



Competitive Intelligence: Wound Closure – Surgical Sealants – Pharma

Case Study

Client	A mid-sized pharma company
Industry	Medical devices and technology
Products	Surgical sealants


Context

- The client focused on gaining insights regarding new advancements in the field of surgical glues (hemostats, sealants, and adhesives), technological innovation, and comparative assessment based on technical features.

Key Business Questions

- Which are the existing tissue adhesive wound closure products for topical and internal uses?
- How is the competitor activity evolving in terms of technological advancements, development pipeline, and trends?
- How do products vary based on technical and clinical parameters?
- What are the estimated timelines until approval of late-stage (Phase III) products?

Engagement Scope

<p>1 Technology Landscape & Strategic Intelligence</p> <ul style="list-style-type: none"> ▪ Who are the key players and what is their current status in the market in terms of product offerings and applications? ▪ How are players distributed among different geographies based on their product offerings in different categories? ▪ What are the estimated timelines until approval of late-stage (Phase III) products? ▪ What is the cost of marketed products and how does the pricing vary across geographies? 	<p>2 Comparative Assessment</p> <ul style="list-style-type: none"> ▪ What are the expected features that determine the product use and its success in the market? ▪ How can marketed products be assessed and compared based on their technological parameters? <ul style="list-style-type: none"> – Ease of use and application – Gelation time/curing time – Bonding strength/burst strength – Biodegradability, safety & tolerability – Flexibility and elasticity – Indications (approved or under development) 	<p>3 Key Findings and Conclusions</p> <ul style="list-style-type: none"> ▪ How does the competitive landscape for tissue adhesive wound closure products appear in terms of product categories and distribution across geographies? ▪ How do marketed products differ from each other based on technical parameters across product categories (sealants, adhesives, and hemostats)? ▪ How do the estimated timelines for product approvals differ in the US and Europe for late-stage products? 	<p>4 Geographical Scope</p> <ul style="list-style-type: none"> ▪ Global, with major focus on: <ul style="list-style-type: none"> – North America – Europe 
---	---	---	--

Research Methodology

Secondary Research

- Conducted extensive desk research through various sources:
 - Technology & Biomedical Engineering Conferences, News, Industry Reports, and Blogs
 - Company & Products Databases, Company & Regulatory Websites, and Thomson Innovation
 - PubMed, Google Scholar, Scientific Journals, IEEE, Regulatory/Technology Reviews, and Industry Magazines

Benefits to Client

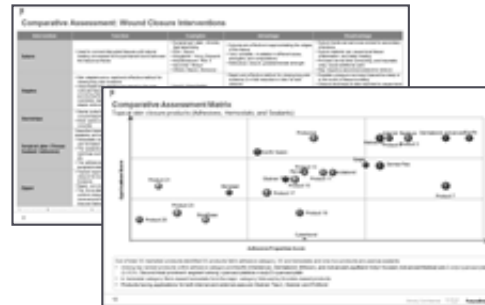
- The study helped the client understand the current state of surgical glues and unmet needs of the market.
- The study also helped the client assess its market position in terms of development and competition, and further improve its existing product line.

Sample Analysis

1 Product Benchmarking



2 Regulatory Intelligence and IP Landscape



Thank you

North America

55 Madison Ave, Suite 400
Morristown, NJ 07960
USA
T: +1 212 835 1590

Europe

328-334 Graadt van Roggenweg
4th Floor, Utrecht, 3531 AH
Netherlands
T: +31 30 298 2108

United Kingdom

5 Chancery Lane
London EC4A 1BL
United Kingdom
T: +44 207 406 7548

Asia Pacific

Millennium Business Park
Sector 3, Building # 4, Mahape
Navi Mumbai 400 710
India
T: +91 22 6772 5700