



BUSINESS DEVELOPMENT TRAINING

Programme 21st May 2015

A half day intensive training course run by Roger Davies and Sharon Finch the course will cover the key elements in local business development deals as noted below. The course will lead participants through the business development process with particular focus on late stage / distribution deals.

- Search, Find and Evaluate!
- Valuing the Opportunity
- Deal Structures and Key Agreement Clauses
- Case study: Negotiating and Closing the Term Sheet



Roger Davies

- ◆ Over 20 years in industry with roles in finance, marketing and business development in Fisons, Mundipharma and Bioglan. Roger Davies is a tutor for MSc course in Pharmaceutical Business Development & Licensing run at Manchester University.



Sharon Finch

- ◆ Medius' founder with more than 20 years experience in BD, previous roles at Wellcome [both R&D & Global Marketing]; Medeva and Ono Pharmaceuticals. Sharon is Course Director and a tutor for Manchester University's MSc course in Pharmaceutical Business Development & Licensing.



Business Development Training in Healthcare

Medius has designed and executed training programmes in Healthcare Business Development on both an in-house and open enrolment basis for over twenty years. Based on their extensive industry experience, our tutorial team use case study based learning materials designed to develop and enhance your skill set.



Valuation & Financing:

A two day intensive interactive course which provides a hands on guide to understanding, developing and employing financial models to support business development deals.



IP Issues in Agreements:

A one day programme which addresses the fundamentals of Intellectual Property Rights in various agreements to gain a better understanding of the impact and criticality of IP provisions in contracts.



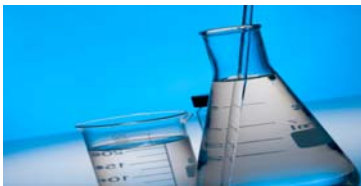
Legal Issues in Business Development:

A one day course which addresses the key legal terms in healthcare deals. The course covers all deal types including options, co-promotions, collaborations and licences.



Effective Negotiation Skills:

A two day comprehensive course addresses the planning and execution of a deal with emphasis on enhancing behavioural and tactical skills.



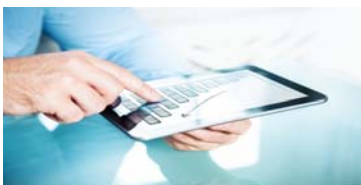
Successful Due Diligence:

A one day intensive course which covers in detail the key risk analysis during due diligence. The course also looks at operational issues, logistics and planning from both the buy and sell side.



Late Stage & Commercial Deals:

A new one day course focused on executing deals for late stage opportunities, ranging from phase 2 clinical to product acquisitions, co-promotion, generic and distribution deals. The course covers the key elements of commercial deals including finding partners, due diligence, valuation, negotiation and legal issues.



Early Stage Deals:

A new one day course focused on executing deals for early stage opportunities, including preclinical to early clinical stage assets and technology platforms. The programme covers the key issues involved in early stage transactions including strategy, IP, valuation, due diligence, negotiation and legal issues.

For more details on individual course content, please contact us or visit our website.

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