ScienceExchange

GUIDE

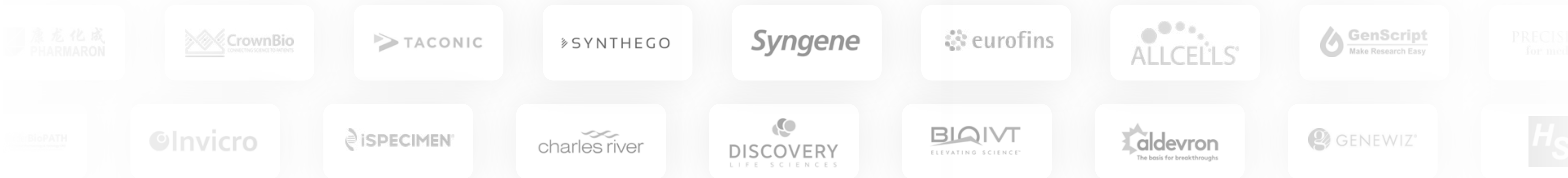# Transform your R&D outsourcing with Science Exchange

How top pharma and biotech companies access innovation, perform research faster and **transform R&D procurement.**

Leverage **3,500+ scientific suppliers** who are ready to work for you.

PHARMARON   CrownBio   TACONIC   SYNTHEGO   Syngene   eurofins   ALLCELLS   GenScript
Make Research Easy

BioPATH   Invicro   iSPECIMEN   charles river   DISCOVERY LIFE SCIENCES   BIOIVT ELEVATING SCIENCE   aldevron The basis for breakthroughs   GENEWIZ

Why an R&D marketplace makes sense

Nearly 50 percent of R&D is now outsourced and that number is growing.[1] For pharma and biotech companies, this presents an unparalleled opportunity to shorten research and development cycles.

As of this year, almost half of the global pharma and biotech R&D budgets go to what are known as contract research organizations (CROs).[1] There are now thousands of these organizations globally. They have become the fulcrum upon which scientific innovation turns.

As the rate of R&D outsourcing rises, so does the volume of administrative work needed to support it. Legal and procurement teams find themselves responding to a growing pile of contracts, forms and onboarding checklists instead of focusing on high-value strategic work.

