



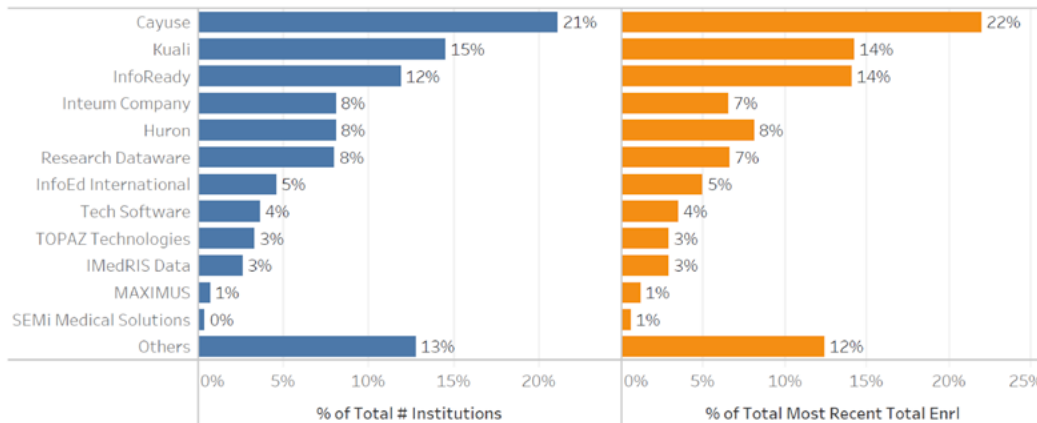
# Empowering Globally Connected Research and Sponsored Projects

You may be asking yourself who is Cayuse, or why Cayuse? Our mission began 27 years ago when Chris Harker, Ph.D. at Oregon Health & Science University recognized a vision to ease the day-to-day administrative work of researchers. We continue his mission today through our fully integrated SaaS software suite that addresses critical needs for research programs. Cayuse is built by Researchers, for Researchers and delivers a full end-to-end suite of software tools to support productivity, increase transparency, and improve data analytics for today's modern research organizations. The foundation for the Research Suite is the Cayuse Platform. The platform seamlessly connects applications, allowing for an integrated ecosystem with a centralized task management dashboard and the ability to connect all applications via an app switcher, making it easy for users to move between the applications and enabling cross application workflows.

Cayuse is honored to serve more than 600 clients globally, including 60% of the top 100 U.S. research institutions by award volume, 68 Carnegie R1 designated institutions and a greater than 97% customer retention rate for the last several years. We pride ourselves on a customer-driven development approach and high client satisfaction. This dedication and commitment was recently recognized and highlighted in the LISTedTech market study where Cayuse was honored as the market leader with the most current customers and recent implementations.

## Cayuse leads the electronic research market in implementations and active systems

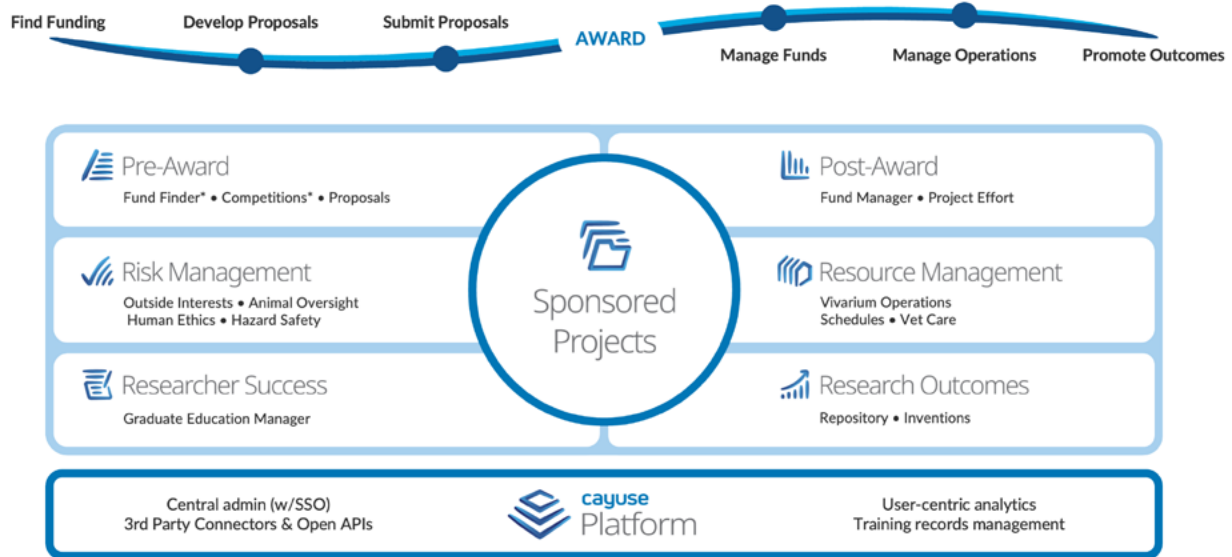
Figure 4 – North American Market Leaders



