

# Introduction to Pre-Selection Pipeline

## Learning Objectives

After completing this unit, you'll be able to:

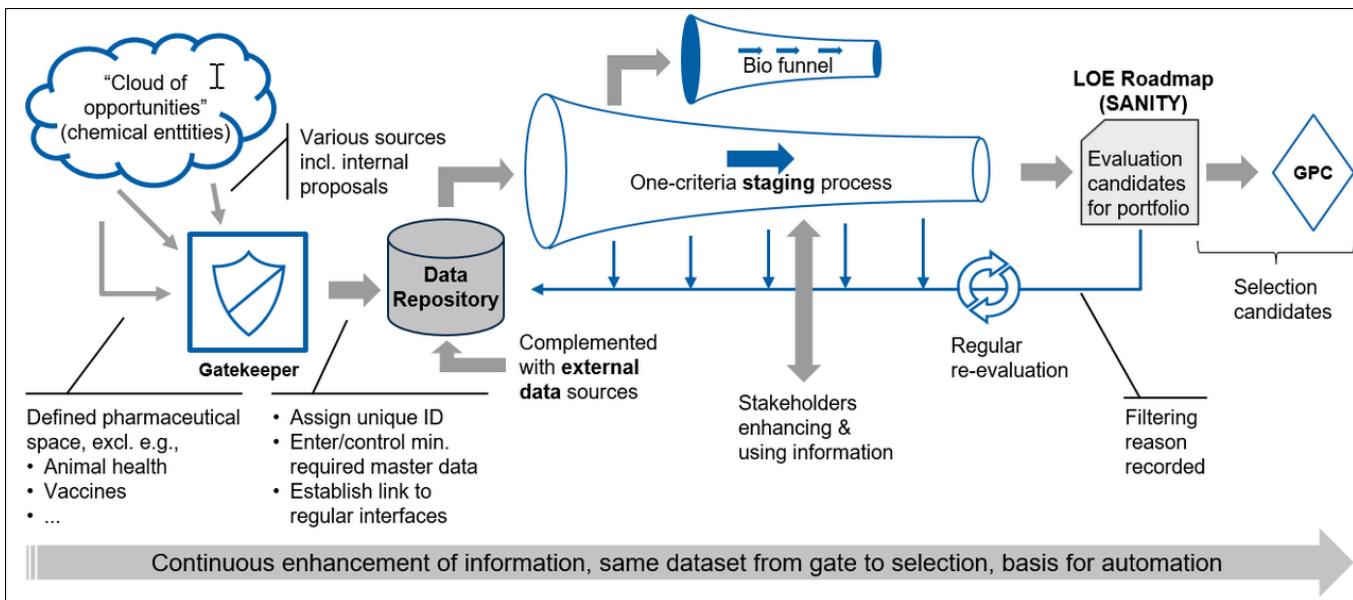
- Explain the Pre-Selection pipeline process
- Understand how to find “Product Target” records

## Introduction

Sandoz is a pharmaceutical company that produces generic medicine. The company must plan which medicine to be eventually added to the Sandoz portfolio by screening external databases and gathering information (even before market entry).

SANITY is a great tool that enables visibility and transparency of the entire originator product opportunity pool. Sandoz needs to have a full view of potential future products to ensure a robust and efficient “first in” pipeline for relevant and strategic products to the future Sandoz portfolio. A single database contains all of these opportunities visible to many functions and stakeholders across Sandoz facilitating easy access and assessment of all originator pipeline products with a process and data ownership structure. This database embedded within the SANITY ecosystem enables a cross-functional collaborative approach to work.

This module will focus on when and where this information is gathered and collected by Portfolio and the API Sourcing team. We call this the **Pre-Selection Pipeline or NextPipe**.



The Nextpipe process appears complex when viewing the diagram. However, you will have the opportunity to learn more about the entire process as you continue reading through the Portfolio modules.

## SANITY's Benefits

SANITY provides:

- **One database (pipeline portal):** Overview of all originators' pipelines (as of phase 3) and in-market opportunities.
- **Governance:** Establish a clear process and data ownership.
- **Adherence:** Ensure all relevant data (Patent relevant dates, Medical, Regulatory, Originator value forecast, etc) is centrally stored and kept up to date following an aligned way of working.

