

BIOSPECIMEN SOURCING



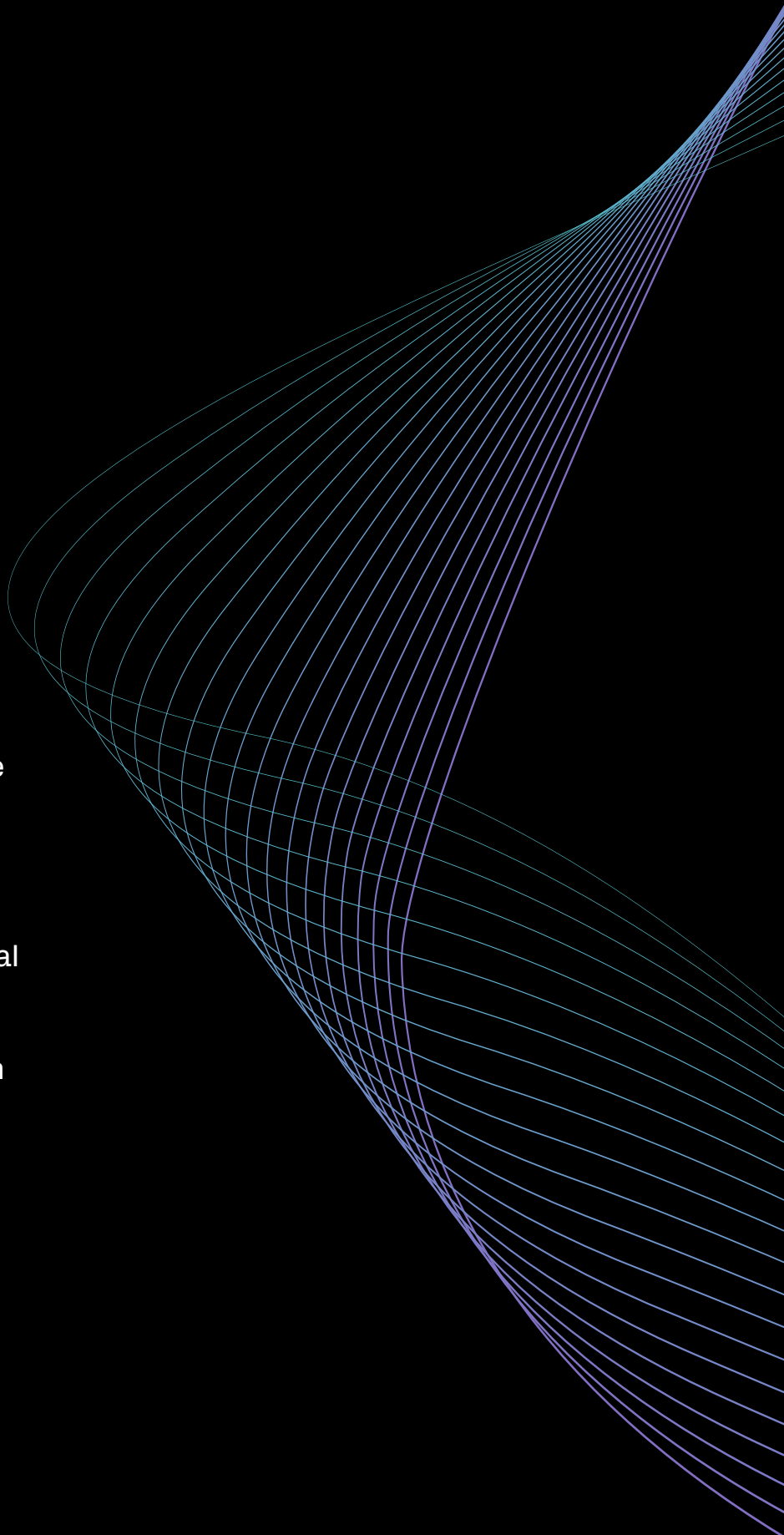
AZENTA
LIFE SCIENCES

azenta.com

WHO WE ARE

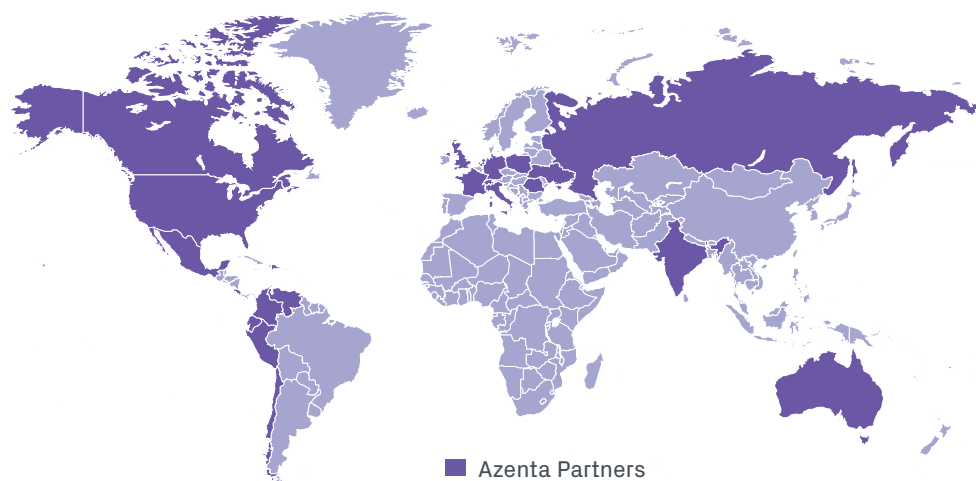
As a leader in sample exploration and management solutions, Azenta Life Sciences has unrivaled biospecimen access to a worldwide network of academic, hospital, and clinical sources.

Azenta Life Sciences acts as an intermediary in providing biomedical researchers with access to the highest quality biospecimens. Our team of experienced scientists with strong backgrounds in biomedical research understands your specific needs and is dedicated to advising and facilitating your search for the best solutions in biospecimen resourcing.



Our Worldwide Network of Biospecimen Providers

Azenta Life Sciences has established trusted partnerships with a worldwide network of academic biobanks, hospitals, and clinical sites specializing in various medical fields. We maintain a proprietary requirements database of over 2,000 providers to help meet challenging requests.



