



Prepared for  
**SLAS2017**

# Our Mission

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Provide innovative biological reagents and integrated systems used in research and applied technology worldwide.



# Highlights

- Founded in 1978
- Headquartered in Madison, Wisconsin
- Calendar Year 2015 Revenues Approaching 400M USD
- ~1,400 employees in 16 countries
- Over 3,500 products for life science research and applied science distributed in >100 countries



# Commercial and Manufacturing Sites





# Sales by Region of the World



North America  
Latin America

**48%**



Europe  
Middle East, Africa

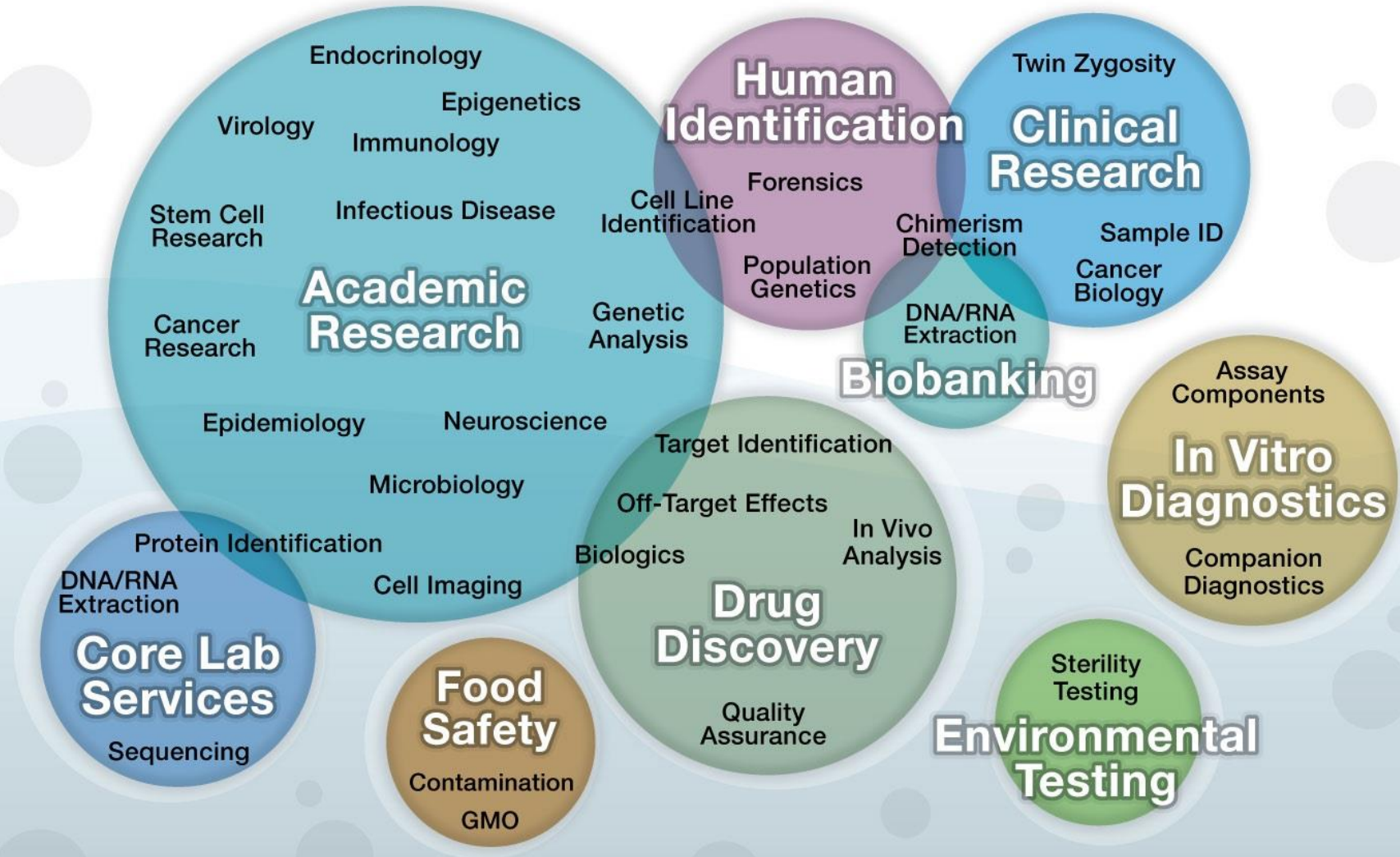
**32%**



Pacific  
Asia

**20%**

# Breadth of Support



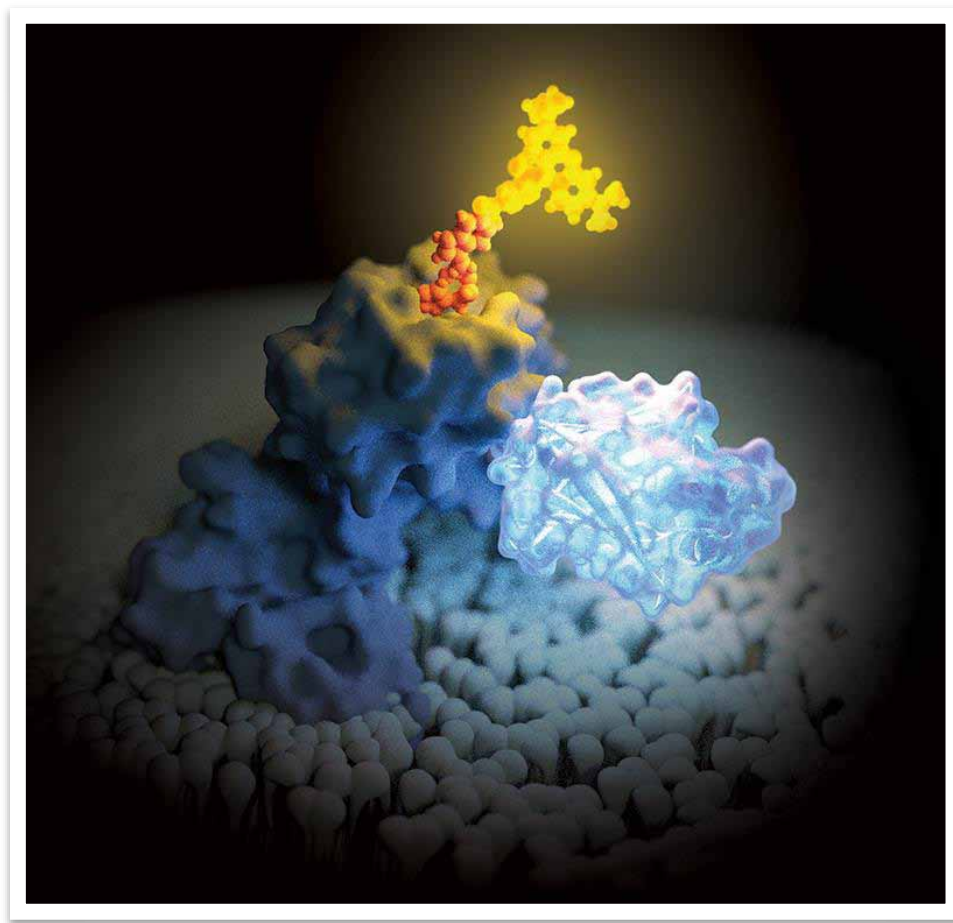


# Innovation Through Research and Development

# Technologies

## Cellular and Biochemical

- Assay Design (including custom design)
- Integrated Cellular Biology
- Macromolecular Design
- Protein Analysis
- Organic Chemistry

