Report description

The Personalized Medicine Partnering Terms and Agreements report provides comprehensive understanding and unprecedented access to the personalized medicine partnering deals and agreements entered into by the world's leading healthcare companies.

The report provides a detailed understanding and analysis of how and why companies enter personalized medicine partnering deals. The majority of deals are discovery or development stage whereby the licensee obtains a right or an option right to license the licensors personalized medicine technology. These deals tend to be multicomponent, starting with collaborative R&D, and commercialization of outcomes.

Understanding the flexibility of a prospective partner’s negotiated deals terms provides critical insight into the negotiation process in terms of what you can expect to achieve during the negotiation of terms. Whilst many smaller companies will be seeking details of the payments clauses, the devil is in the detail in terms of how payments are triggered – contract documents provide this insight where press releases do not.

This report contains over 1,500 links to online copies of actual personalized medicine deals and contract documents as submitted to the Securities Exchange Commission by companies and their partners. Contract documents provide the answers to numerous questions about a prospective partner’s flexibility on a wide range of important issues, many of which will have a significant impact on each party’s ability to derive value from the deal.

The initial chapters of this report provide an orientation of personalized medicine dealmaking and business activities. Chapter 1 provides an introduction to the report, whilst chapter 2 provides an overview of the trends in personalized medicine dealmaking since 2007, including details of average headline, upfront, milestone and royalty terms.

Chapter 3 provides a review of the leading biomarker deals since 2007. Deals are listed by headline value, signed by bigpharma, most active bigpharma, and most active of all biopharma companies. Where the deal has an agreement contract published at the SEC a link provides online access to the contract.

Chapter 4 provides a review of the leading companion diagnostic deals since 2007. Deals are listed by headline value, signed by bigpharma, most active bigpharma, and most active of all biopharma companies. Where the deal has an agreement contract published at the SEC a link provides online access to the contract.

Chapter 5 provides a review of the leading pharmacogenomic deals since 2007. Deals are listed by headline value, signed by bigpharma, most active bigpharma, and most active of all biopharma companies. Where the deal has an agreement contract published at the SEC a link provides online access to the contract.

Chapter 6 provides a comprehensive listing of the top 50 bigpharma companies with a brief summary followed by a comprehensive listing of personalized medicine deals including biomarker, companion diagnostic, pharmacogenomics, as well as contract documents available in the public domain. Where available, each deal title links via Weblink to an online version of the actual contract document, providing easy access to each contract document on demand.
Chapter 7 provides a comprehensive and detailed review of biomarker partnering deals signed and announced since 2007, where a contract document is available in the public domain. The chapter is organized by company A-Z, stage of development at signing, deal type (collaborative R&D, co-promotion, licensing etc), and specific therapy focus. Each deal title links via Weblink to an online version of the deal record and where available, the contract document, providing easy access to each contract document on demand.

Chapter 8 provides a comprehensive and detailed review of companion diagnostics partnering deals signed and announced since 2007, where a contract document is available in the public domain. The chapter is organized by company A-Z, stage of development at signing, deal type (collaborative R&D, co-promotion, licensing etc), and specific therapy focus. Each deal title links via Weblink to an online version of the deal record and where available, the contract document, providing easy access to each contract document on demand.

Chapter 9 provides a comprehensive and detailed review of pharmacogenomic partnering deals signed and announced since 2007, where a contract document is available in the public domain. The chapter is organized by company A-Z, stage of development at signing, deal type (collaborative R&D, co-promotion, licensing etc), and specific therapy focus. Each deal title links via Weblink to an online version of the deal record and where available, the contract document, providing easy access to each contract document on demand.

The report also includes numerous tables and figures that illustrate the trends and activities in personalized medicine partnering and dealmaking since 2007.

In conclusion, this report provides everything a prospective dealmaker needs to know about partnering in the research, development and commercialization of personalized medicine technologies and products.
**Key benefits**

**Personalized Medicine Partnering Terms and Agreements** provides the reader with the following key benefits:

- In-depth understanding of personalized medicine deal trends since 2007
- Access to headline, upfront, milestone and royalty data
- Analysis of the structure of personalized medicine agreements with numerous real life case studies
- Comprehensive access to over 1,500 actual personalized medicine deals entered into by the world’s biopharma companies
- Detailed access to actual personalized medicine contracts entered into by the leading fifty bigpharma companies
- Insight into the terms included in a personalized medicine agreement, together with real world clause examples
- Understand the key deal terms companies have agreed in previous deals
- Undertake due diligence to assess suitability of your proposed deal terms for partner companies

**Report scope**

**Personalized Medicine Partnering Terms and Agreements** is intended to provide the reader with an in-depth understanding and access to personalized medicine trends and structure of deals entered into by leading companies worldwide.