Our Expertise

4,000+

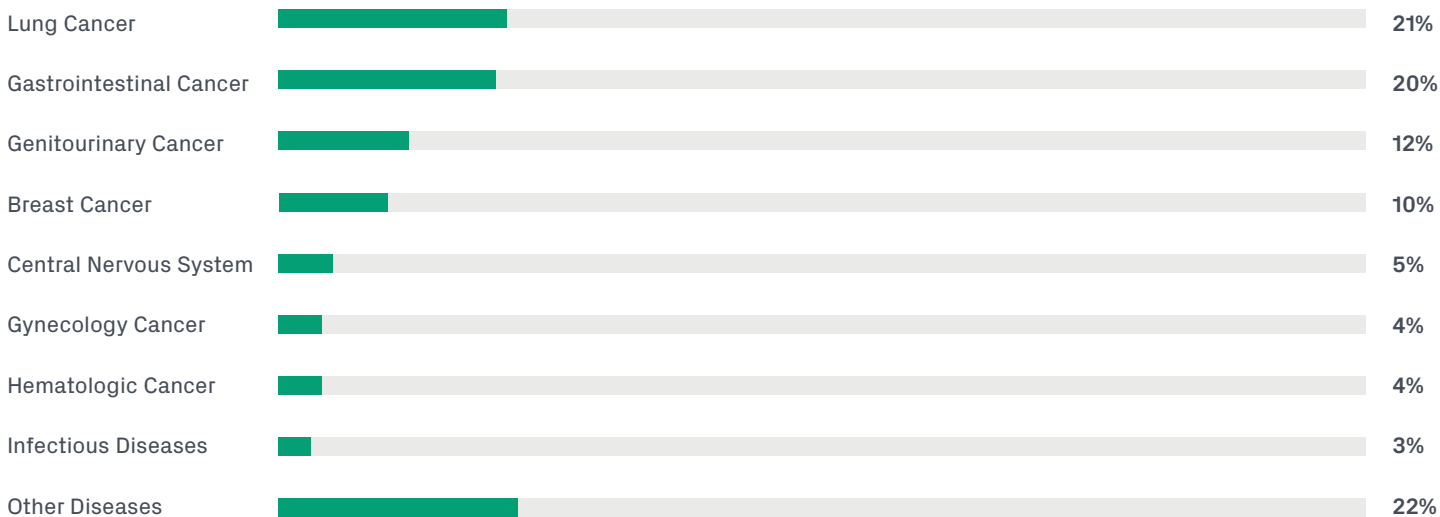
Requests Received

40%

Are Customized Prospective Studies

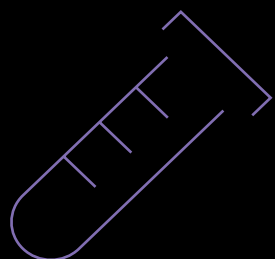
50,000+

Successfully Sourced Samples



FOR BIOMEDICAL RESEARCHERS

DISCOVER. Starting with the essential step of identifying your study's requirements, accessing biospecimens is a process of considering the right biospecimen sources among varied options that ensure ethical compliance.



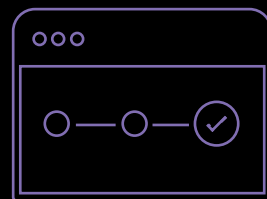
SELECT THE RIGHT SAMPLE

At Azenta, our expert scientists help you define your preanalytical criteria, ensuring our sources find the right biospecimens. This is a crucial step in acquiring biospecimens and ensures you avoid receiving samples with variables that could lead to incorrect data analysis.



CHOOSE THE RIGHT SOURCE

With many different sources for accessing biospecimens, Azenta Life Sciences makes sure you find the right channel that fits your biospecimen needs.



ENSURE ETHICS AND TRACEABILITY

Traceability of biospecimen samples ensures that the consent and best interests of the original donors are upheld. Such ethical standards improve the quality of the research by enhancing the reproducibility of the studies and the translational value of the acquired knowledge. Azenta and its partners stand by these ethical standards every step of the way.

Where Azenta Comes In

Today's biomedical research standards have made human biospecimen requirements more complex than ever. Often, the samples required can only be found in large hospitals or academic settings. The gap in communication between academic or hospital biobanks and industry researchers can make access to these important sources of human biospecimens seem daunting to researchers.

Azenta Life Sciences bridges this gap with its unique transparent model, helping biospecimen providers and biomedical researchers understand each other's expectations. Azenta has fostered significant advances in biomedical research and rescued countless R&D projects by facilitating this process for all parties involved.