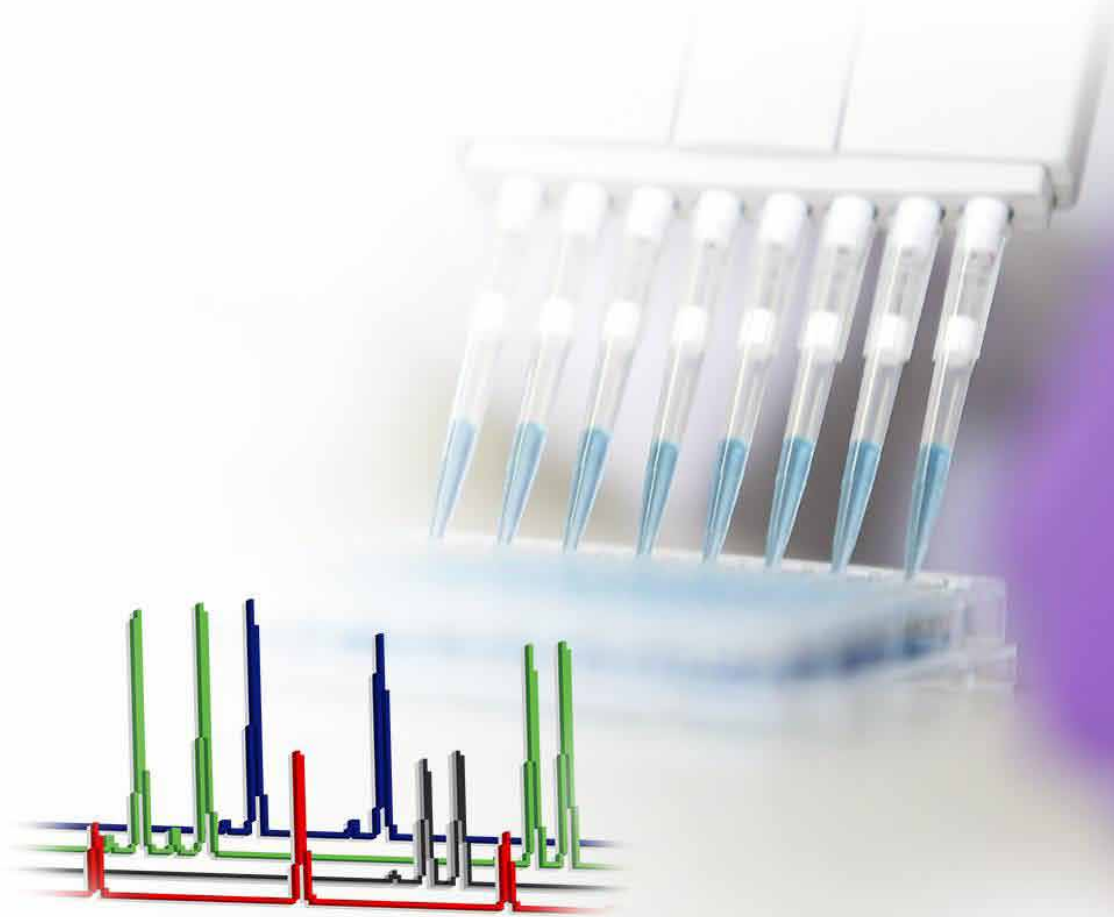




# Technologies

## Nucleic Acid Technologies

- Purification
- Amplification
- Detection
- Human Genetic Identity



# Technologies

## Integrated Automation

- Instrumentation
- Reagents
- Software
- Services



# Capabilities

- Advanced Technology Group
- Custom Assay Service
- Custom Application Development
- Automated Protocol Development
- Customized product development for OEM manufacture
- In and Out Licensing



# Manufacturing and Quality



# Complete Manufacturing Capabilities

- Environmentally controlled spaces
- Formulation and dispensing to requested volume specifications
- Flexible manufacturing and dispensing lines
- Automated ambient kit



# Manufacturing Technologies

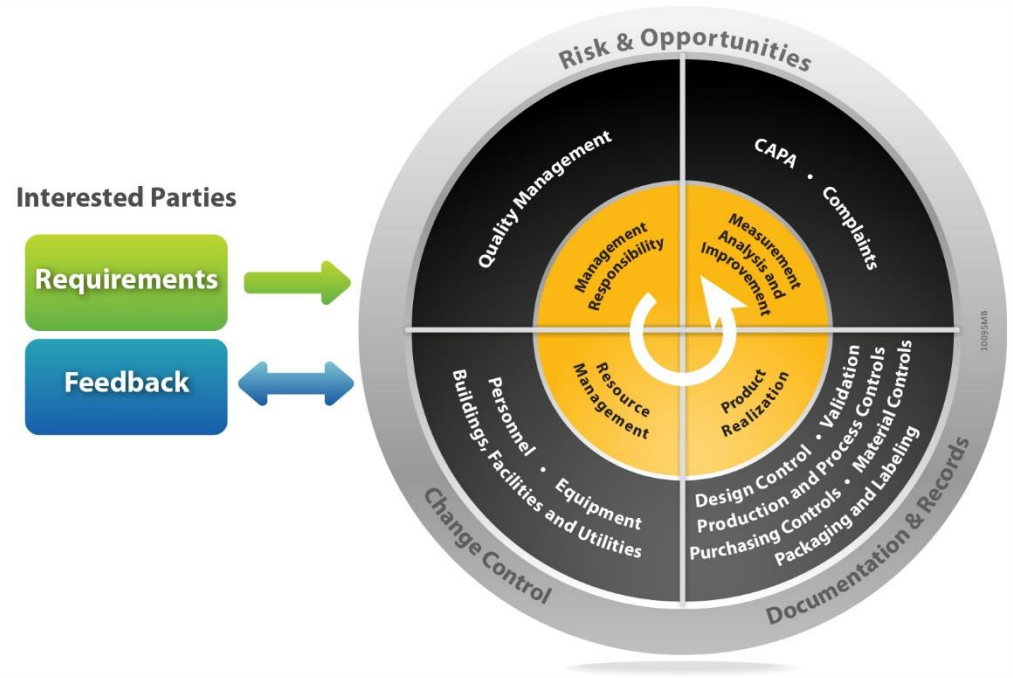
- Integrated automation and instrumentation
- Nucleic acid isolation and purification
- Amplification systems
- Organic synthesis or chemistry
- Protein isolation and purification
- Luminescence
- Separation of pre- and post-amplification processes
- State-of-the-art bioprocess equipment



