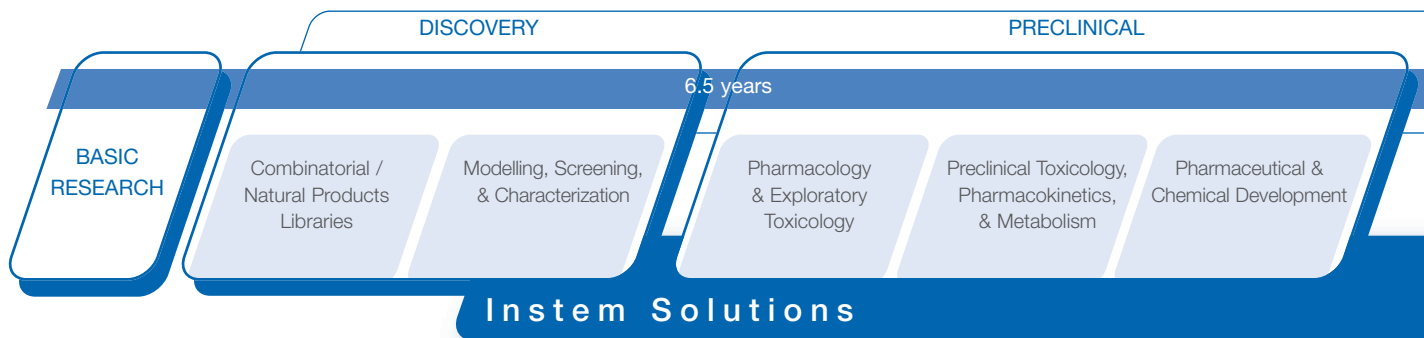


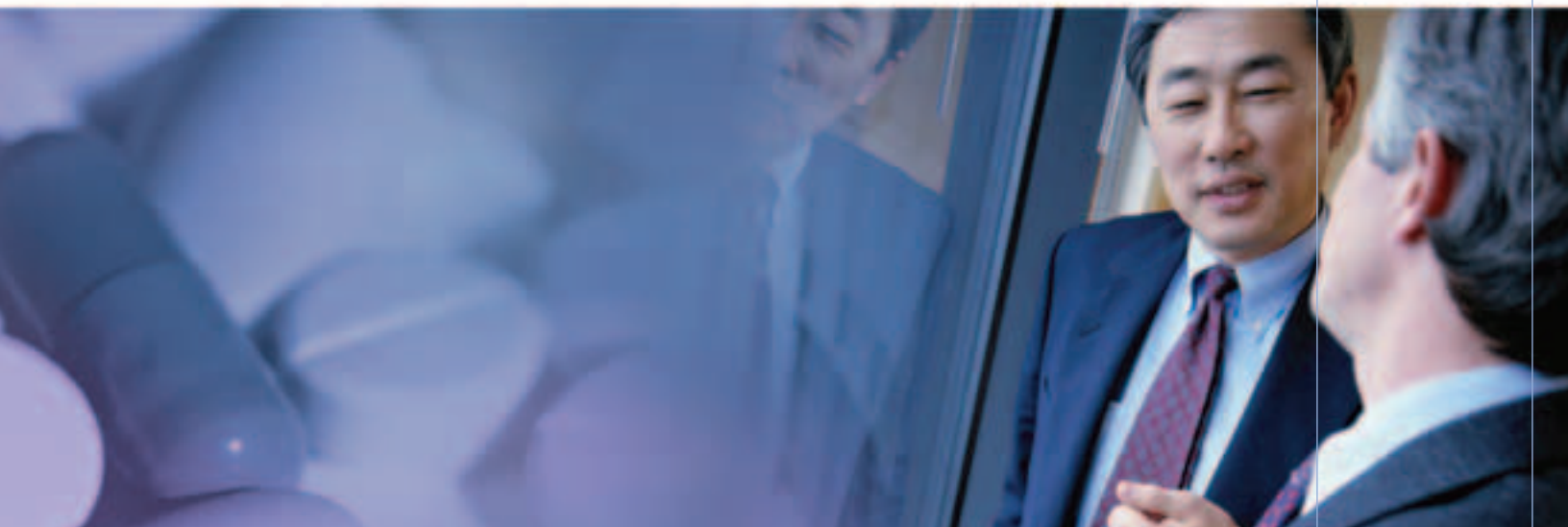




Accelerating Drug & Chemical Development Worldwide

Instem, delivering a lifetime of technology value. We stay focused on maximizing customer investment returns by streamlining product development processes in ways that are proven, integrated and measurable.





