

## 如何寻找潜在的商务合作伙伴

例)

如何寻找拥有肝细胞癌症方面专利的潜在商务合作伙伴？

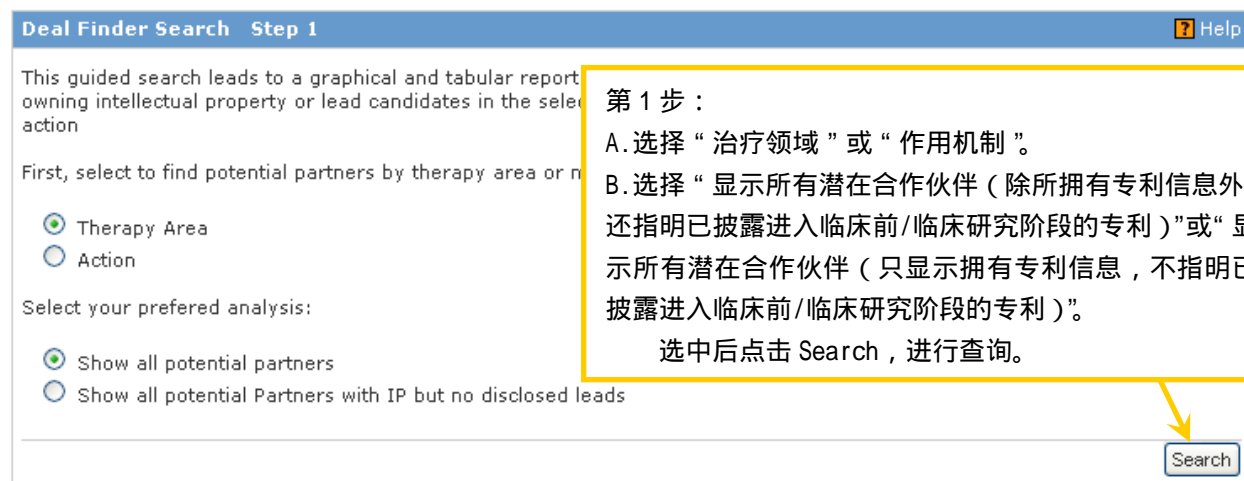
### 【1】 点击Search Center，进入检索中心



选择页面左下角检索向导模块 Guided Search 的 Licensing and Business – Deal finder。



### 【2】 在 GUIDED SEARCH-DEAL FINDER 设定检索条件



Deal Finder Search [Step 1](#) > [Step 2](#)

Now select the high level therapy area for your search:

- Cancer/Neoplasm
- Infection
- Cardiovascular
- Musculoskeletal
- Dermatology
- Neurology
- Endocrine/Metabolism
- Reproductive, Contraception, & Family Planning
- Gastrointestinal/Nutrition
- Respiratory
- Immunology/Inflammation
- Sensory

第 2 步：  
只有完成第 1 步的动作后，第 2 步的动作才会激活。现在选择 Therapy Area 并点击 Search 查询。

Deal Finder Search [Step 1](#) > [Step 2](#) > [Step 3](#)

Deal Finder has found 5656 partners owning intellectual property or lead candidates in the Cancer/Neoplasm field

Select Search to show full analysis

Optionally, further restrict your search to more specific therapy area using the tree below:

Look up a Therapy Area term

Click on a term below to add to your search

[Neoplasm](#) potential partners: 5656

第 3 步：  
Look up 检索框输入“hepato”并按回车键，词表展开并加粗显示目的主题词。  
或 点击展开词表，逐级查找主题词。  
点击所选项主题词，开始查询。

Click on a term below to add to your search

- [Neoplasm](#) potential partners: 5656
  - [Benign tumor](#) potential partners: 107
  - [Cancer](#) potential partners: 4472
    - [Leukemia](#) potential partners: 1110
    - [Lymphoma](#) potential partners: 763
    - [Solid tumor](#) potential partners: 1941
      - [Carcinoma](#) potential partners: 1328
        - [Adenocarcinoma](#) potential partners: 72
        - [Basal cell carcinoma](#) potential partners: 51
        - [Cholangiocarcinoma](#) potential partners: 17
        - [Hepatocellular carcinoma](#) potential partners: 172**