# Quality Management Systems

Quality System implemented to meet requirements for the design, manufacture and distribution of high-quality products

- All manufacturing sites are ISO Certified\*
- Comprehensive System
  - Develop
  - Implement
  - Improve



\*For more information visit: [www.promega.com/ISO](http://www.promega.com/ISO)

# cGMP Manufacturing

Contract-manufacture products and components for IVD, applied markets or medical device manufacturers, including:

- Clinical sample concentrator kits (DNA and RNA)
- Components for laboratory-developed tests
- Amplification reagents and master mixes for diagnostic assays





# Customize What You Need



## Start with a Promega Product and Modify:

- Volume, concentration or formulation
- Kit components
- Quality assurance testing to meet a specific application



## Start with a New Idea and Create:

- Novel reagents and technologies
- Glycerol-free amplification reagents
- Product formats optimized for high-throughput applications
- Custom assays
- Specialty enzymes

# Support and Distribution

# On-Site Sales Service

## Client Support Specialists

Provide guidance using a consultative approach. Committing to deeper collaborations by linking clients to R&D and marketing.

## Customized eProcurement Services

Integrates purchasing into local platforms including but not limited to: SAP, SciQuest, Ariba



# Helix® Smart On-Site Stocking

What you need. When you need it.

- Easy product access with the swipe of a card
- Automated invoicing and inventory management
- Powered by RFID technology

## Program Overview

- Unit Options
  - *Three storage temps (room temp,  $-20^{\circ}\text{C}$  and  $+4^{\circ}\text{C}$ )*
  - *Two sizes (5 cu ft and 10 cu ft)*
- Procurement Flexibility
  - *Integrates with on-site purchasing*
- Customer-Selected Consignment Inventory
- Mobile app available for iOS and android





# Global Technical Support

## Training and Troubleshooting

- **Field Support Scientists** specialize in working with you in your lab.
- **Technical Services Scientists** quickly available via phone, chat and e-mail to talk through questions and techniques.



