

LabWare Overview



ChemAxon UGM 2013, San Diego

Enterprise Laboratory Platform



Keith Wipprecht and Vance Kershner

Introductions

➤ Keith Wipprecht

- Director of Pharmaceutical Business Dev.
- Location: Cincinnati, OH
- 12 years with LabWare

➤ Vance Kershner

- Founder and President of LabWare
- Chief Technology Officer
- Location: Wilmington, DE Corporate HQ
- 25 years with LabWare

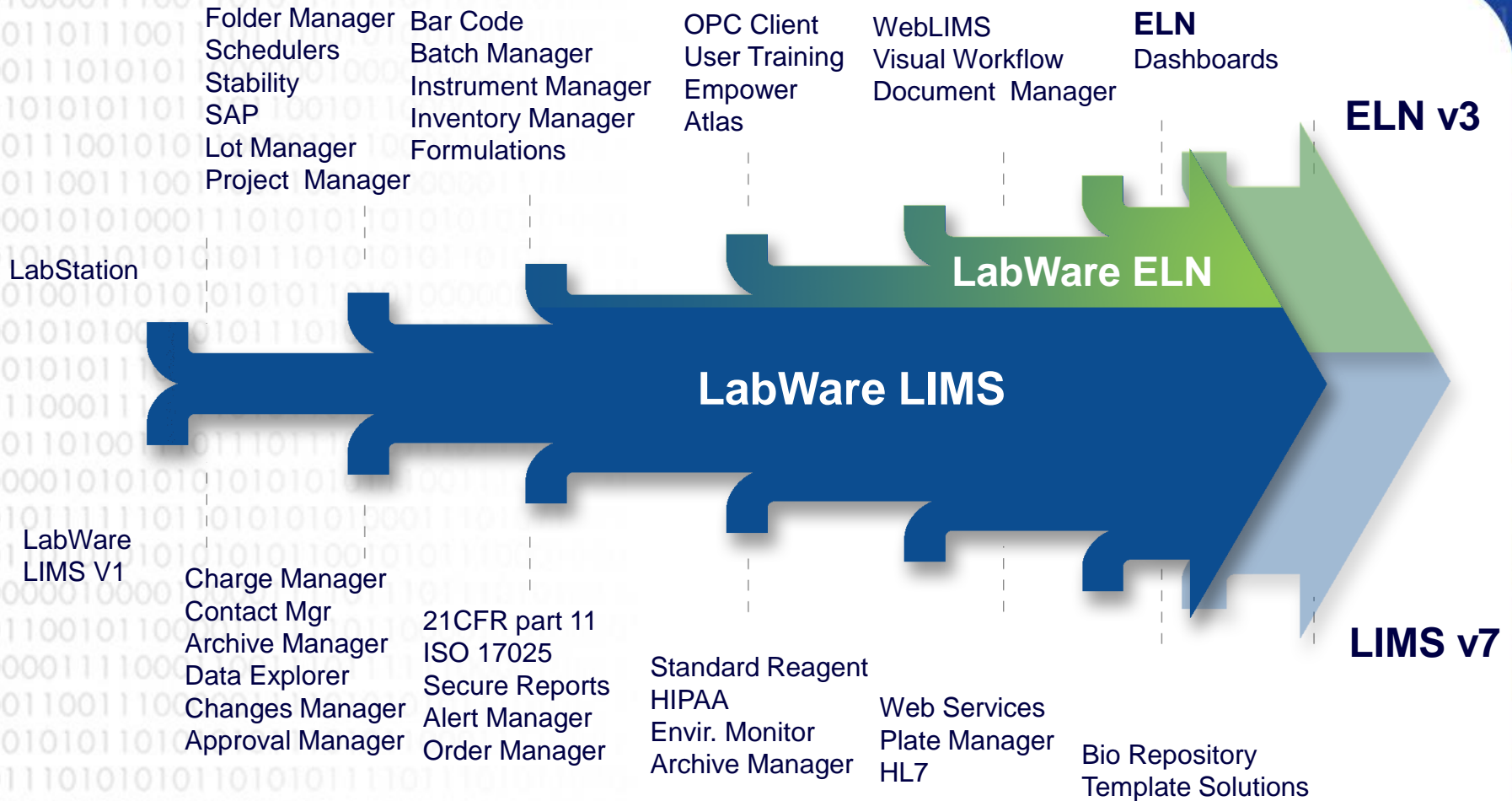


LabWare Overview

What Distinguishes LabWare

- Innovative Laboratory Automation Software Company
 - We are a world leader in Laboratory Automation Software, 100 MM\$ in 2012
 - LIMS / Electronic Lab Notebook / Instrument Interfacing / Clinical LIS
 - >1,000 Companies use LabWare products in 90 countries
 - LabWare has sales, support and implementation staff located in 40 countries
 - Many of our customers use LabWare Software globally as a centralized enterprise solution within their business.
- Exclusively focused on LIMS & ELN solutions
 - The leading **Customer Configurable LIMS & ELN** (100% COTS based)
 - All customers running the same core product, **NO** customization is required
 - Approx. 250 software modules that are available with the system at **NO additional cost**
 - Extraordinary high customer retention rate... 99%

LabWare's Enterprise Laboratory Platform



1994

(LIMS v1-v5)

2009 (LIMS v6)

2012 (ELN v2) 20...

7-Annual User Group Meetings in 2012!

*North America, Europe, Latin America, Asia-Pacific,
South Africa, Middle East, and China*



2012 CUSTOMER EDUCATION
CONFERENCES

South Africa, China,
Middle East, Latin America,
Asia Pacific, North America,
and Europe

THANKS FOR A GREAT YEAR!

