



Be the Partner of Choice, Strengthen your Innovation Pipeline

Identify, Evaluate, Track and Manage Opportunities Collaboratively and Effectively

ideaPoint delivers the solution to help global R&D teams identify the opportunities for collaboration that bring the greatest long-term value -- to all parties. ideaPoint software supports a comprehensive partnering and opportunity management program, fueling the core innovation pipeline and best practices, targeting early-stage opportunities for collaboration, and forging effective and mutually beneficial alliances. With ideaPoint, our customers have a secure and user-friendly solution through which to scout, evaluate, invest in, track and manage opportunities for collaboration.



Scout, evaluate and capitalize on a range of partnering and collaboration opportunities



Secure strategic partnerships, and manage critical initiatives and alliances



Boost collaboration and visibility the organization to enhance quality of decisions, breaking down functional and business unit silos



Track and report on all decision points, activities, milestones and contract obligations throughout the process



Increase quantity and quality of opportunities reviewed while decreasing time to decision by streamlining decision and vetting workflows



Mitigate risk of contamination for intellectual property

With ideaPoint, our customers have a guided approach to support their specific R&D Collaboration Management processes, and a unified system that provides complete transparency and historic views into external Alliances, Partnerships and Collaborations.

ideaPoint software is also entirely configurable, and thus able to support our customers' existing workflow and SOP's, and evolve with changing requirements and processes.

Our customers tell us that the system is one their teams want to use because it adds value to their work without it being a burden, particularly as it automates key workflows that significantly accelerate R&D Collaboration Management activities and requires a fraction of the time of ad hoc approaches for record keeping and reporting.

Scout

- Tap your global network of external partners and candidates via branded Web portals
- Seek and harvest opportunities for R&D collaborations from external sources, and forge strategic partnerships and productive, early-stage relationships
- Capture and maintain extended profile information from submitters so you can later target the appropriate audiences with challenges or requests
- Source key information from submitters via web forms tailored to your team's specific data collection and evaluation needs
- Secure communication and transmission of information and supporting documents through the portal interface and toolset, enabling interaction with submitters and delivery of notifications throughout the evaluation process.

Evaluate

- Triage new opportunities and requests at pace by auto-routing portal submissions to the appropriate staff members for initial review
- Assemble virtual teams across functional areas to formally review submissions and supporting documents using a collaborative analytic toolset, including configurable review forms, comments and ratings
- Track and share progress throughout the evaluation process using automated status change alerts and email notifications, configurable for internal and external parties
- Report and analyze performance on-demand, via configurable dashboards, saved searches or custom reports that export and print, easily
- Restrict visibility of sensitive data, correspondence and documents to authorized individuals by enacting role-based security policies
- Capture go/no-go decisions, terminating no-go decisions swiftly and with compliance, automatically capturing an audit trail of all system activity and mitigating risk of intellectual property contamination.

Invest

- Involve staff from relevant business units easily and when appropriate to offer key inputs and advance negotiations, leveraging data cloning and linking functionality, as needed
- Track workflow and sign off at key stages of the negotiation process, managing critical documents and assigning legal agreements and policies
- Restrict visibility of sensitive data, correspondence and documents to authorized individuals by enacting role-based security policies and assigning confidentiality agreements
- Forecast goals and financial commitments for resulting projects and alliances by setting milestones and recording contractual obligations.

Manage

- Align contract and project management with the support of robust workflow, tracking and reporting tools
- Forecast goals and financial commitments for projects and alliances by setting milestones and recording funding obligations
- Track and report on all aspects of contract and term development or re-negotiation, including planning, financial commitments, project milestones and outcomes
- Report and analyze performance on-demand, via configurable dashboards, saved searches or custom reports that export and print, easily
- Manage contact and institution details, drilling down into relationships as they relate to IP assets and Business Development opportunities across business units
- Ensure contractual compliance and on-time performance via system generated notifications for milestones coming due
- Guarantee transparency, as the system automatically logs all activities and maintains an audit trail of events.