Instem — helping to advance drug & chemical development processes worldwide

Instem is a world-leading information solutions provider for the Life Sciences - accelerating drug and chemical development by increasing client productivity and enhancing the processes that lead to safer, more effective products.

Whether developed internally, acquired from clients or integrated from commercial partners, our products are always comprehensive and they are always business-driven.

Scientific solutions in today's market encompass the collection, analysis, mining, secure storage and dissemination of mission-critical information. Our operational systems additionally include project and departmental planning, resource management, statutory compliance and workflow management.

Delivering software products that offer rapid and sustainable return on investment is made possible by leveraging our deep scientific knowledge, extensive portfolio of information technology expertise and our comprehensive understanding of the business realities facing our Research and Development clients.

A solid platform of experience & success

Since its establishment in 1969 and with offices in the United States and Europe, Instem has outperformed its competitors in product investment, delivery, new solution launch, and client acquisition.

Instem has also financially outperformed its competitors in all measures, is highly profitable and enjoys a strong business stability rating among all reporting agencies.

Instem invests millions of dollars each year into its products and processes, protecting our clients' investments and ensuring our systems are exceeding the demands of the markets we serve.

Our prominent position in the Life Sciences was established in the area of drug safety assessment. We currently lead this global market with the integrated Provantis' solution, commanding a 60% market share position, and growing every year.

Also attributed to Instem's success is our ability to bring together the brightest talent and proven products. Over the last 10 years we have successfully acquired and merged with leading organizations to create a highly effective and unified team of professionals integrating value-added technologies to the growing suite of Instem solutions.

Our solutions serve the complete spectrum, from one-person enterprises to global deployments for hundreds of users in leading, multinational corporations.

CLINICAL TRIALS & APPROVAL

8 years

Phase I

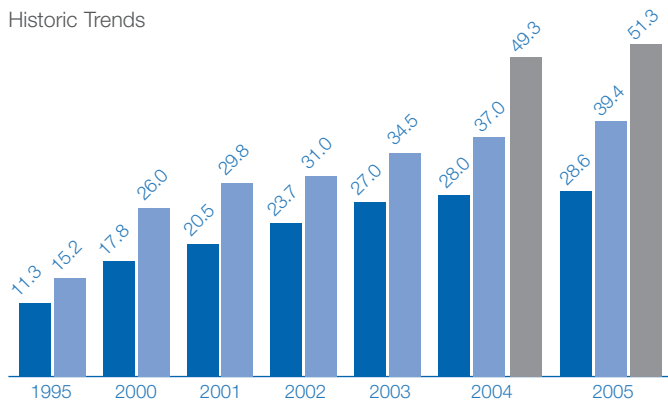
Phase II
Phase III
Phase IV

Post Market
Surveillance



Industry R&D Expenditures & NIH Budget (Billions of Dollars)

Historic Trends



- National Institute of Health budget
- Pharmaceutical Research and Manufacturers of America (PhRMA) Member Companies' R&D Expenditures
- Biopharmaceutical Industry

Strength Through Customer Relationships

Many of our clients have been customers for more than twenty years and we have forged strong collaborative relationships through our track record of developing and delivering complex software products in highly regulated markets.

As the NIH and Biotechnology industry expenditure has grown, they have joined the traditional major pharmaceutical industry as potential Instem clients.

More than ever, our customers are turning to us to help them in overcoming the challenges of managing information to improve their processes.

Instem consistently adds more new customers than any of our competitors. Our ability to attract and retain customers of any size is a direct result of our overall approach: To predict, identify and react to the needs of our customers with a selfless drive beyond revenue.

At Instem, we are inspired with a greater purpose.