**[3] 检索结果页面**

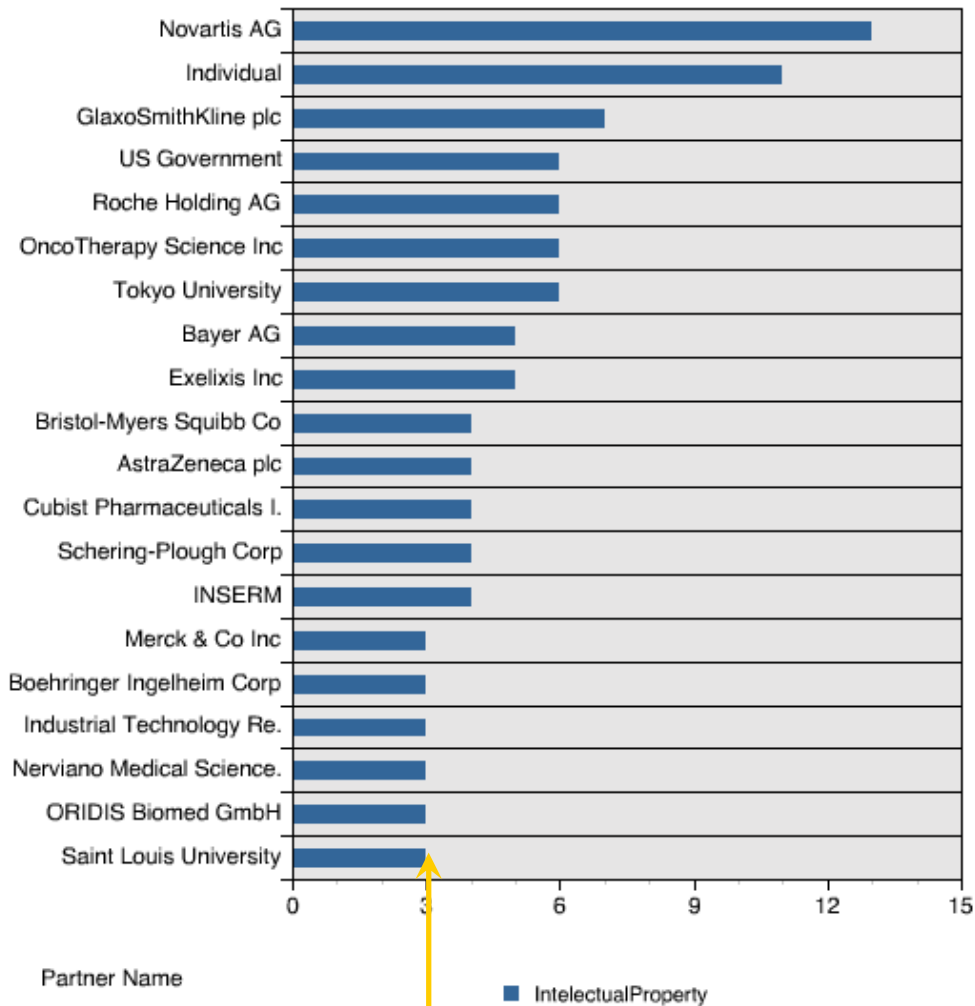
Deal finder has found 172 potential partners owning intellectual property of lead candidates in the Hepatocellular carcinoma field

Therapy Area Selected:

Hepatocellular carcinoma

共找到 172 条符合检索条件的结果记录。

### Top 20 companies of ownership by Intellectual Property



拥有专利最多的前 20 个大公司。  
点击公司的蓝色柱形图，链接到相应公司的专利列表。

以下是潜在的合作伙伴列表，默认按照专利数量排序，可以点击不同标签，对本标签的内容进行重新排序。例 点击 Partner，按照公司名称字顺排序；点击 Clinical Candidates，按照临床试验阶段的专利数量排序。

公司名称链接到公司报告，提供公司的全面信息。

<a href="#">Partner</a>	<a href="#">Intellectual Property</a>	<a href="#">Pre-Clinical Candidates</a>	<a href="#">Clinical Candidates</a> <a href="#">Expand</a>	<a href="#">Score Settings</a>
<a href="#">Novartis AG</a>	13	-	1	134
<a href="#">Individual</a>	11	-	-	11
<a href="#">GlaxoSmithKline plc</a>	7	-	-	7
<a href="#">US Government</a>	6	1	-	16
<a href="#">Roche Holding AG</a>	6	-	1	127
<a href="#">OncoTherapy Science Inc</a>	6	-	-	6
<a href="#">Tokyo University</a>	6	-	-	37
<a href="#">Bayer AG</a>	5	-	-	5
<a href="#">Exelixis Inc</a>	5	-	-	5
<a href="#">Bristol-Myers Squibb Co</a>	4	-	-	25
<a href="#">AstraZeneca plc</a>	4	-	-	4
<a href="#">Cubist Pharmaceuticals Inc</a>	4	-	1	4
<a href="#">Schering-Plough Corp</a>	4	-	-	4
<a href="#">INSERM</a>	4	-	-	4
<a href="#">Merck &amp; Co Inc</a>	3	-	-	3
<a href="#">Boehringer Ingelheim Corp</a>	3	-	-	3
<a href="#">Industrial Technology Research Institute</a>	3	-	-	3
<a href="#">Nerviano Medical Sciences Srl</a>	3	-	-	3
<a href="#">ORIDIS Biomed GmbH</a>	3	-	-	3
<a href="#">Saint Louis University</a>	3	-	-	3
<a href="#">Hong Kong University</a>	3	-	-	3
<a href="#">Eisai Co Ltd</a>	3	-	1	124
<a href="#">Ohio State University</a>	2	-	-	2
<a href="#">Merck KGaA</a>	2	-	-	2
<a href="#">Yung-Shin Pharmaceutica Industry Co Ltd</a>	2	-	-	2
<a href="#">National Cheung Kung University</a>	2	-	-	2
<a href="#">Rhode Island Hospital</a>	2	-	-	2
<a href="#">ArQule Inc</a>	2	-	-	2
<a href="#">Oncomax Acquisition Cor</a>	2	-	-	2
<a href="#">Bizbiotech Co Ltd</a>	2	-	-	2
<a href="#">Centre National de la Recherche Scientifique (CNRS)</a>	2	-	-	2
<a href="#">Universita di Bologna</a>	2	-	-	2
<a href="#">Immunomedics Inc</a>	2	-	-	2
<a href="#">Tel Aviv University</a>	2	-	-	2
<a href="#">Chinese University of Hong Kong</a>	2	-	-	2

**Clinical Candidates Merge**

C?	C1	C2	C3	PR
-	-	1	-	-
-	-	-	-	-
-	-	-	-	-
-	-	1	-	-

点击 Expand 显示临床试验各阶段的专利数。

**Dealfinder score weightings**

Select a weighting for Patents and each drug phase of development

Patent	1	Clinical Phase 2 (C2)	121
Pre-clinical	10	Clinical Phase 3 (C3)	160
Clinical unspecified (C)	160	Pre-registered	200
Clinical Phase 1 (C1)	120		

Save your Settings

点击 Setting 按照需求给不同指标设置分值权重，可以给公司进行重新排序，找到最符合要求的潜在合作伙伴。