback after doing the preliminary checks.](#)
2. Functions will [Provide DRB Feedback on the Opportunity Assessment records.](#)

Potential doubts/asks for help from BD:

- For list of functions to be included in the PSB Feedback, please refer here: [PSB/DRB/CAR Approval for different BD Deal Types](#)
- If a Functional member is new to digitally recording the assessment/approval on SANITY, please share this link: [BD Onboarding for Functional Members](#) for a quicker onboarding, which includes everything they need to know.
- Refer here for [Handling Inactive Team Members Error message during Feedback/Approval](#)
- If a specific function/member has been missed out while requesting PSB feedback, [Request DRB Feedback individually.](#)
- BD or Functions could easily [Access/Track the status of Feedback requests.](#)
- If a functional member you requested PSB feedback is ooo or if another member is to be replaced, please [Reassign the Feedback Request.](#)

Only if you tried all the above links and still require help, contact *Business Operations*.

^ Step 5.3. Contractual Risk Review

Responsibility: BD Manager;

Consulted: DD Manager, CCO Governance & Process, Business Operations & All functions who are requested PSB Feedback;

For each Assessment record is finalized by the function (meaning the **Assessment Status** is set to **Contractual Risk Review**) the BD Manager will receive an email message notifying that the assessment has been finalized by the function and it's ready for them to review the contractual risks.

Your feedback is required to finalize DRB Assessment

1 -

Dear BD Manager,

You are required to review contractual risks to finalize the DRB Assessment for your Opportunity D&D Acetylsalicylic provided by the BD Regulatory Manager. Please Click [here](#) to review contractual risks.

Thank you

Your SANITY Team

You can open this assessment by clicking the hyperlink in the email you have received or you can check all consolidated assessments on the Opp. DD.

[Refer here for optimized view of DRB Feedbacks on the Opp. DD record.](#)

Opportunity Assessment
Assessment-1

+ Follow Create Additional Assessment Printable View Delete ▾

Opportunity	Status	Risks	Likelihood Value	Opportunity Diligence
Regulatory	Acetylsalicylic			Acetylsalicylic

Details Historical Assessments Record History & Activity

Opportunity Diligence	Acetylsalicylic	Owner	Karan
Product Opportunity Name	Acetylsalicylic	Function	Regulatory
Feedback Type	Deal Review Board	Role	BD Regulatory Manager
Summary	Good		

Overall Assessment

Assessment Status	Contractual Risk Review	Feedback Status Due Date
Feedback Value	Low Risk/Acceptable Conditions	Status

Contractual Risk Assessment

* Contractual Risk Mitigation a

Contractual risk resolved or no risk b

Resolution needed after signature

* Assessment Status c

Final

Next

Legend Traffic Light	Legend Wording	Definition	Strategy PSB/DRB
Green	Low Risk / Acceptable Conditions	No critical risks identified or minor risks include appropriate risks mitigation plan, risk mitigation proposed for acceptable risks	Select Partner or Prepare I with potential consequences mitigation I
Yellow	Medium Risk /	No major risks identified or medium risks include	Select Partner or Prepare I

After clicking the link,

All the Assessment records, with "Feedback Type" "Deal Review Board", for a given oppor...

1. On the Opportunity Assessment record
2. On the Contractual Risk Assessment section on the right side,

- a. Provide the appropriate mitigation action for the highlighted risk (copied from the contract) in the **Contractual Risk Mitigation** field
 - b. Tick the appropriate checkbox, either **Contractual risk resolved or no risk** or **Resolution needed after signature**
 - c. Set the **Assessment Status** to **Final**
 - d. Click **Next**
3. Click **Finish** on the success message window

Note: Opportunity Assessments with '**Resolution needed after signature**' checkboxes ticked are for the attention of project Management to follow-up post signature.

Upon requesting DRB Approval,

- the BD opportunity will automatically move to 'Deal Review Process'
- the BD Deal will automatically move to '6) Deal Approval'.

Please update [Deal Closure Likelihood % appropriate](#)



Next: 6) Deal Approval