



scientist.com

Why Use Scientist.com?

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Our Clients

Scientist.com has played a pivotal role in creating the online research outsourcing market over the past decade. The company was founded in 2007, launched a public research marketplace in 2008 and built its first enterprise marketplace for Pfizer in 2009.

Over the past ten years, Scientist.com has worked on sourcing projects for researchers at almost every large pharmaceutical company. To date, we've established long-term partnerships and created branded marketplaces for 13 large pharmaceutical companies. We've also partnered with many small and mid-sized biotechnology companies looking to *outsource everything but the genius™*.

Scientist.com was recently selected by VWR International—an industry leader in the life science consumables and reagents space—as its exclusive provider of custom research services. This is a significant partnership that will enable tens of thousands of VWR customers globally direct access to the Scientist.com platform.

In the academic space, Scientist.com was selected by the US National Institutes of Health to create an outsourcing marketplace for researchers at more than 20 major government research institutes.

Other research clients include agrosience companies, consumer health companies, cosmetic companies, research universities and regional bioclusters.

Solving the Central Challenge Facing Research

The problems facing research organizations today range from the well-documented decline in R&D efficiency to the rising cost of bringing new products to market. Because of these pressures, “do more with less” has become a mantra across research organizations in all industries.

The Scientist.com marketplace was designed to enable researchers to “do more with less” by saving time, reducing costs, improving access to innovation and ensuring compliance with internal and external regulations.

The marketplace allows researchers to focus their attention on carrying out the most imaginative and game-changing experiments while fostering a company-wide culture of innovation that can dramatically improve research success.

Scientist.com Reduces Costs

Because of the custom and often novel nature of the services provided on the Scientist.com marketplace, it is not uncommon to see prices vary considerably (5x-10x) across suppliers for the same service and quality level. By making it easy to get multiple quotes, Scientist.com significantly reduces outsourcing costs.

The average cost savings across the Scientist.com platform in 2016 was 12.3%, or \$3,028 per order. Selecting more than one supplier enabled users to achieve greater cost savings. In the top-12, top-selling categories on Scientist.com, users that selected more than one supplier saved 26.4%, or \$8,123 per order.

Scientist.com Reduces Cycle Times

Scientist.com streamlines the entire source to settle process, speeding up and improving the process for researchers and providing procurement oversight from start to finish.

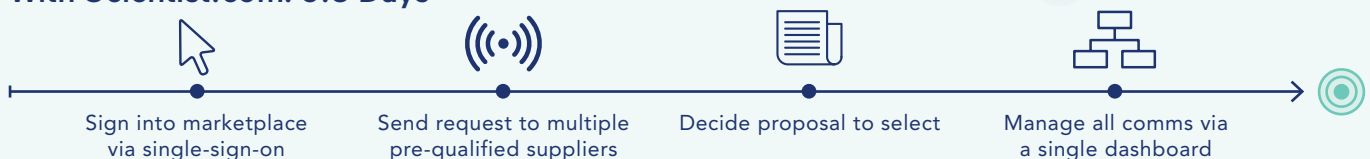
By consolidating sourcing, legal and purchasing processes, the Scientist.com marketplace allows researchers to access services and products as soon as they have finalized the study plan. The use of a single marketplace supplier agreement eliminates the need to establish a separate master services agreement. Marketplace billing consolidation eliminates the need for finance to negotiate payment terms, manage invoices and payments and onboard new suppliers.

Before Scientist.com: 60 Days (Average)



Across all Scientist.com marketplaces operating in 2016, the average research cycle time (request to purchase order) was 9.8 days. This significant reduction in cycle time means that users of Scientist.com can start their outsourcing project approximately 50 days earlier than before (for projects involving new suppliers).

With Scientist.com: 9.8 Days*



Scientist.com Improves Access to Innovation

Scientist.com enables on-demand access to novel research tools and technologies. Over 350 cutting-edge tools and technologies have been identified and made available to researchers on the marketplace Innovation Hub™. Some of these tools and technologies have already been commercialized while recent academic and other novel breakthroughs are still under commercial development. More are added every month.

Marketplace users can connect globally with over 2,300 suppliers across 3,700+ research areas, making it easy to identify new technology development partners and access supplier-driven innovation.

Scientist.com Ensures Compliance

By conducting extensive supplier due diligence and building a proprietary compliance framework, Scientist.com ensures compliance. All suppliers on the Scientist.com network undergo a comprehensive due diligence evaluation and an ongoing monitoring process to minimize reputational risk. Scientist.com uses a proprietary compliance platform called COMPLI™ for the sourcing of human samples, RWE/HEOR services, GxP studies and other regulated services. COMPLI™ establishes a rigorous compliance and governance framework that helps researchers quickly and safely acquire these services.

Are you Ready for Faster Science™?

Some marketplace benefits such as direct cost savings and time savings are measurable while other equally significant benefits such as improved access to the latest innovations, easier access to institutional knowledge, greater compliance and faster cycle times are harder to quantify.

So, what does increased access to the most-qualified suppliers, a customer-centric sourcing process that speeds up legal and billing and use of the most cutting-edge outsourcing compliance tools mean to you?

We think it means you get more time to focus on the science rather than the paperwork. We think it means Faster Science™.

Scientist.com holds itself to the highest ethical standards and will work closely with your team members and colleagues in an open, clear and collaborative manner. Our team is ready to help you achieve Faster Science™. For more information, email info@scientist.com.