

A shortlist built around strategic fit.

THE FICTIONAL SCENARIO

A fictional biologics company is seeking a commercialization partner for a defined territory. Candidate A, Candidate B and Candidate C are invented organizations. No real relationship, endorsement, introduction or partner availability is claimed.

ILLUSTRATIVE PARTNER FIT MATRIX

Criterion / weight	Candidate A	Candidate B	Candidate C
Therapeutic fit / 30%	4	5	3
Commercial reach / 25%	4	3	5
Biologics capability / 20%	5	3	3
Execution capacity / 15%	3	4	3
Strategic alignment / 10%	4	2	4
Weighted score / 5	4.05	3.65	3.60

Scale: 1 = weak, 3 = moderate, 5 = strong. Weighted score = sum of criterion score x weight. Scores are fictional and do not demonstrate counterparty capability or willingness.

WHAT THE EXAMPLE SUGGESTS

Candidate A has the strongest hypothetical fit. The shortlist remains provisional until essential capabilities, financial capacity and strategic interest are verified.

Capability gate: any candidate unable to demonstrate the required quality and distribution capabilities is excluded, regardless of its numerical score. The gate takes priority over ranking.

Prepare a better first conversation.

Candidate A | Validate delivery capability

Request evidence of relevant infrastructure, quality systems, team availability and recent execution.

Candidate B | Test strategic alignment

Clarify portfolio priorities, competing commitments and the commercial model it would consider.

Candidate C | Examine the capability gap

Determine whether broad market reach is supported by the asset-specific capabilities required.

EXAMPLE OUTPUTS AND CHECKPOINTS

- 1. Before contact** - Approve the shortlist, outreach ownership and non-confidential positioning.
- 2. Initial discussion** - Explore strategic interest, capabilities and the information needed for mutual assessment.
- 3. Diligence and negotiation** - Agree confidentiality arrangements, validate representations and define decision gates.

TO SCOPE A REAL ENGAGEMENT

Asset profile; territory and indication; intended deal or commercial model; capability requirements; existing partner constraints; approved outreach scope.

This example does not promise introductions, counterparty access or a transaction. Outreach and confidential disclosure require a separately agreed scope.

Discuss your project: contact@orqalis.com

All scenarios, organizations, scores and schedules are illustrative. This is not completed client work. Scope, timing and deliverables are agreed for each engagement.