

Partnership assessment for a cellular gene therapy startup

Background

A biotech startup engaged Nuvantta to evaluate a potential partnership with a major LATAM-based pharmaceutical company. The objective was to explore strategic collaboration pathways that could accelerate clinical development, leverage regional manufacturing and distribution capabilities, and create long-term value without compromising the startup's optionality.

Approach

- **Strategic Fit Assessment:** Analysed alignment between the client's therapeutic platform and the pharma partner's pipeline, geographic strengths, and strategic priorities.
- **Partnership Archetypes:** Evaluated collaboration models including licensing, co-development, joint venture, and commercial distribution, benchmarking financial, operational, and strategic trade-offs.
- **Market & Economics:** Quantified addressable opportunity and stress-tested financial upside across different partnership structures.
- **Risk & Negotiation Lens:** Identified risks around IP ownership, exclusivity terms, and execution bandwidth; developed negotiation guardrails to safeguard the startup's objectives.

Outcome

- **Partnership Structure:** Identified licensing and co-development as the most viable structure, providing near-term

capital and shared development responsibility while preserving the client's global rights.

- **Geographic Structuring:** Recommended phased exclusivity in LATAM for the pharma partner, while retaining global expansion rights for the startup.
- **Execution Priorities:** Advised milestone-driven validation, transparent royalty structures, and governance mechanisms to ensure balanced decision-making.
- **Investor Narrative:** Positioned the partnership as both a de-risking milestone and a fundraising catalyst, creating tangible value inflection for future rounds.