



COMMERCIAL INTELLIGENCE BRIEF

From Data To Decision

How Trial Signal Turns Platform Data Into Delivered Business Development Intelligence.

Prepared For

Clinical Research Organizations, Clinical Sites, and Site Networks

August 2026

You Already Own The Tools

Most business development teams already run strong commercial intelligence, and likely several of the platforms and tools in this brief. The question is not which database is largest. It is what turns that data into action for a business development team, and where each source fits in the motion from raw signal to a booked meeting.

PLATFORMS AND TOOLS ANSWER

“What exists in the market?”

Every trial, site, drug, deal, company, and contact, queryable on demand.

TRIAL SIGNAL ANSWERS

“Who do we call, why now, and what do we say?”

Five named sponsors this month, scored to your ICP, each with the decision unit mapped and outreach drafted.

Both questions matter. They are answered by different kinds of product. Some are platforms and tools your team operates. One is a finished analyst deliverable your team acts on. This brief places all of them in that frame, and is honest about where each leads.

What The Market Offers Today

Four tools a life sciences business development team is likely to weigh. Descriptions are drawn from public company and product sources, current as of this brief. No proprietary content is reproduced.

SCIENTIFIC DATA PLATFORMS

Citeline

NORSTELLA | PLATFORM

Trialtrove, Sitetrove, and Pharmaprojects. Clinical trial, site, and drug pipeline data, with 500,000+ investigators and 190,000+ sites.

Best for feasibility and site selection.

GlobalData

LSE: DATA | PLATFORM

Pharma Intelligence Center. Drug pipelines, trials, deals, pricing, epidemiology, and forecasting across a large family of databases.

Best for market sizing and R and D strategy.

BD SIGNAL TOOLS

ZoomInfo

NASDAQ: ZI | TOOL

The largest general B2B contact and company database, with intent data and org charts. Broad and horizontal, not life sciences specific.

Best for broad contact lookup across industries.

Zymewire

LUMERATE | TOOL

Sponsor intelligence built for CRO and CDMO business development. Tracks trials, funding, and events across 120-plus segmentation facets.

Best for a self serve stream of sponsor signals.

And One That Is Delivered

Trial Signal is not another database to query. It is the finished analyst work those platforms and tools make your team build by hand, delivered on a monthly cycle and customized to one client ICP.

Trial Signal

BIOALLIANCE STRATEGIES | DELIVERED INTELLIGENCE PRODUCT

Scored targets A short list of named sponsors, ranked for engagement readiness against your exact ICP.

Decision unit mapped The buying group across three tiers: authority, operational ownership, and budget control.

Contacts, verified or flagged Sourced from public channels, each confirmed or explicitly marked for manual check.

Outreach drafted A tailored opening email per target, keyed to the specific signal that surfaced it.

Board level judgment A why now on every target, plus a cumulative CRM that carries the pipeline forward.

Best for identifying and activating the sponsors your team should pursue this quarter, without standing up an internal research function to do it.

Where Each One Leads

An honest read. The platforms lead on data depth, ZoomInfo on contact volume, Zymewire on always on self serve coverage. Trial Signal leads on everything that turns data into a delivered decision.

Dimension	SCIENTIFIC DATA PLATFORMS		BD SIGNAL TOOLS		DELIVERED
	Citeline	GlobalData	ZoomInfo	Zymewire	Trial Signal
Category	Trial data platform	Market data platform	Contact database	BD signal tool	Delivered product
Form of output	Query platform	Query platform	Query database	Tool plus alerts	Finished deliverable
Life sciences focus	Deep, clinical	Deep, market	Generic	Deep, BD	Deep, BD
Trial aware	Yes	Yes	No	Yes	Yes
Scored to your ICP	No	No	No	Self segment	Delivered, scored
Decision unit mapped	No	No	Contacts only	No	Yes, three tiers
Outreach drafted	No	No	No	No	Yes
Contact data	Site, investigator	Company	Broad, decays	Limited export	Verified or flagged
Labor to act	You mine it	You mine it	You mine it	You work alerts	Delivered ready
Delivery	Self serve	Self serve	Self serve	Self serve, alerts	Monthly, delivered

Trial Signal shares the field focus and trial awareness of the strongest tools here. It leads where it counts, on the finished, scored, decision ready work that none of them deliver.

Trial Signal Sits Above Your Stack

Trial Signal is built independently from public and redistributable sources. It does not resell or depend on any platform license, and it does not rely on generic contact databases whose records decay. Whatever platforms and tools your team already runs, Trial Signal delivers the decision layer they do not.

INPUTS, SOURCED INDEPENDENTLY

ClinicalTrials.gov queried live at build. Investor relations and exchange filings. Company disclosures and press. Conference programs and abstracts. All public and redistributable.