Product opportunities captured at the Product Target level within SANITY are all originator products within Phase 3 clinical studies (Phase 2 with an exception for certain products) that are relevant for the Sandoz potential future product pipeline. This enables Global Portfolio to assess every product regarding the feasibility of a product selection in a timely and cross-functional collaborative fashion.

## Identification of Candidate Drugs

Meet Haru, the Global Portfolio Manager, and Salma, the API Sourcing team member. They will work in the identification and research of drug candidates (Clinical trials - Phase 3).



**Salma**  
API Sourcing Team



**Haru**  
Portfolio Manager

The extensive research done by Haru and Salma along with their teams heavily depends on reviews and information obtained from external databases such as Cortellis, Evaluate Pharma, or Biomedtracker.

Let's follow Harus' steps as he searches for potential new drugs to be added to Sandoz's portfolio.

While you explore external databases as a Portfolio Manager to find potential candidates, you will need to get SANITY records ready for uploading data from those external sources. Those will help you further use reporting and analytics features in SANITY to funnel down the product opportunities during the Selection process.

Remember, in SANITY we think about database tables as Objects, columns as Fields, and rows as Records.

Haru will gather this information and record it on a Product Target record.

## Product Target Record

A 'Product Target' record and 'Product Details' record hold the information of a Brand/Originator product. The record fields include Originator Name, Originator Company, Therapeutic Area, and many others.

Product Target records have a known LoE date that Sandoz will pay attention to should they decide to add that product to their portfolio to be the first to market as a generic.

There is a pool of Product Targets being monitored and their information is being updated and expanded upon over time until the decision is made to move forward with the Selection, an Opp D&D is then created.

On the *child record*, "Product Details" provide more granular information per scope with the

respective brand company (there are cases where brand companies are different per territory, i.e. the originator company gave rights for commercialization to another company for specified scopes, sometimes the brand name of that same product differs).

After Portfolio and API Sourcing complete the required information in the Product Target, an Opportunity D&D record can be opened by the Global Portfolio Manager to provide all the required information needed to take your selection to the GPC. This triggers the product opportunity to enter the **Global Portfolio RoadMap** within SANITY.

You can learn how to create a new Product Target or Sandoz Product Target record in the first Portfolio module named **Small Molecules Pipeline Selection Process: Product Target Creation and Strength Management**

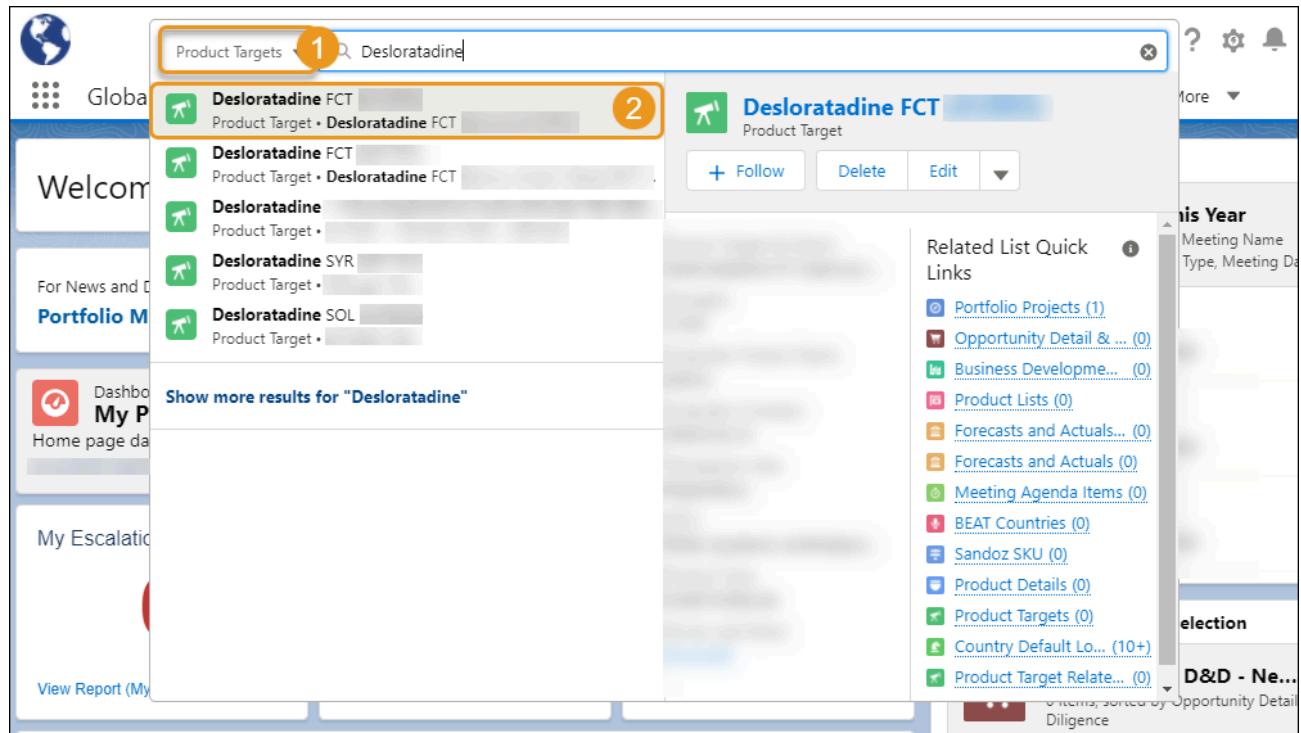
(<http://https://sanity.my.trailhead.com/en/content/sanity/modules/szsanitym0038nm>) where we follow Haru and Helena.

