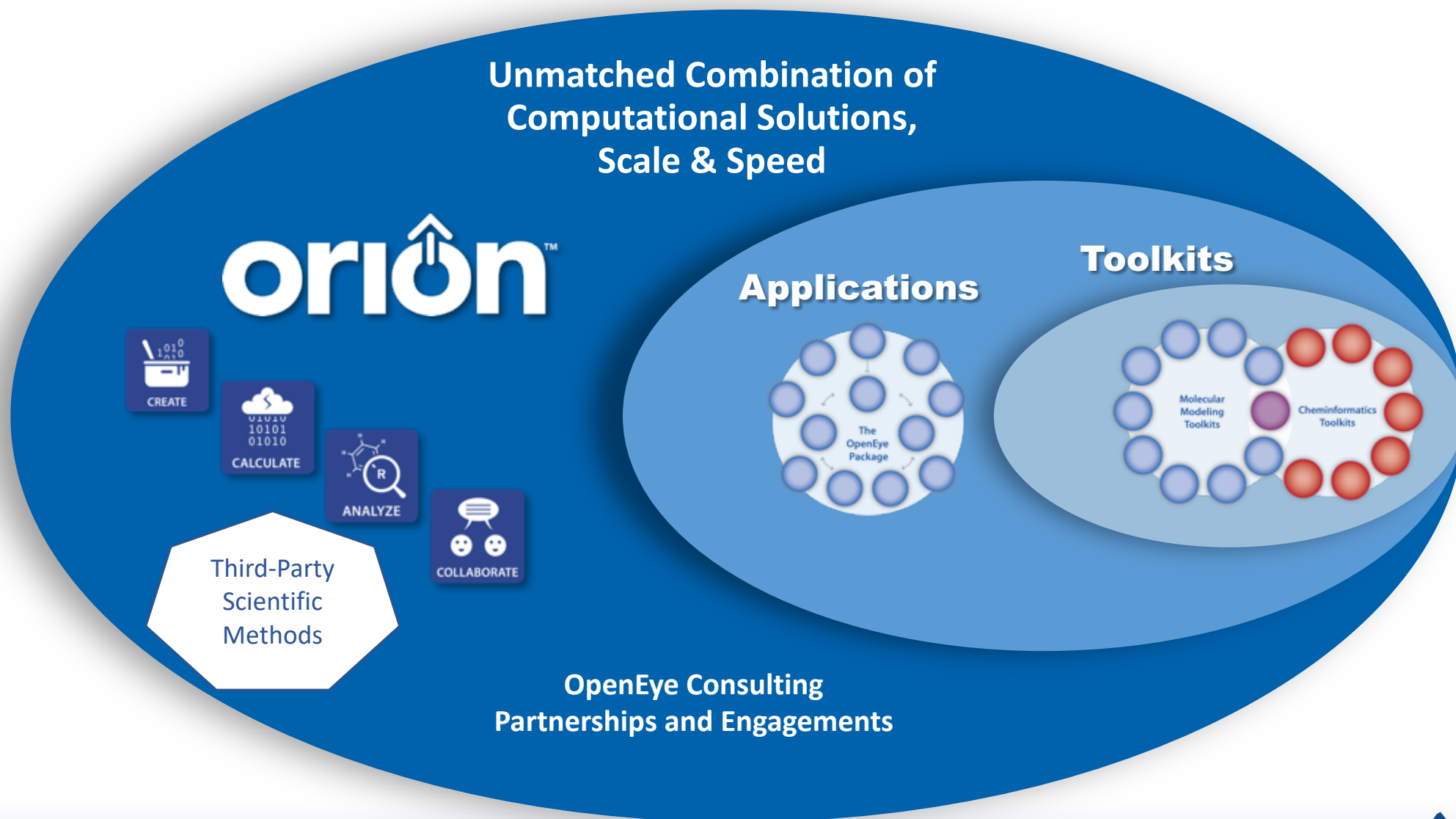


The Orion™ Platform, Suites, & Services

Jeff Grandy

Chief Commercial Officer
Spring 2021 miniCUP

OpenEye Scientific solutions



Orion:™ The Intersection of Technology and Science

Orion™ is a molecular design platform that enables you to:



Create and edit the application of the latest OpenEye and 3rd-party scientific methods



