

Pharma BD is entering a new era

Most teams aren't ready.



The AI readiness gap

Your C-suite is investing billions in AI. Your BD data isn't ready for any of it. Data quality is the #1 reason AI pilots fail.



Data is the new competitive advantage

Every pharma company has access to the same Cortellis and Evaluate data. What's unique to you is your internal partnering intelligence



The question BD can't answer

The majority of new drug revenues now come from externally sourced products. BD's contribution has never been more visible or more scrutinized

Built for pharma partnering

From day one.

15+

years focused
on pharma
partnering

70%

of Top 50
pharmaceutical
companies

500+

clients in the life
science industry

CARLYLE

PE-backed
for continued
investment
and growth



Headquarters:

Lyon, France | Global presence



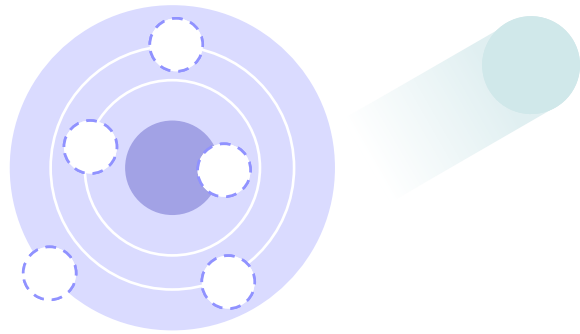
Expertise:

Team built from pharma partnering
professionals, not generic CRM
consultants



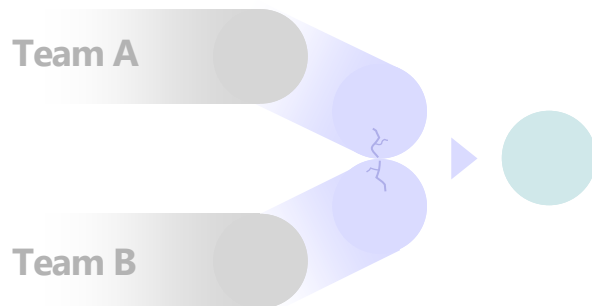
You're missing deals

And you don't know what your team is doing.



Missing the big one

You were busy evaluating five opportunities. The **sixth one**, the one your CEO will ask about, went to a competitor who moved faster.



Blindness to your own organization

- Two teams in your company are talking to the same partner about the same asset and neither knows.
- Someone left last year. Their evaluations, relationships, and context left with them.

50%







**typical CRM
data entry
compliance.**

Half your data missing means all your data is unreliable.

“ Everyone felt that Salesforce would work well for business development because a lot of what we do is like sales. Unfortunately, it was like putting **a round peg in a square hole**”

— BD Operations Director, Top 5 Pharma

Why other tools fail BD teams.

 What they expected	 What they got
Enterprise credibility	 "Burdensome. A lot of clicks. Not intuitive."
A platform the whole company uses	 "Team just kind of didn't use it at all. BD team built workarounds in Excel and SharePoint. Partnering data is incomplete, reports unreliable."
Comprehensive software	 "It's not designed for business development. Very unique nuances and is clunky."
Long-term solution	 "We had to make all our training ourselves."

Three independent Top 10 pharma companies.
Same story, same outcome.

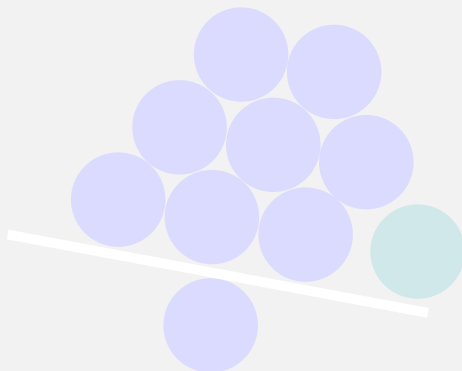
Generic CRMs were never built for BD workflows.

The big questions, at every level

FOR YOUR TEAM

Will this make my team's life harder or easier?

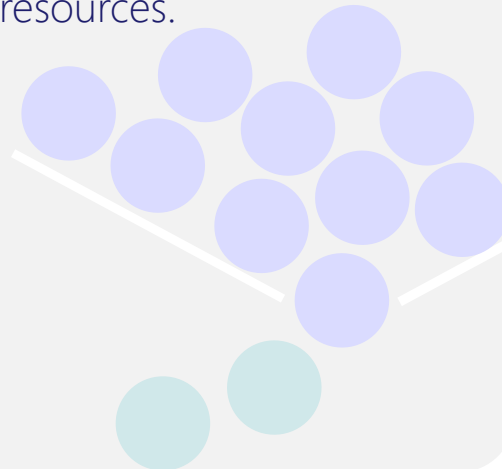
Full-time headcount dedicated to data maintenance instead of deal-making. Every hour your team spends chasing data is an hour they're not evaluating opportunities.



