

**Verta Life Sciences | Molecule to Market Consulting.**  
**Supporting Life Science Companies; Develop, Manufacture,**  
**Register, Launch, and Supply their Products.**

## MERGERS & ACQUISITIONS - CASE STUDY

### ISSUE:

A small pharmaceutical company wanted help purchasing a legacy product from a large pharmaceutical company.

### OBJECTIVE:

Help client acquire product at appropriate value in reasonable time period while minimizing.

### DELIVERABLE:

- Assisted client reach agreement with the selling company at an appropriate value.
- Provided business development support working with legal group to draft term sheet, asset purchase agreement, supply agreement, trademark agreements, etc. and negotiate to protect interests.
- Post signing supported the integration of the product into receiving companies supply chain systems, warehouses and commercial channels as well as facilitated quality agreements and required artwork and regulatory changes.
- Product was acquired in 4 months and has begun generating sales for new company with no disruption from supply from both CMO and previous product owner's supply sites.

## Contact Us

To learn more about how Verta Life Sciences can help you, please contact us:

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