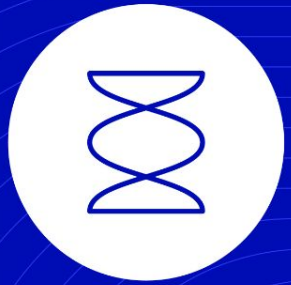
Benchling

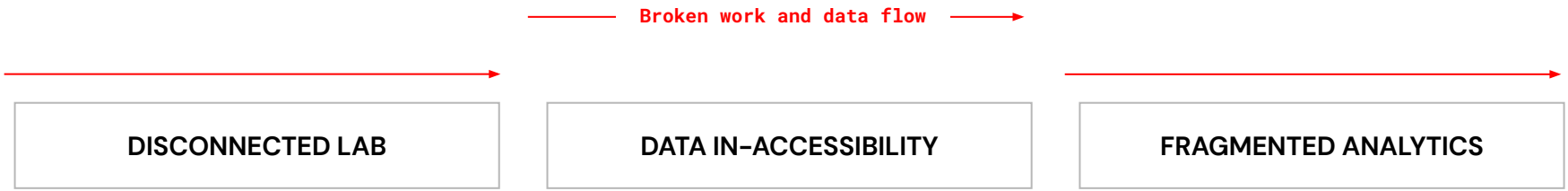
Benchling + Allotrope

Accelerating biotech innovation through instrument data standards

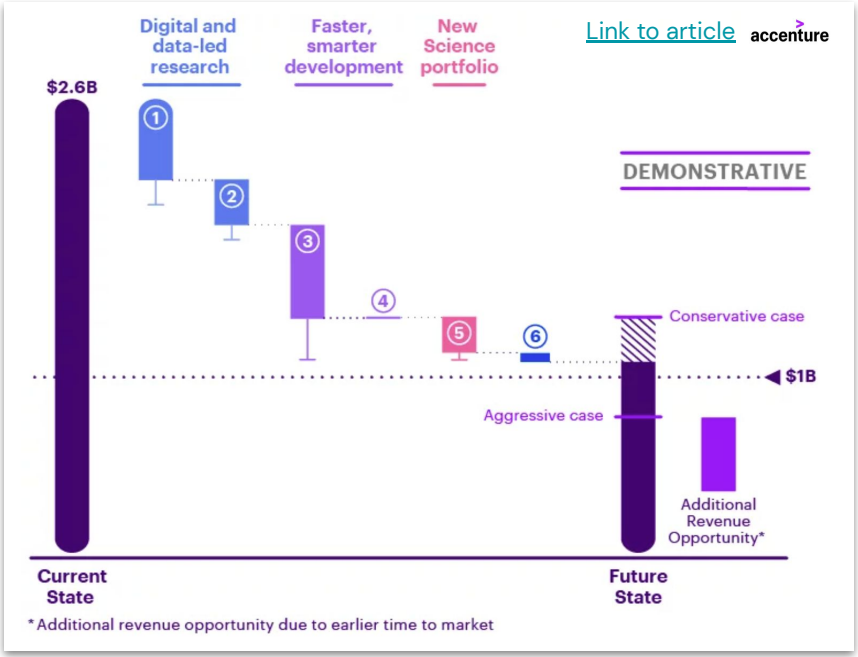


April 25, 2023

Friction across lab & analysis workflows slows down innovation



Rising R&D costs are driving the need for biotech innovation



$1.6B potential savings
via R&D innovation
(In cost to bring successful treatment to market)

R&D is the engine of biotechnology innovation

Over the next two decades, biotech R&D will have a massive economic and human impact

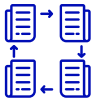
60%	of global economy will be driven by biotech R&D
45%	of diseases will be addressed by biotechnology
$2–$4 Trillion	of direct economic benefit every year

Source: McKinsey Global Institute, *The Bio Revolution: Innovations Transforming Economies, Societies, and our Lives*, May 2020

Benchling's mission is to unlock the power of biotechnology

Streamlines
scientific workflows

Faster process design
and development scale



More efficient
regulatory data reporting

Fluidity between
dry and wet lab

Faster time-to-discovery
and handoff to development

Faster time-to-decision on
stopping non-viable investment

Benchling: Modern software for modern science

Customer focused

1100+	Customers
4	Sectors spanning biopharma, agriculture, industrial biotech, & CPG
200k+	Scientists using Benchling for R&D
99%	Customer retention
27%	Of 172 biotech IPOs since 2020, 46 are Benchling customers

Experienced team

850+	Global employees
28	Countries we operate in
30%	Employees committed to product R&D
200+	FTEs in services, success, & support
2012	Founding year with offices in Boston, San Francisco, & Zurich

