

CASE STUDY

Optimizing Biotech Investment Decisions Amid Market Uncertainty

An early-stage biotech venture firm was seeking to upgrade its data strategy to support its next wave of investment, while expanding its pipeline focus.

Despite a challenging capital environment, an ambitious, early-stage biotech venture firm is actively investing from its third fund while preparing for future fundraising. As part of its mission to bring science to life, the firm has broadened from traditional pre-IND, company-built investments to include later-stage private and even select public opportunities. The company's Head of Operations noted that; "everything's kind of stalled a little bit just given market conditions," which highlighted the need for sharper, more flexible investment screening and diligence tools.



**MAKE
EVERY
MOVE
↗ COUNT**

THE RIGHT TOOLS FOR THE JOB

The team used several platforms to gather and collate pipeline, clinical, and competitive intelligence to support investment decisions. However, these tools overlapped and had become insufficient for the firm's evolving needs.

The firm had several primary use cases which a new solution needed to address:



SCREENING AND DILIGENCE

The overwhelming majority of the team's use of database usage centers on screening new opportunities, performing diligence, and supporting portfolio companies.



COMPETITIVE INTELLIGENCE

Assessing how portfolio companies stack up against peers as they progress through development and public markets.



ANALYST SUPPORT

Occasional, targeted requests for specialized data pulls to support complex investment decisions.

In addition, the firm's pipeline focus shifted from strictly pre-clinical assets to include:

- Clinical-stage assets (Phase 1/Phase 1-ready)
- Company builds acquiring clinical-stage programs
- Select public companies (typically Phase 2)

This broader mandate demands a data platform that can handle both niche, rare disease indications and larger, later-stage assets.

In search of a more cohesive solution that could support these use cases, the team turned to a combination of [Evaluate Pharma](#) and [Pharmaprojects](#). Both were already familiar to several team members and were viewed as more intuitive and comprehensive, particularly for clinical trial landscaping and [competitive intelligence](#).

Granular Market Sizing with **EVALUATE PHARMA**

Robust market sizing insight is a critical component to the firm's investment decision making, to complement clinical and pipeline data.

- Detailed market sizing and consensus forecasts for assets and indications, supporting commercial diligence for both early- and late-stage investments.
- Venture financing and IPO tracking to for benchmark deal activity and exit potential.
- The ability to filter and analyze recent financings, series rounds, and venture trends, giving context for both private and public market dynamics.

Clinical Pipeline Insight with **PHARMAPROJECTS**

The platform's ability to quickly filter down to rare indications (see box) and cross-reference by modality or target was a major improvement over previous tools.

- Comprehensive, real-time drug pipeline coverage of over 107,000 assets
- Advanced filtering by indication, modality, mechanism, and geography
- Direct access to PhD/MD-level analyst support for custom queries
- Transparent sourcing and regular updates, supporting both high-level screening and deep dives

INDICATION EXAMPLE: Stiff Person Syndrome

Stiff person syndrome (SPS) is a rare, complex neurological disorder that the firms used as a test case to gauge the granularity and flexibility of the proposed platform. SPS is notoriously difficult to track due to its rarity and the diversity of therapeutic modalities under investigation.

Using Pharmaprojects, the team was able to quickly identify all drugs in development or approved for SPS demonstrating the platform's ability to surface actionable intelligence even for highly niche indications:

This capability is critical for a firm that routinely evaluates assets in rare and orphan indications where competitive data is sparse and rapid, reliable insights are essential for decision-making.

“ We wanted to see all the different trials out there that were working towards treating stiff person syndrome across all modalities... that was a relatively easy thing for us to do. ”

HEAD OF OPERATIONS

CASE STUDY

OPTIMIZING BIOTECH INVESTMENT
DECISIONS AMID MARKET UNCERTAINTY

MAKE EVERY MOVE
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FULL INVESTMENT LIFECYCLE SUPPORT

The combination of Evaluate Pharma and Pharmaprojects is a powerful one that enables the firm to achieve a number of critical goals.



Seamlessly move from early-stage technical and clinical assessment to late-stage commercial validation and market modeling.



Support company builds and new investments with precise competitive and clinical landscape data, then validate commercial potential with granular, up-to-date market forecasts.



Benchmark portfolio company progress and market opportunity as assets mature, ensuring data-driven decision-making from pre-IND through public markets.

This synergy ensures that the investment team is equipped to make informed decisions at every stage – whether evaluating a rare disease therapy like SPS or assessing broader market opportunities, while reducing redundancy and improving workflow efficiency.

ABOUT EVALUATE PHARMA

Evaluate Pharma is the go-to source for consensus forecasts for pharma firms, investment banks, and consultancies. Users can access a richer, insight-driven perspective that uniquely connects consensus forecasts with pipelines across indications, therapeutic areas, and mechanisms of action.

ABOUT PHARMAPROJECTS

Pharmaprojects has been monitoring and analyzing global pharma R&D activity and trends across diseases, drugs, companies and more for over 40 years. With 90,000+ drug profiles, including 20,000 drugs in active development, Pharmaprojects is the trusted reference for the global drug R&D industry pipeline, providing a holistic view from preclinical to launch.

NAVIGATING AN UNCERTAIN WORLD WITH CONFIDENCE

In an uncertain biotech market, the firm has been able to optimize its investment process with a more robust, user-friendly data platform that supports both the breadth and depth of its decision making. The ability to rapidly screen and diligence even the rarest indications enables the team to identify and act on high-potential opportunities, regardless of market volatility.

By combining Evaluate Pharma and Pharmaprojects, the company has gained end-to-end investment lifecycle support, from technical due diligence to commercial validation, positioning the firm for continued success in a dynamic funding landscape.

We're here to help you succeed

Get in touch if you have a question or need more information.

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