



FOR IMMEDIATE RELEASE

VelQuest and Clarkston Consulting Partner to Eliminate Need for Traditional LIMS in the Pharmaceutical Industry

Partnership provides integration of the SAP Quality Management module with the VelQuest SmartLab Lab Execution System for a streamlined alternative to LIMS for automated Quality lab operations in Life Sciences.

HOPKINTON MA and DURHAM NC, January 20, 2010 — VelQuest Corporation, the developer of the SmartLab™ GMP Lab Execution System/ELN, and Clarkston Consulting, a leading management and technology consulting firm, announced today a technology partnership that integrates the SmartLab platform directly to SAP QM without the need for a traditional Laboratory Information Management System (LIMS).

The partnership is a result of several pharmaceutical companies seeking a harmonized automation platform to eliminate the non-value added paper-based processes in their quality operations. This allows these companies to streamline the data handling and transfers of critical quality results to their SAP system. The combination of the SAP Quality Module and the VelQuest lab execution and ELN platform fulfills all of the sample and lot specification management functions that traditionally reside in a commercial LIMS. This new cGMP IT informatics platform delivers unparalleled productivity and compliance improvements in pharmaceutical quality operations, eliminating the lengthy implementation costs and on-going total cost of ownership issues associated with traditional LIMS installations.

Today the pharmaceutical and biotech industries are challenged to deliver historical growth and profitability results, given the increased global competition and margin erosion due to expiring patents. "With the current cost, productivity and compliance challenges facing each company, the Clarkston/VelQuest solution provides a comprehensive software platform that has been proven to deliver 25% cost improvements and 50%+ cycle time reductions in lab operations." says Ken Rapp, CEO of VelQuest Corporation. "Our relationship with Clarkston Consulting, at the request of several multi-national pharmaceutical companies, resulted in a revolutionary solution that eliminates the need for a traditional LIMS application. This solution enables process execution, data capture and management, and integration with SAP for lot inspection results. This can save many millions of dollars in IT expense for these highly regulated companies."

"Clarkston's deep Life Science Quality Systems expertise and our long history implementing SAP have enabled our consulting teams to develop seamless automated integration of robust QA/QC processes, SAP-QM and VelQuest's SmartLab." says Janel Firestein, VP of Life Sciences at Clarkston Consulting. "Our

close partnership with the VelQuest team has provided a unique opportunity for our clients to reduce IT infrastructure, save millions of dollars in total cost of ownership expenses and streamline the product testing and disposition.”

To Learn More

To learn more about the VelQuest SmartLab Lab Execution System/ELN and the SAP QM integration, contact your local VelQuest or Clarkston representative. A web briefing on this partnership and platform is scheduled for January 21, 2010. Register for the webinar at <http://www.velquest.com/webinars.aspx>.

About VelQuest

VelQuest Corporation is the global leader in procedure execution software for cGMP regulated operations in the pharmaceutical and biotechnology industries. For over 10 years, VelQuest has provided a suite of configurable off-the-shelf software products to help transition regulated industries from labor-intensive, paper-based operations to automated, efficient electronic systems. The SmartLab™ solution uses VelQuest’s electronic Process Management & Compliance (ePMC™) Core Operating System that is an innovative “method-centric” software automation platform designed to provide the foundation for compliance-based activities in the life science markets. The company’s SmartLab™ Applications for a fully compliant electronic laboratory and SmartBatch™ electronic batch record system embraces the ICH Q-10 guidelines, the FDA’s “cGMP’s for the 21st Century: A Risk Based Approach” and Quality by Design (QbD) initiatives. For more information, please visit <http://www.velquest.com/>.

About Clarkston Consulting

Clarkston Consulting is a different kind of management and technology consulting firm. We deliver a unique experience for market leaders within the Consumer Products and Life Sciences industries. Considering professionalism, expertise, and value as prerequisites, we take service a step further through our unyielding commitment to the success of people as individuals, both our clients and our stewards. By combining integrity, adaptability, and a whatever-it-takes attitude, we have achieved an extremely high rate of referral and repeat business and an 8-year average client satisfaction rate of 96%. For more information visit us at <http://www.clarkstonconsulting.com/>.

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