



# **PRENDIO YEAR IN REVIEW 2025**

## **OUTLOOK FOR 2026**

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## OPENING MESSAGE FROM LEADERSHIP

Over the past year, science leaders have been navigating an environment defined by uncertainty. Funding cycles have tightened. Scrutiny has increased. Teams remain lean, even as expectations for speed, compliance, and control continue to rise.

At Prendio, we've seen firsthand how these pressures show up inside finance teams, labs, and owners/investors alike. CFOs are asked to maintain enterprise-grade discipline without enterprise resources. Scientists are asked to move faster while absorbing more administrative friction. And rising costs make profit margins narrower than ever.



*Tyler Mizzenko*

Our role is straightforward, but not easy: absorb operational pressure so our customers can stay focused on science.

We're excited to have a platform that blends powerful technology with real human expertise to make procurement not just easier, but smarter. When we simplify the work around the science, we give scientists more time for discovery and give companies more control over their runway. That combination of people plus technology is where real transformation happens.

Over the last 12 months, we've continued to evolve Prendio from a procurement platform into a unified biotech and life science operating system, pairing intelligent software with expert services to deliver control without overhead. As we look toward 2026, that focus remains unchanged. We're investing in intelligence, visibility, and scalability so that science teams can operate with confidence regardless.

# OUR MISSION

## WHO WE SERVE

Biotech organizations don't grow in straight lines. They evolve through phases of increasing complexity, uncertainty, and operational pressure.

From early discovery through clinical development and beyond, Prendio supports biotechs across the full maturity curve, providing a procurement model that scales cleanly without disruption. Whether teams start with software alone or expand into managed services, the goal remains the same:

*To support life science organizations by accelerating discovery through scalable, intuitive procurement technology.*

## THE MARKET CHALLENGE WE SOLVE

In today's science environment:

- Funding volatility magnifies every inefficiency
- Audit readiness must remain a constant
- Manual processes and generic tools break down as complexity compounds

The greatest risk isn't always visible overspending. It's the invisible mistakes that quietly accumulate until they surface during audits, board reviews, or financing events.

**Prendio was built to prevent those issues before they happen.**

A photograph of two scientists in a laboratory. A woman on the left, wearing safety glasses and a white lab coat, is holding a small flask with a purple liquid. A man on the right, also in a lab coat and safety glasses, is looking at the flask. In the background, there are shelves with various lab equipment and bottles. The overall scene is brightly lit and professional.

## WHO WE SERVE

We partner with early- to late-stage science companies balancing speed, compliance, and cost control, including:

- Biotech and biopharma finance teams
- Lab operations and scientific leadership
- Venture-backed organizations preparing to scale



*"With Prendio-BioProcure managing our specialized needs, we're able to offload time-consuming tasks and focus on critical priorities like supplier selection, cost negotiations, and training. It enables us to think strategically instead of getting stuck in tactical details."*

