

Delivering Industry-Leading Biological Reagent Search & Management Solution.

JAGGAER & CiteAb Collaboration



The integrated solution will offer efficiency gains, cost savings and compliance improvements via JAGGAER Research Material Management (RMM), the industry-leading solution for acquiring and managing commercial reagents and lab supplies used in research.

This document provides answers to frequently asked questions about the JAGGAER and CiteAb partnership.



1. Why are CiteAb and JAGGAER partnering together?

This is a case of two organizations investing to combine their unique and industry-leading skills to deliver a complete and innovative solution that surpasses what either could deliver alone. In addition, neither JAGGAER nor CiteAb sells or takes commission on sale of products - we share a goal to provide unbiased support for researchers facing tough bioreagent selection, sourcing, and acquisition challenges.



2. What business challenges can JAGGAER and CiteAb solve through their partnership?

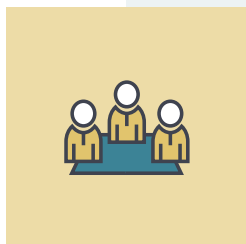
CiteAb was created to help researchers navigate the enormously complex decision process of choosing the right bioreagents for their specific intended use to improve efficacy and reproducibility of results with less time and effort. However, sourcing and acquiring those reagents still poses major challenges for research, procurement and compliance staff. Now JAGGAER joins its Research Material Management (RMM) solution with CiteAb to make acquiring and managing the right bioreagents simple, cost-effective, and compliant.



3. How does CiteAb help researchers find the right material for their experiment?

Imagine a researcher wants to work with the Cox2 antibody. A basic eProcurement search for “Cox2 antibody” returns well over 1000 diverse results – a daunting list to evaluate. CiteAb’s curated data and search help quickly narrow down and navigate the list. Do I need a polyclonal or monoclonal antibody? Which host species best models my target? What application(s) has this product been used with? What’s known about reactivity? These choices rapidly refine the result set to a manageable list, ranked by number of literature citations. From there, the researcher can examine a short list of products, including filtering and reviewing the actual citations as needed (how was this actually used and what was the result?). Published images are shown to allow performance of the

antibody to be rapidly assessed. Researchers can quickly identify a short list of products with a high probability of success in their intended use.



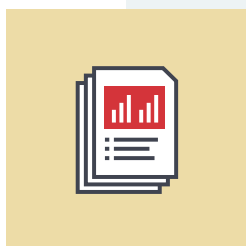
4. What is CiteAb's unique differentiation against competitors?

Data Quality. Like others, CiteAb has developed proprietary AI technology for mining and searching publicly available research data, but rather than apply the AI technology as broadly as possible, CiteAb has focused their efforts to provide the best possible data in key bioreagent categories. Beginning with antibodies, CiteAb has partnered with suppliers and built a network of experts to curate and refine content and classification of research and product data and classification. After proving their approach with the industry's most accurate and comprehensive commercial antibody reference data, they've expanded their technology and approach to other bioreagent domains, including proteins, biochemicals, experimental models, and kits.



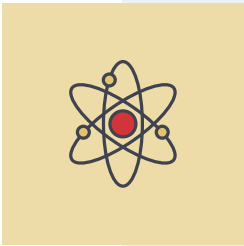
5. How will the JAGGAER/CiteAb partnership add value for researchers, procurement, and support staff?

CiteAb's advanced capabilities directly address challenges of reagent selection, but with CiteAb alone, sourcing and procurement remain an issue. CiteAb's supplier coverage is comprehensive, but can point to many smaller, rarely used suppliers with high processing costs and unknown lead times. Links to supplier product pages, while convenient, circumvent procurement processes and controls, including checks on purchase of hazardous or regulated materials. RMM, leveraging JAGGAER's supplier network and extensive experience in eProcurement integration, sources the selected items, using enhanced scoring logic to optimize matching the exact item, leverages preferred supplier reseller relationships where possible, and enables secure, streamlined and compliant requesting that minimizes downstream effort for purchasing and operations.



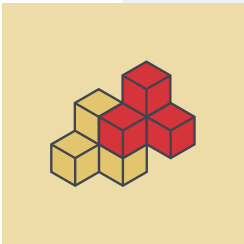
6. What is the source of information on CiteAb?

The primary source of research citation information is peer-reviewed publications from within PubMed. CiteAb applies AI to extract product citations and related experimental information, linking literature references to actual supplier product data. Published images are also extracted from the full-text articles and are cropped by experts in the field to draw attention to the most relevant details. Citation references for each product are filterable and most link to full-text journal articles for full context on use, application, and results when needed.



