

# Development and Commercialization Agreement for Late-stage OTC Product

## Situation Assessment

**Client:**

**s t r a t e g i c**  
SCIENCE & TECHNOLOGIES, LLC

Cambridge, MA

**Partners:**

Transaction concluded with a leading consumer healthcare / pharmaceutical company

- Strategic Science & Technologies, LLC (SST) is a drug delivery company that exploits a novel formulation and the chemical charges to drive active pharmaceutical ingredients across skin
- Technology had near-term applications in a wide range of major therapeutic areas
- Engaged Locust Walk Partners as its exclusive commercial and business development advisor.

## Key Activities

- Developed a comprehensive commercial assessment which included conducting primary market research among physicians, pharmacists and consumers. Instrumental in shifting partners perceptions of overall opportunity and for negotiating deal terms.
- Led an outreach to a targeted list of leading global and regional companies active in the consumer healthcare arena.
- Successfully secured competing term sheets from three of the largest consumer health care companies, with each company participating in a confidential diligence process.
- Conducted face-to-face negotiations of the term sheet and definitive agreement.

## Successful Outcome

- Competitive negotiations process
- Completed transaction with a leading healthcare / pharmaceutical company.

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