A survey found that as much as 50 percent of in-house pharma and biotech scientists' time is spent on non-science administrative activities[2] such as paperwork, spreadsheets, logging into procurement systems, and managing aging software applications. This administrative stress degrades job satisfaction and slows progress. So, it's no surprise that many researchers have left the industry to work for CROs where they have an opportunity to work faster, with fewer administrative constraints.
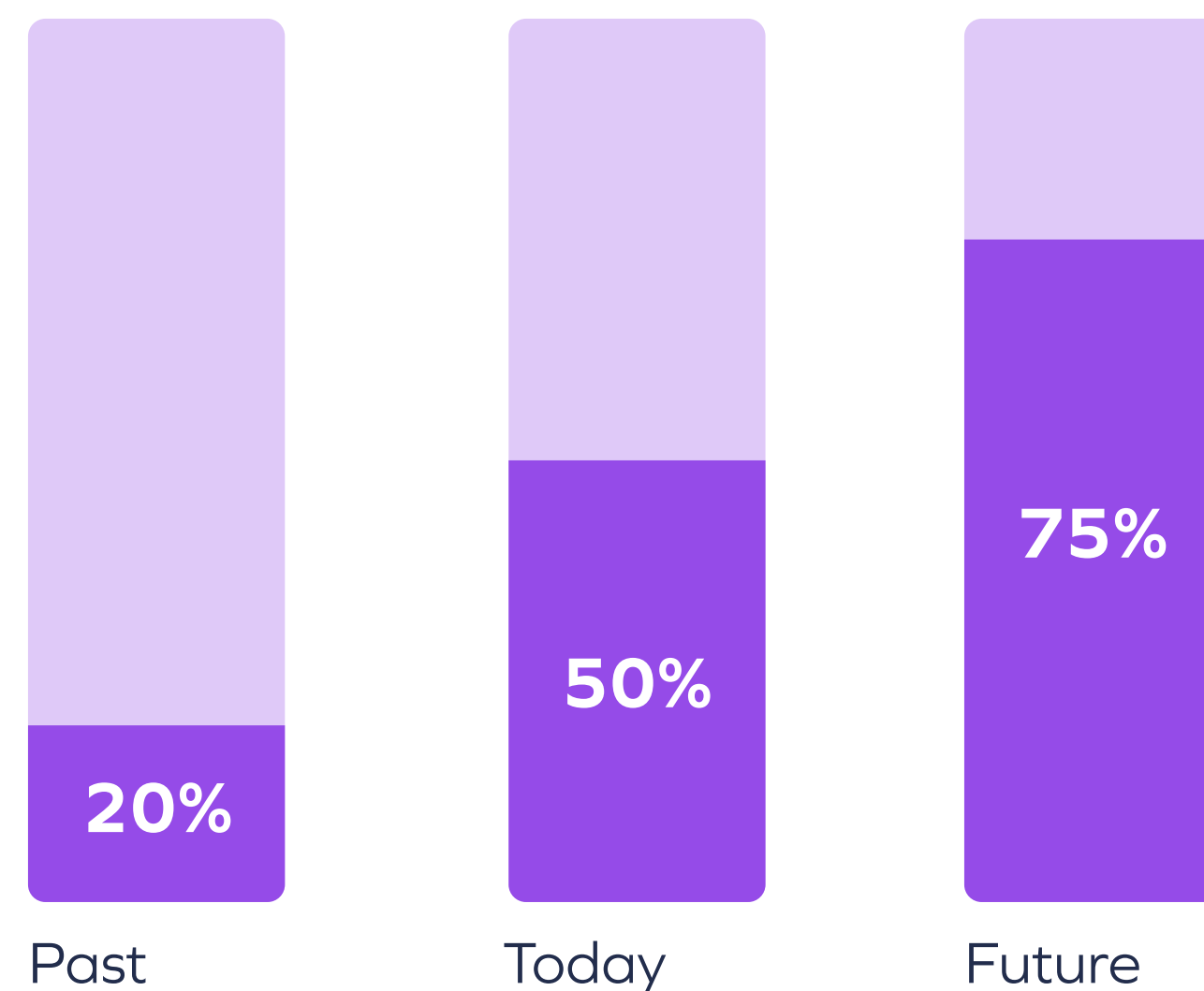
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50%
of in-house scientists' time is spent on non-science administrative duties.

That's an average loss of
$90,000
per year per scientist.[3]

Outsourcing as a portion of total pharma and biotech R&D spend

20%	**50%**	**75%**
Past	Today	Future

With so much great talent migrating to CROs, pharma and biotech companies find them more valuable than ever. But, they're also more difficult to work with than in the past. Onboarding CROs is time-consuming. Initiating and completing projects is cumbersome and laden with administration. The good news? There's an exception.

Companies that use the Science Exchange Marketplace can collaborate with CROs as easily as if they were members of their own team. Typically, when working with CROs, scientists can access unique capabilities and technologies not found within their organization enabling them to innovate more rapidly without having to bring that expertise in-house. The downside to working with CROs is that outsourcing typically comes with substantial administrative delays. However, with Science Exchange, these delays are eliminated. Even more, scientists can shave years off their development cycle to accelerate discovery—all while remaining compliant with their organization's internal policies.

This guide explores how that's being done at hundreds of the top pharma and biotech organizations today.

