

Our approach to partnering



Our approach to partnering

[Contact us](#)

A unified partnering strategy

Partnering is at the core of our business: we collaborate to unlock the potential of cutting-edge science and

advance patient care. From our focused R&D engine to high-quality manufacturing and novel access approaches, we have the expertise and capabilities to bring high-value treatments to millions of people around the globe.



"In partnering, there is no 'one-size-fits-all,' and our teams are agile and flexible, approaching deal-making in a deal-type agnostic manner. This enables us to tailor each deal to its unique circumstances, aiming to deliver high-value treatments to millions of patients worldwide."

Susanne Kreutz, *Global Head Corporate & Business Development*

A focused partnering team

Our goal is to create long-lasting partnerships that generate joint value and advance patient care. Regardless of your development stage or partnering needs, reach out and we will work together to define our collaboration.



Identify

Our Search & Evaluation team looks for partnering opportunities that bring cutting edge science and transformative medicines to patients. From our very first conversation we begin as we mean to continue: with transparency, fairness, and a clear focus on our mutual goals.



Diligence

Diligences at Novartis are performed with dedicated teams, established processes, and senior experts at the table. We acknowledge every opportunity is different and strive for the highest levels of flexibility, transparency and efficiency to exceed the expectations of our partners.



Negotiate

Recognizing the importance of collaboration to bring transformative medicines to patients, we craft tailored deals which leverage the capabilities and expertise of our partners. Throughout, we act with a sense of urgency - driving engagement, alignment and connectivity to ensure an efficient partnering process.



Alliance

Our dedicated team of alliance managers is involved as a strategic partner throughout the full life cycle of collaborations. We build trust with our partners, create sustainable value, and minimize risks in our collaborations. Our ultimate aim is to establish Novartis as the preferred company for partnering.

Partnering success stories

Our approach to dealmaking combines focus with flexibility. We're focused on our strategy as an innovative

medicines company, enabling us to be bold in identifying growth-driving and pipeline-strengthening opportunities. At the same time, we're flexible in our approach and open to exploring all types of deals - no matter how complex or creative – to ensure we create mutual and sustainable value for both you and us as partners. We are proud to share our latest partnering success stories.



