

Manage a Product Target

Learning Objectives

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

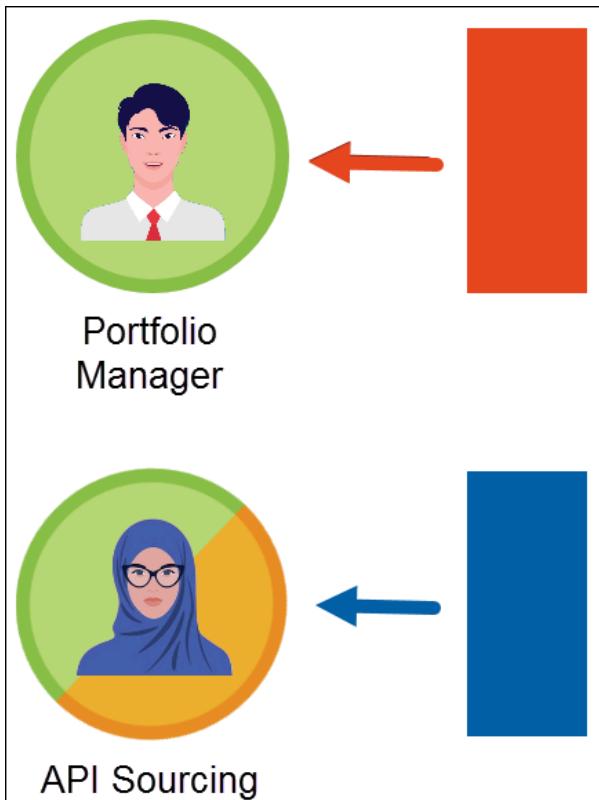
- Identify the main fields on a 'Product Target' record for Portfolio and API sourcing
- Learn about standard 'List Views' and 'Inline Editing' within NextPipe

Fields to Complete on the Product Target

Haru and Salma will now work closely together to fill all the required fields.

We will use Novartis colors to help demonstrate which role is responsible in the following screenshots for the respective fields. Haru is represented by the orange (Sienna) color and Salma is represented by the blue (Novartis blue) color.

Here is our color code:



We have also placed “Portfolio” and “API sourcing” in the title where their input is required. The applicable sections for Portfolio and API sourcing are **General Details**, **Selection Review Criteria**, **Key Dates**, **Early Stage Details**, **Clinical Assessment**, **Polymorph Screening**, and **API & FDF**.

Global Medical will also act as a support function to complete the clinical fields (annotated in our regular color).

Haru and Salma will now begin the process of completing these fields with the correct values in unison to continue with the Product Target. Let's get started!



You can view the descriptions within SANITY by hovering over the information “I” button.

General Details (Portfolio & API Sourcing)

1. **Product Target full Name, Product Target Name, Originator Company, Originator Product Name, Pharm compound number, and Product Type**
2. **Originator Product Logo, Therapeutic Area, ATC1, and ATC 3**
3. **RX/GX** - A legal check regarding potential conflicts, here you can select “Yes” or “No”
4. **Category**
5. **Product Comment**

Originator Company	Therapeutic Area	Product Type	Strengths
CVM		Small Molecule	100 mg, 80 mg

New Assessment Polymorph Screening Pre-Dev

Details Selections & Escalations Patents & Reg Strengths & Sndz Targets Forecasts BD & Scouting Quip

1. Product Target full Name
2. Originator Product Logo
3. RX/GX
4. Category
5. Product Comment

Selection Review Criteria (Portfolio & API Sourcing)

6. Highest originator development phase, Country of Highest Orig Dev phase, and Monitor the product
7. Regulatory Designations, WW Peak Innovator Sales, Year of Peak Innovator sales, and Reference for Innovator Sales
8. Ox global Sales Forecast - Forecast for Rx molecule extracted from various databases (e.g. Evaluate, ADIS, Cortellis, BioMedTracker)

The screenshot shows a list of selection review criteria. Items 6, 7, and 8 are highlighted with red and blue boxes respectively. Item 6 includes 'Highest originator development phase', 'Country of Highest Orig Dev phase', and 'Monitor this Product'. Item 7 includes 'Regulatory Designations', 'WW Peak Innovator Sales', 'Year of Peak Innovator Sales', and 'Reference for Innovator Sales'. Item 8 is 'Ox Global Sales Forecast'.

