Combining our strengths
sharing our successes

EMBRACING
PARTNERSHIPS

Merck is known as MSD outside the United States and Canada.
OUR VISION:
COMBINING OUR STRENGTHS
SHARING OUR SUCCESSES
We are strongly committed to partnership success. We recognize that the greatest achievements are not reached alone. They are the result of teamwork.

The philosophy of great achievements through teamwork is not new to us. We have a long tradition of successful partnerships. Alliances with innovative partners are an integral and essential part of our long-term business and research strategy. Each external relationship receives high priority at all levels of the company, whether in discovery research or development and marketing.

Our formula for partnership drives success. The success of our alliances is driven by our desire to draw on each other’s research, development, and marketing expertise and to capitalize on the strengths of a combined operation. Partnerships are successful when benefits accrue to both parties. They are built on a shared vision with well-defined and agreed-upon goals.

Our vision of the “virtual lab” — the blending of the best scientific programs from internal research and external collaborations — has been very valuable in accessing innovation for both us and our partners over the past several years. In fact, we are placing additional emphasis on early-stage research collaborations going forward.

We are committed to establishing open and collaborative research partnerships to share ideas and make both parties successful. Together, we will continue to accelerate the successful development and commercialization of breakthrough discoveries that can bring innovative medicines and meaningful improvements to patients’ lives.
LEVERAGING OUR COMPLEMENTARY STRENGTHS
We share your passion for developing novel, breakthrough products. We bring to the table a team of scientists with expertise specific to your area of research — focused scientists who can appreciate and value the expertise that you bring to the discussion.

A dedicated team of scientists will champion your discovery and work with you to move your compound through the drug development process with the same level of rigor and resources as internally discovered product candidates. Furthermore, through our integrated franchise approach, our scientists and commercial teams will provide their strategic expertise to design the clinical development program. Our regulatory experience will reinforce our shared success by achieving rapid approval with optimal labeling.

Our commercial model gives us innovative and flexible approaches to customers worldwide. From basic research through phase III, IV, and beyond, when you partner with us, you will have world-class research, development, regulatory, and marketing resources to ensure commercial success.
WINNING COMMERCIAL STRATEGIES
Our licensing strategy has resulted in high-value alliances. Over half of our sales are attributable to alliance products and patents, including some of our biggest blockbusters. We have applied our marketing and sales expertise to achieve extraordinary commercial success with our partners through:

- **Customer-focused franchises**
  We offer you an integrated research/marketing approach beginning on day one of our collaboration.

- **Clinical programs designed to maximize the product’s potential**
  Our clinical approach defines opportunity for the product based on unmet patient need and demonstrates the product’s distinct advantage.

- **Successful marketing and positioning**
  Our customer-focused marketing approach is designed to implement and leverage the product’s unique benefits.

- **Commitment to life cycle management**
  We maximize the product’s success by identifying new indications and patient populations, as well as innovative formulations throughout the life of the product.

- **Global reach of our sales force**
  Our global pharmaceutical sales force understands what motivates the customer and how to use multichannel marketing strategies and tactics to drive sales of your innovative product.
WELCOMING NEW OPPORTUNITIES FOR PARTNERSHIPS
We consider our scientists and yours to be part of the same biomedical scientific community. Our worldwide scientific scouts are charged with seeking out opportunities for partnership.

We are committed to seeking the very best of biotech innovation, as well as opportunities to collaborate with academic partners on the translation of early discoveries. Together we can bring your innovation from bench to bedside, integrating knowledge and technological ability and translating your discovery into products with the greatest value for patients.

Our regional scientific experts will work with you to determine if your discovery aligns with our areas of interest. From there, your discovery will be reviewed by our internal experts in the field, with transparent and open discussion. If of interest, this will quickly lead to approval by our senior scientific committee.

For a current listing of our worldwide regional contacts, please visit our website at www.merck.com/licensing
FLEXIBLE DEALS
SIMPLE PROCESS
We offer **flexibility and creativity in negotiations**. Whether your innovation is from academia or a biotechnology company, you will find our negotiation process to be **rapid, clear, and straightforward**.

