

Design and evaluation of partnering options for a business unit of a major biotech supplier

Scope	Approach	Results
<ul style="list-style-type: none">■ Incremental business and profit needed to fulfil the headquarter objectives■ Insufficient own pipeline■ Confidential 6-week project■ Close cooperation of corporate finance and business consultants	<ul style="list-style-type: none">■ Design of collaboration options in-line with strategic objectives■ Profiling of potential partners■ Detailing of the different options (strategy, structure, financials)■ Evaluation of strategic fit and type of partnership■ Financial modelling and sensitivity analysis■ Assessment of different results	<ul style="list-style-type: none">■ Good summary of competitor information from inside and outside the company■ Detailed evaluation of 4 different partnering scenarios, rejection of 6 different options after initial screening■ Consistent strategic criteria■ Integrated financial planning model