**Gina Kelly**  
*Head of Strategic Sourcing and Procurement, C4 Therapeutics*

# ADVANCING A **BEST-IN-CLASS** PROCUREMENT EXPERIENCE

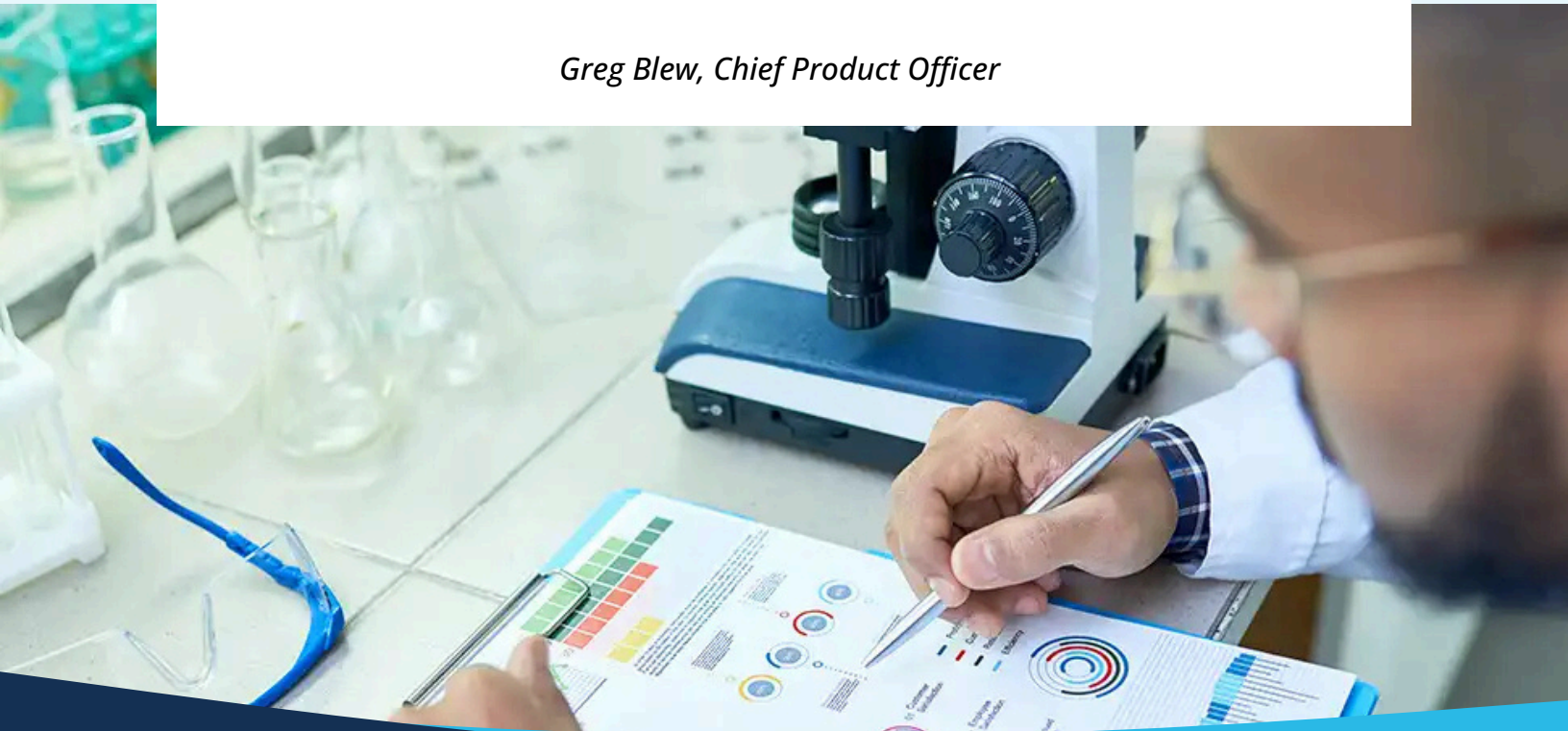
*Product innovation that delivers efficiency, visibility, and control.*

Over the past year, Prendio has focused on a single objective: reduce operational burden without slowing science. That meant moving beyond basic automation and embedding intelligence directly into the procurement lifecycle.



*"I see Prendio-BioProcure as a connected network where every transaction creates intelligence, every supplier relationship creates value, and every lab benefits from the collective power of the community. We make it easier for scientists to focus on discovery while helping their companies run with the efficiency of the world's best-run enterprises. Our technology provides the automation and data, and our people bring the insight and partnership that make it work in the real world."*

*Greg Blew, Chief Product Officer*





# KEY PRODUCT RELEASES

In our quest to be the most trusted eProcurement software solution for science companies, we introduced the following new features over the past year:

- **PO Analytics & Role-Based Purchase Insights**

Enhanced PO Analytics give finance and operations teams near real-time visibility into purchasing activity. Role-based insights promote collaboration across departments, helping teams track trends, identify opportunities, and stay aligned on spend.

- **OCR / AI-Enabled 3-Way Match**

AI-powered 3-way matching dramatically reduces manual invoice review by interpreting complex, biotech-specific documents with speed and accuracy. Invoices, packing slips, and non-standard formats like physical packing slips and handwritten dates are processed in seconds, improving AP efficiency and reducing downstream errors.