Integration of ChemAxon Marvin with LabWare ELN™

IDENTITY: IDENTITY-2013-001 - [SYSTEM] B. Keith Wipprecht (Admin)

Recent File Edit Run Data Structure Menu Samples SOP Audit Options

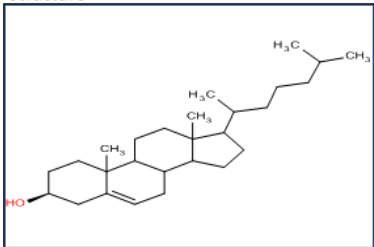
Identification Samples

A21 The compound is consistent with the physical and analytical properties of a beta-conjugated Cholesterol substance as confirmed by NMR and IR spectroscopy.

Identification

Project:	AR-2013-0001
Requestor:	WIPPRECHT
Sample:	AR-AR-2013-0001-3
Due:	9/24/2013 14:33

Structure

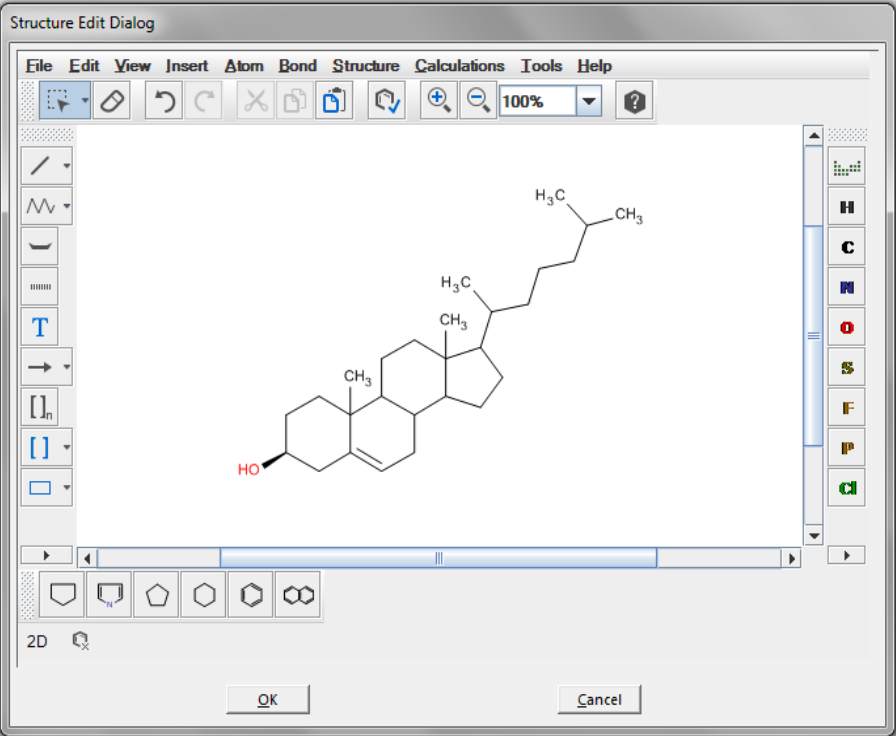


Objectives:
The purpose of this analytical request is to confirm the structural identity of the purified compound.

Conclusion:
The compound is consistent with the physical and analytical properties of a beta-conjugated Cholesterol substance as confirmed by NMR and IR spectroscopy.

Structure Edit Dialog

File Edit View Insert Atom Bond Structure Calculations Tools Help



2D

OK Cancel

Overview / Appearance / NMR / IR /

Integration of ChemAxon Marvin with LabWare ELN™

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Identification Samples

Identification

11857 AR-AR-2013-0001-3

APPEARANCE / 1

Appearance

Clarity

Approved	F
Changed On	09/24/2013 01:37:41 PM
Date Completed	09/24/2013 01:35:13 PM
Date Started	09/24/2013 01:34:35 PM

Structure View Dialog

Released F

Reqd Volume 0.0

Sample Number 11857

Sample Volume 0.0

Sampled F

Signed F

Stage NONE

Status Complete

Storage Loc No 0

Template A_REQUEST

Text Id AR-AR-2013-0001-3

Description Conjugated Hormone Drug

Global Pharmaceutical Customers

Proven In A Global LIMS Deployment

- Astra Zeneca (R&D and Global Manufacturing)
- Allergan, Inc. (Global R&D and QA/QC)
- Apotex Pharmaceutical Group (Global QA/QC)
- Biogen IDEC (Global R&D and QA/QC)
- Bristol-Myers Squibb (Global R&D)
- Boehringer Ingelheim Corp. (Global R&D and QA/QC)
- CSL Behring (Global QA/QC)
- Edwards Lifesciences (R&D and Quality)
- Forest Research Institute (Global R&D and QA/QC)
- Genentech (Global QA/QC)
- Gilead Sciences (Analytical Development and QA/QC)
- GlaxoSmithKline (Global R&D, Vaccines R&D, QA/QC)
- Merck & Co. (Global R&D, Clinical Trials, Global QA/QC)
- Novartis Pharmaceuticals (Global R&D)
- Novartis Vaccines & Diagnostics (Global QA/QC)
- Purdue Pharma L.P. (Global QA/QC)
- Pfizer (Global R&D, Quality and Pfizer Clinical Research)
- Sanofi Aventis Pasteur
- Teva Pharmaceuticals (Global QA/QC and R&D)
- Watson Pharmaceuticals (Global QA/QC and R&D)



Thank You and Questions