Challenging the status quo: Working with external partners doesn't have to be hard

How exactly do researchers discover a CRO that specializes in, say, spatial transcriptomics, who also happens to be qualified, responsive, and has capacity to take on new work? How do research teams who want to assess a fair market value for a project send their request to multiple CROs and run a competitive bid without impacting project timelines? According to a survey, 73 percent of researchers report difficulties finding suppliers with expertise in their particular area of research. And, 79 percent are worried that working with them might expose intellectual property (IP).[4]

Even if a researcher has past experience working with a specific CRO, or finds a new one through their personal network, the complexity of onboarding CROs can be slow and challenging. Fifty-six percent say the onboarding and negotiation are time-consuming.[4] There are supplier qualification assessments, Master Services Agreements (MSAs), forms needed for payment setup - a process that could take months for R&D, procurement, legal, finance and quality teams.

Science Exchange exists to solve all of these challenges.

No matter the size of the organization, researchers can use Science Exchange to augment their team with thousands of global CROs. Whether it's big pharma or biotech, your outsourced work can be done quickly, in compliance, and without administrative burden.

Top pharmaceutical companies who care about speed and efficiency can now perform research faster, moving projects forward with greater agility. And, biotech organizations who traditionally would be limited by access, can now work with the same specialized research partners traditionally only available to the largest pharma companies. Both types of organizations can also scale their outsourcing programs without an equivalent increase in administrative costs.

Senior Scientists' #1 need is institutional support for administrative tasks.

- Nature Survey

Why use Science Exchange?

Source, order, manage and pay for R&D services—all on one platform.

Science Exchange is the leading marketplace for outsourced scientific research. Through the platform, scientists can work seamlessly with CROs—with specialties that range from multiomics profiling to unique animal models, human biological specimens, and thousands of other pre-clinical and clinical services.

We eliminate the delays and administrative burdens of contracting, qualifying, and setting up new CROs. Our single-contract model means you can immediately begin work with any of the 3,500+ suppliers available on our platform. And, since every CRO has already passed our rigorous qualification process you can outsource with trust.

Unlike in the past when specialty CROs were only discoverable through personal networks, our AI-powered search makes it easy for any team to find the right partner no matter what's

needed or where your organization is located. This means you can unblock your team, and initiate a project with a CRO immediately, rather than waiting for a lengthy request for proposal (RFP) process to conclude.

Science Exchange integrates with your current systems giving you a secure simple-to-use interface for managing projects, transferring data, collaborating, and paying suppliers. It also equips you with robust analytics and reporting so you can easily track and analyze your outsourced R&D spend.

As you can see, Science Exchange helps move science forward faster. What might your teams accomplish with it?

Universal contract

A supplier onboarding process that used to take months or quarters can be accomplished in days.

Elizabeth Iorns, PhD

CEO and Co-Founder, Science Exchange

"One of the challenges is that scientists in biotech and pharma companies actually spend a lot of their time not doing science.

Rather, they're doing administrative tasks. They're looking for the right partner. They're wondering whether there's a contract in place. They're wondering how that project is going and how to get that data inside their company. And they're wondering whether or not the supplier got paid. These challenges distract scientists from their core job.

Science Exchange enables scientists to focus on the science. We remove the administrative challenges associated with R&D outsourcing. We also provide analytics and reporting that gives organizations visibility into exactly where their projects are, how their budgets are being spent, and how suppliers are performing."

How Science Exchange works

Eliminate administrative and contracting delays so you can get back to what you do best—science.

