

# DrugPatentWatch Capability Presentation

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# Outcomes

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- About the company
- About the service provided
- Breadth & depth of service
- Pricing
- Flexible contracts

# About DrugPatentWatch

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DrugPatentWatch is a provider of global business intelligence on biologic and small-molecule drugs, dedicated to helping clients make better decisions. Critical information on global drug patents is incorporated with litigation intelligence, drug prices, and historic sales figures to help users discover commercial opportunities and forecast future revenue events.

DrugPatentWatch was founded in 2002, and serves large and small companies throughout the biopharmaceutical value chain. The platform has also been cited by CNN, NEJM, Nature Journals, and many other leading publications.



FORTUNE

CNNMoney



BARRON'S



ELSEVIER

DrugTopics



CardinalHealth

BUSINESS INSIDER



# Comprehensive business intelligence platform

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- Patents in 134 countries
- Small molecules, biologics, and investigational drugs
- Patent litigation
- Drug sales revenues and units
- Drug pricing
- AI research assistant



# Use Cases – Competitive Intelligence

## Get Confidential Royalty and Settlement Terms

- Study failed patent challenges to develop a better strategy
- Collect competitive intelligence by examining contractual disputes
- Track litigation to anticipate early generic entry

Litigation Details for *Teikoku Pharma USA, Inc. v. Endo Pharmaceuticals, Inc.*

Teikoku Pharma USA, Inc. v. Endo Pharmaceuticals, Inc. (N.D. Cal. 2014)	
Docket	<a href="#">View Docket</a> Date Filed 2014/06/17
Court	
Case	
Jury Demand	
Parties	<a href="#">ENDO PHARMACEUTICALS, INC.</a>
Patents	<a href="#">7,607,420</a>
Attorneys	David B. Anderson, David S. Elkins, Joseph Anthony Meckes, Noriyuki Shimada
Firms	Squire Patton Boggs (US) LLP, Squire Patton Boggs US LLP, Squire Sanders (US) LLP
Link to Docket	<a href="#">External link to docket</a>

Small Molecule Drugs cited in *Teikoku Pharma USA, Inc. v. Endo Pharmaceuticals, Inc.*

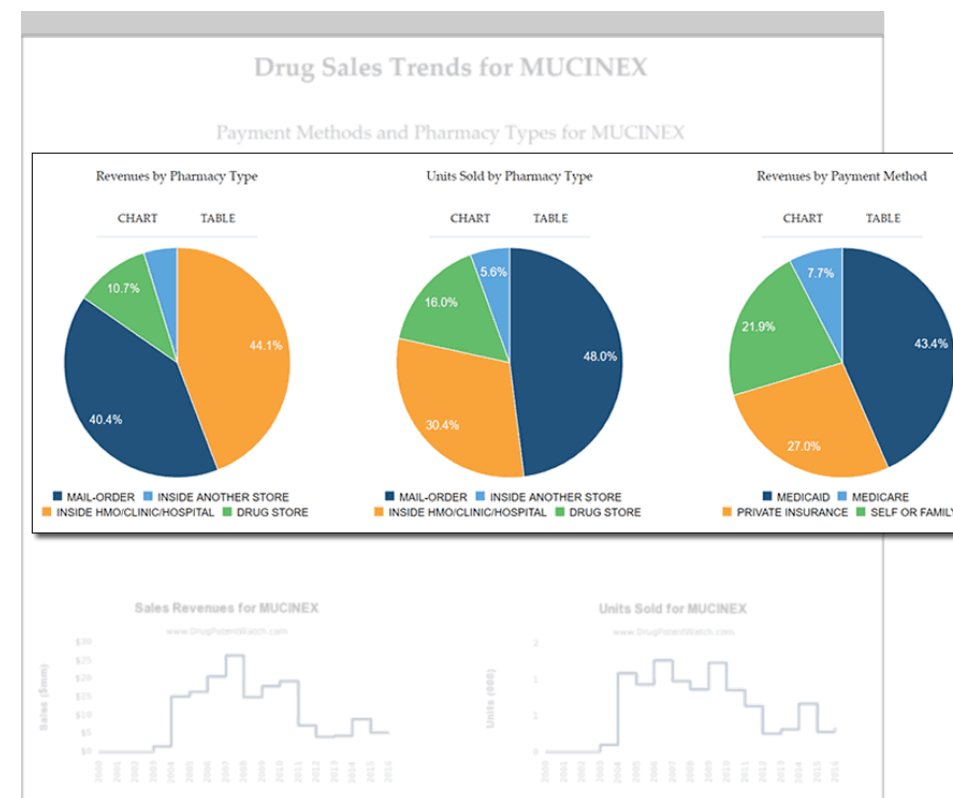
The small molecule drug covered by the patent cited in this case is [LIDOCASEM](#)

**... Watson agreed to pay Endo a 25% royalty ...**

# Use Cases – Refine Market-Entry Strategy

## Refine Your Market-Entry Strategy

- Assess market potential through historic sales figures
- Evaluate buyer power with data on reimbursement segmentation
- Align distribution methods with information on where and how drugs are purchased



# Use Cases – Monitor non-generic competition

## Monitor 505(b)(2) and biosimilar activity

- Anticipate 505(b)(2) and biosimilar approvals
- Track OTC-switches, new formulations, biosimilars, and other drug improvements
- Strengthen new formulation patents by studying prior claims and litigation

The screenshot shows a web interface for monitoring 505(b)(2) clinical trials. A prominent black overlay box with white text reads: "Over-the-Counter New Dosage New Formulation etc ...". The background shows a table with columns for SPONSOR, PHASE, START DATE, and SUMMARY. The first row lists "University Hospital Grenoble" as the sponsor, with a phase of "N/A" and a start date of "2007-08-05". The summary for this trial describes an investigation into the combination of two drugs for cancer treatment. The second row lists "Boehringer Ingelheim" as the sponsor, with a phase of "Phase 3" and a start date of "2004-11-01". The summary for this trial describes a comparison of two formulations of a drug.