Working in partnership with customers, we enhance their processes creating a competitive advantage while furthering their mission.



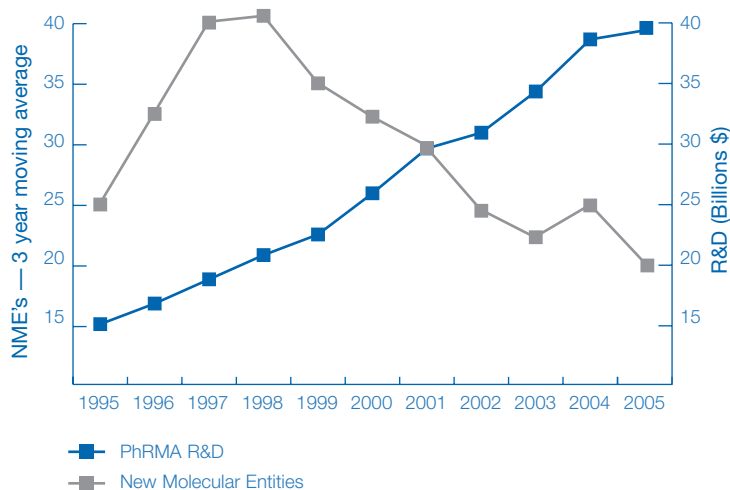
Accelerating Drug & Chemical Development Worldwide

Challenges in a Growing Global Market —
Knowing how & when to respond is critical

At Instem, we understand that our clients are challenged with increasing R&D productivity within a difficult regulatory environment. In response, Instem works closely with customers and other partners to deliver tangible business impact:

- Replacing in-house and multiple supplier applications with fully integrated and more widely deployed Instem solutions.
- Expanding into related scientific domains significantly reducing costs and cycle time while improving quality of data.
- Working closely with organizations that are involved in merger and acquisition activities to harmonize IT applications and global best practices.
- Creating fully-supported products from client- developed solutions to enhance capability, improve regulatory acceptance and lower cost of ownership.
- Working closely with Contract Research Organizations and other research laboratories providing fully integrated solutions that streamline their processes and increase the quality of study data while enabling seamless coordination between study partners and sponsors.
- Introducing technologies into regions such as India, China and Japan to assist organizations in lowering development costs and realizing new revenue streams.
- Collaborating with regulatory authorities and industry consortiums around the globe to further their missions of increasing product safety while more rapidly introducing breakthroughs to improve today's way of life.

Rising R&D Expenditures But Fewer New Compounds





The power of partnership —

Offering a growing portfolio of value-added software products

- Integration
- Optimized Information Exchange
- Maximized Return on Investment

In common with many senior managers in life sciences companies, we are convinced that IT supplier fragmentation is creating a significant barrier. A barrier to realizing the true benefit of widespread standardization and data integration — something we fervently believe can radically reduce the cost and time of drug development.

That is why we are always researching and reviewing new solutions and introducing products complementary to our established offerings. We find ways to satisfy unfulfilled scientific or business needs, while minimizing our clients' cost of ownership for technology that works for them, in furthering their mission.

By partnering with other technology suppliers, Instem looks to accelerate product adoption and market penetration, streamline vendor relationships and simplify lines of communication, providing clients with a single point of contact and a consistent level of world-class service.

Instem's leadership position has been developed through internal growth, strategic acquisitions, and securing key value-added partnerships to help drive technology costs downward while increasing innovation and IT effectiveness.

Inspired leadership, built on innovation

Our leadership position within the sector is built on a solid history of inspired, focused innovation and an unrelenting determination to deliver exceptional value and return to our customers, partners, staff and investors.

A key corporate guiding principle is that we only introduce new solutions or enter new markets where we will develop a clear leadership position within a specific timeframe.

Our strength is made possible by the dedication of our staff, a team of highly respected professionals with deep experience in providing ground breaking software solutions to the life sciences. They are the reason that we have become such a significant voice in the Industry. Their levels of commitment and expertise translate directly into a faster return on investment for our customers.

