

# BD Process and Tips

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The BioPing – “Ping the Right Partner”

# Disclaimer



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# Partnering with Pharma – The BD Journey

## From First Contact to Deal – Be Patient and Stay Ready !



### Education & Awareness Phase

- Initial outreach
- 1:1 mtgs. @ conferences
- Educate on platform, & lead program, address questions
- Share non-con materials and then follow up

### Scientific Deep Dive

- Discussions with R&D teams
- BD teams organize this and bring right experts
- This step can be with or without CDA (confidentiality)
- Seek feedback post meeting

### Formal Diligence

- If feedback positive – move to CDA and formal technical diligence
- Get ready to share docs via data room
- If not interested – ask for feedback and work on it. Pharma will most likely track your Co. and expect progress



### Deal Signing & Closure



### Contract + Deal Negotiations & Diligence Closure

- BD teams will share initial draft of agreement
- Legal, IP and BD teams to start full negotiations
- Finalize and clear open diligence items



### Confirmatory Diligence & Term Sheet Proposal

- R&D diligence will keep going till last minute
- Legal and IP will start taking more role at this stage of diligence
- BD will share initial non-binding proposal and start negotiating process



### Interest Building & Business Discussions

- If BD gets positive feedback from internal R&D teams – expect business discussions in parallel e.g., deal structure, terms, territory, timing etc.
- BD teams will start internal approval process - goes through multiple set of committees (long process)



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## General Guidance to Biotech Founders / CEOs



- **Be Patient:** Large pharma's are evaluating hundreds of assets. Don't expect fast decisions
- **Be Prepared:** Have updated decks, one-pagers, and data summaries ready always.
- **Stay in Touch:** No response ≠ no interest. Keep sharing milestones or new data
- **Understand Pharma Internal Process:** BD, R&D, legal, commercial all weigh in—slows things down and can easily take ~9-12 months for a licensing deal
  - Pharma process involves feedback and inputs from various stakeholders like R&D, CMC, Commercial and CEO office
- **Follow Up Respectfully:** Monthly follow-ups are OK—keep it short and useful
- **Use BD Tools:** Track all conversations. Use CRM or tools like a simple excel file to track discussions at partner level

***"Keep in mind: These deals involve substantial upfront payments. Pharma needs time to evaluate and align internally before committing."***



Deal Readiness, quick and focused Dealmaking

## Contact

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