![sapio sciences logo]

Partner Data Sheet

Sapio Sciences Partner Program

Welcome to the Sapio Sciences Partner Program, where innovation meets collaboration.

The Sapio Sciences Partner Program empowers you and our partners to grow your business, leverage cutting-edge lab automation solutions, and deliver exceptional value to customers in the life sciences sector.

By working together, we can transform the future of lab management, accelerate scientific research and discovery, and improve lives.

The Sapio ecosystem

The Sapio Sciences Partner Program supports three distinct partner ecosystems.

Services partners

Advisory and implementation partners guide customers through the lab automation process and deployment.

Technology partners

Hardware, instrument, software, and AI vendors expand the value of the Sapio platform through integration and specialist solution development.

Reseller partners

VARs and consultant resellers provide Sapio's solutions and add value through additional services such as customization, integration, training, and support.

Training and certification

Training and certification are key elements of the Sapio Sciences Partner Program, ensuring our joint customers receive the highest possible levels of quality and service from Sapio's partner ecosystem.

Sapio Certified Platform Engineer

Awarded to individuals who demonstrate expertise in designing and implementing Sapio solutions.

Sapio Verified Deployment

Awarded to deployment projects that meet or exceed specific Sapio-defined criteria and milestones.

Sapio Certified Partner

Awarded to partner companies that meet specific, ongoing audited criteria and demonstrate a high level of expertise and competence in Sapio solutions.

Program components

At Sapio, we recognize that partners offer customers a range of services that span the service, technology, and reseller ecosystems.

The Sapio Sciences Partner Program is crafted to be flexible and customizable, meeting the specific needs of each partner. Each component aims to empower our partners by providing them with the tools, knowledge, and support to deliver excellence to customers.

Sales (Reseller partners)

Sales training	Presales training	Sales collateral	Sapio regional sales leads
Sapio's sales training equips partners with in-depth knowledge of our lab automation solutions, enabling them to effectively address customer needs.	Sapio's presales training equips partners with technical and functional expertise, preparing teams to handle presales challenges effectively.	Sapio's sales collateral, including brochures and presentations, streamlines the sales process and resonates with prospects.	Access Sapio's regional sales leads to leverage market insights, tailor approaches, and capitalize on opportunities aligned with your strengths.
Quarterly planning & reviews	**Sales lead sharing**	**Deal registration**	**Deal desk pricing**
Quarterly sessions align you with Sapio's goals, provide performance feedback, and help adapt to market changes.	Sapio's lead sharing expands your customer base, enriches prospects, and fosters mutual growth within our partnership ecosystem.	Our deal registration process protects your sales opportunities, ensuring transparency and support while preventing conflicts.	Access to Sapio's deal desk pricing provides competitive rates and customized deals tailored to your customers' needs.

Marketing (All partners)

Website profile	Marketing tools	Joint marketing plan	Access to SapioCon
Boost visibility with a dedicated listing on Sapio's website, showcasing your expertise to life sciences professionals.	Access Sapio's suite of marketing collateral, including digital content and campaign templates, to capture attention and drive leads and conversions.	Develop joint marketing plans with Sapio, featuring co-branded events, webinars, and campaigns to promote integrated solutions.	SapioCon sponsorship lets you showcase solutions, network with industry leaders, and gain insights at our premier life sciences conference.

Product (All partners)

Roadmap briefings	New feature demos	Release notes	Product documentation
Access Sapio's product roadmap for early insights on upcoming innovations, helping you advise customers on future lab automation solutions.	Sapio demos showcase cutting-edge capabilities and efficiency gains, demonstrating the value and ongoing improvements of our platform.	Access to detailed release notes keeps your team informed on Sapio's latest updates, enabling timely client support.	Sapio's product documentation provides in-depth product understanding, enabling expert client advice and support.

Implementation (Services partners)

Deployment training & certification	Project Verification Program	Partner Accreditation Program	Deployment documentation
Our training program and Sapio Learning Management System (LMS) equip your team for successful implementations and meeting customer expectations.	Sapio's Project Verification Program offers expert oversight at key milestones, ensuring best practices and addressing issues early for smooth deployments.	Sapio's Partner Accreditation Program recognizes expertise in our solutions, demonstrating your commitment to quality and boosting customer trust.	From setup instructions to best practices, Sapio's extensive deployment documentation is a valuable resource that guides you through every step of the implementation process.
Sapio solutions architects	**Sapio software (Internal use)**	**Sapio deployment packages**	
Sapio's solutions architects provide support on complex deployments, ensuring projects are optimally configured.	Access Sapio's software for hands-on experience, enhancing your teams' ability to demonstrate and deploy our solutions.	Sapio's deployment packages streamline implementation, offering tailored solutions for various lab scenarios.	

Support (Services and Reseller partners)

Sapio support portal	Sapio knowledge base		
Access Sapio's support portal for troubleshooting, technical assistance, and ticket tracking, minimizing client downtime.	Dive into the Sapio knowledge base with detailed FAQs, how-to guides, and articles, to help your team find answers quickly.		

Partner program highlights

Programs	Services partners	Technology partners	Reseller partners
Sales			
Sales training			✅
Presales training			✅
Sales collateral			✅
Sapio regional sales leads			✅
Quarterly planning & reviews			✅
Sales lead sharing			✅

	Col 1	Col 2	Col 3
Deal registration			✓
Deal desk pricing			✓
Marketing			
Website profile	✓	✓	✓
Marketing tools	✓	✓	✓
Joint marketing plan	✓	✓	✓
Access to SapioCon	✓	✓	✓
Product			
Roadmap briefings	✓	✓	✓
New feature demos	✓		✓
Release notes	✓		
Product documentation	✓		
Implementation			
Deployment training & certification	✓		
Project Verification Program	✓		
Partner Accreditation Program	✓		
Deployment documentation	✓		
Sapio solutions architects	✓		
Sapio sandbox (Internal use)	✓		
Sapio deployment packages	✓		
Support			
Access to Sapio support portal	✓		
Access to Sapio knowledge base	✓		

Summary

The Sapio Sciences Partner Program empowers our partners across various domains - advisory, implementation, reselling, and technology integration. Through a combination of strategic resources, training, marketing support, product insights, deployment aids, and unparalleled support mechanisms, we ensure our partners are well-equipped to succeed and grow alongside us in the dynamic field of lab automation.

sapio sciences

Contact us to learn more about the Sapio Sciences Partner Program and explore how we can collaborate for mutual success. Learn more at **www.sapiosciences.com/partners**