**Personalized Medicine Partnering Terms and Agreements** includes:

- Trends in personalized medicine dealmaking in the biopharma industry since 2007
- Analysis of personalized medicine deal structure
- Access to headline, upfront, milestone and royalty data
- Case studies of real-life personalized medicine deals
- Access to over 1,500 personalized medicine contract documents
- The leading personalized medicine deals by value since 2007
- Most active personalized medicine dealmakers since 2007
- The leading personalized medicine partnering resources

In **Personalized Medicine Partnering Terms and Agreements**, the available contracts are listed by:

- Company A-Z
- Headline value
- Stage of development at signing
- Deal component type
- Specific therapy target

Each deal title links via Weblink to an online version of the deal record and where available, the contract document, providing easy access to each contract document on demand.
The Personalized Medicine Partnering Terms and Agreements report provides comprehensive access to available deals and contract documents for over 1500 personalized medicine deals. Analyzing actual contract agreements allows assessment of the following:

- What are the precise personalized medicine rights granted or optioned?
- What is actually granted by the agreement to the partner company?
- What exclusivity is granted?
- What is the payment structure for the deal?
- How are sales and payments audited?
- What is the deal term?
- How are the key terms of the agreement defined?
- How are IPRs handled and owned?
- Who is responsible for commercialization?
- Who is responsible for development, supply, and manufacture?
- How is confidentiality and publication managed?
- How are disputes to be resolved?
- Under what conditions can the deal be terminated?
- What happens when there is a change of ownership?
- What sublicensing and subcontracting provisions have been agreed?
- Which boilerplate clauses does the company insist upon?
- Which boilerplate clauses appear to differ from partner to partner or deal type to deal type?
- Which jurisdiction does the company insist upon for agreement law?

Number of pages:

The report is comprised of 992 pages.
Executive Summary

Welcome to the Personalized Medicine Partnering Terms and Agreements report.

The report provides a detailed understanding and analysis of how and why companies enter personalized medicine partnering deals. The majority of deals are development stage whereby the licensee obtains a right or an option right to license the licensors personalized medicine technology. These deals tend to be multicomponent, starting with collaborative R&D, and commercialization of outcomes.

This report provides details of the latest personalized medicine deals announced in the healthcare sectors.

Understanding the flexibility of a prospective partner’s negotiated deals terms provides critical insight into the negotiation process in terms of what you can expect to achieve during the negotiation of terms. Whilst many smaller companies will be seeking details of the payments clauses, the devil is in the detail in terms of how payments are triggered – contract documents provide this insight where press releases and databases do not.

This report contains a comprehensive listing of all personalized medicine partnering deals announced since 2007 including financial terms where available including over 1500 links to online deal records of actual personalized medicine partnering deals as disclosed by the deal parties. In addition, where available, records include contract documents as submitted to the Securities Exchange Commission by companies and their partners.

Contract documents provide the answers to numerous questions about a prospective partner’s flexibility on a wide range of important issues, many of which will have a significant impact on each party’s ability to derive value from the deal.

For example, analyzing actual company deals and agreements allows assessment of the following:

- What is actually granted by the agreement to the partner company?
- What exclusivity is granted?
- What are the precise rights granted or optioned?
- What is the payment structure for the deal?
- How are sales and payments audited?
- What is the deal term?
- How are the key terms of the agreement defined?
- How are IPRs handled and owned?
- Who is responsible for commercialization?
- Who is responsible for development, supply, and manufacture?
- How is confidentiality and publication managed?
- How are disputes to be resolved?
Under what conditions can the deal be terminated?

What happens when there is a change of ownership?

What sublicensing and subcontracting provisions have been agreed?

Which boilerplate clauses does the company insist upon?

Which boilerplate clauses appear to differ from partner to partner or deal type to deal type?

Which jurisdiction does the company insist upon for agreement law?

The initial chapters of this report provide an orientation of personalized medicine dealmaking and business activities. Chapter 1 provides an introduction to the report, whilst chapter 2 provides an overview of the trends in personalized medicine dealmaking since 2007, including details of average headline, upfront, milestone and royalty terms.

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Chapter 5 provides a review of the leading pharmacogenomic deals since 2007. Deals are listed by headline value, signed by bigpharma, most active bigpharma, and most active of all biopharma companies. Where the deal has an agreement contract published at the SEC a link provides online access to the contract.

Chapter 6 provides a comprehensive listing of the top 50 bigpharma companies with a brief summary followed by a comprehensive listing of personalized medicine deals including biomarker, companion diagnostic, pharmacogenomics, as well as contract documents available in the public domain. Where available, each deal title links via Weblink to an online version of the actual contract document, providing easy access to each contract document on demand.

Chapter 7 provides a comprehensive and detailed review of biomarker partnering deals signed and announced since 2007, where a contract document is available in the public domain. The chapter is organized by company A-Z, stage of development at signing, deal type (collaborative R&D, co-promotion, licensing etc), and specific therapy focus. Each deal title links via Weblink to an online version of the deal record and where available, the contract document, providing easy access to each contract document on demand.

Chapter 8 provides a comprehensive and detailed review of companion diagnostics partnering deals signed and announced since 2007, where a contract document is available in the public domain. The chapter is organized by company A-Z, stage of development at signing, deal type (collaborative R&D, co-promotion, licensing etc), and specific therapy focus. Each deal title links via Weblink to an online version of the deal record and where available, the contract document, providing easy access to each contract document on demand.

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The report also includes numerous tables and figures that illustrate the trends and activities in personalized medicine partnering and dealmaking since 2007.

In conclusion, this report provides everything a prospective dealmaker needs to know about partnering in the research, development and commercialization of personalized medicine technologies and products.
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Respiratory

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