Calculate complex molecular modeling in minutes or hours instead of days



Analyze and aggregate datasets to streamline development process decisions and accelerate results for your end customers



Collaborate with teams and key stakeholders, seamlessly sharing data, managing projects, and getting a clearer view of your modeling efforts

Key platform technology features:



- Scalable high-speed search and calculation through Amazon Web Services
- Analysis tools
- Method development environment
- Annotating and sharing
- Unlimited storage and archiving
- World-class data security

The Orion™ Platform

Orion™

The Orion™ Platform

Core
technology
platform

The logo features the word "Orion" in a large, white, sans-serif font, followed by a trademark symbol (™). The text is centered within a dark blue, rounded rectangular background. The background has a subtle, abstract pattern of light blue and white lines, suggesting a molecular or technological structure.

Orion™

The Orion™ Platform

Suite of
scientific
methods
as turnkey
solutions

*Small
Molecule*
Discovery Suite

Core
technology
platform

Orion™

Small Molecule Discovery Suite: TODAY



Large-scale Virtual Screening

- 2D Similarity: Molecules as a Service (MaaS)
- 3D Similarity: FastROCS
- 3D Structure-based: Gigadocking™
- Conformationally expanded compound libraries



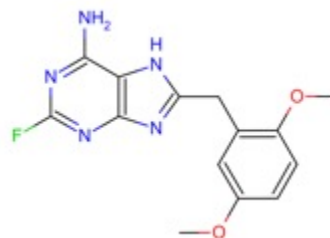
Lead Optimization

- Automated pose testing via Molecular Dynamics
- Fragment replacement
- Quantum Mechanics
 - Torsion scanning
 - Tautomer evaluation
 - Conformational profiling

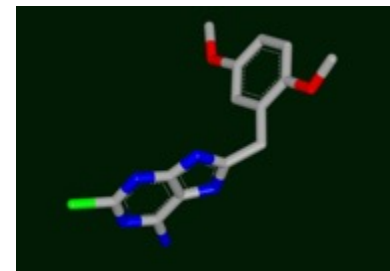


Familiar OpenEye Apps & TKs

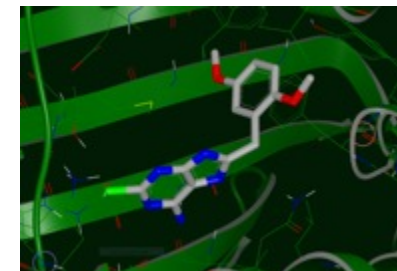
- The OpenEye Package → Classic Floes



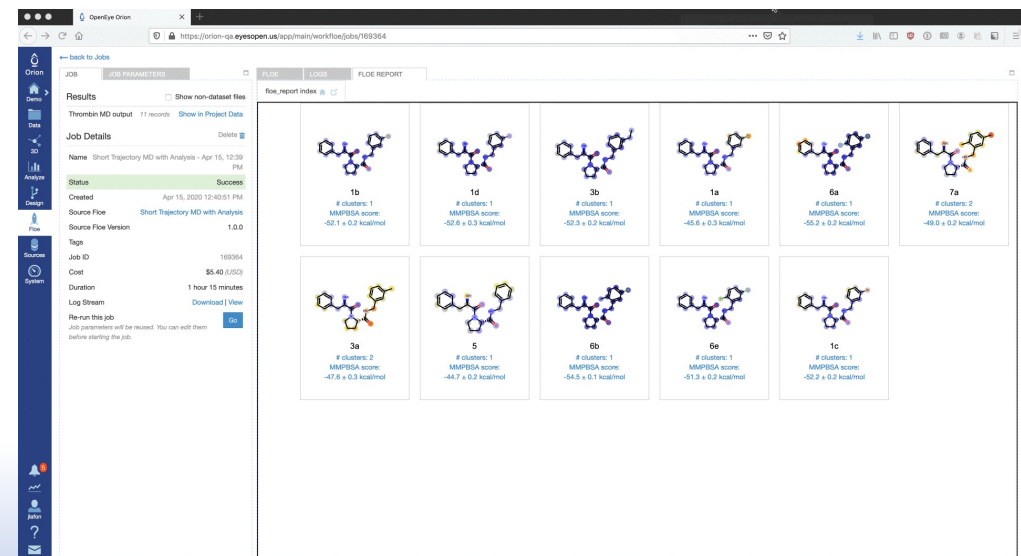
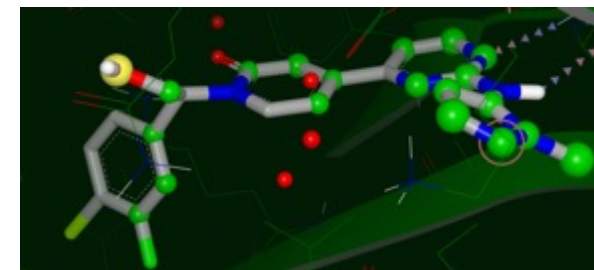
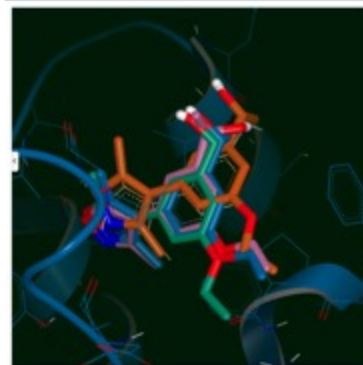
MaaS