***"I used to lose two days a week chasing orders. Now I lose zero."***

*- Senior Scientist,  
Series A Therapeutics Company*

- **CRO / CDMO Discovery Tool**

Prendio's AI-powered CRO and CDMO Discovery tool streamlines the search and selection of outsourced R&D partners. Backed by billions in historical spend data and thousands of contracts, the tool helps biotechs identify trusted suppliers faster, reduce sourcing risk, and accelerate research timelines.

- **New Dashboard User Experience**

The redesigned dashboard prioritizes speed and usability, giving users faster access to their most important suppliers and punchouts. By reducing clicks and surfacing what matters most, teams spend less time navigating and more time executing.

- **Savings Dashboard**

The new Savings Dashboard provides clear visibility into both realized and negotiated savings. Biotech teams can now see the financial impact of procurement decisions in one place, supporting more informed, data-driven purchasing strategies.



*"Biotech is decentralizing. Smaller, distributed teams are running more of the research, often with limited infrastructure, leveraging AI. That creates a need for intelligent systems that blend automation, insight, and service. Technology needs to act like an extension of the team. AI and agent-driven tools will play a big role, but so will people who know how to interpret and apply those insights. The future isn't one or the other; it's both."*

*Greg Blew, Chief Product Officer*

## IMPACT TO CUSTOMERS

Prendio's users have seen dramatic improvements in operational efficiency.

Eliminated more than **116,000 hours** of administrative effort in total across our customer base through outsourced voucher and PO processing — **freeing up ~14,500** business days.

**600K+ documents processed** using OCR/AI-enabled 3-way match



# LOOKING AHEAD: 2026 PRODUCT VISION

Our approach to 2026 centers on deepening intelligence without adding to complexity. Our focus is on:

Unifying payments and procurement so labs have full visibility and control in one system

Scaling savings and sourcing programs that turn our size and relationships into measurable ROI

Turning data into insight using what we see across thousands of labs to help every customer operate like the best-run biotech in the world

Combining automation technology with people who understand the nuance of science and operations



***"Prendio kept us from hiring an ops manager until Series B."***

***- Co-Founder, Seed-Stage Synthetic Biology Company***



# DELIVERING MEASURABLE FINANCIAL VALUE FOR LIFE SCIENCE CUSTOMERS

*Turning procurement insight into real savings*

Prendio-BioProcure drives measurable financial impact through proactive spend analysis and optimization.

## Cost Savings Delivered

Life science teams need to dedicate their time to science and discovery, not administrative tasks like tracking procurement data or chasing supplier discounts. Prendio ensures savings aren't overlooked and your team stays focused where it matters most—in the lab.

- **Over \$15M in savings** realized for biotech customers
- **65 spend assessments** completed
- Proven methodologies to reduce freight costs, unlock bulk discounts, and optimize supplier strategy

## Exclusive Supplier Advantage

Procurement risk starts as early as sourcing and vendor selection. To address this, Prendio helps biotech teams choose the right vendors quickly and easily, preventing downstream complications.

- **Expanded preferred supplier network, including 23 new additions** over the past year, bringing our network to over 90 suppliers
  - Created access to exclusive pricing, discounts, and negotiated terms
  - Added breadth across critical biotech categories
- **Placed a stronger emphasis on service providers**, adding new CROs, CDMOs, and specialized biotech service partners
  - Helped customers accelerate research, reduce operational friction, and move programs from discovery to development faster.

# EXPERT PROCUREMENT & AP SERVICES THAT **SCALE** **WITH YOUR SCIENCE**

*Human expertise where it matters most*

Software alone doesn't scale procurement. Prendio-BioProcure's expert services team acts as an extension of customer finance and operations teams, absorbing day-to-day procurement and AP burdens.

