



2024 Partnership Connect: Aligning Innovation with Client Success

Tuesday, February 13th, 2024

What We Are Covering Today

- Greenlight Guru 2023 Highlights
- Partnership Review
- Overview of Packaging and Pricing
- Preview of First 2024 Product Update
- Preview of Roadmap
- Q&A

Latest on Partnerships, Updated Pricing and Packaging, and a glimpse into our Product Roadmap

Today's Presenters:



Pete Plotas
Vice President, Alliances



Carly McCarthy
Sr Mgr, Product Marketing

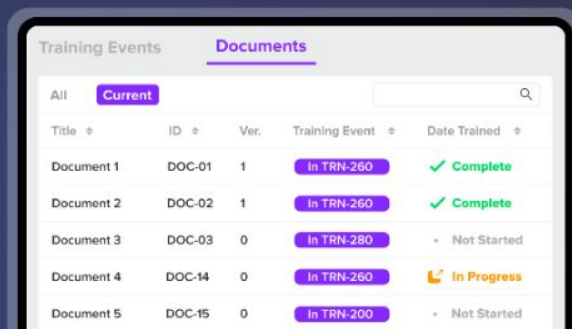


Stanley Finkelshteyn
Vice President, Product

greenlight guru MedTechSuite

greenlight guru Quality

The #1 QMS software purpose-built for medical device companies.

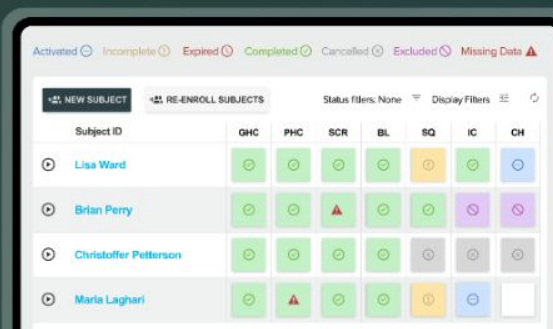


The screenshot shows the 'Documents' tab in the Quality software. It displays a table with columns for Title, ID, Ver., Training Event, and Date Trained. The table lists five documents, with the first two marked as 'Complete' and the last two as 'Not Started'.

Title	ID	Ver.	Training Event	Date Trained
Document 1	DOC-01	1	In TRN-260	✓ Complete
Document 2	DOC-02	1	In TRN-260	✓ Complete
Document 3	DOC-03	0	In TRN-280	• Not Started
Document 4	DOC-14	0	In TRN-260	🔄 In Progress
Document 5	DOC-15	0	In TRN-200	• Not Started

greenlight guru Clinical

The leading clinical trial data collection toolbox built for MedTech.

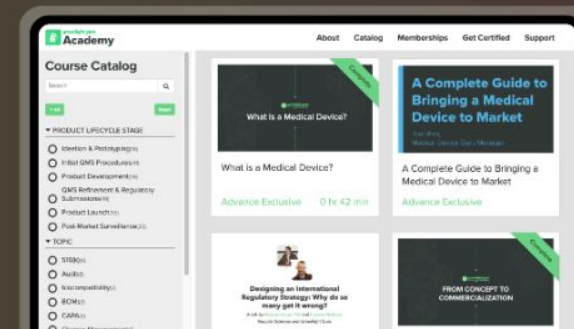


The screenshot shows the 'NEW SUBJECT' and 'RE-ENROLL SUBJECTS' tabs in the Clinical software. It displays a table with columns for Subject ID and various clinical trial stages (GHC, PHC, SCR, BL, SQ, IC, CH). The table lists four subjects, with the first two marked as 'Complete' and the last two as 'Not Started'.