SPONSOR	PHASE	START DATE	SUMMARY
University Hospital Grenoble	N/A	2007-08-05	The investigators objective is to test the combination directly on organotypic cultures of tumors from patients after their resection in the Department of Urology and Renal Transplantation of the University Hospital of Grenoble and to compare their efficacy with that of currently selected treatments in the clinic. The population targeted by the combination for use in clinical practice is patients with metastatic clear cell renal cell carcinoma. Current treatments for these patients are Sunitinib, Pazopanib and Temsirolumab.
Boehringer Ingelheim	Phase 3	2004-11-01	1. To compare the systemic drug exposure of 100 mg Severeq® Dabuz® with that of 50 mg Severeq® MGA with sufficient precision so that a combination with a second trial it can be demonstrated that the systemic drug exposure of a new formulation of Sabretel® is not superior to that of Severeq® MGA 2. To test a system of ordered null



# Use Cases – Automated reports

## Automated Reports & Custom Dashboards

- Do more with less staff
- Take the load off your team
- Automate processes and focus on higher-impact activities

Upcoming Potential Generic Entry Dates

Show 10 entries

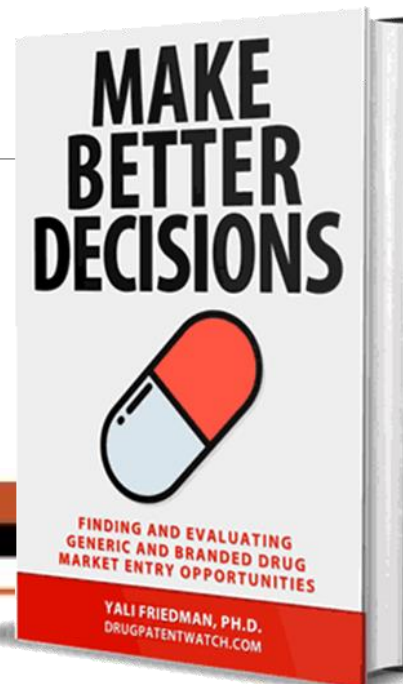
EXCEL CSV COLUMN VISIBILITY

BRAND NAME	DOSAGE/FORM	GENERIC NAME	BRAND MANUFACTURER	THERAPEUTIC CLASS	LAUNCH PROBABILITY	TENTATIVE APPROVALS	LITIGATION	POTENTIAL LAUNCH DATE
OMNARIS	SPRAY, METERED NASAL	ciclesonide						
THALOMID	CAPSULE, ORAL	thalidomide						
CHLORABSEP ONE-STEP	SPONGE, TOPICAL	chlorhexidine, gluconate						
FORADIL	POWDER, INHALATION	formoterol, fumarate						
ESKATA	SOLUTION, TOPICAL	hydrogen peroxide	ACLARIS		Low (<25%)		20 cases	2020-12-14
DULERA	AEROSOL, METERED, INHALATION	formoterol, fumarate, mometasone, fumarate	MERCK SHARP DOHME	Corticosteroid	Moderate (25-50%)		20 cases	2020-12-20
FERAHEME	SOLUTION, INTRAVENOUS	ferumoxytol	AMAG PHARMS INC	Parenteral Iron Replacement	High (50-75%)		1 case	2021-02-01
EORTICAL	SPRAY, METERED NASAL	calcitonin, salmon, recombinant	UPsher SMITH LABS		High (50-75%)		1 case	2021-02-01
CRIVIAN	CAPSULE, ORAL	indinavir, sulfate	MERCK SHARP DOHME	Protease Inhibitor	Moderate (25-50%)		1 case	2021-02-10
PREVENTICS MAX	SWAB, TOPICAL	chlorhexidine, gluconate, isopropyl alcohol	PROF DSPLS		Moderate (25-50%)		1 case	2021-02-14

**Automated Reports  
Custom Dashboards**

# Training resources

- User-driven demos in software
- *Make Better Decisions* Book
- Video Training
- Webinars
- Email and telephone support



## Find 505(b)(2) opportunities

New Drug NDA / 505(b)(1)	Generic Drug ANDA / 505(j)	Hybrid 505(b)(2)
Contains <b>full reports</b> of investigations of safety and effectiveness that were <b>conducted by or for the applicant</b> or for which the applicant has a right of reference or use.	Relies on FDA's finding that a previously approved reference listed drug is safe and effective ... <b>May not be submitted if clinical investigations are necessary</b> to establish the safety and effectiveness of the proposed drug product.	Contains <b>full reports</b> of investigations of safety and effectiveness, where <b>at least some of the information required for approval comes from studies not conducted by or for the applicant</b> and for which the applicant has not obtained a



08:53 / 25:25



Source: FDA

# Simple and Flexible Pricing

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One user

- \$21,975/year

Company-wide  
IP access

- \$328,000/year

Tell us what  
you need

- Flexible pricing