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## Benchling

### ASM Connectors for Automating Instrument Data Capture & Analytics

In this session, Benchling will provide an overview of how Allotrope data models are being used by customers to automate instrument data capture, analytics & Al/ML to accelerate wet & dry lab workflows.



### Presenters



### **Milton Yu**

Head of Automation & Analytics Market Strategy



### **Nick Floeck**

Head of Automation & Analytics Product Management

### Benchling: Modern software built for biology

### Background

Privately-held company with a mission to unlock the power of biotechnology

2012

Founding year with offices in Boston, San Francisco, & Zurich

750+

Employees globally, with more than 250 directly supporting customers

\$400M+ From investors with >\$100B assets under management

#### All-in on software

#### Singularly focused on building modern software for R&D teams

40%

Of employees committed to product development

245

to product development Shipped customer-

facing features in the last 12 months

\$200M+ Investment in product development over last three years

#### **Customer focused**

Serving the largest global biopharmas alongside emerging biotech innovators

1,200+

Customers

200k+

Scientists using Benchling for R&D

75%

Forbes Global 2000 biopharmas using Benchling



2024

# State of Tech in Biopharma

## Industry believes connected labs can bring significant impact

What level of organization-wide impact on <u>speed/time to milestone</u> do you believe can be achieved by <u>connecting instruments/equipment and automating data capture</u>?





of large pharma respondents rated the **degree of impact on time to milestone from fully connecting labs** as a 4 or 5 (significant impact)

Source: Benchling State of Tech in Biopharma, 2024 (benchling.com/state-of-tech)

### But challenges remain with connecting labs

What is limiting your organization from adopting or growing its adoption of <u>connected</u> <u>devices with automated data capture</u>?



Source: Benchling State of Tech in Biopharma, 2024 (benchling.com/state-of-tech)

## Benchling invests in Allotrope partnership in two ways



## • Contributing and building ASMs

9 ASMs that we initiated or contributed to • Binding Affinity Analyzer

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- Solution Analyzer / Cell Culture Analyzer
- Electrophoresis
- Spectrophotometry/Electroni c-Spectrometry
- Digital PCR (dPCR)
- Multi-Analyte Profiling (xMAP)
- Flow Cytometry
- Liquid Chromatography
- Plate Reader

## Building and open sourcing data parsers

**35** Instrument data parsers open sourced

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agilent_gen5_image	feat: Agilent Gen5 - Support res	sults not grouped	last week			
agilent_tapestation_analysis	feat: Global - include unc path i	n all existing adap	3 weeks ago			
appbio_absolute_q	feat: Global - include unc path i	n all existing adap	3 weeks ago			
appbio_quantstudio	feat: AppBio QuantStudio RT-P	CR - handle forma	5 days ago			
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# Industry needs to solve data interoperability and reusability for AI/ML<sup>®</sup> progress

Antibody discovery assay cascade example



### Standardization accelerates industry growth







Mobile subscriptions grew from 500M in 2000 to 7.5B in 2020<sup>1</sup> Open data initiatives for finance data sharing increases GDP by 1–5%<sup>2</sup> Consumer access to health information grew from 38% in 2017 to 70% in 2021<sup>3</sup>

### Three steps we can take to standardize instrument data



## Today: Duplicated efforts, siloed approach

Company 1	Company 2	Company 3	Company 4
<ul> <li>Plate reader parsers</li> <li>Cell counter parsers</li> <li>Cell culture analyzer parsers</li> <li>DSP parsers</li> <li>SPR parsers</li> <li>BLI parsers</li> <li>HPLC parsers</li> <li>Blood gas analyzer parsers</li> <li>Particle counter parsers</li> <li></li> </ul>	<ul> <li>Plate reader parsers</li> <li>Cell counter parsers</li> <li>Cell culture analyzer parsers</li> <li>DSP parsers</li> <li>SPR parsers</li> <li>BLI parsers</li> <li>HPLC parsers</li> <li>Blood gas analyzer parsers</li> <li>Particle counter parsers</li> <li></li> </ul>	<ul> <li>Plate reader parsers</li> <li>Cell counter parsers</li> <li>Cell culture analyzer parsers</li> <li>DSP parsers</li> <li>SPR parsers</li> <li>BLI parsers</li> <li>HPLC parsers</li> <li>Blood gas analyzer parsers</li> <li>Particle counter parsers</li> <li></li> </ul>	<ul> <li>Plate reader parsers</li> <li>Cell counter parsers</li> <li>Cell culture analyzer parsers</li> <li>DSP parsers</li> <li>SPR parsers</li> <li>BLI parsers</li> <li>HPLC parsers</li> <li>Blood gas analyzer parsers</li> <li>Particle counter parsers</li> <li></li> </ul>

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## Our goal is to help customers automate their analysis





Labs using different instrument brands impacts analysis automation



## Analysis & results become bespoke for each team/instrument





Lab 2



### Today you will learn how Allotrope helps automate analytics

### Analysis Automation Quantitative ELISA

**Analysis harmonization** Quantitative ELISA across plate readers

### **AI/ML automation** For optimizing parameters



## Demo: Analysis across plate readers using ASM



## What's stopping you from contributing to Allotropy?



More data parsers enable more automated analyses



Scientists save on average 5-8 hrs / wk on data logistical tasks





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