FOR YOU

Do I have visibility on where we're spending time and resources?

No visibility into where time is being spent, or whether it's on the right deals, at the right stage, with the right resources.



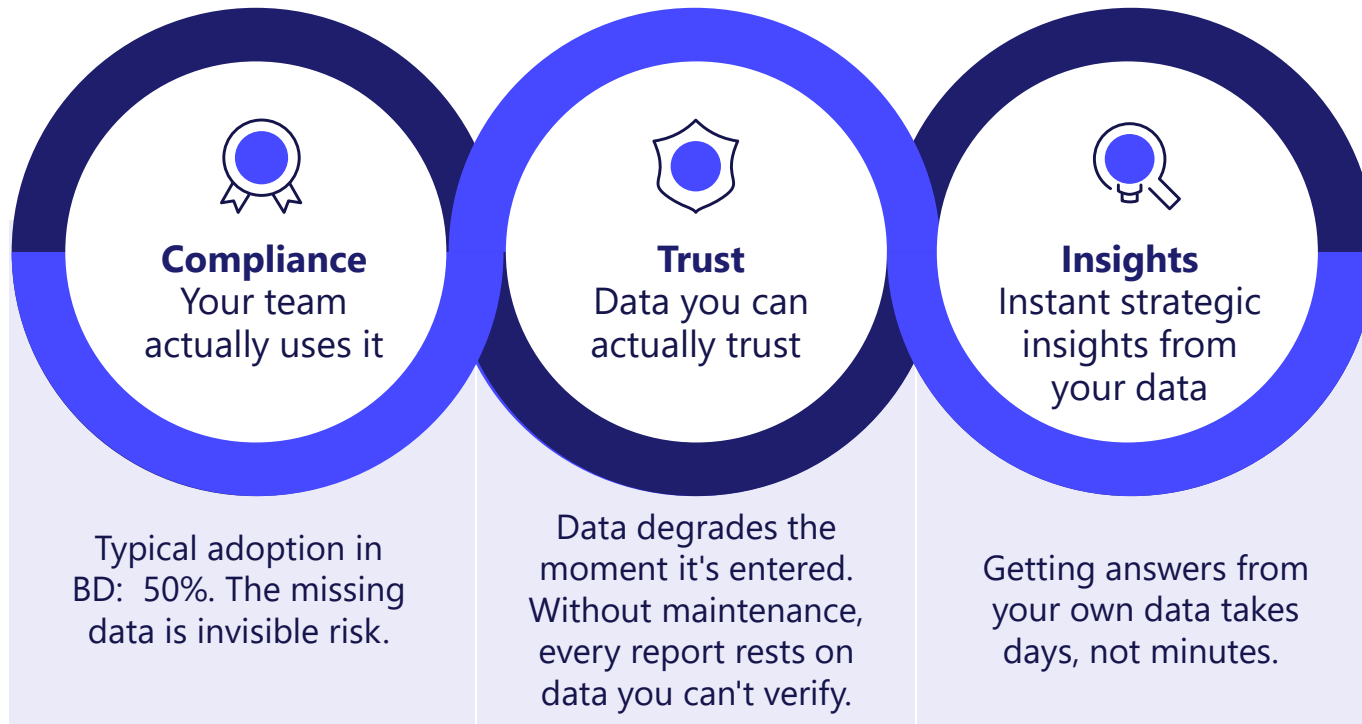
FOR YOUR CEO

The question you dread: "Can I answer when the CEO asks?"


The CEO asks about a deal and the Head of BD can't answer. The opportunity that slipped through because no one had the full picture.



The combination that makes partnering advantage inevitable.



