The iSpecimen Marketplace:  

*Instantly Connecting Your Biobank to Thousands of Researchers*

Christopher Ianelli, MD, PhD  
CEO  
iSPECIMEN®
iSpecimen is a **technology development company** launching the industry’s **first true biospecimen marketplace platform** to serve **life science researchers, healthcare providers, and patients**.

**Our Vision**

“To broadly enable research sampling of any patient population based on actual specimen- and patient-level data.”
OUR GROWING NETWORK OF PROVIDERS & BIOREPOSITORIES

> 250 hospitals & labs
> 1000s of clinics & practices
> 25 biorepositories
> 10 commercial labs
> 10 clinical trial organizations
1 large blood center
iSPECIMEN’S TECHNOLOGY-ENABLED MARKETPLACE

PROVIDERS & BIOBANKS

- Pathology Lab
- Biorepository
- Clinical Lab
iSPECIMEN’S TECHNOLOGY-ENABLED MARKETPLACE

**PROVIDERS & BIOBANKS**

- Pathology Lab
- Biorepository
- Clinical Lab

**LIFE SCIENCE RESEARCHERS**

- Government
- Industry
- Academia
iSPECIMEN’S TECHNOLOGY-ENABLED MARKETPLACE

PROVIDERS & BIOBANKS

Pathology Lab

Biorepository

Clinical Lab

Challenges:
Connecting Suppliers & Researchers
Finding Specimen Matches
Managing Compliance & Contracts
Establishing Order Flow
Managing Orders, Data, and Payment

LIFE SCIENCE RESEARCHERS

Government

Industry

Academia
iSPECIMEN’S TECHNOLOGY-ENABLED MARKETPLACE

Pathology Lab

Biorepository

DATA

Government

Industry

Academia

Clinical Lab
ENABLING RESEARCHERS WITH GRANULAR, EFFICIENT SEARCH

SEARCH
- INSTANT SEARCH OF MILLIONS OF SPECIMENS

REFINE
- POWERFUL FILTER AND SORT TOOLS

SELECT
- EASY SELECTION OF CASES & SPECIMENS
iSpecimen Marketplace
Search Millions of Specimens Across Our Network

Select **Tissue** or **Biofluids** to search our biorepository network. Choose **Viable Cells** or **Custom Collection** for prospective collections.
REFINE - PATIENT LEVEL CRITERIA

423 Cases

- Tissue Type: Breast
- Disease: Breast Cancer
- Collected: 2016 - USA (Research Use)
- Patient: 53yr Female - Caucasian
- Site: Primary
- Stage: II (TNM: p2, p0, c0)
- Histology: Infiltrating duct carcinoma, NOS
- Case ID: ISP-20656

- Tissue Type: Breast
- Disease: Breast Cancer
- Collected: 2016 - USA (Research Use)
- Patient: 45yr Female - Caucasian
- Site: Primary
- Stage: III (TNM: p2, p0, c0)
- Histology: Infiltrating duct carcinoma, NOS
- Case ID: ISP-35252

- Tissue Type: Breast
- Disease: Breast Cancer
- Collected: 2016 - USA (Research Use)
- Patient: 54yr Female - Caucasian
- Site: Primary
- Stage: IV (TNM: p2, p0, c0)
- Histology: Infiltrating duct carcinoma, NOS
- Case ID: ISP-35740

- Tissue Type: Breast
- Disease: Breast Cancer
- Collected: 2016 - USA (Research Use)
- Patient: 47yr Female - Caucasian
- Site: Primary & Mets
- Stage: II (TNM: p3, p0, c0)
- Histology: Infiltrating duct carcinoma, NOS
- Case ID: ISP-36414
SELECT – CHOOSE QUALIFIED TISSUE CASES & MATCHED SETS

<table>
<thead>
<tr>
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<th>Site: Primary</th>
<th>Stage: IIB (TNM: T3N0M0)</th>
<th>Histology: Infiltrating duct carcinoma, NOS</th>
<th>Case ID: ISP-20866</th>
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</thead>
<tbody>
<tr>
<td>Tissue: FFPE Block Malignant Tumor</td>
<td>Site: Primary</td>
<td>FFPE Unstained Slide</td>
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</tr>
<tr>
<td>Biofluid: Serum</td>
<td>Volume: 1.0 mL</td>
<td>Storage Temperature: -80°C</td>
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<table>
<thead>
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<th>Site: Primary</th>
<th>Stage: IIIA (TNM: T1M0pT1A c0)</th>
<th>Histology: Infiltrating duct carcinoma, NOS</th>
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<td>Biofluid: Serum</td>
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<table>
<thead>
<tr>
<th>Primary Tissue Type: Breast</th>
<th>Site: Primary</th>
<th>Stage: IIA (TNM: pT1M0p1A c0)</th>
<th>Histology: Infiltrating duct carcinoma, NOS</th>
<th>Case ID: ISP-28159</th>
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<tr>
<td>Biofluid: Serum</td>
<td>Volume: 1.0 mL</td>
<td>Storage Temperature: -80°C</td>
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</tbody>
</table>
Quote Request

Is there anything else we should know about your request?
We're doing a larger study and will need more. We'll start with 50 matched sets, and may later add LiHep Plasma to upcoming requests.

Selected Specimens

<table>
<thead>
<tr>
<th>Case</th>
<th>Specimens</th>
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</thead>
<tbody>
<tr>
<td>ISP-20866</td>
<td>2 specimens</td>
</tr>
<tr>
<td>ISP-22947</td>
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<td>ISP-28159</td>
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<tr>
<td>ISP-16911</td>
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<td>ISP-26903</td>
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<td>ISP-30048</td>
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<td>ISP-31053</td>
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<tr>
<td>ISP-30661</td>
<td>2 specimens</td>
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</table>
SUPPLIER VISUAL WORKFLOWS

• Daily Supplier Overview
  o Real-time summaries of requests, collections, and payments
  o Access to quickly view each request, order, shipment, invoice

• Feasibility Dashboard
  o Quickly and efficiently match requirements to capabilities

• Quotes and Approvals Dashboard
  o Insight and approval for upcoming order

• Fulfillment Dashboard
  o Track and manage collections and shipments

• Payment Dashboard
  o Track and manage payments and submit invoices
Join the marketplace today for **free**!

- Gain instant access to thousands of researchers who need samples
- Easily showcase your available inventory using groundbreaking technology
- Simplify contracting, compliance, order, and payment management
“The *best* biobank is an *active* biobank that is *empty*."

- William Grizzle, MD PhD
  University of Alabama
Towards Sustainability in Biobanking:

A Marketplace Platform to Maximize Biospecimen Access & Utilization

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CEO

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