



TME Pharma Streamlines Investor Relations with the Inova Partnering Platform

The Company

[TME Pharma](#) is a clinical-stage biopharmaceutical company focused on improving cancer treatments by targeting the tumor microenvironment (TME). TME Pharma's goal is to significantly enhance the effectiveness of cancer treatments, including immuno-oncology approaches, such as immune checkpoint inhibitors, and current standards of care, such as chemotherapy and radiotherapy.

TME Pharma's [Spiegelmer® platform](#) has generated a proprietary pipeline of clinical-stage assets, including its lead cancer candidate NOX-A12, subject to a clinical immuno-oncology collaboration agreement with Merck & Co./MSD.

The Solution

TME Pharma chose the Inova Partnering Platform for its ease of use, data centralization, and searchability. The Partnering Platform offers an interactive, configurable, and secure place for the TME Pharma Business Development (BD) and Investor Relations (IR) teams to track and manage their licensing and investment opportunities. The Partnering Platform's investment module includes a dedicated workflow for all investor-related activities. It helps the BD and IR teams stay on top of recent partnering interactions and activities and ensures each person is aware of a licensing or investment opportunity's progress and history.

The Challenge

TME Pharma, a competitive biotech in the oncology space, nurtures multiple partnering and investment leads at once and must ensure information is shared across their agile team. TME Pharma seeks out-licensing and co-development opportunities that will allow it to exploit the full potential of its drug candidates and equally actively seeks new investors.

Investor relations can be challenging and complex, so biotechs must be agile, informed, and organized when pursuing and signing new funders.

The Benefits

Inova's intuitiveness makes it easy to navigate the platform and quickly access information about people, companies, and events. The entire business development team at TME Pharma can access ongoing discussions with potential partners, whether as a global overview or a dive into the details. The investment module features unique workflows and status updates organized by placement type. As a centralized digital space of all elements from past and ongoing partnering interactions, Inova helps the TME Pharma BD and IR teams scale and structure their outreach efforts.

A Dedicated Digital Space for Biopharma Investor Relations

As an innovative clinical-stage biotech, TME Pharma's investment strategy is key to advancing its science. Their ambitious plans include continuing to develop their lead asset, NOX-A12, in indications with high unmet medical needs, with the primary focus on brain cancer (glioblastoma). In their second collaboration with MSD, they are also planning to launch a Phase 2 study of their pancreatic cancer program. They are preparing NOX-E36, their second asset, to enter a clinical trial in cancer indications.

TME Pharma nourishes relationships with its investors in addition to seeking new funds to support these clinical programs. [Inova's investment deal](#) workflow provides a collaborative digital space to track ongoing relationships with investors and financial milestones once an investment opportunity becomes a strategic alliance.



Ewelina Staniuk

Director Corporate & Business Development
TME Pharma

"Inova is especially beneficial for the investor and partnering events we attend. We can import contacts and companies from the meetings and track the progression of interactions, especially if they're regular or repeated interactions. This way, we have a clear view of decisions and feedback."

Inova generates investment opportunity reports for different types of funding and the geographical locations of firms. The reports aid TME Pharma's team to streamline their interactions, ensuring they're always in the know about new developments. TME Pharma's BD and IR teams can quickly generate a one-page summary of investment opportunity status from Inova to share with the board.

Every two weeks, the Corporate & Business Development Director receives an automated report from the Inova Partnering Platform of their current investment opportunities. The information includes a concise table of the name of the firm/bank, the recent milestone, next steps, and contact details. Access control ensures the utmost privacy in sensitive discussions.

The [investment deal](#) workflow boosts the investor relations team's agility and proactivity in their investment strategy.

Inova Supports Partnering Excellence

Before choosing Inova to support their Business Development forces, the TME Pharma team stored their partnering information in Excel sheets and a homegrown database. However, this lacked the interactivity and organization of a dedicated digital space for biopharma partnering. They needed a centralized, collaborative system to organize their workflows, with a searchable historical repository, to reduce reliance on tricky spreadsheets.

"We needed a platform to easily search between contacts, companies, and agreements, with workflows to streamline our partnering interactions. Inova helps structure our weekly team meetings, and the automatic notifications make it easy to follow up on discussions that may have been left on stand-by otherwise." Ewelina Staniuk, Director of Corporate & Business Development, TME Pharma

Any partnering element in Inova can quickly be transformed into an Opportunity and moved to the deal negotiation phase. For example, the TME Pharma BD team uses the Inova Outlook Add-In to push exchanges with potential and current partners from Outlook to Inova. They create new opportunities or attach the conversation to existing opportunities in Inova without leaving Outlook.

With TME Pharma's Executive and BD teams frequently attending global partnering conferences, Inova is their digital space to track interactions and coordinate follow-up actions. If it's one of the [20+ Inova-connected biopharma partnering events](#), the team quickly imports their congress meetings with the [BIO Connector](#). Or, for a smaller event, they easily enter the company and contact details into Inova, and anyone on the team can view or complete information on the interaction.

About Inova

Inova accelerates the find, deal, and collaborate phases of biopharma partnering. 60% of the world's top 50 pharma companies use our market-leading Partnering Platform to efficiently source and manage their opportunities.

Our event technology, One-on-One Partnering™, powers more than 50,000 partnering meetings each year at over 20 of the world's most important biopharma partnering conferences, including the BIO International Convention.

With our subsidiaries, Labiotech and IN-PART, we engage with more than 100,000 professionals in the life sciences per month and connect a network of 6,500 industry and academic organizations.