7. How broad is CiteAb's product coverage?

CiteAb currently covers about 10 million products from over 500 suppliers and continues to grow. Their coverage spans more than 5 million verified citations sourced from more than 34 million total publications, with the recent addition of more than 50,000 pre-print publications. Most important, CiteAb quotes accuracy >99% across its citation references.



8. How is the JAGGAER RMM solution integrated with CiteAb?

An RMM user launches an RMM-enhanced session on the CiteAb site. The RMM user is anonymous to CiteAb. While in CiteAb, the user researches products as needed and adds selected products to a "Shopping List", another unique integration feature. When ready, the researcher sends their shopping list back to RMM, which applies enhanced matching/scoring logic to find those products in JAGGAER catalog content, from preferred supplier/resellers where possible. Matched products can be added directly to the shopping cart and requested through eProcurement, with the client's actual pricing, including LivePrice, where applicable. For products that can't be matched, RMM helps the user create a request that leverages the client's non-catalog item approval workflow. All RMM requests go through the client's standard health, safety, and regulatory checks and approvals.



9. Why does it matter that the user's RMM-CiteAb session is anonymous?

Ordinarily, using a web site for scientific product research and selection requires registering yourself, including your company affiliation and agreeing to terms of use that include ownership of your access data by the provider. This registration step means the provider can collect and potentially monetize data on the types of products that you and your company are researching, and their potential uses, as a revenue stream. JAGGAER and CiteAb want you to be secure that with our partnership, your activity is confidential, and your research activity and interests can't be tracked or sold.



10. Do JAGGAER RMM customers have to pay an additional amount for CiteAb integration?

Yes, the integrated solution will be offered as part of a new RMM Bioreagents module that will be available as an optional extension to RMM beginning in 3Q22. Bioreagents represents the most ambitious capability expansion in the product's history and a significant investment and commitment by both JAGGAER and CiteAb, and we are confident of the ROI for RMM clients.

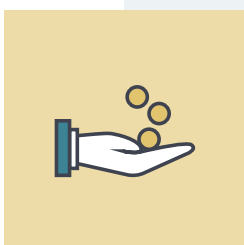
Also, the incremental fee is in line with JAGGAER's and CiteAb's goals for openness and transparency in providing this service. We will not hide costs with negative consequences: Product search results will be ranked simply by citation count; Bioreagent selection will not be influenced by sponsored results or advertised content; Suppliers will not be charged hidden "click", transaction, or annual fees (that increase their costs and pricing) for their products to be matched to CiteAb shopping list results; and your organization's search activity will never be sold.



11. What else will the RMM Bioreagent offering include?

The Bioreagent offering will continue to be enhanced in 2022 and 2023 along 4 key dimensions

- Matching of CiteAb shopping list items will be expanded to inventory and other sources
- The Material / Container data model, search, and reporting features will be enhanced and expanded to enable automated capture of classification and attribute data for bioreagents from CiteAb and other sources
- RMM Inventory operations will be enhanced with key operations specific to bioreagent containers – for example, assignment of bioreagent vials to positions in storage containers
- JAGGAER will work with key bioreagent suppliers to offer an option for rapid enablement, and
- CiteAb will continue to expand its range of reagent coverage and welcomes feedback on important categories for expansion



12. What ROI can I expect with JAGGAER Research Material Management collaboration with CiteAb?

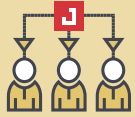
JAGGAER RMM clients have consistently (and rapidly) experienced hard savings of 20% or more in purchasing cost of chemicals and lab supplies when integrating RMM with their strategic purchasing infrastructure. We expect similar hard savings in the bioreagent category. For a large life science organization, savings on antibodies alone could reasonably exceed \$2 million annually.

In the specific case of bioreagents, easier and more consistent access to improved selection and sourcing, also has major potential to avoid negative cost impact to avoid negative cost and time consequences to research programs from use of unsuitable or ineffective reagents. While difficult to initially quantify, improving research program results has been a key driver both for CiteAb and the JAGGAER-CiteAb collaboration.



13. Why should I choose the JAGGAER / CiteAb solution for searching biological reagents?

JAGGAER-CiteAb Integration, as the centerpiece of the new RMM bioreagents offering, provides an innovative and pioneering solution to critical challenges faced by all life science research labs – not only in selection and sourcing of bioreagents but also the first effective solution for capturing and tracking high quality attribute and classification data associated with bioreagent purchases and inventory, without relying on manual data entry.



