



brainloop

SOLUTION BRIEF



Biotechnology

KEY CHALLENGES

- Proprietary IP and patient data must be shared, yet secure
- Large number of dispersed potential licensees need parallel access
- Traditional in-person disclosure is costly and time-consuming
- Changes / updates must be communicated immediately
- Data breaches could compromise IP and sensitive clinical trial information

BRAINLOOP SOLUTION

- Centralized, secure repository ensures immediate, restricted access
- Strict access controls prevent printing, downloading, or forwarding
- Competing parties can view documents in parallel, and new groups can be added ad hoc
- Documents are always available through any web-enabled device, eliminating courier costs
- Best-of-breed security with advanced document encryption, operator shielding, and audit trail

BUSINESS BENEFITS

- Online document sharing accelerates the licensing process
- Valuable IP, patient data are protected
- Participant interest can be quickly gauged through activity
- Data can be rapidly retracted if required, protecting IP
- Biotech company maintains control and ownership of IP at all times

New drugs and therapies that meet medical challenges and improve health outcomes have a far-reaching impact on the quality and longevity of human life. Biotechnology firms play a critical role in improving human health by successfully licensing their patented discoveries. The search for a prospective licensing partner is challenging, however: biotech companies need to share highly confidential documents in parallel with multiple prospective licensing partners — some who may be competitors — while ensuring that none of these proprietary documents are compromised during the process.

The Paramount Need to Protect IP

The protection of proprietary IP, clinical trial, and patient data is critical to a biotechnology company. Financial loss due to leaked IP or patient data could run in the billions. Because of the massive capital investment at stake, many biotech firms still use non-electronic means of sharing data, resulting in expensive information-sharing costs, gross inefficiencies, the inability to share documents in parallel with multiple prospective partners, and increased exposure to risk.

Advancing Licensing Deals Rapidly and Securely

The Brainloop Secure Dataroom™ successfully accelerates the licensing process while ensuring that the strictest security measures are met. The Brainloop Secure Dataroom is a Web-based on-demand secure work space that provides sophisticated, easy-to-use online document sharing and management. All prospective licensing partners can view and evaluate confidential documents such as clinical trials and regulatory filing in real time, in a highly controlled manner.

The Licensing Process

Biotech companies need to quickly share new research with many potential external partners in order to negotiate a profitable licensing deal, while retaining complete ownership and control of their documents. Once a partnership is secured, all data shared with other groups needs to be quickly and completely retracted to protect intellectual property.

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SOLUTION BRIEF: BIOTECHNOLOGY

BIOTECH COMPANY SWIFTLY SECURES DEAL WHILE SAFEGUARDING IP

New drug treatments and therapies are radically improving outcomes for people suffering from chronic and life-threatening diseases. But the process of finding a pharmaceutical partner to fund a new drug discovery can be expensive and time-consuming, and can compromise IP.

One of Brainloop's customers, a premier US biotechnology company, used the Brainloop Secure Dataroom to accelerate a licensing deal that moved their patented drug discovery to funded drug development quickly, safely, and cost-effectively.

Document security and IP protection was absolutely critical while searching for a licensing partner. Being able to prevent potential partners from printing, downloading or forwarding data is a robust feature of the Secure Dataroom – and a crucial component of this company's risk-management objectives.

"Brainloop's solution allowed us to work with partners and exchange confidential information in a controlled and defined way while protecting our intellectual property," remarked the Senior Manager of Regulatory Affairs.

ABOUT BRAINLOOP

Brainloop is the leading provider of software solutions that enable the secure management of confidential documents anytime, anywhere. Brainloop Secure Dataroom is a hosted service for managing, sharing, and collaborating on confidential documents, using best-in-class security. For more information, visit www.brainloop.com.

With the Brainloop Secure Dataroom, biotech companies can:

- Distribute IP and clinical trial information quickly and safely
- Allow documents to be viewed in parallel by multiple groups
- Eliminate expensive, in-person meetings or brick-and-mortar data rooms
- Provide safe, immediate document viewing, while preventing printing, downloading, or forwarding
- Track interest through potential partners' activity levels
- Meet regulatory compliance objectives through comprehensive reporting and an audit trail

Post-Deal Management

Once a licensing partner is successfully secured, the dataroom is an efficient way to:

- Manage contract negotiations and related paperwork
- Allow safe, secure collaboration between the biotech firm and the licensee
- Meet strict documentation and compliance requirements

Brainloop Secure Dataroom Features

• Document Delivery and Distribution

All documents are accessible to potential licensees 24/7; new participants can be easily added ad hoc

• Strict Access Control

Documents cannot be downloaded, forwarded, or printed; embedded watermarking provides additional protection

• Notifications

E-mail notifications inform users of recently added documents

• Document Creation/Modification

Documents can be easily added or retracted in real time by the administrator

• Intuitive Interface

Extremely easy to use, no training or software required

• Audit Trail and Archiving

Tamper-proof audit trail of all user actions, and powerful archiving for backup and document retention

• End-to-End Security

Best-in-class security provided through two-factor authentication, policies and permissions defined at user level, 128-bit SSL transmission and encryption, operator shielding, and a secure datacenter

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