Key Dates (API Sourcing)

9. Earliest Gx submission US, and Earliest Gx submission US Status

The screenshot shows a list of key dates. Item 9 is 'Earliest Gx submission US' and 'Earliest Gx submission US Status'. Other items include 'Earliest Gx Regulatory Submission', 'Regulatory Date Status', 'LoE date US', and 'LoE date DE'.

Early Stage Details (API Sourcing & Global Medical)

10. First decision date, Molecule Assessment, PD Strategy Comment, Technical Complexity API, Technology Details API, Technical Complexity FDF, Technology Details FDF, In-house (PD) Technology available, Target Status - Process to show the status of API Sourcing & Pre-Screening Activities. Options include: None, New, Assessment, Polymorph Screening, Pre-Dev, Selection, and Decision. PD strategy options include: None, RLD similar, API patent circumvention, FDF patent circumvention, and API and FDF Patent circumvention.

- 11. Pre Selection Process, Opportunity Priority, Molecule Assessment end date, Pre-development Status, prelim. OEL in $\mu\text{g}/\text{m}^3$, API Availability Overview, Potential Suppliers, API Comments, and In-house (Tech Ops) Technology available**
- 12. Global Medical / Clinical Groups (Support function)**

Early Stage Details	
Target Status ⓘ First Decision Date ⓘ Molecule Assessment PD Strategy PD Strategy Comment Technical Complexity API Technology Details API Technical Complexity FDF Technology Details FDF In-house (PD) Technology available	10
	Pre Selection Process
	Opportunity Priority
	Molecule Assessment end date
	Development Complexity ⓘ
	Pre-Development status
	prelim. OEL in $\mu\text{g}/\text{m}^3$ ⓘ
	API Availability Overview
	Potential Suppliers
	API Comments ⓘ
In-house (Tech Ops) Technology available	
IP Executive Summary ⓘ	11
Clinical Complexity	12
	Clinical complexity remarks

Polymorph Screening (API Sourcing)

- 13. Polymorphism Screening Status, Polymorphism screening Start date, Polymorphism screening end date, Polymorphism screening comment, and Sandoz Own IP, Polymorphism screening outcome options: "None", "No Alternative form found", "Alternative form", Alternative salt", and "Co-crystal".**

Polymorph Screening	
Polymorphism Screening Status Polymorph screening Start date Polymorphism screening comment Sandoz Own IP	13
	Polymorphism screening outcome
	Polymorph screening End date

API & FDF (Portfolio)

- 14. Strengths, Product Dosage Broad, and Product Dosage Form**

API & FDF			14
Product Core Substance 1	Acetylsalicylic	Strengths	100 mg, 80 mg
Product Core Substance 2		Product Dosage Broad	Ir oral solid
Product Core Substance 3		Product Dosage Form	FCT - TABLET, FILM-COATED
Product Core Substance 4		Supply Conditions (Reference Product)	
Product Core Substance 5		Product Core Substance 8	
Product Core Substance 6		Product Core Substance 9	
Product Core Substance 7		Product Core Substance 10	

Haru and Salma have successfully completed their responsible fields, let's congratulate them!

You might have noticed that a few fields have been automatically completed such as **SPIRIT Product ID, Earliest Gx Reg submission, and Earliest LoE Date (Sandoz calculated)**. You can also see that a few important fields have even been left empty such as **API Availability Overview, Potential Suppliers, and API comments** which are completed by the Sourcing team while **Global Patent Attorney** is solely done by the IP team.

Haru and Salma can easily obtain those necessary details but are not the ones to supply the information themselves.