Source and Contract

Work instantly with our qualified network of 3,500+ suppliers, all under a single contract. No contracting, qualifying, or onboarding new suppliers—just click and go.
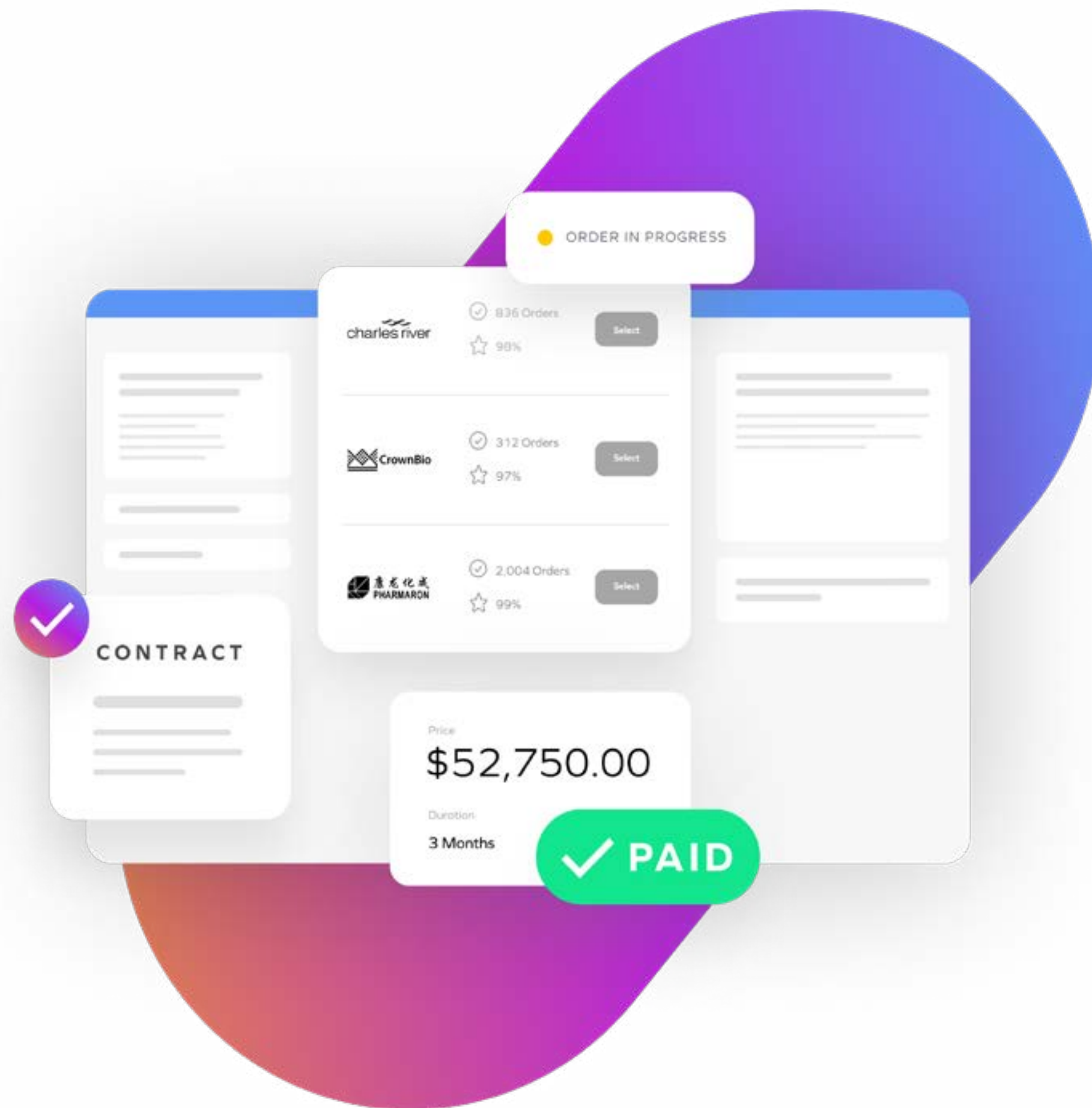
Automate and Manage

Once you've started work with a CRO, Science Exchange automates every step—streamlining tasks and configuring workflows to match your existing purchasing processes.

Pay and Analyze

As your single payment entity, Science Exchange automates payment processing for your scientific suppliers. Plus, robust analytics and reporting make it easy for you to manage your outsourcing spend and gain insights all in one place.

