

Vineti's Alliance Program For Biopharmaceutical Partners



Why does Vineti lead an Alliance network?

Vineti's mission is to make patient access to breakthrough cell and gene therapies possible and scalable. As these therapeutics can only exist in a complex, interdependent ecosystem of production and delivery, it is critical to Vineti – and all who work in the personalized therapeutics industry – to collaborate in order to ensure patient safety and drive connectivity, efficiency, and simplicity.

Who are Vineti's partners and what do they offer?

Vineti enters alliances with companies that provide adjacent solutions to our software, such as:

- Contract manufacturing organizations (CMOs)
- Contract research organizations (CROs)
- Specialty couriers and shippers
- Implementation consultancies
- System aggregators
- Case management
- Hub services



What are the benefits of Vineti's Alliance network?

Whether your team needs to manage operations for five patients in a Phase 1 clinical trial or 50,000 patients in a global commercial product, the therapy requires significant people and process management. The Vineti platform in conjunction with its Alliance network makes this possible.



Managing complexity

Vineti and our partners work together to simplify the remarkable effort involved in standing up and running the end-to-end therapeutic process. The pre-existing connections makes it easier to provide therapies sooner and more easily. These combined capabilities also reduces the challenges associated with bringing all of the expertise in-house upfront in order to operate. Once established, the alliances allow each biopharmaceutical company to add services as needed to scale.



Focus on patient safety

There are major patient safety risks with personalized therapies' dependence on multiple stakeholders. The seamless connected "handshake" across these participants is instrumental to delivering the right therapy to the right patient under the right conditions. Safety is paramount to a successful therapy; working with an established, holistic ecosystem reduces these risks.

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Compliance, Security, and Regulatory

By working with Vineti's network of experienced industry vendors, biopharmaceutical companies meet the compliance, security, and regulatory requirements needed to operate. Specifically, the ecosystem allows for:

- Following the multiple standards required: GMP, GDPR, and HIPAA
- Working with vendors who have undertaken commercial approvals
- Connected data to analyze and build out license applications



Improved HCP and patient experience

From early trial enrollment through commercial scale, the therapy's success depends on healthcare providers (HCP). In a virtuous circle, ease of use and processing and high order fulfillment rates improve the HCP and patient experience by:

- Minimizing the steps involved in the workflow from ordering through treatment delivery
- Establishing a near real time, transparent product status portal with all relevant information



Speed and efficiency

Vineti alliance integrations help biopharmaceutical developers improve drug product process speed and efficiency. Workflows can be stood up more quickly and operated more smoothly, improving R&D speed for clinical-phase products and the pace of operations for commercial products.



Reduce costs

The Vineti alliance ecosystem helps companies reduce costs. An automated, integrated, and effective ecosystem improves efficiency, reduces errors, and enables consistent compliance. Additionally, this existing ecosystem helps control costs as companies scale and the need to reduce COGS becomes paramount.



The Vineti and Lonza partnership is a preferred business collaboration to drive manufacturing efficiencies in the C> [cell and gene therapy] manufacturing process by integrating the Vineti Personalized Therapy Management Platform with the Lonza Orchestrate capacity management system... [this partnership] is a key part of a wider goal for Lonza to create a network of partnerships and capabilities that enable a seamless, 'vein-to-vein' delivery of autologous cell and gene therapies for its customers and their patients."

Lonza Pharma & Biotech

For a full list of current partners, please visit www.vineti.com/alliances

LET'S CONNECT

www.vineti.com • email: sales@vineti.com • call: (415) 704-8730

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