## OPERATIONAL PRODUCTIVITY

By working hand-in-hand with customer teams, Prendio-BioProcure helps to achieve:

- Over 350K Purchase Orders and over 600K vouchers processed end-to-end
- Faster AP processing and reduced exception handling
- Meaningful hours saved across finance and lab teams



*"We're combining automation, analytics, and hands-on expertise to help biotechs understand how they spend, where they can save, and how to scale without chaos. Our platform does the heavy lifting, and our people turn that data into action. It's the power of technology with the reassurance of partnership that drives how we help our customers stay focused on discovery and move science forward."*

*Greg Blew, Chief Product Officer*

# GROWING AND SUPPORTING THE BIOTECH COMMUNITY

*Prendio's impact extends beyond procurement workflows*

Over the past year, we've continued to support a growing, diverse community of biotech organizations working across discovery, development, and commercialization.

By pairing technology with expertise, Prendio helps teams operate with confidence, adapt to change, and stay focused on advancing science.

## CUSTOMER BREADTH

Prendio supports hundreds of biotech customers across a wide range of growth stages, scientific disciplines, and operational models.

Billions of dollars in biotech spend have been processed through the platform, providing unmatched visibility into purchasing patterns, supplier engagement, and operational needs.

We're proud to support customers representing a broad spectrum of therapeutic and research focus areas. This diversity informs our decisions so we can continue to benefit the entire life sciences community.



# SAVINGS, ROI, AND OPERATIONAL CONTROL

- **Proven and Trusted At Scale**

17+ years in market, used by 400+ early-stage biotechs, managing \$5B+ in spend.

- **Real Savings Outcomes**

YTD savings of \$12.2M, with 80% of clients achieving savings.

- **Platform ROI Performance**

49% of full platform users see savings ROI of at least 75%; 60% see at least 50%.

- **Built for Growth-stage Complexity**

About one third of the customer base is Series B or later, showing fit as purchasing and controls mature.

- **Reporting Depth Out of the Box**

YTD savings of \$12.2M, with 80% of clients achieving savings.

- **Cleaner AP Operations**

49% of full platform users see savings ROI of at least 75%; 60% see at least 50%.





# CUSTOMER SUCCESS & SUPPORT

Over the past year, Prendio maintained strong customer satisfaction scores, reflecting consistent performance across implementation, day-to-day support, and long-term partnership.

Our impact is reflected in customer success stories across the biotech community, including organizations such as Ventus and C4. Time after time, our customers report that the improved visibility, reduced operational friction, and scalable procurement processes made possible by Prendio have supported their continued growth and success.

Over the next few pages, discover how we've helped our clients over the past year.



***"Our audits  
stopped being  
firefights."***

***- CFO, Series B Biotech***



## VENTUS THERAPEUTICS

This Series C clinical-stage biotech needed a way to deal with added complexity as they expanded operations across the U.S. and Canada. To scale efficiently, Ventus implemented the Prendio-BioProcure platform and services to maintain research velocity.

### *The Results*

- **\$150K+ cost savings** reinvested in advancing their science.
- **Hundreds of hours saved** by automating and streamlining procurement workflows.
- **Stronger vendor relationships and accuracy** through automated invoice processing and financial tracking.

## C4 THERAPEUTICS

This clinical-stage biopharmaceutical company needed to alleviate bandwidth constraints while accelerating progress on key initiatives. They partnered with Prendio-BioProcure to drive a life science procurement transformation tailored to their needs, streamlining workflows, integrating real-time visibility and alignment, and enabling compliance without compromise.

### *The Results*

- **\$350K+ cost savings** achieved, supporting innovation at scale.
- **\$68M+ in spend** efficiently managed with minimal operational overhead.
- **Faster, data-driven decisions** enabled through real-time analytics dashboards.

*"With Prendio-BioProcure managing our specialized needs, we're able to offload time-consuming tasks and focus on critical priorities like supplier selection, cost negotiations, and training. It enables us to think strategically instead of getting stuck in tactical details."*

*Gina Kelly, Head of Strategic Sourcing and Procurement, C4 Therapeutics*

# TRAINING & ENABLEMENT

As the platform evolves, Prendio continues to invest in customer education and enablement.