No single pillar is enough. **The three have to work together, or nothing works.**

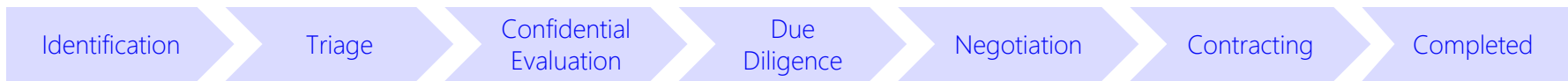


What it solves:

Embedded Expertise :

- ✔ Dedicated CSM
- ✔ 500+ life science clients informing every workflow
- ✔ Structured implementation
- ✔ Premium services

One platform across the entire partnering lifecycle



The screenshot displays the Inpart Sens platform interface. At the top, there's a navigation bar with 'Opportunities 68' and a search bar. Below that, a horizontal filter bar shows categories like 'To be defined 0', 'Co-development 0', 'In-licensing 13', 'Initial Outreach 2', 'Invention Disclosure 2', 'Investment 3', 'Licensing 13', and 'Out-Licensing 35'. The main area is a grid of deal cards, each representing a partnership opportunity. Each card includes the company name, a brief description, and a status indicator (e.g., 'Series B | In...', 'Out-licensi...'). The cards are organized into columns corresponding to the lifecycle stages: Identification (16), Triage (5), Confidential Evaluation (4), Due Diligence (4), Negotiation (2), Contracting (3), and Completed (1).

30%
faster deal closing

24,000+
hours saved per year

**Any question
in minutes**

**Every decision
documented**

What our customers experience

“We're a victim of success, now that people are actually using the system to collaborate, there are ideas about how we can leverage it even more.”

– BD Operations Director, Top 5 Pharma

Before Deal

Tool adoption in **single digits**

Implementation taking 9–12 months

Frustrating support-teams that don't understand BD workflows

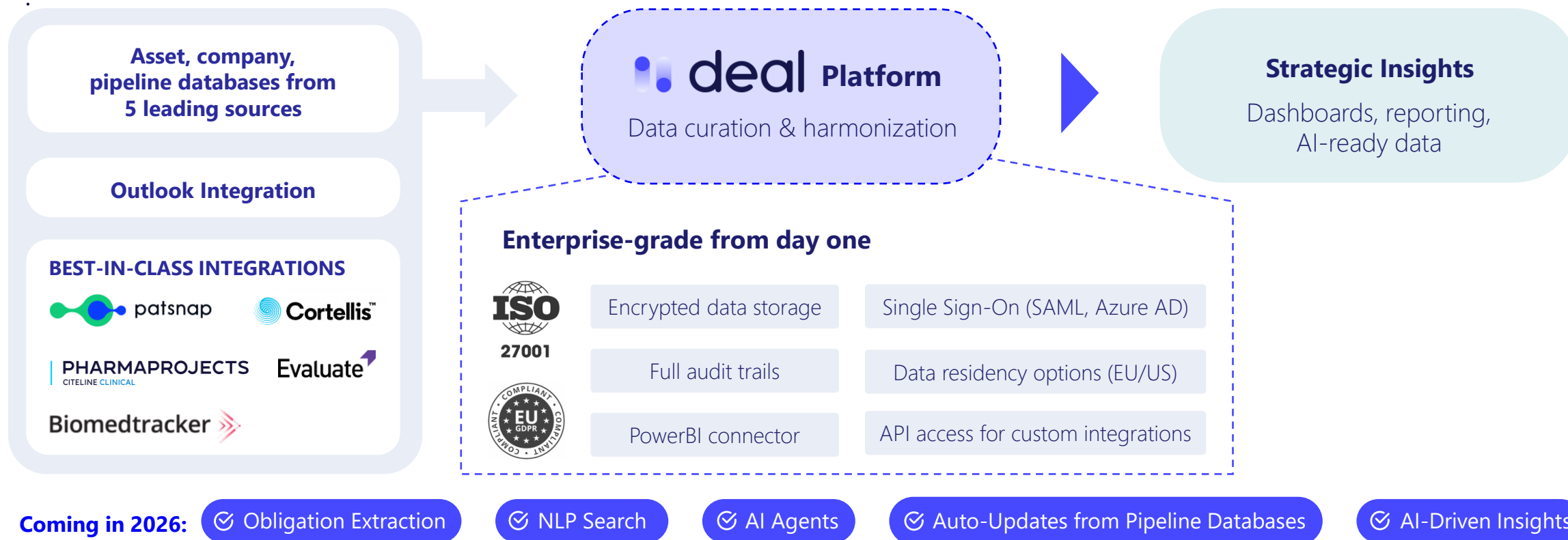
Team stuck chasing data and admin

 deal

After Deal

- ✔ ↑ 16x increase in adoption
- ✔ Go live in as little as 3 months
- ✔ "Night and day" difference in support quality
- ✔ Team focused on deal-making and driving decisions. 150 hrs/person/year reclaimed.

The data advantage that compounds over time



A partner that understands BD

“It’s night and day. Inpart speaks the language of business development. When we talk to anyone, we get an answer that’s actionable and leads to resolution quicker.”