## Find an Existing Product Target Record

Let's find the Product Target you would like to work on!

You can use Global Search to find the Product Target record:

1. Select **Product Targets** and type the term you would like to search for such as the product name
2. Select the correct result from the suggested drop-down menu



3. You can also hit enter to see the full list of results

The screenshot shows a software interface for managing a global portfolio. At the top, there's a navigation bar with links like Home, Product Targets, Opportunity Detail & Diligences, Portfolio Projects, Meetings, Tasks, Chatter, Reports, and Dashboards. Below the navigation is a search bar with the query "Product Targets: Desloratadine". On the left, there's a sidebar titled "Search Results" with sections for Top Results and Product Targets (which has 8 items). Under "Refine By", there's a "Product Target Name" input field. The main content area is titled "Product Targets" and shows a table with 8 results. The columns include Product Target Name, Product Target full Name, Strengths, Originator Prod..., Origin..., Ther..., ATC3, Product..., and Ow... . The table lists five entries for Desloratadine POS, ODT, FCT, and FCT, with the fifth entry partially visible. The entire table area is highlighted with a yellow box, and a yellow circle with the number "3" is positioned at the top right corner of the table header.

Product Target Name	Product Target full Name	Strengths	Originator Prod...	Origin...	Ther...	ATC3	Product...	Ow...
Desloratadine POS	Desloratadine POS	0			Respiratory	R06A (Systemic Antihistamines)	Small Molecule	
Desloratadine ODT	Desloratadine ODT	2.5 MG; 5 MG			Respiratory	R06A (Systemic Antihistamines)	Small Molecule	
Desloratadine FCT	Desloratadine FCT	5 MG			Respiratory	R06A (Systemic Antihistamines)	Small Molecule	
Desloratadine FCT	Desloratadine FCT	5 MG			Respiratory	R06A (Systemic Antihistamines)	Small Molecule	
Desloratadine FCT	Desloratadine FCT							

## Portfolio and API Sourcing Collaboration

The collaboration between Haru (Global Portfolio Manager) and Salma (API Sourcing team member) is crucial for the success of the goal.

They need to remember that:

- All relevant originator pipeline products and in-market opportunities are captured from the Database
- Overview of SDZ LoE coverage is recorded for all key scopes (Key scopes defined according to Sandoz Global Portfolio strategy and subject to change)
- The “Gatekeeper” is a cross-functional effort between Global Portfolio and API Sourcing team responsible for filtering potential product opportunities that are relevant for the Sandoz pipeline (vaccines, diagnostics, etc)
- Regular monitoring and ensuring changes are captured (by responsible delegated function) is the ultimate responsibility of the Global Pipeline portfolio team
- Every candidate within this system is expected to have a decision regardless if it is trending towards a selection proposal or No Go evaluations/rejects. The responsibility lies with the responsible Global Portfolio Manager (GPfM)
- When the responsible GPfM wants to trigger either an evaluation or decision an Opp D&D is created from the Product Target ID level in SANITY. This triggers the product opportunity to enter the Global Portfolio RoadMap within SANITY. The Product Target ID always remains but is within a state of evaluation/decision

We will dive into the Product Target record in the next unit to focus on the fields that either Haru or Salma will need to complete.