BIOALLIANCE ANALYST LAYER

ICP scoring against your exact buy criteria. Decision making unit mapped across authority, operational, and budget tiers. Contacts verified or explicitly flagged. Board level judgment on why now.



DELIVERED OUTPUT

A monthly Trial Signal edition: scored sponsor targets, the mapped decision unit, drafted outreach, and a cumulative CRM. The finished work product, not a login.

The result is additive. Your platforms and tools answer questions on demand. Trial Signal hands your field team the five moves that matter this month, sourced clean, with no new license to buy and no analyst hours to spend.

This Is The Deliverable

The pages below are from a representative Trial Signal edition. Five Asia Pacific oncology and metabolic sponsors, each scored to a CRO business development ICP, each with a mapped decision unit and drafted outreach. No platform or tool on the prior page produces this. It is produced for the client.

BIoALLIANCE STRATEGIES

TRIAL SIGNAL

Asia Pacific Sponsor Intelligence For Sample CRO

JULY 2026

SAMPLE CRO EDITION

Five pre-qualified biotech sponsors headquartered in Asia Pacific. Each carries a novel oncology or metabolic asset built for global registration and a trial event inside the next six months. Prepared for the Sample CRO Asia Pacific business development team.

SAMPLE

PREPARED EXCLUSIVELY FOR

Sample CRO

Business Development | Asia Pacific

Asia Pacific Territory

Greater China | Japan | South Korea | Singapore | ANZ

TARGETS THIS EDITION

Hangzhou Sciwind Biosciences

DSD Pharmaceuticals, Inc.

Adagene Inc.

Laekna, Inc.

Chordia Therapeutics, Inc.

ICP CRITERIA APPLIED TO EVERY ENTRY

APAC Headquarters

Novel Global Asset

Oncology Or Metabolic

Funded To Execute

Open Vendor Window

TRIAL READINESS SCORE GUIDE

IMMEDIATE

6-12 MO

12-24 MO

5

3

6

2

CAPABILITY COVERAGE THIS EDITION

Full Service Clinical

PSP Solutions

Laboratory Services

Evidence and Data

UPCOMING ENGAGEMENT WINDOWS

BioScience 2026

ASCO 2026

ASCO Asia 2026

Cover: five scored targets, ICP, and engagement calendar

Hangzhou Sciwind Biosciences Co., Ltd.

Sponsor Entry | Hangzhou, Zhejiang, China

For Sample CRO business development

9/10

IMMEDIATE

A Hangzhou metabolic biotech holding the world's first approved cAMP based GLP-1 receptor agonist, with an oral formulation study reaching primary completion in week 48 and a second global phase 1 trial now run outside China.

INNOVATION

PROVEN KNOWLEDGE

GLOBAL CLINICAL

NETWORK

COMPANY PROFILE

Financing: Privately held. Two approved products in China provide a commercial base. Current current funds, revenue, and headcount from public sources before outreach.

HD and Jurisdiction: Hangzhou, Zhejiang. NMPA is the only regulator with confirmed approvals. No FDA or EMA filing is confirmed from public sources.

Program Geography: The Phase 3 SUMMER trial ran across 36 medical centers in China. The oral enagolide study is registered as China based.

Team Structure: Metabolic disease specialists. No evidence in public sources of diverse operations built to run a multinational registration program.

LEAD ASSET AND PROGRAM STATUS

Enagolide injection is a cAMP based GLP-1 receptor agonist approved by the NMPA in March 2026 for chronic weight management and previously for adult type 2 diabetes. Phase 3 data published in The Lancet Diabetes and Endocrinology showed 15.1 percent placebo adjusted weight loss in week 48.

NCCT0243171 is a Phase 1b/2a study of oral enagolide tablets in Chinese participants with overweight or obesity. Estimated primary completion is August 3, 2026, with estimated study completion November 22, 2026.

RECOMMENDED ENTRY

Lead with the global bridge, not with China capability. Two NMPA approvals plus a broader statement about serving patients globally means the next credible step is a multinational program for the oral asset. Trial is a scope Sciwind has never executed and cannot staff internally.

CAPABILITY MATCH

Full Service Clinical Development

Regulatory Affairs

Laboratory Services

Evidence and Data

BUSINESS DEVELOPMENT NOTE

Sciwind is the highest priority target in this edition because the gap is structural rather than tactical. The company has proven it can execute a 36 center Phase 3 inside China and has two NMPA approvals to show for it. It has no demonstrated multinational capability, and the global obesity category is where the value sits. The oral formulation study reaches primary completion in early August 2026, which puts the next development decision inside the quarter. Approach the founder directly. In a privately held Chinese biotech of this profile the founder typically holds vendor authority outright. Do not lead with scale. Lead with the specific problem of converting an NMPA dossier into an FDA and EMA ready multinational program, and with the obesity registry infrastructure as evidence infrastructure no competing CRO can match.

