AHARAV CONSULTANTS

Available with New features -2023

Providing services that save 60-70% time and 50-60% on costs on analysis, and data analytics

HORIZONS
A PHARMACEUTICAL PORTFOLIO MANAGEMENT PLATFORM

BACKGROUND

- Portfolio and product selection in SECONDS!!
- Product selection for development using the “classic” databases requires further analysis of the raw data provided. This takes a lot of time for the team to select products and can be less efficient and time consuming
- HORIZONS® tool is a interface which provides the key parameters (that can be tailored to each company) and obtain the potential candidates along with a possible road map to help taking decisions for Portfolio and Product selection activities
- The analysis and results are generated in seconds saving valuable time and cost for the end user
- The tool has been active since 2021 and now available on various flexible subscription mode

	HORIZONS	Clarivate™	IQVIA	IPD ANALYTICS
				INDUSTRY-LEADING DRUG LIFE-CYCLE INSIGHTS
Customised search based on user focus areas	YES	X	X	X
Key strategic blue print provided?	YES	X	X	YES
Dynamic searches for	YES	X	X	X
Specific and Unique Keywords API, Formulation, Regulatory, Commercial, IP	YES	X	X	X
Type of products	All patented/ future generic products/ dosage forms / unique opportunities	YES	YES	YES
Time to design "first cut" portfolio	Seconds / Minutes	Days / Weeks	Days / Weeks	Days / Weeks
Subscription Models	"Drive Thru" / Monthly / Yearly Pay as you need - USER controls costs	Annual / User based	Annual / User based	Annual / User based / Module
Single view comparison across geographies	YES	X	X	X
Target launch date for Day 1 - based on all relevant patent analysis	YES – with potential strategy (analysed manually)	X	X	X
Geographical scope - Global Customised to user?	US EU TR SA RU AU CA JP UK MX BR - Mapped for any country on request	Global	Global	US JP BR CN EU
Earliest launch provided?	YES – with potential strategy	X	X	X
Sales data / Consumption data	"Adjusted"	YES	YES	Partly
Potential API and Generic competitors (Est.)	YES	X	X	X
Specific product search	YES	YES	YES	YES

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A PHARMACEUTICAL PORTFOLIO MANAGEMENT PLATFORM

customise YOUR data - choose what you need

- Tool that Understands and delivers to your needs
- Saves 60-70% costs on databases and manhours

Proposed scope

- HORIZONS ® and PHARMA-PET® that has helped many of our other clients designing a successful generic and API based product portfolio
- HORIZONS® is created to take quick decisions at the top level by saving 80-90% of man hours, and at 30-40% of the cost.
- HORIZONS® gives flexibility of choosing data based on needs, and controlling costs
- HORIZONS® features unique parameters for selection e.g.
  - Unmet medical needs
  - Potential blockbusters
  - Low competition selection for API and FD
  - Dosage switch strategies
  - HPAPIs
  - Dosage forms related keywords (Soft gel, unmet medical needs
  - Exclusion criteria to focus on the end users competiancies

- The scope is to identify products for development commercial or manufacturing in seconds
- A separate focus on Products in clinical trials
- 5 Main parameters in portfolio selection incorporated
  - Potential Revenue
  - Developmental / Commercial timeline
  - Expected Competition post launch
  - Sources available
  - IP / Regulatory time frame
  - Approval / launch timeframe

Interactive platform – discussing and advising on portfolio selection, IP strategy, “hand holding” during development based on the end users priorities and expertise – at no further cost