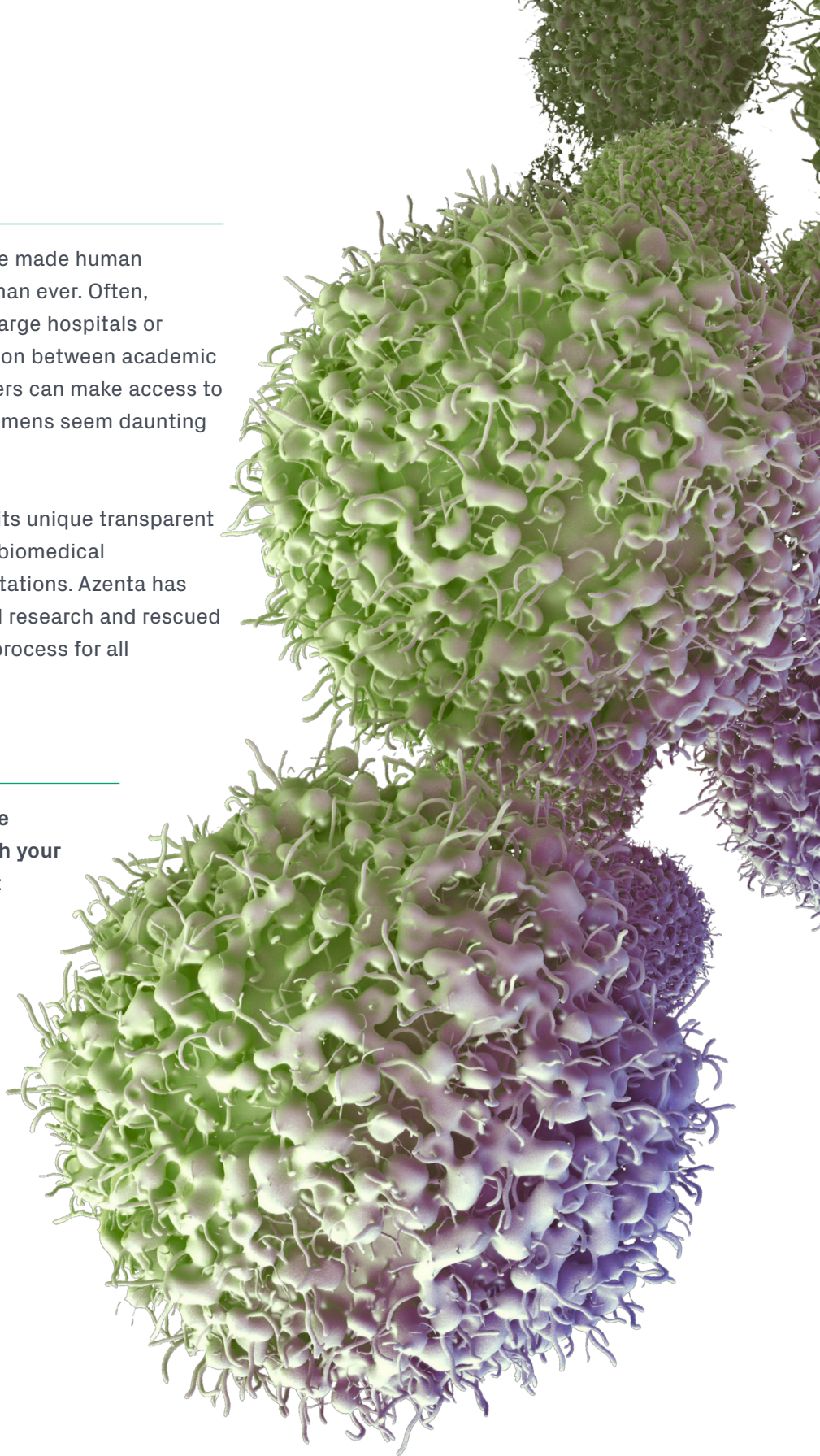
What We Do

At Azenta, we do not have set catalogs. We search for the right biospecimens to match your specific requirements and facilitate direct interaction with their original source.

Retrospective Collections

Customized Prospective
Collections

Customized Tissue
Microarrays



Our Services

RETROSPECTIVE COLLECTIONS

Through our network of partnered academic biobanks, hospitals, and clinical sites, we provide you with access to any biospecimen in any disease indication, including biofluids, fresh or frozen tissue, FFPE, and CSF. At Azenta Life Sciences, we simplify finding the proper retrospective biospecimens for you.

CUSTOMIZED PROSPECTIVE COLLECTIONS

For studies requiring prospective or tailored sample collection, we set up and manage prospective studies at select clinical sites that have proven superior recruitment capabilities and comply with best-practice standards.

For example, your research design might include longitudinal studies or unique sampling procedures, or perhaps even require matched biospecimens, such as tissue and serum from the same subjects. Azenta helps make potentially complex prospective sample collection a reliable and straightforward process.

