Pharma/Biotech use cases

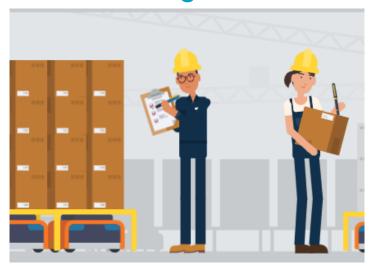**Erik Hoogerhuis**, Channel Sales Manager

April 28, 2022

What is Vyond?

The leader in video animation software globally - by a wide margin

- Founded in 2007

- Privately held with 4 offices and 125 employees

- $50M in growth funding (April 2021)

- 20,000 customers in over 150 countries

- On G2's "2022 Best Software for Design" list

VYOND

Fortune 500 Bio/Pharma Firm

New Building Launch

- **Problem:** Developing training materials for a new building in under 6 months - Long 3 month procurement cycle
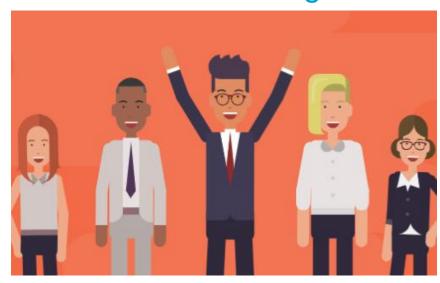
- **Solution: Vyond Professional 26 users across 15+ groups**
  - **Reasons for purchase:** Flexibility of solution, known rapid development capability, short learning curve
  - **Courseware developed**: Safe Work Behavior, Engrained Quality, Good Documentation Practices, Proper Gowning, System Access
  - **Results:** Courses were delivered on schedule to support opening the new building

VYOND

Fortune 500 Bio/Pharma Firm

New Hire Onboarding

- ○ **Problem:** Needed to quickly develop onboarding/Return to work videos for multiple departments

- ○ **Solution: 30 Seats Vyond for Enterprise (Teams/license management)**
  - ■ **Reasons for purchase:** Simplicity, no training required, speed to result
  - ■ **Results:** Courses developed on schedule, no additional software, equipment or training required. Customer able to easily add/delete/move users and licenses.

VYOND

Fortune 500 Pharmacy/Lab Testing Firm

Laboratory Testing Training

- ○ **Problem:** Licensed Vyond for lab testing training courseware development
  - ■ Acquired a Drug Testing firm and had to quickly develop additional courses on testing procedures for new FDA approved drugs

- ○ **Solution: Vyond Professional additional 10 seats**
  - ■ **Reasons for purchases:** Ease of use, platform flexibility, speed to result, engagement
  - ■ **Results:** Delivered in target timeframe, no outside training required

VYOND

Common Themes

Initial Needs

Rapid Courseware development

Low cost training

High engagement impact compared to Zoom/Powerpoint

Follow-on needs (additional licenses)

MicroLearning - mini-courses or reminders

Return to work protocol/security reminders

Internal announcements, etc.

VYOND