Subject ID	GHC	PHC	SCR	BL	SQ	IC	CH
Lisa Ward	✓	✓	✓	✓	✓	✓	✓
Brian Perry	✓	✓	✗	✓	✓	✓	✓
Christopher Petterson	✓	✓	✓	✓	✓	✓	✓
Maria Laghari	✓	✗	✓	✓	✓	✓	✓

greenlight guru Academy

Premium MedTech training content taught by the best in the industry.

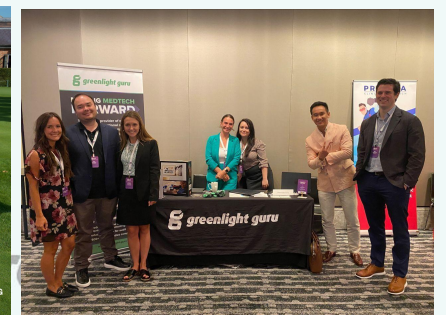


Greenlight Guru: 2023 highlights

- MedTech Suite Introduction
- New Product Launches
 - Risk Solutions, Reporting Module, API, CSA Validation
- AI focus in products and content
 - Risk Intelligence, Digital Guru, AI Report
- Acquired more than 300 new customers
- G2 recognition for both products

Partnerships: 2023 in review

- Updated Partner Program rolled out
- Partner Directory Introduced
- Growth in partnerships through CRO
- Collaborated to help 100+ Medical Device companies implement GG (1/3 of our new customers!)
- 30+ partners participating in marketing initiatives
- What can we expect in 2024 - Introducing optionality

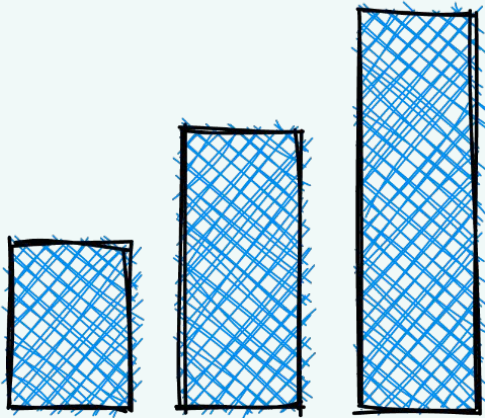


Evolving Our Pricing & Packaging

Pricing & Packaging Strategy

Fixed Tiers / Packages

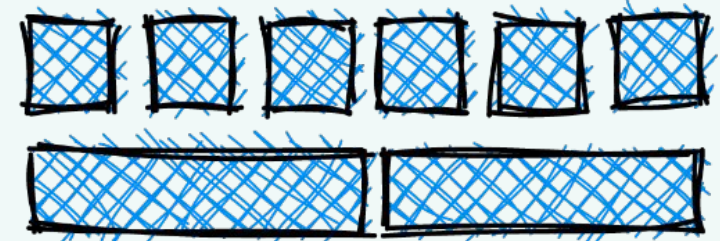
Not always user-friendly and tailored to the needs of teams at various stages in their journey.



Bundles & Options

Unbundle the parts of the solution that serve specific use cases and teams

- ✓ *Customizable*
- ✓ *Flexible*
- ✓ *Cost-effective*



Customize Your QMS Plan

Essentials & Pro

Establish an efficient, compliant quality system that's easy to use and ready to grow with your business.

- Document Management
- Change Management
- Training Management
- Data Exports & APIs*
- Single Sign On (SSO)*

Flexible Add-Ons for a Scalable QMS Solution

Quality Events

Gain a clear overview of your quality activities, ensuring every detail is traceable and managed effectively.

- CAPA
- Nonconformance
- Customer Feedback
- Audits

Product Development

Bring safe and effective products to market faster and more efficiently.

- Design Controls
- Risk Management
- Product Management

Guru Services

Tap into our expert insights and 200+ partner network to navigate challenges and achieve your goals at every stage.

- Live In-App Chat
- Dedicated Industry Expert
- Project/Custom Services

Always Included:

- Dedicated Customer Success Manager
- In-App Support
- Validation Packages

Essentials

For small teams building the foundation for quality at their organization.

