

## Storage and distribution of compounds accelared by robotics and informatic

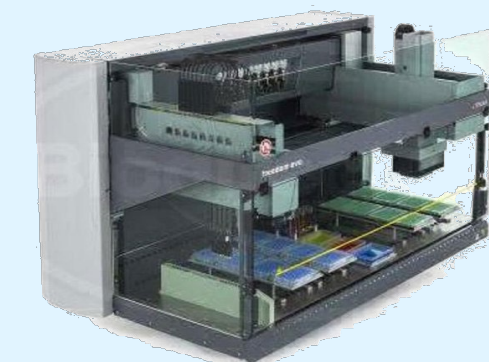
We bring you integrated solutions to any robotic and informatic challenges

- Robotic equipment
- Workflows managing activities between equipment through Mosaic

34 Robotic equipment fully integrated:

- 4 Automated Stores
- 5 Liquid Handlers
- 3 Echo Robotic Platforms
- 13 Weighing Stations
- 8 Scanners
- Tube sorter

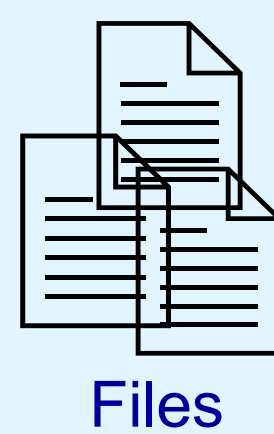
Items in Stock  
• 102k plates  
• 11.3M tubes



Lab Equipment

12 Robotic equipment used in Standalone:

- BioCel Robotic Platform
- Biosero Robotic Platform
- 3 Weighing Platforms
- 5 Liquid Handlers
- 2 Automated stores