Recognized success

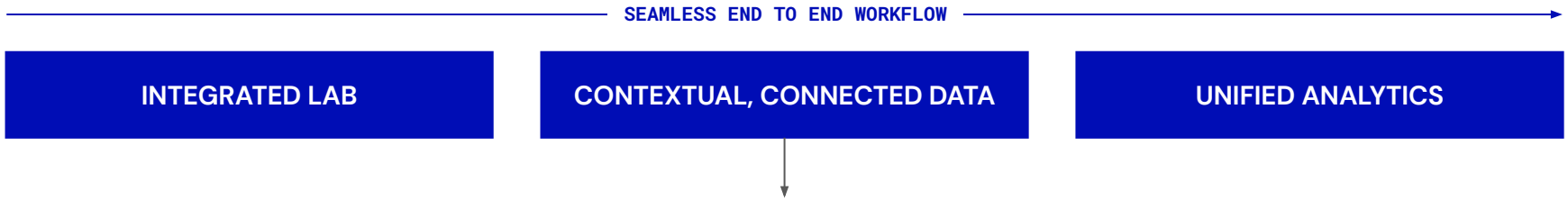
Forbes
Cloud 100

CB INSIGHTS
Digital Health 150

FAST COMPANY
Most Innovative Companies 2022

Benchling's A&A strategy is to eliminate R&D data friction

To accelerate the cycle of design, build, testing, and learning

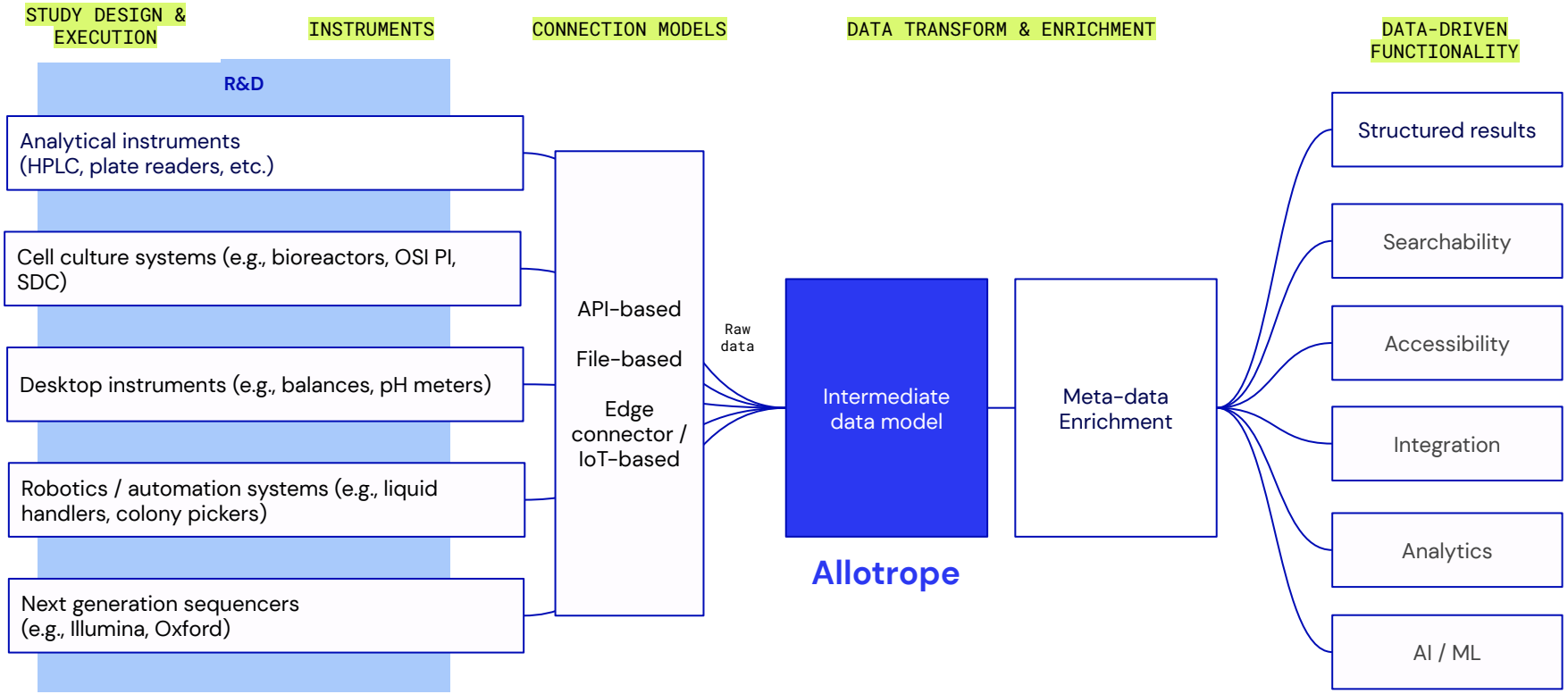


Allotrope data standards

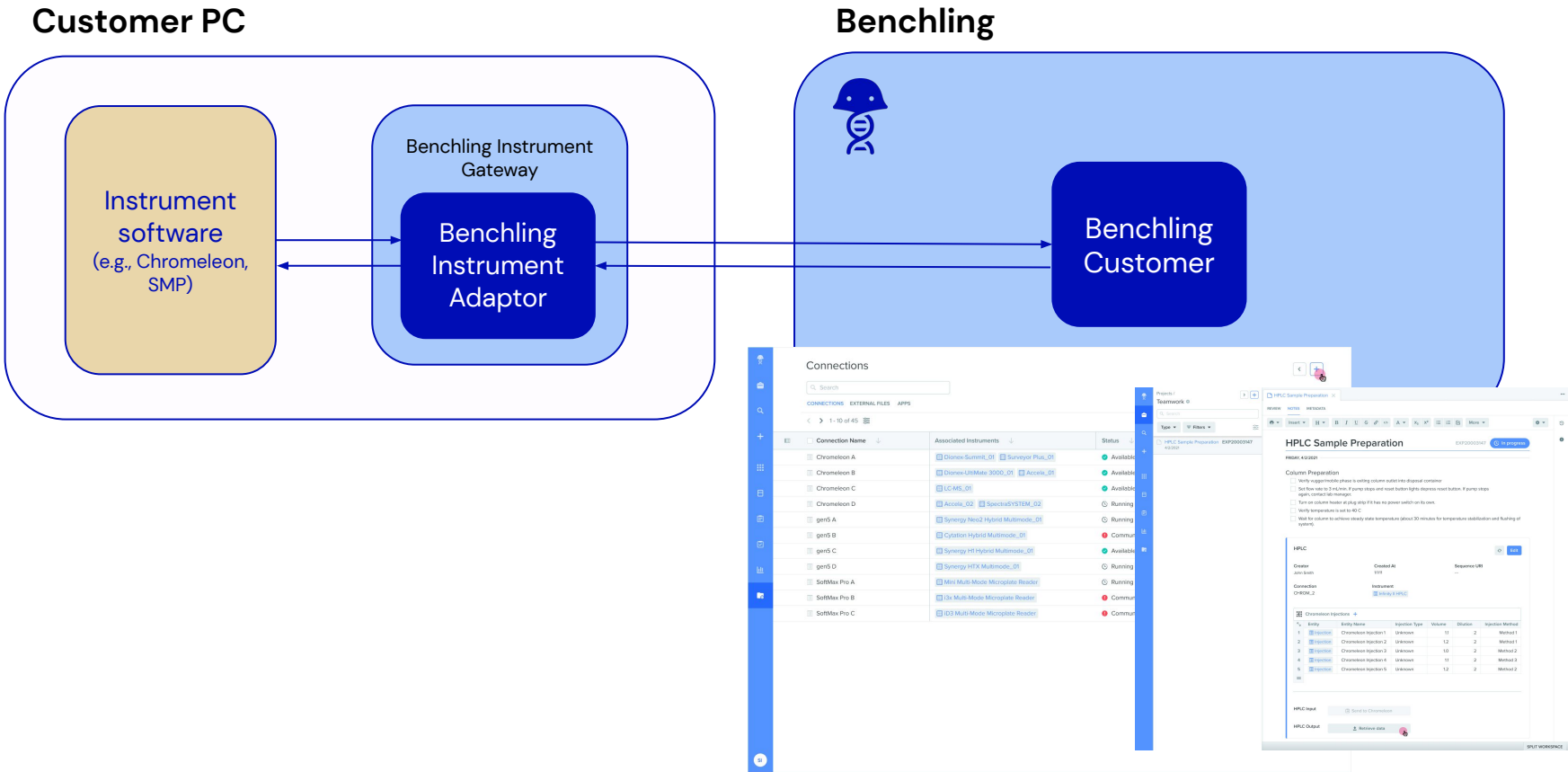
Open data standards are the key to streamlining analysis and enabling data interoperability across the industry

We are committed to supporting Allotrope to drive the industry forward.

Benchling: An intelligent platform to make instrument data FAIR



Instrument adapter architecture



Open data standards will unlock community-led innovation

Partnering through the Allotrope community to accelerate analytics innovation across the industry

Faster time to adopt new instruments

Acceleration of turnkey analytic market offerings

Better transferability and interoperability between systems and market vendors