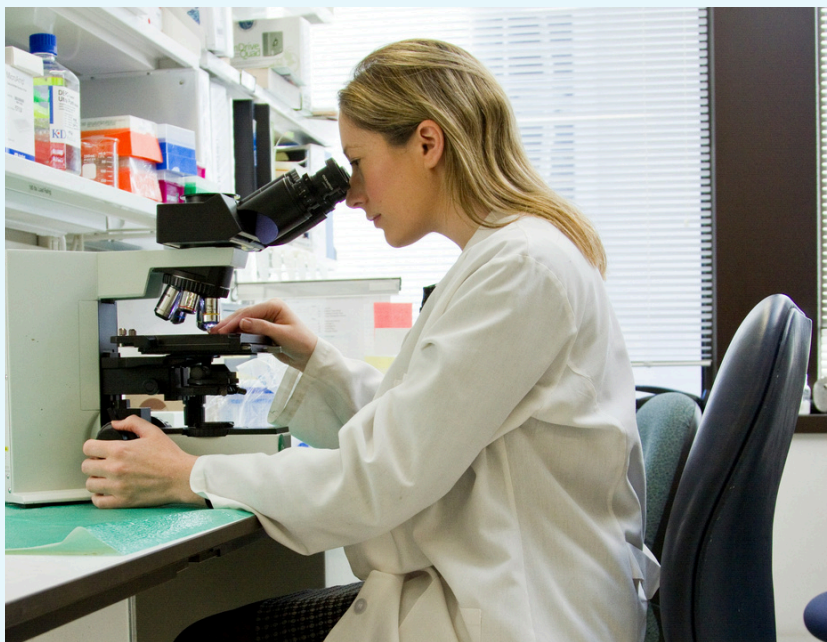
Throughout the year, we've delivered:

- 290 official training sessions for clients
- Live webinars covering product updates and best practices
- Office hours offering direct access to experts
- New training resources designed to accelerate adoption and confidence

These programs help customers maximize the value of the platform while empowering teams to operate independently and efficiently.

***"Prendio-BioProcure expanded our team without having to make a full-time hire. It is very flexible, and as we continue to grow and continue to hire, we're able to use the same system. We have worked with the team to find various cost saving initiatives like sourcing from other vendors than the ones we typically use, setting up annual POs for repeat lab supplies, etc."***

*Yelena Shuster-Rosen, Controller, Ventus Therapeutics*



# STRENGTHENING OUR LEADERSHIP

*Supporting continued growth, innovation, and customer impact*

These additions and promotions reflect our continued investment in product excellence, customer partnership, and supplier strategy:

- **Greg Blew joined as Chief Product Officer**, bringing deep expertise to guide Prendio's product strategy and innovation roadmap while supporting continued investment in intelligence, usability, and scalability across the platform.
- **Lindsey Alves was promoted to Senior Vice President of Customer Success**, reinforcing Prendio's commitment to long-term customer partnership and measurable outcomes. Lindsey will ensure customer experience remains central as the company scales.
- **Robert Fortin joined as Senior Vice President of Suppliers**, expanding Prendio's supplier strategy and strengthening relationships across the biotech supplier ecosystem to support broader access, better pricing, and improved value for customers.

**Together, this leadership team positions Prendio to continue delivering procurement solutions that scale with the evolving needs of the biotech community.**

# BUILT FOR WHAT'S AHEAD

Science doesn't stand still. Funding cycles shift, teams evolve, and expectations rise. The only thing that doesn't change is the need for clarity, control, and confidence in the science being done.

Over the past year, Prendio has continuously built for that reality. By combining intelligent technology with expert services, we've helped biotech teams reduce operational friction, prevent costly mistakes, and scale procurement without adding complexity or headcount. The result is not just greater efficiency, but stronger credibility with auditors, investors, and partners.

As we look ahead to 2026, our focus remains clear. We will continue to invest in intelligence that surfaces issues earlier, workflows that stay simple as complexity grows, and partnerships that evolve alongside our customers.

The road ahead will bring new challenges and new opportunities, and we'll be ready for them.

**Procurement that scales with your science** isn't just our promise. It's our approach to helping your team move forward with confidence, no matter what comes next.

