




HOW DNANEXUS OFFERS BETTER ROI THAN DIY SOLUTIONS































# Science vs. Software: Where Does Your Company's Focus Lie?

As the value of multimodal data continues to increase exponentially, it is critical for companies to have a secure, reliable and cost-effective data platform to manage and analyze their precision health data. Many companies have tried to develop their own in-house solutions for life sciences data storage and analysis, but this approach often leads to incomplete solutions that come with significant challenges and costs.

DNAexus, a cloud-based precision health data management and analysis platform, offers several advantages over DIY solutions.

We've summarized some key points to consider as you evaluate the cost & capabilities of data solutions:

-  DNAexus responsibility
-  Cloud provider responsibility
-  Customer responsibility

		CAPABILITIES	
		DNANEXUS	DIY WITH CLOUD PROVIDER
<b>Platform</b>	Unified production environment		
	Big data and machine-learning support		
	Project-level collaboration & data sharing functionality		
	Advanced API + CLI tooling		
	Out-of-the-box tools and apps		
	Simplified user experience		
	Branded portal interface		
	Visualization tools		
<b>Technical Support</b>	Managed cloud infrastructure		
	User support		
	Co-development/co-creation support team		
<b>Security &amp; Regulatory Compliance</b>	Security - ISO27001, HITRUST, FEDramp, etc.		
	Privacy - GDPR, PHI & clinical compliance		
	Access management		
	Global compliance		

## PRODUCTIVITY & SUPPORT REQUIREMENTS:

DNAexus commissioned Forrester Consulting to conduct a Total Economic Impact™ (TEI) study and examine the potential return on investment global diagnostics and biopharma organizations may realize by deploying DNAexus vs. DIY solutions. The results demonstrate that the expectation of what it would take to successfully build and maintain a scalable data platform and implement new pipelines was different from reality in two important ways: **cost** and **time**."

### DIY

**Additional Personnel Cost: \$450K-1.2M**

#### 3-6 additional FTEs needed

- 2-3** cloud engineers
- 1** IT cloud manager
- 1** QA compliance manager
- 1** IT cloud system validation manager

*Roles may vary.*

### with DNAexus

**50%** reduction in time to implement a new pipeline

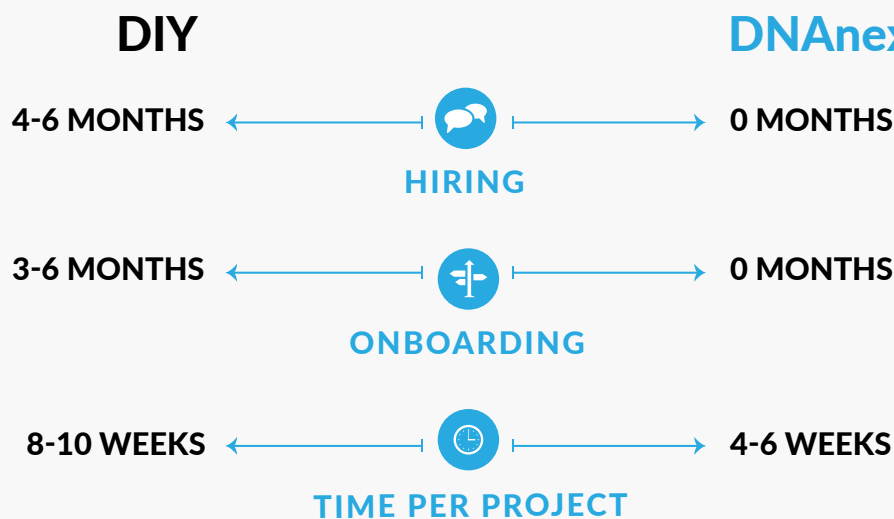
**20%** time-to-market acceleration



immeasurable benefits from enhanced customer support & industry-leading security

*Data from 2023 Forrester Economic Impact study and DNAexus customer feedback.*

vs



*Total time to implement one pipeline:*

**9-14.5 months**

*Total time to implement one pipeline:*

**4-6 weeks**



**Reduced Infrastructure Costs:** Building and maintaining an in-house IT infrastructure to handle multimodal data can be prohibitively expensive. DNAexus eliminates the need for expensive hardware, technical staff, and software licenses, reducing the overall infrastructure cost.



**Reduced Maintenance Costs:** DIY solutions require continuous maintenance, updates, and security patches, which can be time-consuming and costly. DNAexus takes care of these tasks, allowing researchers to focus on their core activities.



**Reduced Risk of Information Loss:** The DNAexus platform provides extensive tools for knowledge management, including data provenance, documentation, a full audit trail, and administrative functionality for project managers. This system ensures that critical knowledge is documented, preserved, and transferrable, reducing the risk of information loss caused by employee turnover.



**Reduced Risk of Security and Compliance Issues:** DNAexus is designed to help organizations comply with global regulatory guidelines including GxP, HIPAA, GDPR, and ISO 27001. The platform also provides robust security features such as encryption, access controls, and auditing, ensuring that data is secure and private.



**Accelerated Time-to-market:** DIY solutions can take a long time to develop and implement, delaying time-to-market for critical commercial products. DNAexus' experience and in-house expertise enables fast implementation of complete solutions, allowing your team to bring new products to market faster.



**Expedited productivity and innovation:** DNAexus' extensive team of domain experts are constantly researching new trends and technologies in genomics and bioinformatics. This allows them to work with customers to co-develop cutting-edge solutions that meet their specific needs while also enabling them to stay at the forefront of scientific discovery.



**On-Demand Scalability:** DNAexus provides a scalable infrastructure that can handle large volumes of data with ease. The platform is designed to handle petabyte-scale data sets, making it ideal for managing multimodal data.



**Improved Collaboration:** DNAexus provides a collaborative platform that enables multiple researchers to work together on a project. This feature eliminates the need for researchers to share data manually, reducing the risk of data loss and errors.

**DNAexus is a highly scalable, flexible, and cost-effective platform** for managing and analyzing multimodal precision health data that offers several key advantages over DIY solutions. We encourage you to consider DNAexus for your data needs and take advantage of the benefits it offers.