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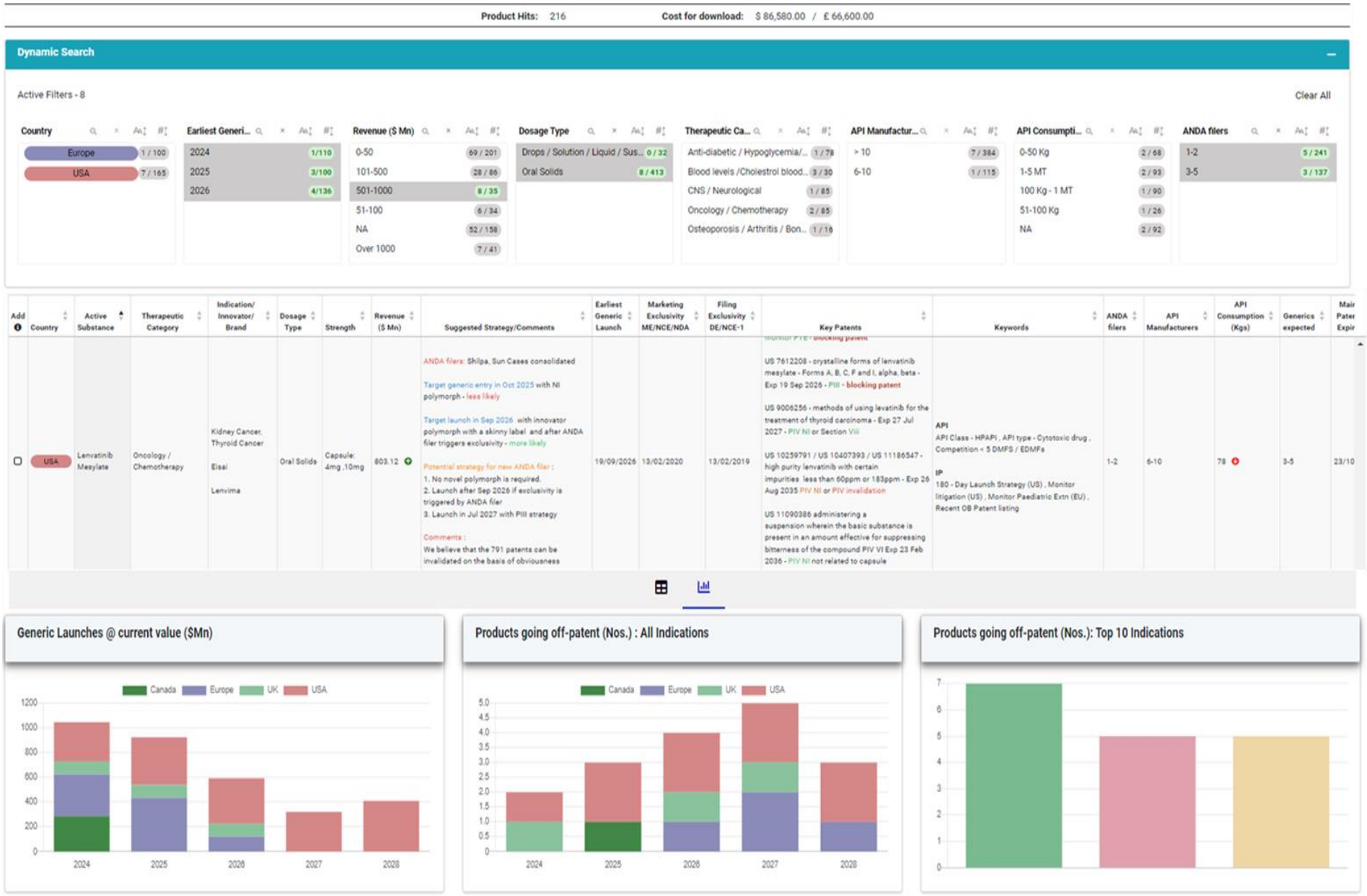
Dynamic display for every selection

Analysis – new features

- Dynamic analysis for further "deep dive" identification
- Interactive graphical interface for customised flowcharts and graphs within your selection



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Super-Keywords

Advanced Search - Keywords

API

- API Class - HPAPI
- API Class - Low solubility (BCS 2/ BCS 4)
- API type - Animal source
- API type - Cephalosporin
- API type - Control substance
- ☒ API type - Cytotoxic drug
- API type - Hormone
- API type - Oligonucleotide
- ☒ API type - Penems
- API type - Peptide
- API type - Radiopharmaceutical
- API type - Sterile
- API type - Steroid
- API type - Veterinary
- BLA component
- Chemistry - Chiral
- Chemistry - Complex
- Chemistry - Fermentation
- Chemistry - Fluorine based
- Competition < 5 DMFS / EDMFs
- Competition - No API sources
- Competition <5 JPDMFs

Technology

- DF - Film
- ☑ DF - Inj - Lyophilised
- ☑ DF - Inj - PFS / Pen
- ☒ DF - Inj - RTU
- DF - Ophthalmic- Drops / Liquid
- DF - Oral Capsule - Soft Gel
- DF - Oral Solution / Suspension
- DF - Oral Tablet - Sublingual / Buccal
- DF - Powder - Inhalation
- DF - Powder / Granules - oral
- DF - Tablet - Chewable / gum
- DF - Tablet - Effervescent
- DF - Tablet - ODT
- Drug Product - Combination (FDC / Adjuvant / Co-packaged)
- Drug Product - Difficult to formulate
- Manufacturing - Special facility
- Route - Administered Using Device
- Route - Device - Inhaler / MDI / DPI / Nebuliser
- Route - Modified Release (XR / DR / SR)
- Route - Reconstitution required
- Technology (Inj / Ophthalmic / Spray) - Emulsion
- ☑ Technology (Inj) - Liposomal
- ☒ Technology (Inj) - Microsphere
- ☑ Technology (Inj) - Nanoparticulate

