



# ZEBRA VENTURES

*aligning science and business*

## About Zebra Ventures

Zebra Ventures, a boutique consultancy firm, addresses the overwhelming need in the start up biotech sector to build and realize commercial value out of scientific excellence.

Zebra Ventures provides services both in the area of business development as well as in intellectual property management.

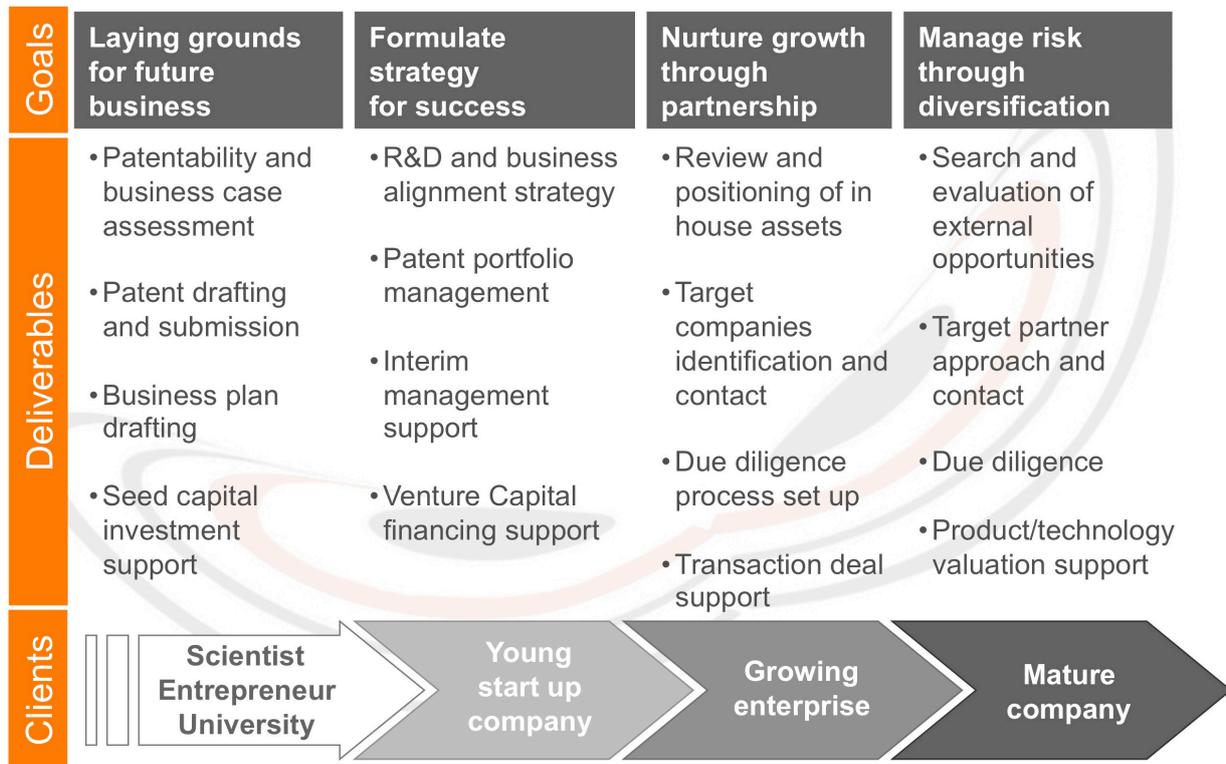
Frequently business development and IP management activities are executed by different managers within a company who often do not report into the same director. This situation is common regardless of whether such activities are performed in-house or outsourced. Our team will work with multiple functional areas of the client thus helping their alignment within the organization and overcoming communication barriers.

Zebra tailors the collaborations according to client's needs. Our services can be accessed on long or short term project basis as well as virtual in house management.

## Our Services

Zebra Ventures is a complete service provider with a proven track record in all functional areas that are on the critical path for commercializing therapeutics. This approach makes Zebra Ventures the partner of choice to a variety of stakeholders including innovative life-science companies, investors, researchers, entrepreneurs and governmental agencies.

### *Creating commercial value out of scientific excellence*





## Case Studies

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### Technology Platform Expansion

- **Client:** US biotech with proprietary platform technology
- **Need:** broaden the technical scope of the platform through complementary IP and know-how
- **Deliverable:** Zebra identified several university originated novel technologies. Selected know how was accessed through Material Transfer Agreement and subsequently a Licensing Agreement was negotiated.

### Asset Divestment

- **Client:** Italian, publicly traded biotech company with advanced pipeline
- **Need:** divest non core, preclinical asset after pipeline prioritization analysis
- **Deliverable:** Zebra created non confidential and confidential divestment brochures, initiated contact with several large and small pharma players and coordinated due diligence evaluation. The effort resulted in a successfully executed asset purchase agreement with a Top 20 pharma company.

### Commercial and IP Due Diligence

- **Client:** Italian incubator of emerging start-up companies
- **Need:** assessing the technology, business plan and patent estate of a start up for investment purposes
- **Deliverable:** Zebra recommended to pursue the opportunity based on competitive landscape analysis, patent portfolio review and proposed business strategy.

## Unique blend of skills

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Zebra Ventures was founded and is run by Marija Zecevic PhD, and Simona Varani.

The founders have 20 plus years of joint experience in the life sciences with leadership roles in:

- **Intellectual property management**
- **Public and private equity financing**
- **Business and corporate development in biotech industry**

Simona and Marija have a science background and a proven track record of scientific research within leading international universities.

The team has an established network and highly endorsed international biopharma stakeholders including licensing executives, VCs, investment banks, therapeutic area specialists and legal advisors.



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