
PARTNER PROGRAM FOR DISTRIBUTORS

Document version: 4

Document date: July 19, 2019

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Content

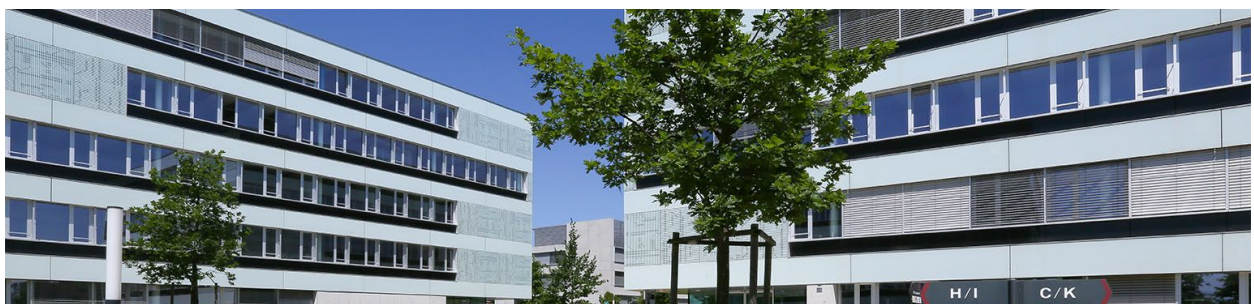
Content	1
About us	2
Why partner up?	3
VarSome Clinical	4
VarSome.com	5
Value Proposition	6
Stand-alone Solution	6
Bundled Solution	7
Customer Perspective	8
Prices for Distributors	9
Invoicing	10
VarSome Clinical as a bundle	10
VarSome Clinical as stand-alone	11
Marketing Exposure	12
Press Release	12
Webinars	12
Lead Generation	12
Action Plan	13
Contact	14

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 NGS data easily** and to achieve results quickly even without in-house bioinformatics expertise. Deliver a ready-to-go, sample-to-report, secure, robust and scalable experience.
- **Extend your portfolio** and distribute VarSome Clinical either as a stand-alone solution or solution bundled with your other offerings.
- **Get marketing exposure on VarSome.com**, our 135.000-strong global Human Genomics Community built around VarSome 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 135'000 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 distribution partner program, you get the right to distribute VarSome Clinical platform either as a stand-alone or as a bundled solution.

1. **Stand-alone Solution**

VarSome Clinical can process any kind of NGS sample, be it gene panel, exome or whole genome. VarSome Clinical charges on per-sample and pay-as-you-go basis. Customer 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.

Generally speaking, we won't engage commercially with the customers you serve. In other words, in the case where we serve the customer through you as our distributor, it's you who we bill at the end of each invoicing period, and you bill your customer. However, in special cases, always depending on the customer's preference, we might deal with the customer directly.

Volume discounts apply to the whole volume you bring us, and not by each individual customer. Depending on the aggregated volume, you can get up to 35% discount, compared to our standard pricing for customers.

2. Bundled Solution

We have partnered up with a number of assay and gene panel manufacturers, where we bundled our products and services together - the assay with our bioinformatics. The assay comes with a token, an '*activation code*', which the customer is supposed to enter in VarSome Clinical, in order to activate it for certain type and number of analyses.

Once you get the bundle, you will distribute it to your customers according to the terms you signed with the manufacturer. In other words, the assay manufacturer pays us directly for each token generated, and you are not involved in the process. You shall earn your commission directly from the assay manufacturer.

However, the situation changes when the customer decides to use the platform for other samples unrelated to the assay for which it has been activated in the first place. Initially, the platform use is limited to the assay, but we can open it for other types of samples as well. When this happens, you start to distribute VarSome Clinical as if it was a stand-alone solution.

The list of bundled solutions grows every month, ask us for the latest list. Also, let us know which NGS assays or gene panels you distribute. We will reach out to these assay manufacturers and propose the idea of the bundled solution.

However, shouldn't the manufacturer be interested in the bundled solution, we may bypass it and set up the bundle on the distribution level.

Customer Perspective

Our ultimate goal is to provide customers a complete one-stop-shop bioinformatics solution for any kind NGS sample.

Speaking of the bundled solution, although the platform may be initially restricted to the given assay, we won't restrict in principle the use of the platform to certain assays only. On the contrary, upon the request from you as our distributor or directly from the customer, we will open the platform for any kind of NGS sample. It's the customer who decides which particular assays he/she wants to use in combination with VarSome Clinical.

In cases where we serve the customer through our distributor, it's the distributor who has the commercial exclusivity with that customer. However, at the same, the distributor can't restrict the use of VarSome Clinical to certain types of assays only (to the ones it distributes, for example).

You are supposed to provide the first level of support for customers where you act as our distributor. Will provide you full training at the beginning of our collaboration and regular catch-up sessions and how-to lessons.

Prices for Distributors

Compared to our direct customers, you as our distributor have several significant advantages in terms of pricing:

- We will waive the **Platform Access Fee** for all customers you serve, as you'll be doing the front line of support.
- For the first 6 months, we will grant you a **20% discount for sample analysis** without any commitment. After this period:
 - You either commit to minimum monthly spending, depending on the volume discount desired. Or:
 - We will charge you full prices, as defined in the standard pricing sheet.

Invoicing

After the end of each billing cycle, we will send you an invoice for each customer you have served. Generally speaking, we don't want to commercially engage with customers you serve (see the *Non-competing clause* in the *Distribution agreement*). In other words, you shall invoice customers and we shall invoice you as our distributor. Having said this, we may also invoice your customers directly, if it's the customer's preference, subject to your approval.

1. VarSome Clinical as a bundle

There are two possibilities in terms of the bundle setup:

- A. If the bundle is set up directly between us and the assay manufacturer, get in touch with that assay manufacturer and ask for catalog numbers, prices, etc., as if VarSome Clinical was a product of that assay manufacturer and you were just distributing it. In this case, we won't bill you - we bill just the assay manufacturer.
 - *VarSome > Assay Manufacturer > Distributor > Customer*

- B. If the bundle is set up between us and you as our distributor, we will charge you the agreed amount for each *token* generated. A token allows the customer to analyze a certain number of samples of a certain assay; see above for more information about tokens.
 - *VarSome > Distributor > Customer*

2. VarSome Clinical as stand-alone

In principle, VarSome Clinical can process any kind of NGS sample, be it a gene panel, exome or genome, and charges dynamically on a per-sample basis, according to the pricing guidelines in our distribution agreement (hence, no need for tokens here).

We can also agree on a fixed price per each type of sample, depending on:

- A number of megabases in reads (FASTQ).
- A number of variants (VCF).
- Size of target regions.
- A number of target genes.

We will charge you for each sample analyzed, and you charge your customer the same amount plus your margin, or you may factor that charge in the price of other products and services you distribute to the customer.

- *VarSome > Distributor > Customer*

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 you in VarSome's global community of 135'000 users as well as among our current customers. 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 you in the newsletter, on the blog and social channels.

2. Webinars

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

3. Lead Generation

Whenever it's convenient, we will delegate new potential customers within your region directly to you, as we want you to succeed as our distributor!

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. Identify 2-3 prospective customers within your reach, and let them evaluate VarSome Clinical.
4. We will draft up and sign a collaboration agreement.
5. We will publish a joint press release.
6. We will start promoting you as our distributor.

Contact

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