Integrations

The Science Exchange Marketplace creates a seamless user experience by connecting your outsourced projects into the internal systems and applications that you and your scientists use every day.

Science Exchange benefits everyone

R&D

Extend your R&D footprint to remain competitive. Utilize a continuously expanding network of innovative external suppliers. Remove delays and reduce administrative tasks from your scientific teams.

Procurement

Elevate your category strategy, manage thousands of suppliers under a single contract, automate payment processing, track and analyze spend.

Finance

Automate supplier payments, identify new ways to save costs, create a more efficient operation, achieve compliance with financial policies, and gain access to advanced reporting.

Legal

Reduce the number of supplier contracts, maintain a digital audit trail, and achieve compliance with external regulations.

Quality

Ensure every supplier is a trusted partner, save time on supplier qualification, digitize, scale, and improve third-party assessments.

IT

Protect your data and ensure compliance with our integrated SOC 2 certified technology. All suppliers in the Science Exchange Marketplace must pass our ISO 9001 certified information security qualification process.

What you can find on Science Exchange

Here's just a small sample of the services you can find on our marketplace:

SERVICES CATALOG AVAILABLE

Molecular Biology

Virology & Microbiology

Biochemistry

Chemistry

Drug Discovery & Development

Animal Model Services

Biospecimen & Primary Cell Services

Laboratory Equipment & Facility Management

Clinical Research

Data Sciences, IT, and Device Development

Cell-Based Assays

Agriscience & Geological Sciences

Manufacturing & Product Development

Business Development, Consulting, and Marketing

A sample of services in our Drug Discovery and Development Catalog

✓ Drug Discovery & Development

TARGET DISCOVERY/VALIDATION	HIT TO LEAD/ LEAD OPTIMIZATION	IN VITRO	IN VIVO
High-content screening	Cell-based compoung screening	Cell death	Animal models of disease
High-throughput gene expression profiling	High-throughput screening	Cell invasion & Migration	In vivo ADME/DMPK studies
miRNA expression profiling	Mass Spectrometry/LC-MS/MS	Cell viability & proliferation	In vivo PK/PD studies
RNA-ISH	NMR	Cellular health & metabolism	In vivo toxicity
RNAseq	FLIPR	In vitro toxicity & testing	In vivo drug efficacy
Single-cell RNAseq	Crystallography	In vitro ADME/DMPK studies	In vivo bioavailability/bioequivalence
shRNA Gene Knockdown	Computational Drug Discovery/Virtual	In vitro disease models	In vivo pharmacology
CRISPR Screening	Screening	In vitro immunogenicity	In vivo immunogenicity
IPSC Genome Editing	ITC/MST/DSF	In vitro pharmacology	
Proteomics	Protein expression & purification	In vitro bioavailability/bioequivalence	
Pathway Analysis			

Let's advance science, together

The rise of scientific outsourcing and networked R&D is good news for everyone in research and development. It helps scientists reduce lead time, outsource complex procedures, and augment their staff on the fly. It offers a way to drastically reduce, or even eliminate the administrative tasks that keep them from doing their job.

The impact of all these saved scientist hours can be profound: Tens of thousands of hours saved over the course of a drug development program can, in effect, shave years off the drug development cycle. It could be the difference in being first to market or not, not to mention the potential to improve the lives of billions. And for biotech companies, using a marketplace means on-demand access to topline facilities and specialties. That can be the difference between out-innovating competitors or not.

The benefits of using Science Exchange don't end with research teams. We also eliminate the administrative burden for procurement, legal, finance, quality, and IT departments while streamlining and ensuring compliance, better data security, cost savings, and operational efficiencies.

The tide of administrative work is rising. But with the Science Exchange Marketplace, it's entirely manageable. Science can happen faster despite it all.

> " Tens of thousands of hours saved over the course of a drug development program can, in effect, shave years off the drug development cycle. "

Science Exchange

Ready to see it in action?

REQUEST A DEMO

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