



For Immediate Release:

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**VelQuest and DCSS Partner to Provide Integrated Solution to Take
Pharmaceutical Labs Totally Paperless**

*Solution integrates a Method-Centric Compliance Platform with
LIMS, Laboratory Instruments and IT Infrastructure to Significantly Reduce QA/QC
Operational Costs and Product Release Cycle Times*

Hopkinton, MA, and Houston, TX, October 26, 2004 — Digital Consulting & Software Services, Inc. (DCSS), a firm providing enterprise-wide consulting services to the regulated industries, and VelQuest Corporation, the developer of SmartLab™, the only “method-centric” automated lab compliance platform available in the market, announced today, a strategic alliance to provide fully integrated solutions that permit SmartLab™ to integrate seamlessly with other laboratory software products to provide unparalleled productivity and compliance in pharmaceutical labs.

Today, the US pharmaceutical industry spends approximately \$90 billion on manufacturing. Productivity improvements of only 5% could yield a savings of over \$4.5 billion annually. “A major initiative in most companies is the drive to eliminate the routine, non-value added and error-prone tasks through automation”, said Ken Rapp, President and CEO of VelQuest. “A key element in most regulated companies is that a significant amount of resources are dedicated to regulatory compliance functions. Within the quality operations, the drive to “go paperless” is anticipated to create huge operational benefits yielding millions of dollars in efficiency gains”. This e-manufacturing/QC environment will enable immediate communication between the various data islands ranging from product and process development through final quality control lab results and batch release documentation providing enterprise-wide intelligence that can react together to improve overall product release cycle times. By combining VelQuest Corporation’s ePMC™ platform and DCSS’ integration services, pharmaceutical companies can quickly implement an automated method execution and data management solution in a totally paperless environment.

“Our strategic alliance with DCSS benefits all facets of the pharmaceutical industry by providing a complete automated compliance solution to pressing FDA compliance and business related challenges,” said Steve Prelack, Vice President of VelQuest Corporation. “Our partnership enables customers to fully integrate SmartLab™ with their existing IT initiatives, reducing cost and increasing productivity and quality across their operations.”

The partnership has already yielded key gains for a large pharmaceutical company. In this installation, DCSS integrated VelQuest’s SmartLab™ with an industry leading LIMS and chromatography system. The completed DCSS/VelQuest solution enabled that company to fully realize the potential of these chosen “best-in-breed” technologies and achieve a paperless lab environment with productivity levels that are the envy of the industry.

“This strategic alliance will allow DCSS and VelQuest to take a leadership role in laboratory automation solutions for the life sciences industry by combining the best-of-breed technologies with proven industry integration experience and methodologies” said Bob Meyer, Vice-President of DCSS’ Life Sciences Practice. The future of Laboratory Informatics entails seamlessly integrating the various computer laboratory data systems enabling the scientists to focus on science rather than on the mundane but important tasks of data analysis, documentation and compliance. VelQuest’s SmartLab™ is a fundamental building block for achieving this goal for the industry.

About VelQuest

Founded in January, 1999, VelQuest Corporation provides a suite of configurable off-the-shelf software products to help transition regulated industries from labor-intensive, paper-based operations to automated, efficient systems with greater confidence in compliance than ever before possible.

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 software embraces the FDA’s “cGMP’s for the 21st Century: A Risk Based Approach” initiative, and supports the company’s SmartLab™ Applications for a fully compliant electronic laboratory, SmartShell™ 21 CFR Part 11 instrument and application remediation software, and SmartBatch™ electronic Batch Record System. For more information, visit the Web site at www.velquest.com/.

About Digital Consulting Software & Services, Inc.

DCSS is a national IT consulting firm with a Life Sciences Practice specialized in laboratory informatics (LIMS, CDS, SDMS, eLN, etc.) and compliance services. Laboratory automation and support services include outsourcing, implementation, system and instrument integration, migration, custom development and training. Compliance services include computer systems validation, risk assessments, infrastructure qualification, SOP development and vendor audits. For more information, visit the Web site at <http://www.dcss.com/>



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