CUSTOMIZED TISSUE MICROARRAYS

Azenta offers a range of services for customized tissue microarrays (TMA):

Procurement of TMAs: If you do not have blocks to build the TMA, we can source the tissues through our partnered network of academic biobanks, according to your specifications:

- Disease
- Inclusion and exclusion criteria
- Pathology data
- Patient associated data
- Pathologist QC

Preparation of TMAs: Whether you already have the FFPE blocks you need to build the TMA or are still looking to procure some, Azenta can:

- Manage the shipping of your blocks to the TMA laboratory
- Build the TMA according to your specifications
- Manage the shipment of remaining tissue back to your laboratory

Fully Annotated Lung Cancer Tissue Microarrays: By partnering with a leader in lung cancer research, we provide access to samples with three years of clinical and outcome data from 500 NSCLC patients in stages I through IV. IHC biomarker panel data (primary metastatic tissue) is also available.



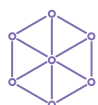
Why Our Model Works

Our team of experts facilitates the whole process of accessing biospecimens.

1 OUR TEAM OF EXPERTS

At Azenta Life Sciences, we share the benefits of scientists interacting with other scientists. Our team of Ph.D.-level project managers are experts in biobanking, biospecimen assays, and biomarker development. This expertise helps foster time-saving insightful discussions that define project specifications to ensure your biospecimen needs are met, down to the smallest details.

2 OUR PROVEN SEARCH STRATEGY



Step 1

We carefully assess the parameters of your biospecimens and associated data requirements



Step 2

We locate the right biospecimen sources and proceed with a timely and efficient feasibility study



Step 3

A. We discuss biobank options with you
B. We may orchestrate a teleconference between you and the biobank to discuss any specific scientific or technical details



Step 4

We ensure the samples and associated data arrive at your specified location on time

3 OUR WORLDWIDE NETWORK OF BIOSPECIMEN PROVIDERS

Azenta has established lasting and trusted partnerships with a worldwide network of academic biobanks, hospitals, and clinical sites specialized in various medical fields. In addition, Azenta boasts a proprietary requirements database of over 2000 providers that can help meet more challenging requests.

4 OUR EFFICIENT CONTRACTUAL PROCESS

Over 150 leading academic, hospital, and clinical site-based biospecimen providers have entered into a master service agreement (MSA) with Azenta Life Sciences including our umbrella material transfer agreement (MTA) template. Our templates have been reviewed and accepted by the legal departments of many biopharmaceutical companies and have saved months of delays and administrative work.

5 OUR COMMITMENT TO TRANSPARENCY

Our unique transparency-based model enables us to:

- **Reduce the risk of duplicate samples:** By knowing where the samples are from, the risk of receiving duplicate samples from multiple providers to the same sources is illuminated. By making this risk apparent, Azenta Life Sciences has reduced the time, effort, and cost of many research projects.
- **Directly connect with the experts behind the biospecimen collection:** We orchestrate teleconference calls and potential site visits to discuss any scientific or technical details. Clarity is key to the successful procurement of biospecimen samples.
- **Adhere to the highest ethical standards:** Donor samples need to be traceable to be genuinely ethical, which is why transparency is a requirement for hospital and academic-based biobanks.

FOR SPECIMEN CONTRIBUTORS

OUR APPROACH. Azenta Life Sciences facilitates interactions with organizations to help you ensure the best possible use of your biospecimen collection and expertise.