– BD Operations Director, Top 5 Pharma

Other vendors’ support

- Rotating support agents who don't know your business
- "That's going to cost you" for every request
- Support tickets resolved by people who've never seen a BD workflow
- Implementation takes 9-12 months of customization and configuration
- Implementation done, goodbye
- Project-based consulting aligned to the vendor's methodology



Inpart support

- ✓ Dedicated CSM who knows your account, team, workflows
- ✓ Everything you need to succeed, included in subscription
- ✓ BD domain expertise from 500+ life science clients
- ✓ Time to value. First phase go-live in weeks. Top 5 pharma: fully live in 3 months.
- ✓ Ongoing adoption enablement, data quality monitoring, strategic optimization
- ✓ Structured, recurring services aligned to how pharma actually operates

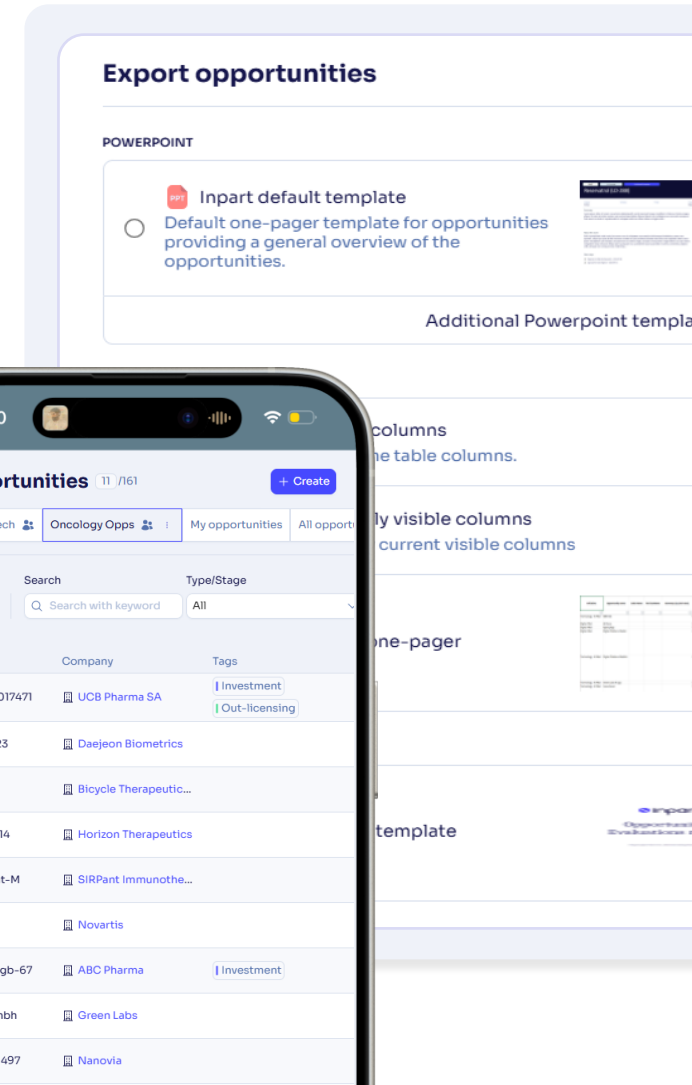
“Where are we spending our time?
Is it on the right things, the right level,
the right deals?”

— Head of BD Operations Director, Top 10 Pharma



The visibility you need to lead

What You See	Why It Matters
Which deals need attention before they stall	<ul style="list-style-type: none"> ✓ Reallocate resources to highest-potential opportunities before deals die
Team activity: who's doing what, response times	<ul style="list-style-type: none"> ✓ Performance management based on evidence, not politics
Strategic coverage vs. gaps across therapeutic areas	<ul style="list-style-type: none"> ✓ Spot pipeline gaps before they become board-level crises
Board-ready reporting via PowerBI	<ul style="list-style-type: none"> ✓ When the CEO asks, you don't need a weekend to build a deck
Cross-functional visibility: prevent duplicate evaluations	<ul style="list-style-type: none"> ✓ Budget duplication prevention

