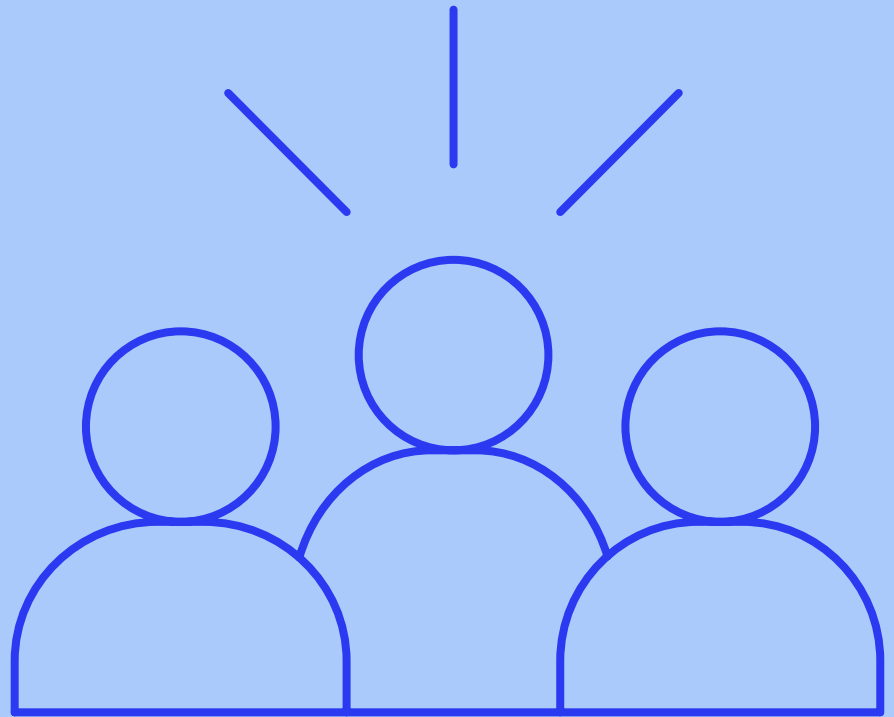


Benchling Partner Program



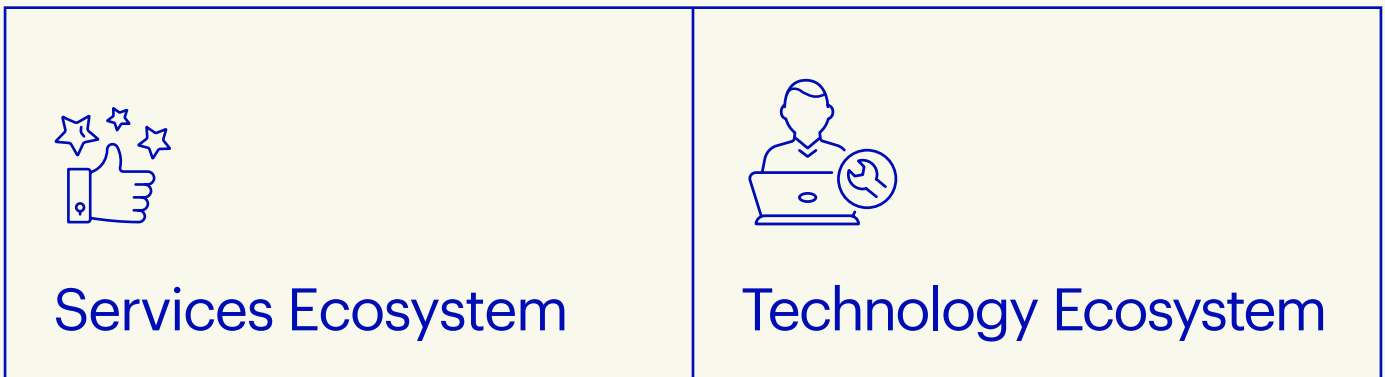
Benchling

Learn how Benchling partners with the most innovative technology and industry leaders to maximize value for customers

Accelerate your R&D with trusted partners

The Benchling Partner Program helps customers accelerate their R&D efforts by providing access to a global Services and Technology Ecosystem.




The Benchling Ecosystem consists of two parts:



In this overview, we'll focus on the Services Partners within the Services Ecosystem.

Services Partner overview

Benchling Services Partners are enabled to offer advisory, specialized, and implementation services, informed by Benchling best practices.

Services Partner categories		
 <p>Advisory Partners Support advisory services, including change management and strategic consulting</p>	 <p>Specialist Partners Certified to perform specific services for customers during implementation and post-implementation (e.g., PQ testing)</p>	 <p>Implementation Partners Certified and trained to perform a full range of implementation services</p>

See the next page for a more detailed breakdown of services.

Services Partner certification and training

To join the program and deliver specialist or implementation services to Benchling customers, Services Partners have to earn certification through Benchling Learning Labs (our official learning platform). Certification involves completing on-demand courses followed by passing both written and practical exams. The Benchling Partner Program supports our partners in earning and maintaining their certifications by:

1

Requiring initial and ongoing certification through Benchling Learning Labs so partners can deliver and stay up-to-date on service offerings

2

Embedding partners into Benchling's Professional Services team to gain on-the-ground implementation experience as a prerequisite to delivering implementation services

3

Structuring implementation delivery to ensure mutual success for customers and partners with Delivery Assurance services*

* Delivery Assurance services will be sold to every customer implementing Benchling. Delivery Assurance services involve a series of implementation checkpoints, overseen by Benchling's Professional Services team, to ensure a successful deployment for that customer.

Why choose a Benchling Services Partner

You can address your R&D needs and extend support for Benchling, with minimal risk and maximum impact. There are the three key benefits to engaging certified Services Partners:

1

Access to a global ecosystem of partners certified by Benchling

To qualify for the program, every Benchling Services Partner has to undergo extensive certification on Benchling Learning Labs (our official learning platform).

2

Delivery consistent with Benchling's high quality standards

All Implementation Partners are required to complete a ramp-to-prime process — by embedding with Benchling's Professional Services — before they can deliver services.

3

The flexibility to remain engaged with your partners of choice

The Benchling Partner Program is designed with your existing partner relationships in mind. In most cases, you can continue to work with the partners you typically engage with.

Services Partner offerings

This program enables Services Partners to successfully deliver the following services for Benchling customers:

Advisory Partner services	
Change Management	Support and consultation on the specific activities required to change behavior in a group of users or an organization.
Strategic Consulting	Services to support business strategy and digital transformation.
Specialist Partner services	
Managed Services	Set of tasks to keep Benchling deployments updated with evolving team needs like user provisioning and notebook template updates.
PQ Validated Cloud Services	Services to provide Performance Qualification (PQ), including writing and executing test scripts, in addition to other needs for Computer System Validation (CSV).
Integration Services	Services to integrate Benchling to another software system or instrument.
Legacy Data Import	Importing data into the Benchling system from another software application like Notebook entries.
Implementation Partner services	
Standard Implementation	Initial install of Benchling Notebook, Molecular Biology, Registry, Inventory, and Workflows applications for a scientific use case.
Validated Cloud Implementation	Initial install of Benchling for a Customer who requires Benchling's Validated Cloud offering.

Interested in engaging a Benchling Services Partner?

Contact us at partners@benchling.com to discuss which Services Partner(s) in the Benchling Ecosystem might be the best fit for your R&D needs.

Email us