Who is JAGGAER

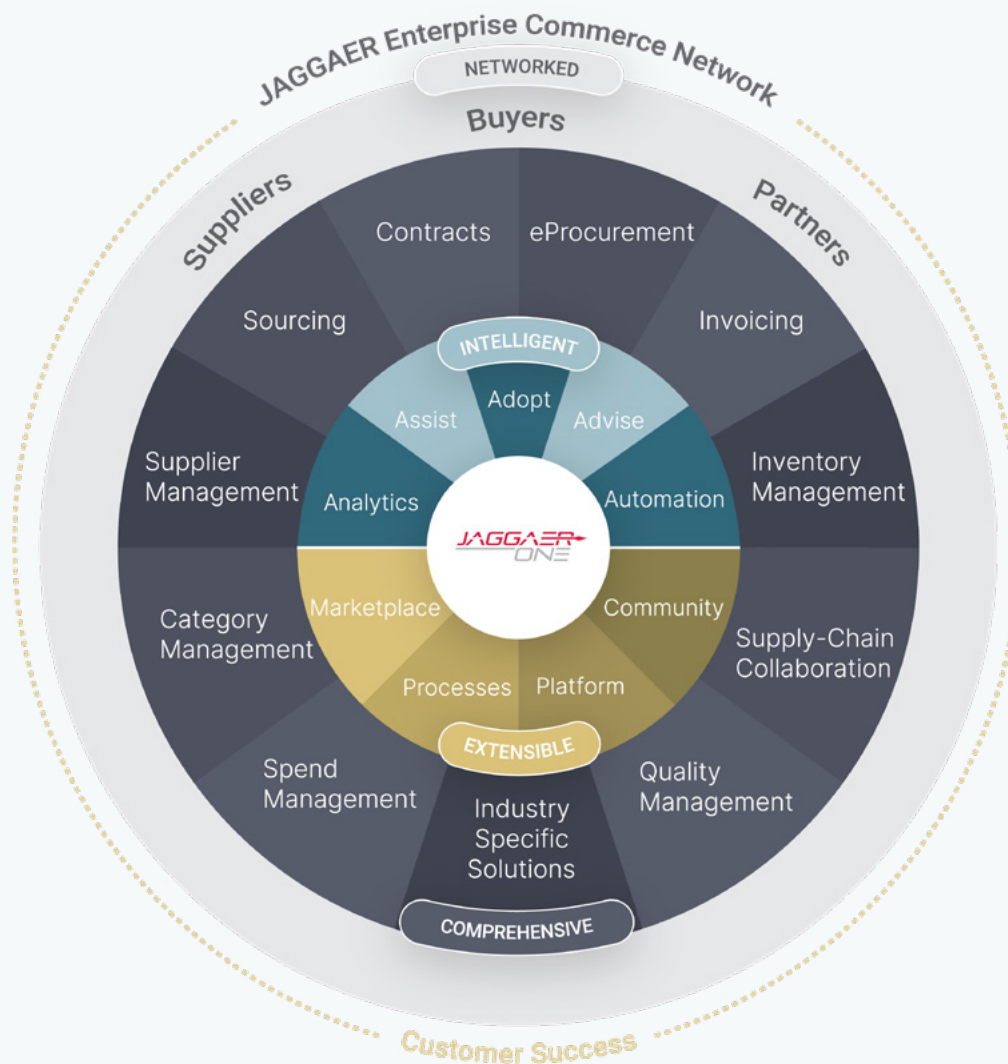
JAGGAER One is complete and simplified procurement platform providing intelligence, flexibility, and the breadth and depth you need to succeed on your journey to spend management excellence.

Achieve excellence across indirect, direct, services and CapEx spending. Embedded software intelligence expands your influence over spend management, tackling today's challenges and tomorrow's aspirations.



JAGGAER One Solution

Comprehensive range of Upstream and Downstream solutions. Upstream solutions enable effective management of entire Source-to-Contract suite while Downstream facilitates in managing Procure-to-Pay and Supply Chain Execution solution in cost effective and timely manner.





How long JAGGAER in business?

More than 25 years in business

Customers on JAGGAER Platform

More than 1,650 Customers with average tenure of more than 6 years

Annual Spend on JAGGAER Platform?

+\$500B Billions in annual spend on JAGGAER platform

JAGGAER Supplier Network?

+5M Millions of suppliers on JAGGAER platform

What is Autonomous Commerce?

Autonomous Commerce is a self-governing B2B commerce experience between buyers, suppliers, things (IoT) and partners.

How CiteAb Partnership relates to Autonomous Commerce?

JAGGAER partnership with CiteAb, the researcher doesn't have to wade through a lot of extraneous information. The partnership gives our mutual customers a unique shopping experience of buying the products they select on CiteAb from preferred suppliers through JAGGAER RMM. It's also great for suppliers as it is easier for buyers to find them, so this partnership is really delivering on the promise of autonomous commerce.

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