- **Connecting With You**
  - Worldwide scouts build relationships and seek out opportunities
  - Nonconfidential information submitted for review

- **Understanding Your Science**
  - Initial nonconfidential review by Review and Licensing Committees
  - Confidentiality disclosure agreement signed
  - Confidential review
  - Face-to-face scientific meetings
  - Senior scientific management approval

- **Doing the Deal**
  - Term sheet negotiations conducted by transaction manager
  - Due diligence
  - Definitive agreements negotiated
  - Agreements executed

- **Working Together**
  - Alliance Management
    - Alliance Manager assigned
    - Alliance launched
    - Monitor progress throughout the agreement
ALLIANCE MANAGEMENT: CARING ABOUT YOU
At the core of each successful partnership is a close relationship based on trust and mutual respect.

We are committed to ensuring that our partnerships succeed and flourish. Signing the agreement is only the first step. Your Alliance Manager is committed to ensuring that, throughout our collaboration, our teams will work together in all relevant domains. Your Alliance Manager provides a clear and enriching channel of communication, ensuring transparent and candid dialogue.

Together we will monitor our shared progress through research and development, regulatory submission, product launches, and life cycle management. From our first meeting through product launch and beyond, we stand behind our belief in true partnership — combining our strengths, sharing our successes.

For a listing of our current partnerships, please visit our website at www.merck.com/licensing
YOU’VE DISCOVERED SOMETHING SIGNIFICANT
Therapeutic Areas and Research Technologies

- We have aligned our areas of interest with our franchises, plus new technologies, biologics, animal health and consumer care.
- We will continue to pursue external licensing opportunities in other disease areas where clinical proof of concept exists.
- We will also pursue niche acquisitions and partnerships in diagnostics and devices where it complements our pipeline, and not as a stand-alone business.

Atherosclerosis and Cardiovascular Diseases
- Cardiometabolic and Atherosclerosis
- Hypertension in Specific Segments / Pulmonary Hypertension / Heart Failure
- Thrombosis

Diabetes and Endocrinology
- Diabetes
- Obesity
- Osteoporosis
- Contraception and Fertility
- Other Areas of Women’s Health Technologies and Capabilities

Infectious Diseases
- Antibacterials
- Antifungals
- HIV
- Hepatitis C
- Antivirals – Other Interests
- Antiviral and Anti-infective Technologies

Neurosciences and Ophthalmology
- Alzheimer’s Disease
- Migraine
- Pain
- Parkinson’s Disease
- Psychiatric Diseases
- Sleep Disorders
- Ophthalmology

Oncology
- Novel Targeted Therapeutics
- Technologies and Capabilities

Respiratory and Immunology
- Arthritis and Immune-Based Diseases
- Asthma / COPD / Rhinitis
- Urology

Biologics
- Vaccines

Research and Enabling Technologies
- RNA Therapeutics
- Drug Delivery and Formulation
- Translational Models / In Vivo Pharmacology
- In Vitro Pharmacology and Screening Assays
- Biological Production
- Biomarkers
- Chemical Synthesis, Modeling, and Purification
- Analytical Technology
- IT, Informatics, Modeling & Simulation
- Mapping of Technology Areas if Interest by Franchise

Global Out-Licensing

Animal Health
- Pharmaceuticals and Biologics
- Vaccines
- Drug Delivery

Consumer Care
- Upper Respiratory
- Digestive Health
- Therapeutic Skin Care
- Devices
- Technology and Methods

For information on our areas of interest, please visit our website at www.merck.com/licensing
"Merck is an innovation company. I strongly believe that combining forces with partners who share our passion for science allows us to create even more value for patients and shareholders alike."

– Roger J. Pomerantz, MD, FACP, Senior Vice President and Head, Worldwide Licensing & Acquisitions and Knowledge Management

You’ve discovered something significant.
Now discover us!

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For information on partnering with us, please visit our website at www.merck.com/licensing

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