FastROCS



Gigadocking™



Select an Orion platform option

Software-as-a-Service



Immediate turnkey solution for molecular discovery



Pricing per user via a pooled resource



Standard set of high-value molecular design tools

Managed Service



Customized platform based on your company's needs



Pricing per user or company via a dedicated stack



Ongoing user training, methods advice, and custom development

Orion Software-as-a-Service (SaaS) vs. Managed Service



Feature/Functionality

SaaS

Managed Service

Access to OpenEye methods via Small Molecule Discovery Suite

✓

✓

Upload and download data to Orion

✓

✓

Leverage high security

✓

✓

Use Standard Services: FastROCS/Molecules as a Service (MaaS)/Macromolecular Data Service (MMDS)

✓

✓

Run OpenEye-provided methods

✓

✓

Create and run custom methods

✓

Customize services: FastROCS/Molecules as a Service (MaaS)/Macromolecular Data Service (MMDS)

✓

Create cubes, including third-party applications and toolkits

✓

Connect to corporate network, customize authentication (SSO), integrate with internal data and services

✓

Customize and configure available compute hardware

✓

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OpenEye Consulting

OpenEye Consulting Partnerships & Engagements



A design partner
to **accelerate and
advance** your
projects



Applying robust
scientific
methodologies



Speeding calculations
& analysis



Bringing higher quality
to drug development



**Partnerships with milestones
& shared royalties to:**

- Make a new method
- Secure intellectual property
- Advance your strategy

**Fee-for-service
Engagements to:**

- Run calculations
- Complete modeling
- Apply tools

Crystal Structure Prediction Services



Predict accurate, low-energy small molecule crystal structures from first principles



Identify potential crystal polymorphism



Quick turnaround once contracted

- > 24 hours calculation time
- > Available now



OpenEye Customer Success

Expanding Customer Success Commitment



**Listening to
customer goals
and needs**



**Revealing how
Orion and
OpenEye's
Applications &
Toolkits can
help achieve
customer goals**



**Helping
customers
succeed with
OpenEye
products**



**Increasing team size by +400% to
focus on:**

- Improving and expanding documentation
- Development of in-depth onboarding resources for new customers
- Creation of customer training materials
- Video quick-start guides to Orion and software
- More resources for 1:1 or 1:many training



Orion Customer Success

SaaS – Onboarding and familiarization

Managed Service

Implementation- stack setup, network config, authentication

- Tie-in to customer data sources
- Custom method development available

Onboarding

- Admins
- Users

Regular meetings with dedicated Orion team

Ongoing training and updates

We're looking for great people



**25%
employee
growth
during the
pandemic**



**Long record
of strong
financial
performance**



**Now hiring
across all
areas of the
company**



**Visit
openeye.inc
Careers
section**

A full-page background image of a starry night sky. The Milky Way galaxy is visible as a dense band of stars stretching diagonally across the frame. In the bottom right corner, the dark silhouette of a person stands on a grassy hill, looking up at the stars. The overall color palette is deep blues and purples, punctuated by the white light of the stars.

Questions?