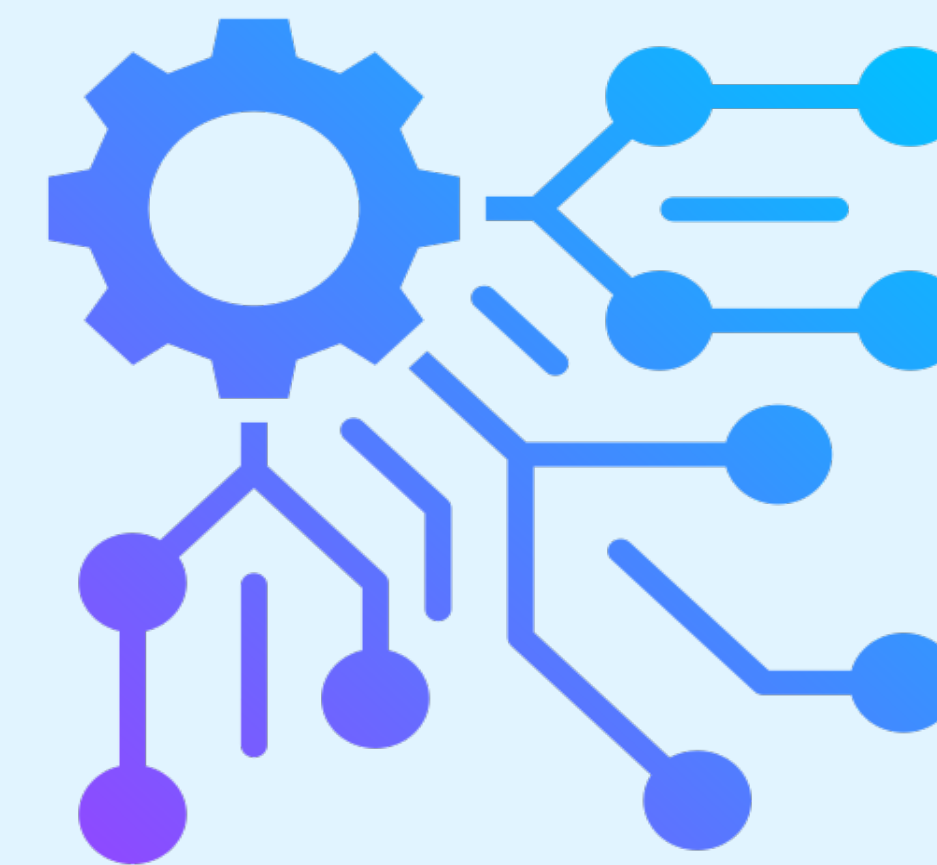
Files



Direct Integration

ETL

~ 12 000 orders in 2024



KPI 2024

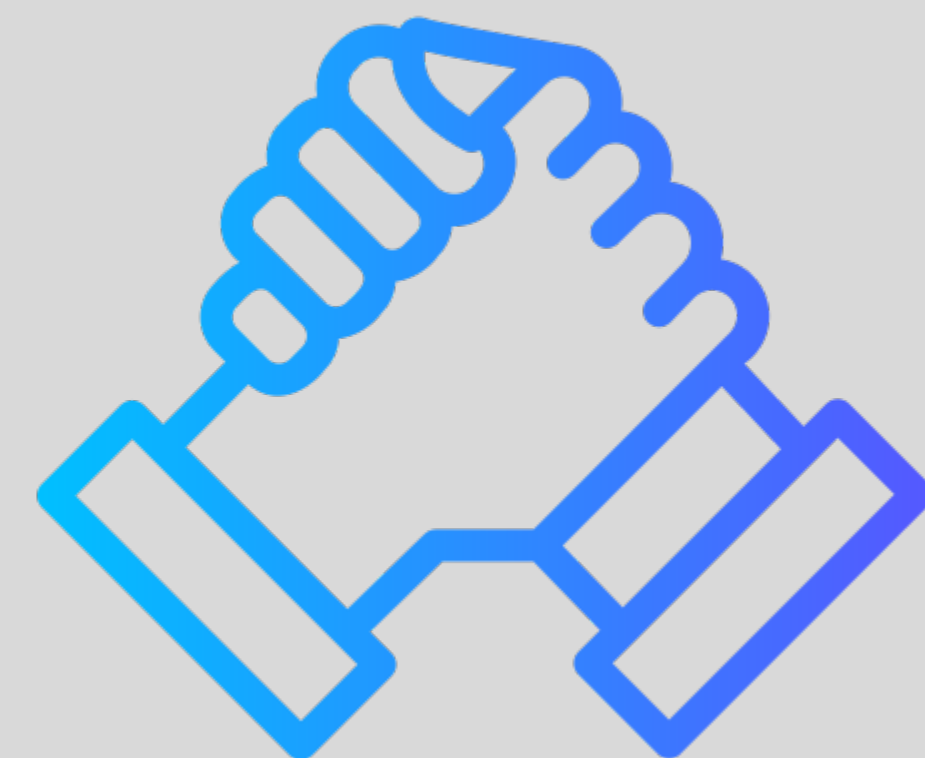
12 000 orders  
102k plates stored  
11.3M tubes stored

## We listen to you



We strive to stay close to the customer needs

- Close partnership with customers
- Providing an API for registration, ordering and inventory
- Dedicated Sample Management Product Owner :
  - Privileged channel of interaction
  - Continuously collecting customer feedback
  - Customer centric business analysis



KPI 2024  
Over 50 new features added  
~600 active end-users



Collect requirements & business cases  
Product presentations



Collaborate with Developers to evaluate needs

Priorization

Sample Management



Agile sprints of 3 weeks

- Short cycle development
- Better risk management (early identification)
- Continuously adapting the product to customer needs

Dedicated product Dev team



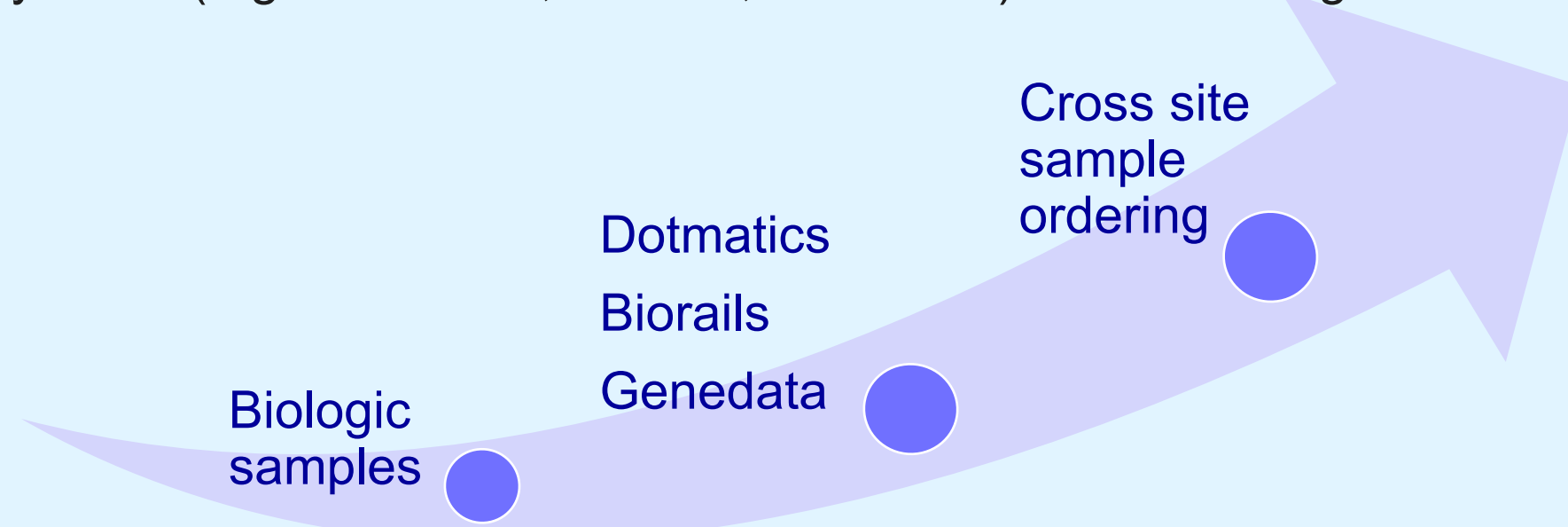
## Towards continuous excellence

Dedicated Titian & Evotec program management team for an accurate follow-up and globalized steering of Mosaic projects and services requests

- Projects prioritized based on global view, Quicker reactivity to business requests
- Synergies and exchange of ideas & practices between sites

Building a long-term strategy for Sample management informatics to continuously improve offer to external and internal partners

- Roadmap to address current need and future market evolutions
  - Enable internal and external partners to run evolving business processes (e.g. integration on Human Sample management)
- Continuous improvement of front-end and back-end tools in a coordinated and rationalized way
  - Build One Global Sample management informatic platform
- Implement inter-operability between systems (e.g. Dotmatics, Biorails, Genedata) to better integrate the different business areas with SM



KPI 2024

~40 projects running (3 completed)  
~28 Configuration evolutions (14 completed)  
~200 Titian service days coordinated

## Dedicated support for customers and laboratories

We make sure to always be responsive in the event of an incident



KPI 2024  
Average response time 6h  
~800 000 compounds registered

