

PARTNER PROGRAM FOR ASSAY MANUFACTURERS

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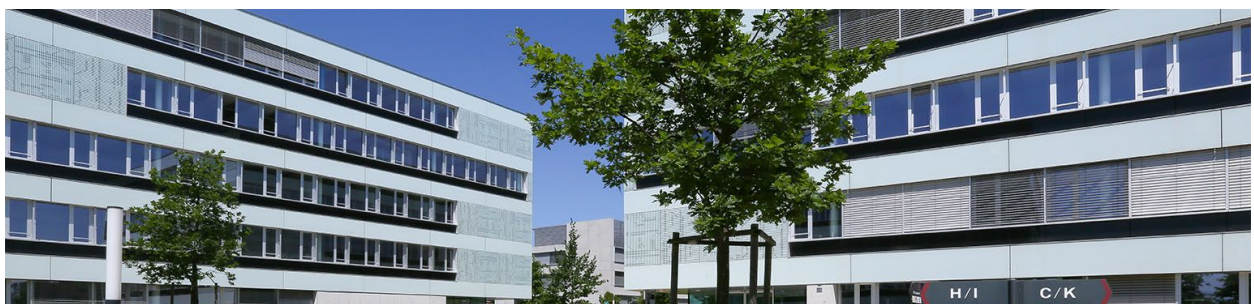
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About us

Saphetor SA is a Swiss precision-medicine company dedicated to large-scale identification and interpretation of human genetic variants by leveraging proprietary algorithms and expert domain knowledge.

Saphetor is the creator of VarSome, a suite of intuitive and data-driven bioinformatics solutions both for clinicians and researchers. VarSome.com search engine and professional community is freely accessible, featuring a widely-recognized community-driven knowledge base that enables flexible queries across more than 30 genetic and genomic data resources.

VarSome Pro and VarSome Clinical are professional editions of VarSome with powerful functionality and further sophisticated data-mining and analysis tools. While VarSome Pro serves researchers, VarSome Clinical is a clinically-accredited platform allowing fast and accurate variant discovery, annotation, and interpretation of NGS data for whole genomes, exomes, and gene panels, which helps clinicians reach faster and more accurate diagnoses and treatment decisions for genetic conditions.



Why partner up?

- **Enable your customers to analyze data easily** and to achieve results quickly even without in-house bioinformatics expertise. Bundle your diagnostics or research assay with VarSome Clinical NGS data analysis platform and deliver a ready-to-go, sample-to-report, secure, robust and scalable experience.
- **Allow your customer to launch validated analytical pipelines**, whose performance has been carefully evaluated specifically for your assays.
- **Focus on delivering top-notch assays** and let VarSome Clinical do the job it has been designed for - to process and to interpret NGS data for clinical as well as for research purposes.
- **Get marketing exposure on VarSome.com**, our global Human Genomics Community built around our genomics search engine.

VarSome Clinical

VarSome Clinical is a clinically-certified platform allowing fast and accurate variant discovery, annotation, and interpretation of NGS data for whole genomes, exomes, and gene panels. VarSome Clinical helps molecular geneticists and clinicians reach faster and more accurate diagnoses and treatment decisions for genetic conditions.

VarSome Clinical is used by tens of institutional customers across the world. It's a ready-made solution that runs in the cloud (either in our physical in Switzerland or private Google Cloud), and so it eliminates the time and capital required to build and maintain a comprehensive platform for interpretation of NGS data in the clinical settings. It offers a wide range of pipelines for germline as well as for somatic samples.

Learn more about VarSome Clinical:

- <https://saphetor.com/varsome-editions/varsome-clinical/>

VarSome.com

VarSome.com is our community-driven project aiming at sharing global expertise on human variants. It is FREE and features variant search engine and aggregated knowledge base consisting of more than 30 cross-referenced public data resources and contributions from its community of more than 120'000 users worldwide. VarSome itself is already a well-established and trustworthy brand in the global community of molecular geneticists, pathologists, and other healthcare professionals and scientist, and therefore it opens doors to many laboratories around the world.

To a certain extent, VarSome.com is very potent sales and marketing channel, which you can leverage through a partnership with us.

Try freely available VarSome.com:

- <https://varsome.com>

Value Proposition

Under this partner program, we bundle our products together - your assays with our bioinformatics.

