



PROVIDING PROACTIVE, THOUGHTFUL AND DATA-DRIVEN
ADVISORY SERVICES TO THE BIOTECH INDUSTRY.

OUR SERVICES:

- PARTNERING AND FUNDRAISING STRATEGY
- OUTREACH TO PARTNERS AND INVESTORS
- SHAPING YOUR PRESENTATIONS
- EVALUATIONS AND MARKET ANALYSIS
- PRELIMINARY VALUATIONS AND DEAL MODELS
- NEGOTIATIONS FROM DEAL PREP TO FINAL AGREEMENT
FOR BOTH LICENSING DEALS AND VC INVESTMENTS

RECENT PRESS RELEASES

[Evoq Therapeutics Signs Deal with Amgen](#)

[Aeromics & Sincere Announce Collaboration](#)



CELEBRATING ONE OF THE BIGGEST DEALS EVER DONE IN CHINA

WE DO DEALS

Some 65 and counting with many more term sheets,
giving advice or leading negotiations.

TYPES OF DEALS:

- Big deals - \$150M upfront, \$1+B total
- Early deals - discovery platforms, preclinical compounds
- Clinical stage deals - Phase 1 thru Phase 3
- Territorial deals - China, Japan, US, Europe
- Technology deals
- Company acquisitions
- Profit sharing
- Co-development, Co-promotion
- University licenses

[ET](#)



I'm Linda Pullan

I've been helping with biotech partnering for years, and I love it. Before I was in consulting, I was in licensing or business development at Amgen, AstraZeneca and Kosan, and in drug discovery research, after a PhD in biochemistry.

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[Click for CV](#)



I'm Trevor Thompson

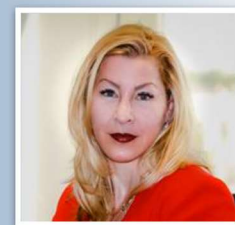
I work with clients to align strategy and operations with their financing and partnering goals. Prior to consulting, I was VP of Corporate Development for a therapeutic antibody company. Trevor Thompson is also an investment banker registered with MSC-BD, LLC a member of FINRA/SIPC.

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Check the background of this investment professional on [FINRA's BrokerCheck](#).



I'm Kristine Dorward

I leverage my experience in corporate and business development to help clients achieve their partnering goals. Prior to joining Pullan Consulting I held roles in the pharma/biotech industry focused on licensing, asset acquisitions, strategic planning and commercial launch strategy.

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We can work on a simple hourly basis with no minimums, by retainer or by the project.