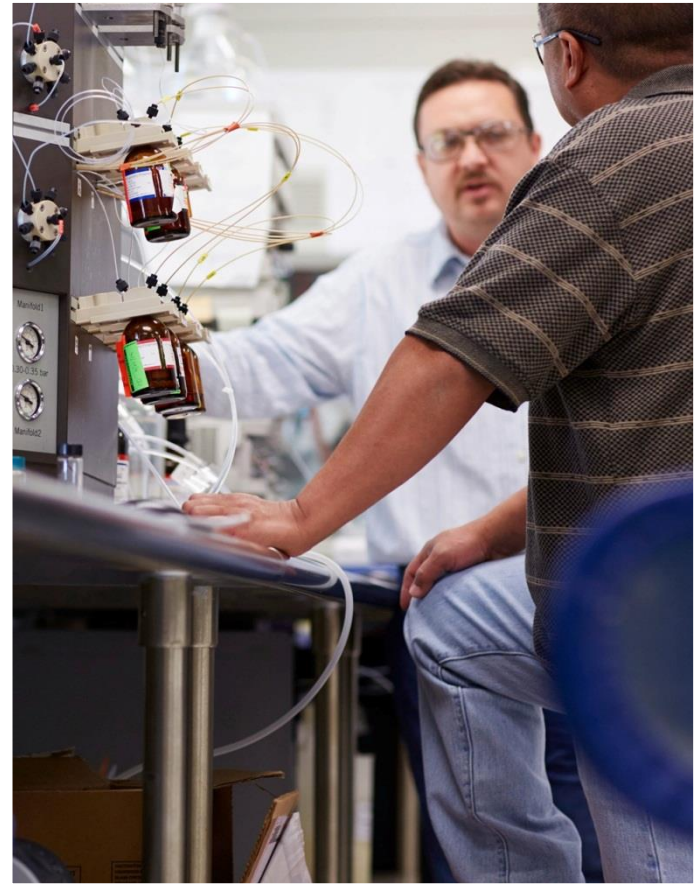
Chat



Phone

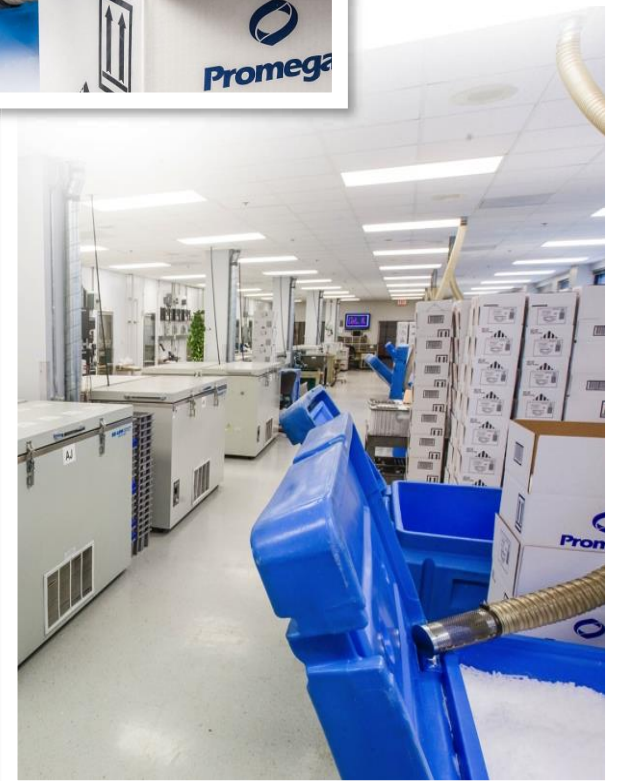


Email



# Logistics

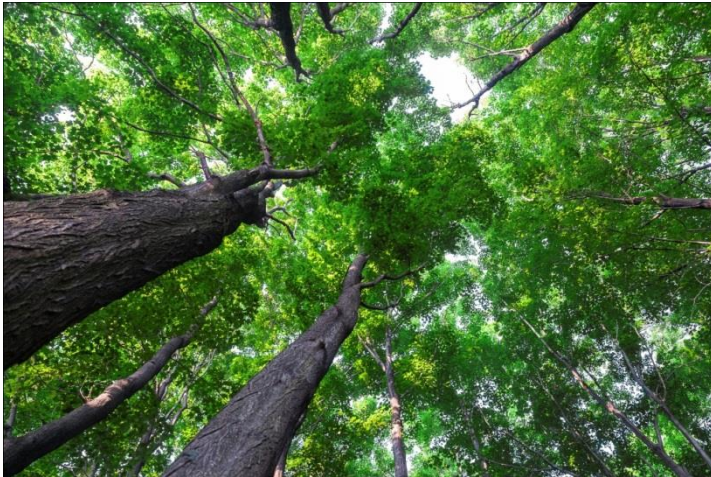
- Logistics infrastructure worldwide
- Cryogenic storage & shipping
- Custom packaging & shipping capabilities
- Bundle services from order through delivery
- Extensive cold supply chain
  - Handling and shipping at +4°C, -20°C, -70°C, -140°C and ambient



# Corporate Responsibility

# Corporate Responsibility Program

- Program based on industry-standard Global Reporting Initiative Guidelines
- Member of United Nations Global Compact since 2010



For more information visit:  
[www.promega.com/responsibility](http://www.promega.com/responsibility)



# Ongoing Commitment

*We realize that we are stewards of our work and living environment for those who will succeed us in generations to come.*



## Protecting the Environment

- Reducing carbon footprint
- Preserving resources
- Minimizing waste



## Supporting Employees

- Wellness
- Advancement
- Work-Life Balance
- Diversity



## Responsible to our Communities

- Education
- Wellness
- Creativity/Arts