

NTHRYS WORKSHOPS.

Glycobiology Partnerships and Venture Strategy Workshop

[Workshop Index](#) [Duration: 4 Days](#)

Use the index to navigate the workshop sections and open quick reference modals for scope, audience, outcomes, delivery, policies, and FAQs.

[Quick Summary](#) [Overview & Outcomes](#) [Agenda & Hands-on](#) [Deliverables & FAQs](#)

[Quick View](#) [Who Should Attend](#) [Outcomes](#) [Delivery](#) [Policies](#) [FAQs](#)

[Quick Summary](#)

[Partnering Strategy](#) [Venture Growth](#) [Execution Readiness](#)

Building Strategic Partnerships For Growth, Capability Access, And Venture Execution

Frame partnerships as strategic tools for glycobiology ventures seeking platform access, translational acceleration, market reach, and execution support.

[Growth Pathways](#) [Capability Access](#)

Compare alliance models such as licensing, co-development, service partnerships, distribution relationships, and research collaboration structures.

[Alliance Models](#) [Partnership Structures](#)

Assess how scientific fit, IP position, operational maturity, commercial timing, and partner incentives shape successful

ventures.

Fit Assessment **Incentive Alignment**

Use practical venture scenarios to identify risks in diligence, negotiation readiness, governance design, and post-deal execution.

Venture Scenarios **Execution Risks**

Build a partnership roadmap that balances strategic ambition with operating discipline, milestone planning, and decision clarity.

Roadmap Design **Milestone Planning**

Develop a stronger approach to partner identification, value articulation, relationship structuring, and venture execution governance.

Value Articulation **Governance Design**

Overview

Strategic Alliances **Business Development** **Outcome Driven**

Scope, Audience, And Learning Outcomes For Glycobiology Venture Partnerships

Cover partnership strategy from target selection and value proposition design to diligence, negotiation planning, governance, and execution support.

Strategy Scope **Negotiation Planning**

Clarify who should attend, including founders, business development teams, scientific leads, venture operators, and alliance managers.

Who Should Attend **Alliance Managers**

Learn how to define partnership objectives, prioritize partner types, map complementary strengths, and structure decision

criteria.

Partner Prioritization **Decision Criteria**

Build learning outcomes around partner fit analysis, venture positioning, diligence readiness, governance design, and execution planning.

Learning Outcomes **Diligence Readiness**

Understand how term structure, operating interfaces, milestone incentives, and communication models influence post-deal success.

Term Structure **Post-Deal Success**

Develop a strategic partnering mindset that strengthens venture focus, execution discipline, and long-term alliance value creation.

Alliance Value **Execution Discipline**

Agenda

Hands-On Strategy **Deal Planning** **Venture Execution**

Four-Day Agenda For Partner Selection, Deal Structuring, And Execution Readiness

Day 1 establishes venture goals, partnering strategy, target profiles, market context, and relationship models for glycobiology programs.

Day One **Target Profiles**

Day 2 focuses on partner fit, diligence priorities, IP considerations, value proposition framing, and negotiation preparation.

Day Two **Diligence Priorities**

Day 3 covers deal structure options, governance models, milestone logic, risk sharing, and alliance operating interfaces.

Day Three **Risk Sharing**

Day 4 develops post-deal execution plans, review routines, escalation pathways, relationship management, and partnership optimization.

Day Four **Relationship Management**

Hands-on work uses partner mapping templates, diligence scorecards, governance scenarios, and negotiation planning exercises.

Hands-On **Scorecard Design**

Participants finish with a practical partnership framework for venture growth, partner engagement, and disciplined execution.

Growth Framework **Partner Engagement**

Deliverables

Partnering Assets **Applied FAQ** **Execution Support**

Templates, Scorecards, And Practical FAQs For Strategic Partnering

Receive partner mapping templates, diligence scorecards, governance worksheets, milestone planning guides, and alliance review references.

Partner Maps **Governance Worksheets**

Gain structured guidance for partner outreach, fit evaluation, value articulation, operating model design, and execution review.

Fit Evaluation **Operating Models**

FAQ discussions address prerequisite experience, partner targeting, evidence needed for diligence, milestone design, and alliance support.

Prerequisites **Alliance Support**

The workshop helps teams understand how to form stronger partnerships, reduce execution friction, and improve venture coordination.

Execution Alignment **Coordination Quality**

Participants leave with clearer partner selection habits, stronger governance logic, and more practical execution planning.

Selection Habits **Planning Logic**

Teams can use the deliverables after the workshop to improve partnership consistency, decision quality, and venture execution readiness.

Decision Quality **Readiness Improvement**

[Quick View](#) [Who Should Attend](#) [Outcomes](#) [Delivery](#) [Policies](#) [FAQs](#)