Expanding the Utility of Drug Delivery Device in Niche Therapeutic Areas

The Purpose
Identification of highly potent APIs to expand the portfolio of client’s proprietary device.

About the Client

- INDUSTRY: Mid-sized Pharma
- LOCATION: Europe
- THERAPEUTIC AREA: Niche

Client Specifications

- Specific drug class
- Selected regulatory markets
- Specific route of administration
- Niche therapeutic area
- Dosage

The Excelra Approach

Data extraction
Excelra’s LCM Platform simplifies solutions from complex data.

Data filtration
Custom data filters are applied based on client specifications to shortlist highly potent APIs.

Scoring and prioritization
APIs are ranked based on in-depth analysis of parameters like: Indication-related, clinical, physicochemical features etc.

Excelra’s Contribution

- Enabled portfolio expansion and diversification via rationale-driven identification of drug-device combination pairs in niche therapeutic areas.
- Identified low risk - high value products for accelerated market entry.
- Uncovered new opportunities in previously unexplored markets.

About Excelra
Excelra’s data and analytics solutions empower innovation in life sciences across the value chain from discovery to market. The Excelra Edge comes from a seamless amalgamation of proprietary curated data assets, deep domain expertise and data science. The company’s multifaceted teams harmonize and analyze large volumes of disparate unstructured data using cutting-edge technologies. We galvanize data-driven decisions to unlock operational efficiencies to accelerate drug discovery and development. Over the past 18 years, Excelra has been the preferred data and analytics partner to over 90 global clients including 15 of the top 20 large Pharma companies.

For more information, visit: www.excelra.com/translational/#life-cycle-management
Case Study

Product Ideation for Pre-filled Syringe Market

The Purpose
To identify the product ideas for portfolio expansion in critical care for the US pre-filled syringe market.

About the Client

- INDUSTRY: Small pharma
- LOCATION: Europe
- THERAPEUTIC AREA: Critical care

Client Specification
- Products with patent expiry on or before 2025.
- Regulatory markets of interest-FDA.

The Excelra Approach

Excelra’s Integrated Drug Approval Data

Data Extraction

Excelra’s Drug Life Cycle Management Platform
Simplified Solutions from Complex Data
Salient Features:
- 5 Major regulatory agencies (US, Europe, Japan, India & Russia)
- Manually curated database
- Standardized data across regulatory agencies
- Regular updates
- 4,000+ APIs and 40,000+ Products

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**Data Filtering**
Excelra’s integrated drug approval data

**Short-Listing of Relevant Products**
Detailed data collection & short-listing
- Critical care indication
- Unmet medical need

**Analysis, Ranking and Prioritization**

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<th>API 3</th>
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**Recommendation**
Top 5 product ideas in critical care
Excelra's Contribution

- Strategy for entry into niche therapeutic areas in new markets for generics.
- Recommendation of low risk-high value product ideas for accelerated entry into niche markets.
- Identifying differentiating parameters to tackle generic competition.
- Portfolio expansion by identifying commercially attractive product opportunities.
- Top 5 product ideas in critical care.

Excelra’s Service Portfolio

**Insights**
- **Discovery**
  - Data Science Driven Drug Discovery
  - Target Identification
  - Target Dossier Services
- **Translational**
  - Biomarker Discovery
  - Drug Repositioning
  - Life Cycle Management
  - Systems Biology Informatics
- **Clinical**
  - Precision Oncology Informatics
  - Clinical Pharmacology
- **Value Evidence**
  - Outcomes Research
  - Epidemiology Modelling
  - Economic Modelling
  - Value Evidence Communication

**Data**
- **Discovery**
  - Chemistry Curation Services
  - GOSTAR
  - Structure Activity Relationship database
- **Translational**
  - Biology Curation Services
  - GOBIOM
  - Biomarker intelligence database
- **Clinical**
  - Clinical Trial Outcomes Database
- **Value Evidence**
  - RWE & Big Data Realization
  - SLR & Meta-analysis
- **Technology Solutions**
  - Enterprise Data Strategy
  - Enterprise Cloud Ops
  - Enterprise Digital Transformation

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