Regulatory

- ☑ Approved in 2021 (EU)
- Approved in 2021 (US)
- Approved in 2022 (EU)
- ☑ Approved in 2022 (US)
- Approved in 2023 (EU)
- ☑ Approved in 2023 (US)
- Orphan / Rare disease (US)
- Orphan / Rare disease - (EU)
- Orphan / Rare disease - (JP)
- OTC
- ☑ PDUFA / CGMP / Approval watch (US/EU)
- ☒ Phase 1
- ☒ Phase 2 (US)
- ☒ Phase 3-4 /(US)
- Recent approvals - 21/22 (JP)
- REMS
- Repurposing / secondary indication
- Specific bio guidance
- Strategy - Dosage switch opportunity
- Strategy - New dosage / strength opportunity

IP

- ☑ 180 - Day Launch Strategy (US)
- AAA* rated
- FTF opportunity - GAIN (US)
- ☑ FTF opportunity - NCE (US)
- FTF opportunity - NDA / Open FTFs / No ANDA filers -(US)
- IP - Alt salt / solvate / hydrate advantage
- IP - Polymorph adv (EU)
- IP - Polymorph adv (JP)
- IP - Polymorph adv (US)
- IP - Process adv (EU)
- IP - Process adv (US)
- IP- Particle size constraint
- Monitor litigation (US)
- Monitor NCE date
- Monitor OB listing
- Monitor opposition (EPO)
- Monitor Paediatric Extn (EU)
- Monitor PTE (US)
- Monitor SPC (EU)
- Monitor SPC (UK)
- No OB patents
- Recent OB Patent listing
- Unknown ANDA filers present

Commercial

- Blockbuster watchlist
- First in class
- ☒ Generic available (EU)
- Generic available (US)
- Generic launch on approval (UK / EU)*
- Launch on approval - no blocking patents (US) *
- Limited Launch (EU)
- ☒ Not Approved (EU)
- Not Approved (UK)
- Not Approved (US)
- Other dosage forms available
- Refused / Withdrawn (EU)
- Refused / Withdrawn (US)
- Small market (EU)
- Small market (JP)
- Small market (WW)
- Strategy - Early FD development
- Strategy : 505b(2)(US only)
- Strategy- API opportunity
- Unmet need (India)

- SUPER KEYWORDS with Inclusion Or Exclusion criteria

Competitive Intelligence (Available for US, Europe & UK)

Number of API Manufacturers (Global)
☑ All ☐ 0 ☐ 1-2 ☐ 3-5 ☐ 6-10 ☐ > 10

Number of ANDA filers (US)
☑ All ☐ 0 ☐ 1-2 ☐ 3-5 ☐ 6-10 ☐ > 10

Number of generics expected
☑ All ☐ 0 ☐ 1-2 ☐ 3-5 ☐ 6-10 ☐ > 10

API Consumption (Global)
☑ All ☐ 0-50 Kg ☐ 51-100 Kg ☐ 100 Kg - 1 MT ☐ 1-5 MT ☐ 5-10 MT ☐ 10-25 MT ☐ 25-50 MT ☐ > 50 MT

