Collaborating for success

Changing tomorrow Together
Astellas, your alliance partner for innovation and growth. Succeeding in today’s pharmaceutical marketplace takes more—more resources, more expertise, more experience than ever before. It also takes what only the right kind of company can offer—more effective collaboration, more earned trust.

That’s why Astellas is a valuable business collaborator in the development and commercialization of pharmaceutical products that improve the lives of patients. With a global reach, deep experience and relationships in select therapeutic areas, Astellas has a proven record of successful alliances in the U.S. We are dedicated to a way of doing business that is forthright and transparent. It’s all part of the network of trust we consistently build among physicians, patients, and other companies in the healthcare industry with whom we form alliances.

Let us show you how we do things differently
- Astellas has the scale and expertise to effectively support our alliance partners, but we’re not so big that your project loses priority.
- We offer what smaller biotech firms need—unrivaled scientific and development expertise within our therapeutic areas, a global sales network and marketing muscle.
- We offer what larger pharmaceutical companies require—a level of focus, speed, and uncompromising quality that gives them a distinct advantage.

Global reach, local relationships
- Astellas has a broad and growing international reach.
- Astellas makes maximum use of its worldwide network to research and develop innovative drugs.
- We have a successful track record of regulatory submissions on three continents.
- Astellas has the international presence to develop your project, and the specialized local relationships that lead to sales success.

“In the future, successful scientific and commercial relationships will continue to grow in complexity and will require a commitment to collaboration over the long term. At Astellas, we know that when the deal closes, collaboration is just beginning.“

Dedicated and Skilled Business Development Group
The people who handle your deal can be as important as the deal itself. At Astellas, our Business Development Group is an experienced team of professionals who understand and take into account the interests of both parties. We realize that winning collaborations must benefit everyone involved.
Professional Alliance Management

Astellas invests in being a good alliance partner. The Astellas Alliance Management Team provides world class capability at managing collaborative relationships. Alliance Directors bring knowledge and experience to negotiations and guide development and commercial leaders in operating alliances and other collaborative relationships to achieve their potential and encourage team members to excel.

Alliances are as challenging as they are rewarding. They take time and effort on the part of everyone involved to coordinate activities and communicate needed information to make full use of the resources of the collaboration. To build its abilities, the Alliance Directors are active participants in the Association of Strategic Alliance Professionals. Alliance Directors are expected to achieve the Association’s professional certification.

Together, Business Development and Alliance Management are ensuring that Astellas is a company that excels at building strong alliances.

Building strong collaborations the right way

- Never has it been more important to choose the right in-licensing or co-promotion company.
- Truly collaborative companies adapt to changing circumstances and developments.
- By continuously soliciting feedback, we find out what we’re doing well and where we can improve. It’s just one way we show our commitment to nurturing alliances that brings success to all parties—and lifesaving, life-changing drugs to patients in need.

Open and transparent

Astellas collaborations inspire a spirit of trust and cooperation. Alliance partners consistently praise the forthright way we approach business and the unusual sincerity and transparency of our deal-making.
Astellas and its alliance partners are Changing tomorrow Together!

Astellas US LLC
Three Parkway North
Deerfield, IL 60015
Main: 847-317-8800
Toll Free: 800-888-7704