

## Sanofi and Medtronic sign strategic alliance

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The alliance will initially focus on the development of drug-device combinations and delivery of care management services to improve adherence, simplify insulin treatment, and help people with diabetes better manage their condition.

"We know that insulin and other medicines are only one element of treating the whole patient. There is no day off in managing diabetes, and lack of adherence is one of the major hurdles of optimal disease management. That is why Sanofi is committed to developing integrated care solutions that focus on making life easier for people with diabetes and improving clinical outcomes that may help reduce costs in the overall healthcare system," commented Ms Pascale Witz, executive vice president, global divisions and strategic development, Sanofi.

The alliance will be structured as an open-innovation model, leveraging the capabilities, as well as the human and financial resources, of both companies.

Based on the success of the two initial priorities, the companies may explore other areas for potential collaboration, according to Sanofi's press statement.

"Diabetes is unfortunately rising in prevalence around the world, driving up system costs and, most importantly, adversely impacting the lives of millions of people. Like Sanofi, we believe there is tremendous opportunity to better align care across the diabetes care continuum through new and varied technologies and patient care management strategies," said Mr Omar Ishrak, chairman and CEO, Medtronic.

The alliance will pair Sanofi's extensive insulin portfolio and drug development expertise with Medtronic's expertise in insulin pumps and continuous glucose monitoring.

Some of the priorities of the alliance will be to deliver novel drug-device combinations, including new form factors that are affordable, convenient and easy-to-use to increase therapy adherence and deliver better outcomes.

These efforts will focus on improving the management of Type 2 diabetes, especially for people who cannot achieve glucose

control even with multiple daily injections of insulin.