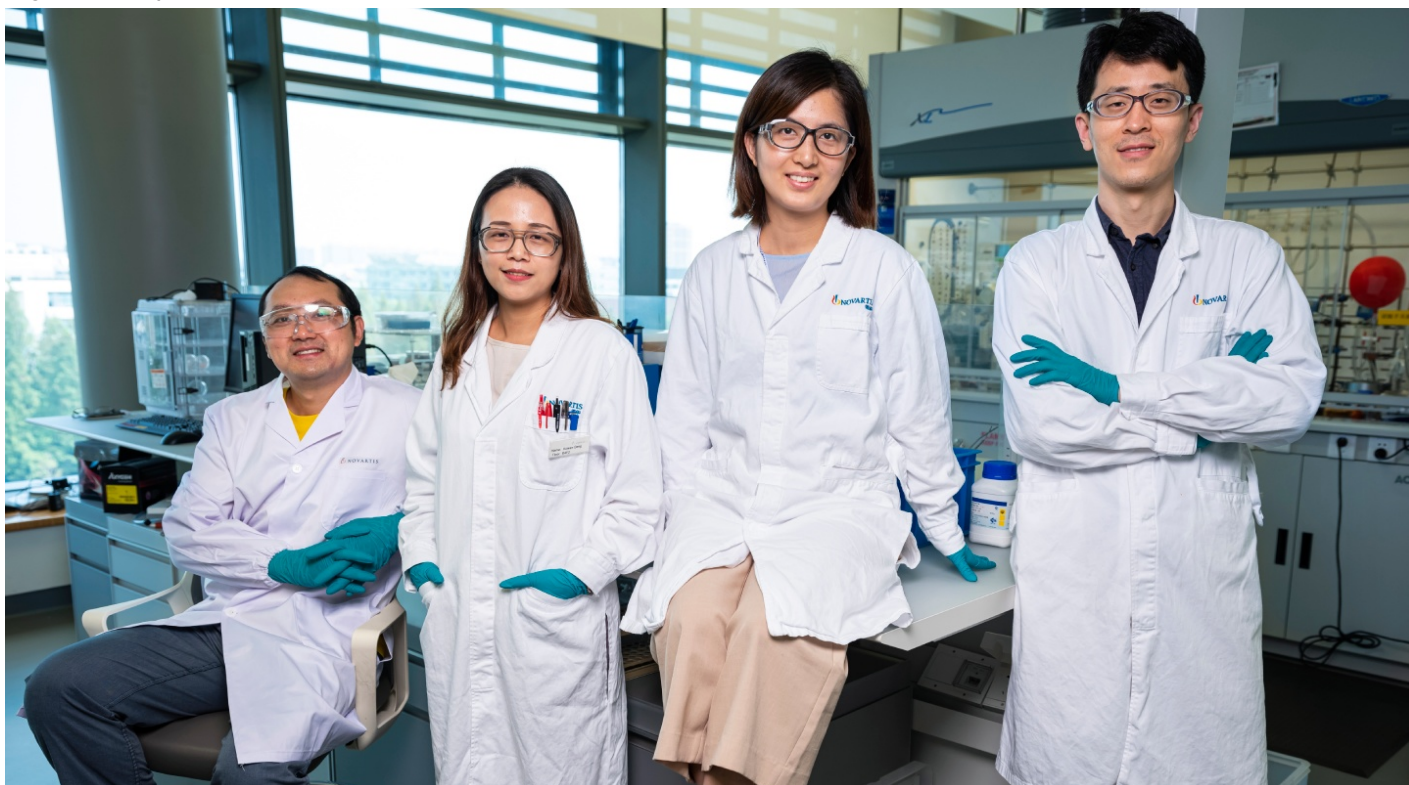
Borealis Biosciences

Novartis employs innovative deal structure to partner with Versant Ventures to establish Borealis Biosciences, an independent, discovery-stage biotechnology company, focused on discovering next-generation xRNA medicines for kidney diseases.



Mariana Oncology

Novartis enters agreement to acquire Mariana Oncology, a preclinical-stage biotechnology company based in Watertown, Massachusetts, focused on developing novel radioligand therapies (RLTs) to treat cancers with high unmet patient need.



Chinook Therapeutics

Novartis acquires Chinook Therapeutics, Inc., a Seattle, WA, based biopharmaceutical company focused on the discovery, development, and commercialization of precision medicines for kidney diseases.



DTx Pharma

Novartis acquires DTx Pharma, a San-Diego based, preclinical stage biotechnology company focused on leveraging its proprietary FALCON platform to develop siRNA therapies for neuroscience indications.

Discover more



Where to meet us

[See which events Novartis will be attending](#)



Leadership team

[Get to know the Corporate & Business Development team](#)



Partnering opportunities

[Explore our partnering areas of interest](#)



Get in touch

Our Corporate & Business Development team would like to hear from you.

Contact us

Source URL: <https://prod1.novartis.com/partnering/our-approach-partnering>

List of links present in page

1. <https://novartis.partneringplace.com/OppPortal/portal/Novartis>
2. <https://prod1.novartis.com/partnering/our-approach-partnering>
3. <https://prod1.novartis.com/news/novartis-employs-creative-deal-structure-establish-borealis-biosciences-divests-legacy-chinook-site-invests-form-new-company-and-engages-rd-collaboration>
4. <https://prod1.novartis.com/news/media-releases/novartis-completes-acquisition-chinook-therapeutics>
5. <https://prod1.novartis.com/news/media-releases/novartis-builds-neuroscience-pipeline-and-xrna-platform-capabilities-acquisition-dtx-pharma>
6. <https://prod1.novartis.com/partnering/partnering-event-calendar>
7. <https://prod1.novartis.com/partnering/partnering-leadership-team>
8. <https://prod1.novartis.com/partnering/partnering-opportunities>
9. <https://novartis.partneringplace.com/SubmissionUI/novartis/submission>
10. <https://novartis.partneringplace.com/SubmissionUI/novartis/submission>