TRACEABILITY AND
TRANSPARENCY



SCIENTIFIC
EXPERTISE AND
CREDIBILITY



COMPLIANCE WITH
THE HIGHEST
ETHICAL AND QA
STANDARDS

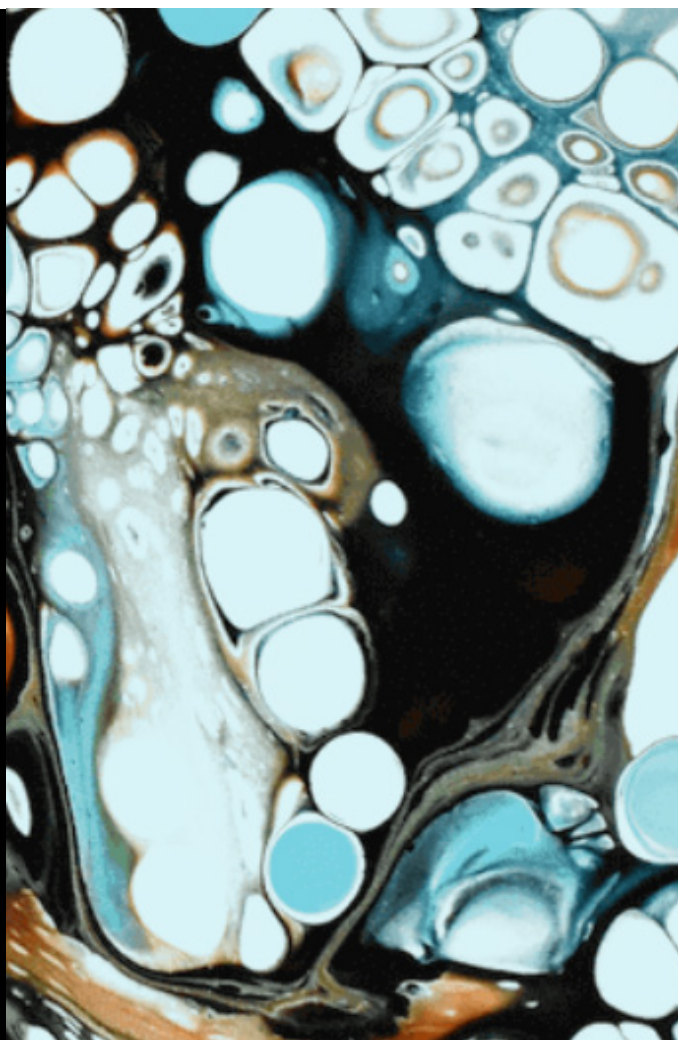
A Trusted Partner

Azenta is recognized as a reliable partner by biospecimen providers and biopharma companies looking for access to high-quality biological sample collections.

We specialize in biospecimen sourcing with an international team of Ph.D.-level project managers who will facilitate your interaction with the industry, helping to ensure the best possible use of your biospecimen collection and expertise. We support your business development by promoting your biobank and advising how to adapt your services to meet industry needs. We enable your biobank to become more financially sustainable. In addition, our commitment to traceability provides a sound ethical basis for the work we facilitate.

WHY ACADEMICS WORK WITH US

- Leave a solid footprint in biotherapeutics and biomaker discovery
- A model based on transparency and traceability of samples
- Leverage your scientific expertise
- A facilitated process
- Meet industry requirements
- Achieve financial sustainability
- Gain visibility for your institution



Join Our Network of Partnered Biospecimen Providers

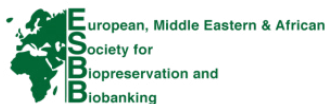
Azenta Life Sciences brings the visibility needed to fulfill our partners' single most important task — serving the research community by providing high-quality biospecimens to advance scientific research and benefit patients. As part of our partner services, Azenta will:

- Make sure its partners are the first to receive new clinical sample requests.
- Proactively promote its partners' sample collection, capabilities, and scientific expertise to specific groups in the biopharma industry.
- Promote direct interaction between end-user scientists and biospecimen provider's experts.

SOME OF OUR PARTNERS



MEMBERSHIPS



Testimonials

"Through my collaboration with Azenta Life Sciences my biobank became visible to many large pharma companies which were vital to achieve sustainability. My interactions with the pharma scientists enabled my expertise to be sought and valued by them."

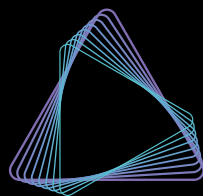
BIOBANK DIRECTOR
Academic Biobank

"We're glad that Azenta has the capability to reach out to a variety of biobanks to work with our timelines (especially as they become critical) which helps us in meeting our milestones."

RESEARCH ASSOCIATE
Biopharma Dx

"It's a pleasure to work with Azenta Life Sciences because they share many of the same values as we do such as respect for donors and ethics."

SENIOR SCIENTIST
Clinical Site



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