



Current Partnering



Business Report:

BROCHURE: Manufacturing & Supply Agreements in Pharma, Biotech and Diagnostics

Manufacturing and supply contract documents
Manufacturing and supply agreement terms
Manufacturing and supply agreement structure
Top manufacturing deals by value
Top supply deals by value
Most active manufacturing dealmakers
Most active supply dealmakers

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Report description

The **Manufacturing and Supply Agreements in Pharma, Biotech and Diagnostics** report provides comprehensive understanding and unprecedented access to the manufacturing and supply agreements entered into by the worlds leading biopharma companies.

This report provides details of the latest manufacturing and supply agreements announced in the pharmaceutical, biotechnology and diagnostic sectors. Fully revised and updated, the report provides details of manufacturing and supply agreements from 2003 to early 2009.

The report provides a detailed understanding and analysis of how and why companies enter manufacturing and supply deals.

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 over 1000 links to online copies of actual manufacturing and supply contract documents as submitted to the Securities Exchange Commission by biopharma 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 manufacturing and supply dealmaking and business activities. Chapter 1 provides an introduction to the report, whilst chapter 2 provides an analysis of the trends in manufacturing and supply as well as a discussion on the merits of each type of deal.

Chapters 3 and 4 provide an overview of the structure of manufacturing and supply deals, respectively. Each chapter includes numerous case studies to enable understanding of both pure manufacturing/supply deals and multicomponent deals where manufacturing/supply forms a part.

Chapters 5 and 6 provide a review of the leading manufacturing/supply deals since 2000, respectively. 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 7 provides a comprehensive listing of the top 50 bigpharma companies with a brief summary followed by a comprehensive listing of manufacturing and supply contract documents available in the public domain. Each deal title links via Weblink to an online version of the actual contract document, providing easy access to each contract document on demand. Chapters 8 and 9 provide a comprehensive listing of all manufacturing and supply agreement contracts since 2003 available in the public domain, respectively. Each chapter is organized by A-Z, stage of development at signing, and therapeutic area. Each deal title links via Weblink to an online version of the actual contract document, providing easy access to each contract document on demand.

The report also includes numerous table and figures that illustrate the trends and activities in manufacturing and supply dealmaking since 2000. In conclusion, this report provides everything a prospective dealmaker needs to know about manufacturing and supply as an opportunity to participate in the commercialization of either candidate compounds in development or products already on the market.

Key benefits

Manufacturing and Supply Agreements in Pharma, Biotech and Diagnostics provides the reader with the following key benefits:

- In-depth understanding of manufacturing and supply deal trends since 2000
- Analysis of the structure of manufacturing and supply agreements with numerous real life case studies
- Comprehensive access to over 1000 actual manufacturing and supply contracts entered into by the world's biopharma companies*
- Detailed access to actual manufacturing and supply contracts enter into by the leading fifty bigpharma companies*
- Insight into the terms included in a manufacturing and supply 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

*Subject to being published via regulatory requirements of the Securities Exchange Commission.

Report scope

Manufacturing and Supply Agreements in Pharma, Biotech and Diagnostics is intended to provide the reader with an in-depth understanding of the manufacturing and supply trends and structure of deals entered into by leading biopharma companies worldwide.

Manufacturing and Supply Agreements in Pharma, Biotech and Diagnostics includes:

- Trends in manufacturing and supply dealmaking in the biopharma industry since 2000
- Analysis of manufacturing and supply deal structure
- Case studies of real-life manufacturing and supply deals
- Access to over 1000 manufacturing and supply contract documents
- The leading manufacturing and supply deals by value since 2000
- Most active manufacturing and supply dealmakers since 2000
- The leading manufacturing and supply partnering resources

In **Manufacturing and Supply Agreements in Pharma, Biotech and Diagnostics**, the available contracts are listed by:

- A-Z
- Headline value
- Stage of development at signing
- Therapeutic area

Each deal title links via Weblink to an online version of the actual contract document, providing easy access to each contract document on demand.

The **Manufacturing and Supply Agreements in Pharma, Biotech and Diagnostics** report provides comprehensive access to available contract documents for over 1000 manufacturing and supply deals. Analyzing actual contract agreements allows assessment of the following:

- What are the precise manufacturing and supply 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 589 pages.

Executive Summary

Welcome to the revised and updated **Manufacturing and Supply Agreements in Pharma, Biotech and Diagnostics** report.

This report provides details of the latest manufacturing and supply agreements announced in the pharmaceutical, biotechnology and diagnostic sectors. Fully revised and updated, the report provides details of manufacturing and supply agreements from 2003 to early 2009.

The report provides a detailed understanding and analysis of how and why companies enter manufacturing and supply deals.

A supply or manufacturing agreement is normally between a product manufacturer and product owner in which an owner outsources the manufacture and supply of its product(s) to the service company in a defined territory.

Manufacturing and supply agreements provide a popular method of maximizing the value of a product launched into a market. The deals allow the product marketer to focus on its sales and marketing efforts whilst relying on a third party to manufacture and supply product on demand, enabling rapid response to market demands. It also ensures that the marketer does not need to invest in costly infrastructure and expertise ahead of knowing whether the product will be successful or sustainable.

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 manufacturing and supply deals announced since 2003 including financial terms plus over 1000 links to online copies of actual manufacturing and supply 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 agreements allows assessment of the following:

- What are the precise manufacturing and supply rights granted?
- 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?
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The initial chapters of this report provide an orientation of manufacturing and supply dealmaking and business activities. Chapter 1 provides an introduction to the report, whilst chapter 2 provides an analysis of the trends in manufacturing and supply as well as a discussion on the merits of each type of deal.

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The report also includes numerous table and figures that illustrate the trends and activities in manufacturing and supply dealmaking since 2000.

In conclusion, this report provides everything a prospective dealmaker needs to know about manufacturing and supply as an opportunity to participate in the commercialization of either candidate compounds in development or products already on the market.

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- Accident/Hospital/Trauma
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- Cardiovascular
- Central nervous System
- Dermatology
- Gastrointestinal
- Genitourinary
- Autoimmune/Inflammatory
- Infection
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- Oncology
- Respiratory
- Sensory Organ / Oral Health
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9.4. By stage of development at signing

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