Core

Establish an efficient, compliant quality system that's easy to use and ready to grow with your business.

- ✓ Document Management
- ✓ Change Management
- ✓ Training Management
- ✓ 3 Full / 3 Lite Users
- ✓ In-App Data Exports

Quality Events

Gain a clear overview of your quality activities, ensuring every detail is traceable and managed effectively.

- CAPA
- Audit
- Nonconformance
- Customer Feedback

Product Development

Bring safe and effective products to market faster and more efficiently.

3 active projects

- Design Controls
- Risk Management
- Product Management (BOM)

Pro

For larger teams implementing an efficient, compliant quality system that's easy to use and scales with their business.

Core

Establish an efficient, compliant quality system that's easy to use and ready to grow with your business.

- ✓ Document Management
- ✓ Change Management
- ✓ Training Management
- ✓ Single Sign On (SSO)
- ✓ APIs
- ✓ Enterprise SLA

Quality Events

Gain a clear overview of your quality activities, ensuring every detail is traceable and managed effectively.

- CAPA
- Audit
- Nonconformance
- Customer Feedback

Product Development

Bring safe and effective products to market faster and more efficiently.

6 active projects

- Design Controls
- Risk Management
- Product Management (BOM)

What's Next?

Timeline and Resources

[Greenlight Guru
Pricing Guide \[PDF\]](#)

New Pricing in Effect = Now

Old Pricing Sunset = April 1, 2024

All existing quotes in-flight will be honored to this date.