1. Price Definition

In principle, VarSome Clinical charges customers on a per-sample and pay-as-you-go basis. Customers can start the analysis either from FASTQ (Illumina only) or VCF, and the platform calculates the price based on the number of bases in reads or number of variants, correspondingly.

Under this program, the price for bioinformatic analysis is defined per assay depending on the type, size, and the number of samples in it.

2. Tokens

Subsequently, upon authorized request from you, we will issue tokens on the per-assay basis - a token is '*an activation code*' which the customer is supposed to enter in VarSome Clinical, in order to '*activate*' it for certain type and number of bioinformatics analysis. When this happens, you will be automatically notified. The token can be printed and physically bundled with your assays or it can be e-mailed in PDF upon a sale of your assay, either directly from you or from your distributor.

Upon entering the activation code, the use of the platform is limited to samples corresponding to the given assay. However, in principle, the platform can analyze any kind of NGS sample, and we will encourage our customers to do so. For additional use of the platform for samples not related to our bundled solution, we will charge the customer for each analysis directly or through our distributor, and you won't be involved in this process.

3. Invoicing

At the end of each invoicing period, we will report you back the number of tokens generated and bill you accordingly. For billing purposes, we don't distinguish between tokens generated and tokens in fact used by customers. To get a better price per token you may pre-pay a certain number of tokens, and distribute them as you wish.

Perspectives

Additional program explanations from different perspectives.

1. Customer Perspective

Our ultimate goal is to provide customers a complete one-stop shop bioinformatics solution for any kind of NGS sample. Should our customers want to use the platform for a sample unrelated to our bundled solution, we won't restrict them from doing so. Being said that, we may open the platform for other kinds of NGS samples upon the request either directly from the customer or from its distributor. We deliver state-of-the-art bioinformatics solutions and at the end of the day, it's the customer who decides.

2. Distributor Perspective

Although we will actively promote our bundled solution on VarSome.com and within our distribution network, we won't restrict our distributors from offering other bundled solutions we might have designed with other assay manufacturers. Again, the customer decides which assay he wants to use.

In cases where we serve the customer through our distributor, it's the distributor who has exclusivity with that customer. In other words, we won't commercially engage directly with these customers.

Marketing Exposure

As mentioned above, the VarSome brand opens the doors to hundreds of institutions and laboratories around the world and you can leverage its power through a partnership with us. We will promote the bundled solution in the VarSome's global community of 120'000 users as well as in our distribution network. We expect you to do the same within your possibilities.

1. Press Release

Once we sign the collaboration contract, we will release a joint press release announcing our collaboration. We will promote our bundled solutions in the newsletter, on the blog and social channels as well as among our distributors.

2. White-Paper

We will prepare together a white-paper focused on our bundled solution, explaining validation procedures and all the benefits of the bundled solution compared to using individual products or services.

3. Webinars

We will organize regular webinars for our global VarSome.com community, to attract as much attention to our bundled solution as possible.

Action Plan

1. Schedule an introductory call with us:
 - <https://landing.varsome.com/meetings/tomas-kucera>
2. Get a demo account of VarSome Clinical, to test drive the platform.
3. Send us BED files for your assays:
 - Is this a capture kit or an amplicon kit?
 - What genome is it for, hg19 or hg30?
4. Upload a representative sample for each assay to VarSome Clinical.
5. Evaluate the performance of our pipelines in collaboration with our experts and/or your real customer.
6. We will calculate the price per sample and per token/assay, as a function of sample type and size.
7. Once we agree on prices, we will draft up and sign a collaboration agreement.
8. We will prepare a white-paper for our bundled solution, with assay validation and performance data.
9. We will publish a joint press release.
10. We will start promoting our bundled solution.

Price Calculation

- First, we would need to figure out the price per token (i.e. per kit consisting normally of 48 or 96 samples). As mentioned above, VarSome Clinical calculates the price of sample analysis based on the number of megabases in reads for that sample. To calculate the price, the best is to send us a couple of representative samples for each assay intended to be bundled with VarSome Clinical.
- We can grant you a discount for tokens for customers new to us (i.e. the first kit/token per customer).
- We will invoice you tokens issued on a regular basis (preferably monthly). We will report you back on tokens used (i.e. activated).
- To qualify for discounts, you can either prepay a certain number of tokens, or you can commit to minimum monthly spending. Alternatively, we may grant you a free credit once a certain threshold is reached.

Contact

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