

## **Partnering in Life Science: Emphasizing the SME perspective** by AstraZeneca BioVentureHub

*17<sup>th</sup> May, 13-15*



**Welcome to a webinar featuring talks by Business Development related experts from AstraZeneca, including a 30-minute live Q&A.**

Life Science is becoming more and more multifaceted, Biotech, ICT and MedTech blend together and partnering is more important than ever. Is your company small or medium sized, and are you considering or already participating in partnerships with the pharmaceutical industry? Do you want to learn more about the challenges and opportunities that partnering entails in this context? Then this is the event for you!

You will gain new insights to help you navigate the Life Science ecosystem and become more effective in your partnering efforts. Although partnering can be complex in this industry, it is often key for business growth. And we want to share our knowledge to help you on your path to success.

AstraZeneca is an attractive partner for companies of all sizes. But for smaller companies, the interface with industry can become overwhelmingly complex and lead to missed opportunities for mutual gain. We want to learn how this can be managed best and that can only happen in dialogue with you – the SMEs.

Please send your questions for the Q&A to [pernilla.lsberg@astrazeneca.com](mailto:pernilla.lsberg@astrazeneca.com) by 12th May.

**When: 17th May, 13-15**

**Where:** Online webinar (Teams) – link to be sent closer to the event.

**How:** The webinar will be held in English

**Sign up [here](#)**

**Welcome!**

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**Webinar overview:**

Intro to Partnering & Business Development  
Scouting and deep fact finding  
Business case and Term Sheet  
Due Diligence and Negotiating Final Agreements  
Creating and Managing Strategic Alliances  
Procurement – Engagement with SME & Startups  
Closure  
Q&A

**List of speakers and Q&A panel from AstraZeneca:**

**Magnus Björsne**, CEO BioVentureHub  
**Jenny Jonasson**, Search and Evaluation Director CVRM  
**Åsa Sjöholm Timén**, Associate Transaction Director  
**Martin Sundblad**, Senior Counsel  
**Ulrika Edvardsson**, Associate Director, Partnerships & Alliances  
**Ciaran Broomhead**, Director Emerging Technology, Procurement