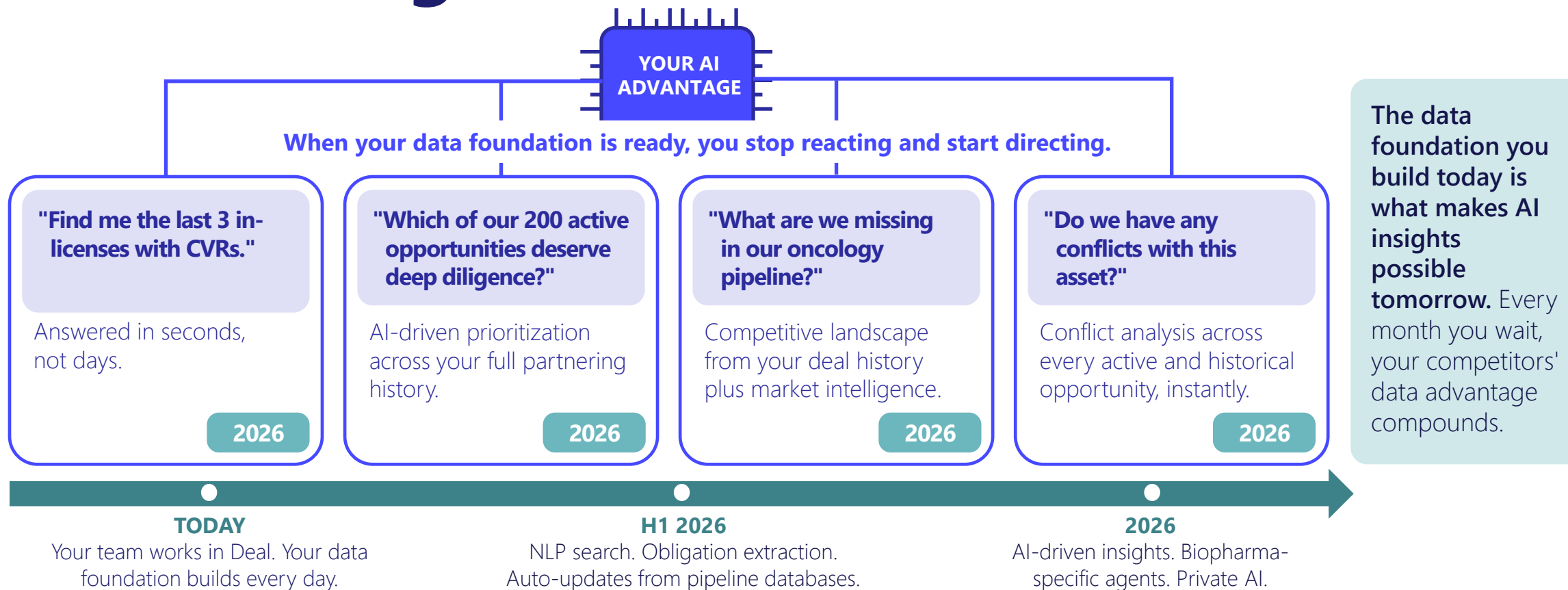


“What you are afraid of is the phone call from the CEO where they say,
'How did we miss this deal?'”

— Former Head of Pharma BD and Board Advisor






From reporting what happened to directing what's next.



Why you win with Inpart

What other tools can't replicate

 <p>Compliance Single digits → 16x adoption increase</p>	 <p>Trust 24,000+ hours saved/year</p>	 <p>Insights Minutes, not hours</p>
<p>Team adoption that other platforms can't match. Purpose-built for BD workflows.</p>	<p>Automation removes the data entry burden. Your data becomes a strategic asset.</p>	<p>Board-ready reporting. AI-ready data foundation your competitors are building now.</p>

70% of
Top 50 Pharma

The only platform where compliance, trust, and insights work together.



Embedded Expertise :

-  Dedicated CSM
-  500+ life science clients
-  BD domain knowledge included
-  Structured implementation
-  Premium services

We build the business case with you

\$4.8M

Cost of duplicate work across teams annually

\$50M

In added pipeline value creation

30%

Faster deal closing rate

3 months

Time to value. Top 5 pharma.

24,000+

Hours saved per year from manual reporting & data entry

150

Hours saved per employee annually (~1 month)

55%

Fewer security incidents \$3.2M saved

↑ Adoption

Single digits to high double digits

The Partnership Approach:

- ✔ Joint ROI modelling with our value engineering team using your numbers.
- ✔ Tailored value story for your procurement process.
- ✔ CFO-ready materials co-developed with your team

Your peers already made the switch. Join the 70%.

When Lilly and Novartis walk into a partnering meeting, their BD teams have the right tools. When your CEO asks 'are we best-in-class?', what's your answer?

Top 10 Pharma



Top 50 Pharma



Emerging Biotech



Academic/Research





Let's build your business case together

Schedule your personalized walkthrough



{AE Name}
{email}
{contact info}