Revenue ($Mn Regional)
☑ All ☐ 0-50 ☐ 51-100 ☐ 101-500 ☐ 501-1000 ☐ > 1000

Save your search

Search

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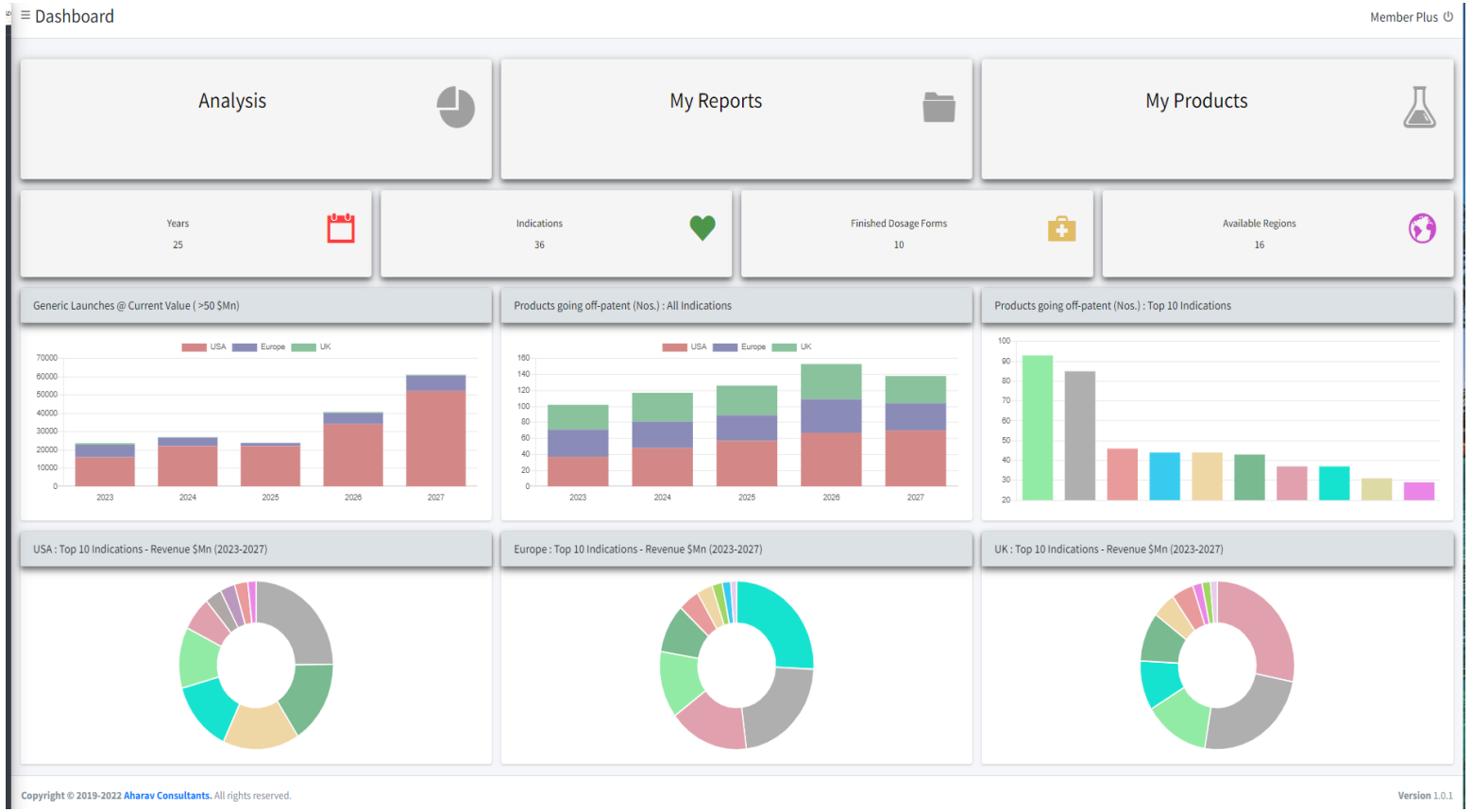
New features

Usability – new features

- "My-Reports"- Create your own product list for downloading
- Generate customised reports
- Interactive interface for customised flowcharts and graphs within your selection



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- Portfolio designing
  - Time bound subscription
    - Yearly / Monthly / Drive Thru
    - Onscreen Access
    - Download ("add on feature")
  - Hybrid
    - Customised Download
    - Onscreen access
  - Free user subscription
    - Buy what you need
    - Excel download
    - Cost controlled by user

Extended services in partnership

PHARMA GLOBAL PARTNERS
Your Partner of Choice in Growth

Core Services

Business Development / Commercials

Licensing (in & out)

- Complex generics
- Biosimilars
- 505(b)(2)
- OTC
- Devices
- Nutraceuticals

M&A

- Corporate development/Divestiture strategy
- Specific acquisition criteria & strategic fit
- Potential targets/acquisition candidates
- Manage NBOs, Due diligence & valuation
- Negotiations & Conclusion of agreements

Asset Sales & Purchases

ANDAs / Marketing authorisations

Non-Technical Services

- Intellectual property management
- Legal support
- Human resource
- Financial advisory
- Strategic sourcing

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Customer base - wall

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Reach out @

info@Aharav.com

www.Aharav.com