SUGGESTED OUTREACH EMAIL

To: Dr. Hai Pan, Founder and Chief Executive Officer

Dear Dr. Pan, I am reaching out from Sample CRO. Congratulations on the NMPA approval of enagolide injection for chronic weight management, and on the Lancet Diabetes and Endocrinology publication last week.

With the oral formulation study approaching primary completion, the question that follows is how the program levels. Converting an NMPA dossier into an FDA and EMA ready multinational design is a specific problem, and one we run continuously across obesity and metabolic programs, supported by our own obesity registry infrastructure and central laboratory network.

I would welcome a 20 minute call on multinational strategy for the oral asset. Kind regards, Sample CRO, Asia Pacific Business Development.

Entry page: profile, BD note, and drafted outreach

Hangzhou Sciwind Biosciences Co., Ltd.

Decision Making Unit, Engagement, and Proof of Fit

ENAGOLIDE PROGRAM | THE GLOBAL BRIDGE

Program	Detail	Scope	Status
Weight Management	Enagolide Injection, chronic weight management	China	NMPA approved Mar 2026
Type 2 Diabetes	Enagolide injection, adult type 2 diabetes	China	NMPA approved
Phase 3 SUMMER	36 medical centers, 48 week endpoint	China	Published, Lancet D and E
Oral Phase 1b/2a	NCCT0243171, oral tablets, overweight and obesity	China	Primary completion Aug 2026
Global Program	Second intent to serve patients globally	Not set	Vendor window open

STAKEHOLDER MAP

DECISION-MAKING UNIT

ENGAGEMENT SEQUENCE

Dr. Hai Pan | Founder and Chief Executive Officer

No direct email confirmed from public sources

LinkedIn to Hai Pan | LinkedIn Profile

Named in company announcement as founder and CEO and quoted on global strategy for enagolide. In a privately held biotech of this profile the founder is the typical vendor decision agent.

Has a personal/industry presence

Clinical Development Leadership | Not named in public sources

No head of clinical development or clinical operations is identified in public company sources. Trial Sponsors employee dossier as authors on the Phase 3 publication. Trust the CEO as the operational entry point until a named leader is confirmed.

Finance Leadership | Not named in public sources

LinkedIn to Hai Pan | LinkedIn Profile

No chief financial officer is named on public sources. In a privately held company at this stage vendor budget authority commonly sits with the founder alongside the board.

INFLUENCE LAYER

The Phase 3 SUMMER investigator network across 36 Chinese medical centers is the strongest identifiable influence layer, and the principal investigators are named in the Lancet Diabetes and Endocrinology publication. No board member or external advisor with vendor influence is confirmed from public sources.

PROOF OF FIT | SIX GATES, ALL PASS

APAC Headquarters

Hangzhou, Zhejiang, China. Confirmed on company announcements.

Novel Global Asset

First approved cAMP based GLP-1 receptor agonist. Global intent stated by the founder.

Oncology or Metabolic

Metabolic. Obesity and type 2 diabetes are the confirmed approved indications.

Imminent Trial Event

NCCT0243171 estimated primary completion August 3, 2026.

Funded to Execute

Two approved China products provide a commercial base. Runway to be confirmed.

Open Vendor Window

No global CRO or record named on any Sciwind study in public biosphere.

The Vendor Window Is Open Now.

Two China approvals, a global ambition, and no multinational capability. One bridge to build, open now.

DMU page: stakeholder map, engagement sequence, proof of fit

THE DIFFERENCE IN ONE LINE

A platform would return hundreds of Asia Pacific trials to read. Trial Signal returned the five sponsors worth a call, ranked, mapped, and ready to contact.

TRIAL SIGNAL IN CONTEXT | A BIOALLIANCE STRATEGIES CAPABILITY BRIEF

Page 7 of 8

A Simple Decision Guide

Reach for Citeline or GlobalData

When the question is trial feasibility, site selection, market size, or the competitive R and D picture.

Reach for ZoomInfo

When you need broad B2B contact lookup across industries, beyond life sciences.

Reach for Zymewire

When you want a self serve, always on stream of sponsor signals to work yourself.

Reach for Trial Signal

When you want the finished decision: which sponsors to pursue, why now, and what to say, delivered.

THE CLOSE

The platforms and tools tell you what exists. Trial Signal tells your business development team what to do about it, this month, for your book of business. They are complementary, and only one of them hands your field team a ready list of who to call. That is the layer BioAlliance delivers.

NEXT STEP

Start with one edition scoped to your ICP, then extend to a second territory. One conversation sets the scope.

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