Since the 1970s, we have continued to invest heavily to create the most progressive, capable and comprehensive products on the market. They are acknowledged as leading technology solutions and have played a key role in accelerating industry standardization. It is all just part of our contribution to the ongoing mission for safer pharmaceuticals, agro-chemicals and related products.



We were one of the first...

We were one of the first software companies to achieve the international quality standard ISO9001 and we have maintained this leadership position with early accreditation to ISO9001:2000.

Close global links with the industry's regulators keep our solutions at the forefront of regulatory compliance.

Instem has taken a leading role in ensuring compliance with the FDA's regulations from the Red Apple workshop in the 1980s to providing the first solution in the market to support the FDA's SEND initiative, which introduced new standards for submitting and viewing electronic study data. Today, our systems are used to submit dossiers to regulatory bodies around the world.

We have led the industry in our levels of investment in R&D and in our development and deployment methodology. That is why customers consistently benefit from on-time delivery of product releases; something almost unique in the IT sector.

At Instem, the drive for continuous innovation doesn't stop.

ISO
CERTIFIED
9001:2000



Professional Services — positive, practical ways of making technology work for our customers

It used to be said there are two ways of doing anything — the easy way or the hard way. Instem is passionate about easing the way, helping its customers reduce much of the stress associated with solution development in the life sciences. After all, at the operational level, the software solutions we provide are designed to relieve the pressure and overcome the challenge of managing information.

What is unique to Instem, though, is our model of Professional Services; a wealth of offerings, tailored to meet specific client needs and governed by a rigorous methodology. We call it the Instem Project Method (IPM), an unambiguous means of creating, managing and delivering projects.

Central to the IPM is our proven Rapid Deployment Method, a consistent framework that ensures the optimum mix of services for each project.

Our consultants think from “the client’s side of the desk”, contributing a broad range of services from practical, hands-on assistance to thought leadership. They are well versed in all aspects of configuring and delivering solutions in both GLP and non-GLP environments. Everything from migration to implementation, from project management to new solution development.

“I value being part of the largest and fastest growing user community of its kind in the world.”

Instem Client



The power of Community — shared experience to achieve

In the IT environment, 'partnership' is such an overused expression yet such an underused concept. At Instem, however, partnership is central to everything we do. Working closely with our customers over the years, we have built up a fund of knowledge and experience that we all share. When becoming an Instem customer, organizations and their users join a strong, supportive community. In fact, it is the largest and fastest growing user community of its kind in the world.

For Instem, after the sale is where it really counts.

Our Customer Involvement Program (CIP) is an interactive process allowing users not only to hear, but also proactively influence our solution plans through Instem online Forums, the annual Instem International Conference, Regulatory Webinars, user groups, Preview Day workshops and more.

Offering the highest levels of community support is an important after-the-sale mission for us, and something we take very seriously.

"I am engaged, hands-on, evaluating and contributing to new solutions during development."

Instem Client



Global Leadership Team proud to be working at the front line

Instem's management team is a strong, effective, and flexible group that understands and is committed to the vision of our business.

To anticipate and satisfy the needs and wants of our customers, Instem relies on a tightly integrated vertical management structure that empowers the operating elements of our business. This structure allows department leaders and their staff to remain agile and proactively provide value to all stakeholders of our business.

Our executives have over 120 years of combined experience in the life sciences and provide functional departmental ownership in:

- Client Satisfaction
- Software Development
- Business Development
- Marketing
- Emerging Markets
- Product Management
- Mergers & Acquisitions
- Risk Management
- Quality Assurance
- Strategic Client & Partner Relationships
- Industry Leadership
- Regulatory Compliance
- Finance & Administration



Information Solutions for Life

We specialize in developing, deploying and supporting solutions in the life sciences sector. But we know that technology solutions are only as good as the expertise standing behind them. At Instem, we work to earn our client's trust to become the leading provider of IT solutions that provide a lifetime of value. Our expertise flows from decades of experience in helping our customers in not only overcoming the challenges of managing information, but also turning that information into valuable business data to make critical decisions.

More than just a vendor, we consider ourselves an important part of the overall global cause — an extension of the essential mission to enhance and advance life.

“Instem is our business process technology partner, assisting us in our quest to improve today's way of life.”

Instem Client



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