BioPing
Ping the Right Partner

Winning BD Pitch Decks

June-2025

BioPing - “Ping the Right Partner”

Disclaimer

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Suggested Content
(Keep ~15–20 slides for introductory meeting)

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1. Company Snapshot
- Who you are, what you do, and your vision
- Founders, team, platform/approach, location, IP
- Optional: tagline that sums up your differentiation

2. Platform / Pipeline Snapshot
- Put the asset in context of broader platform (if applicable)
- Optional: show platform potential with other assets

3. Unmet Need / Disease Background
- What's the medical need, why it matters now
- High-level market context
- Opportunity for ***differentiation***

4. Mechanism of Action / Biology Rationale
- How your program works, biological rationale
- Why the target matters (and is validated)
- Competitive advantage (vs. SOC or failed approaches)

5. Preclinical Data Summary (for preclinical stage assets)
- Proof-of-concept (in vitro, in vivo, PK/PD, safety)
- Disease models used and why they're relevant
- Benchmark vs. SOC (if possible)

5. Clinical Overview (if in clinic)
- Trial design, patient pop, key endpoints
- Summary of safety and efficacy data (topline if ongoing)
- Any early signs of differentiation

7. Competitive Landscape
- Who else is working on this?
- Your edge: why you're different and better
- Avoid full grid — just key players and how you win

8. IP / CMC / Manufacturing
- Patent status (granted/pending) + coverage years
- Any differentiation from a formulation, delivery, CMC
- Optional: freedom to operate

9. Development Plan & Milestones
- Preclinical/clinical roadmap with timing
- What inflection points are upcoming
- Cost/effort estimate to get to next value step

10. What You're Looking For
- Licensing? Co-development? Option deal?
- Flexibility or open to structure
- What makes now the right time to engage

Additional Suggestions

🎯 For Preclinical vs Clinical Stage

Element	Preclinical Asset	Clinical Asset
Strong emphasis on	MoA, in vivo models, biomarker strategy, target rationale	Safety, efficacy signals, study design, patient outcomes
Must-have data	Dose-response, tox, PK/PD, target engagement, reproducibility	Summary table of trial data, adverse events, comparator data
Optional	Companion diagnostic plan, IND-ready status	KOL feedback, patient experience data, extension plans

✅ **Final Tips:**

- Keep visuals clean, not data-dump slides
- Highlight 2–3 differentiation points consistently
- Avoid overpromising — just enough to **build interest**
- Have **backup slides** with detailed data if asked
- Tailor to the audience (scientific vs. BD vs. commercial)

Contact

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