What's New

First 2024 Product Update

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See it in action

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What's Next

Where do we have our focus set for 2024

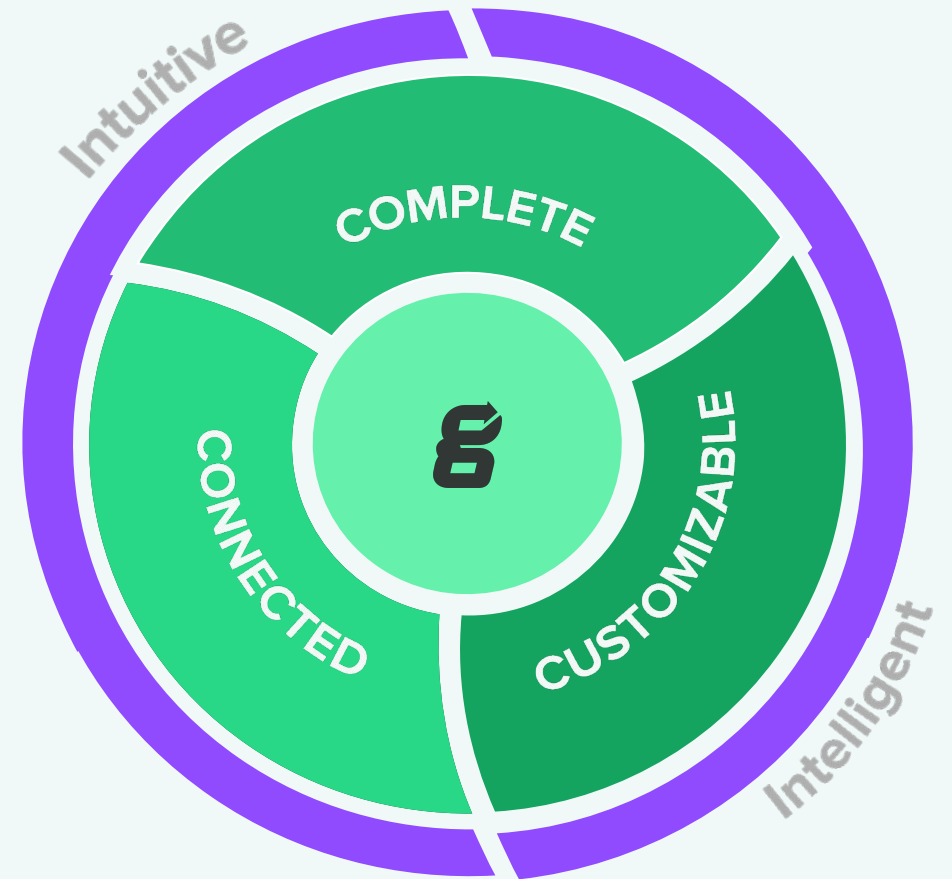


Stanley Finkelshteyn
Vice President, Product

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2024 Product Priorities

Improve the quality of life by providing cloud-based solutions for MedTech companies to bring life-changing products to people faster, and with less risk.



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Complete

A platform that profoundly understands MedTech and surfaces insights to customers that help drive action, where the action leads to efficiency, quality, and improved time to market.

Training Visibility: Continue to drive efficient and compliant training

Now

Quizzing: Validate that users understand training.

R&D

Robust Supplier Management: Information object and lifecycle management capabilities for suppliers.

Under Consideration

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Connected Ecosystem

Fit and connect into our customer's broader tech stacks making it simple to get data in and out of the platform for further analysis or to support internal workflow(s).

API (Import & Export): Allow external systems to retrieve and load data into Greenlight Guru

Ongoing

Quality Data Syncs: Real-time updates for events in your quality process lifecycle

Under Consideration

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Customizable

Build for added flexibility, allowing for personalized adaptations in workflows and data management to meet specific customer needs.

Bulk Actions: Efficiently find, manipulate and transport information in a flexible way

R&D

Notification Management: Manage notification preferences for organization and users.

R&D

Quality Process: Introduce flexibility and configuration to meet different needs

Under Consideration

Intuitive

Ensure our platform is designed for simplicity and efficiency, offering an accessible, user-friendly experience for all customer throughout their journey.

Advanced UX: Enhance the experience to support common actions and accessibility

R&D

Simplified Onboarding: Adopt quickly and spend less time learning how to use the app

Under Consideration

Intelligent

Infusing AI and data insights into our platform to empower MedTech professionals with smarter decision-making tools for better outcomes.

Digital Guru: Conversational search with regulatory-domain knowledge

R&D

Risk Intelligence: Recommend Hazards and Harms

Under Consideration

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Wait there's more...



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Clinical

2024

Empowering Users

Site status reports

Audit log exports

Continued Compliance

eConsent for additional markets
and use-cases

IMDRF AE report coding

R&D

Advancing MedTech Studies

Enhancing study configuration,
rules, and notifications

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Our Journey Involves **You**

Providing and pursuing opportunities of discovery, collaboration, and feedback with our partners to build great products and services for the MedTech industry.

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Thank you!

Q&A Recap

- 1. If we have feedback on the product how do we get in touch with your team?**
 - a. Our Product teams is full of listening ears. Don't hesitate to reach out to your Partner Account Manager to help make an introduction to our Product team. Based on your feedback or interest they will be able to make the connection.
- 2. I'm excited to hear quizzing is coming. When will it be available?**
 - a. Our Product team is currently doing further discovery with Quizzing and finalizing what our solution will look like. We are targeting this functionality to come available in H1-2024.
- 3. Are there also plans to include Regulatory Intelligence features?**
 - a. Intelligence is a focus for our entire Product team. In terms of Regulatory Intelligence, we are continuing to understand the market's needs as we develop our Digital Guru product and we are exploring additional opportunities to bring intelligent features into the QMS platform.
- 4. Does bulk import and export functionality exist for Greenlight Guru?**
 - a. Greenlight Guru does support import and export of data within the system via direct downloads and APIs.
- 5. Which artifacts fall within the umbrella of risk management?**
 - a. Currently users can generate artifacts of their risk matrix (PDF/.xlsx), as well as a record (PDF) of review to be used in compiling their Risk Management File.