Great, all the fields have now been completed on the product target through their great collaboration!

Related List Quick Links

At the bottom of the “Product Target” record, you can find all the relevant links (e.g. to an already created Opp DD) for this Product that are supportive of the evaluation.

Related List Quick Links	
Portfolio Projects (0)	Opportunity Detail & Diligences (2)
BEAT Countries (0)	Sandoz SKU (0)
Product Target Related Patents (0)	Indications (0)
	Forecasts and Actuals (Product Target (Sandoz Forecast)) (0)
	Regulatory Approvals (0)
	Product Target History (0)
	Files (0)
Show Less	

As you can see, the “Product Target” record is the starting point of your evaluation and provides all the relevant fields related to timing and product categorization for you to start planning your

selections for Sandoz Pipeline.

Now an “Opportunity Detail & Diligence” record can be created by the Global Portfolio Manager.

List Views in NextPipe

There are many standard List Views in Nextpipe that are divided by category, some of the most relevant for you to know is the following: **Molecular Assessment Definition, Molecular Assessment Input, Molecular Assessment Input Technology, Product Priority, Polymorphic Screening Status, and Product Sourcing**

Here you can see the available standard List views and their corresponding filters/parameters:

The screenshot shows a list view titled "Product Targets" with a dropdown filter set to "All". A search bar is at the top. Below it is a table with 16 rows, each containing a number from 1 to 16 and a list view name. A large orange circle highlights the search bar and the list of names. The names are:

1	LoE list 1st Fields
2	LoE list Remaining Fields
3	My SM Prod w/ future 1st Decision dates
4	My Small Mol Products
5	Portal Mol Ass Definition
6	Portal Mol Ass Input
7	Portal Mol Ass Input Tech
8	Portal Polym-Screening Define
9	Portal Polym-Screening Input
10	Portal Pre-Dev Define
11	Portal Priority
12	Portal Sourcing
13	
14	
15	
16	

You can also use inline editing to update multiple record fields without accessing them one by one, let's save you some time and utilize this incredible feature in SANITY:

1. Access filters
2. Create a new filter by setting the field to Record Type (Required to use inline editing)
3. Hover your mouse over a field and click on the Pencil icon to edit (The lock icon signifies the field can't be edited)
4. Save your changes and you have successfully used Inline editing

The screenshot shows the SANITY Product Targets list view. At the top, there are navigation tabs: Global Portfolio, Home, Product Targets (selected), Opportunity Detail & Diligences, Portfolio Projects, Meetings, Tasks, More. Below the tabs is a search bar and a toolbar with icons for New, Open in Quip, Import, Change Owner, and Printable View. A filter dropdown shows 'All' selected. The main area displays a table of product targets with columns like Strengths, Pr..., R..., A..., T..., O..., M..., Pr..., Cr..., Cr... (with the last two being locked). A row is currently selected, highlighted with a blue border. To the right of the table is a 'Filters' sidebar. The sidebar shows a single filter applied: 'Record Type equals Small Molecules / Other'. The 'Save' button at the bottom of the table row is highlighted with a yellow circle labeled '4'.

If you experience any blockers trying to use inline editing then you should check out the [List Views in SANITY](https://sanity.my.trailhead.com/content/sanity/modules/szsanitym0005rl) (<https://sanity.my.trailhead.com/content/sanity/modules/szsanitym0005rl>). module where we go into greater detail and you can even learn how to create user-specific List Views.

Haru and Salma have successfully completed all the required fields on the Product Target through their focus and wonderful collaboration. You will continue to follow Haru in the next module as he once again works together with Helena from Global Portfolio Governance, Process and Systems to create and fill an Opportunity Detail & Diligence (Opp D&D).

Let's keep this excellent pace and continue to the next module!

Resources

[List Views in SANITY](https://sanity.my.trailhead.com/content/sanity/modules/szsanitym0005rl) (<https://sanity.my.trailhead.com/content/sanity/modules/szsanitym0005rl>)