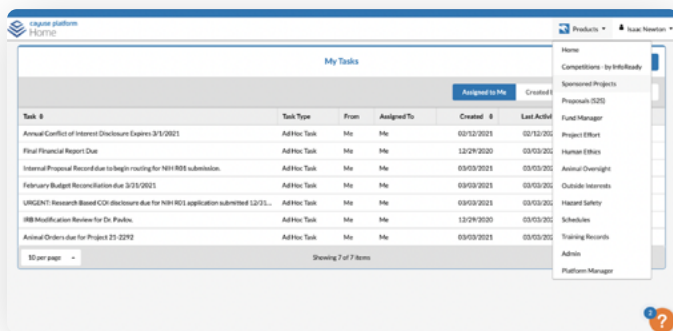
### Benefits of the Cayuse Research Suite

- Reduce duplicate data entry
- Easily check remaining funding
- Stay up to date on training
- Improved efficiency
- Communicate with collaborators and partners
- Search capability within records
- Access via phone, tablet, PC, or laptop- anywhere you have internet access
- In-app support for immediate assistance
- Cross-app communication
- Creating an efficient and streamlined compliance review process
- Visibility: never wonder where your proposal, award, or protocol is

# Cayuse is Built By Researchers, for Researchers



Cayuse Research Suite applications seamlessly integrate with each other and with third party applications such as Pivot, WVU's current fund finding solution.



## Cayuse Pre and Post-Award Research Suite

**Cayuse Proposals S2S** is the de facto industry standard for fast, accurate completion and submission of federal grant proposals. With **1,500+** real-time error, and **99.9%** first-time submission success rate to Grants.gov. **Cayuse Sponsored Projects** is the source of truth for viewing information from across your research and sponsored projects portfolio. It provides a digital workspace for all users and automates the routing process for a seamless submission process. **Cayuse Fund Manager** is like online banking for researchers, allowing you to improve budget oversight for multi-year sponsored projects, generate easy-to-read financial summaries, and create projections for personal and non-personnel expenses. **Cayuse Project Effort** automates your effort certification and ensures compliance by avoiding effort misrepresentation.

## Cayuse Compliance Research Suite

**Cayuse Outside Interests** employs smart forms to allow for easy reporting of relationships and outside activities for all WVU employees. **Cayuse Human Ethics** leverages configurable smart forms saving researchers valuable time developing protocols and allows for answering only those questions relevant to the study.

**Cayuse Animal Oversight** allows seamless management of full-lifecycle animal protocol needs including authorship, submission, review, approval, amendments, continuation/full reviews, and compliance reporting.

**Cayuse Animal Oversight** seamlessly and automatically integrates with the **Cayuse Vivarium Management Suite** and **Cayuse Hazard Safety**. This allows for maximum compliance while using animals and hazards in research with the ability to automatically debit animals from protocols, verify procedures, cross report between IACUC and IBC committees and so much more.

**Cayuse Hazard Safety** helps ensure the management and review of biohazardous agents while also supporting adherence to IBC and NIH requirements.

## Cayuse Inventions

**Cayuse Inventions** is a cloud-based enterprise platform that facilitates an organized and effective lab-to market operation. Built from user experience in collaboration with peers at The Ohio State University, Duke, Washington University, St. Louis and others, Cayuse Inventions streamlines access to information and enhances collaboration across the commercialization value chain. Cayuse Inventions was developed with top-tier technology transfer offices to seamlessly integrate with applications within the Cayuse Research Suite.

### Examples of measurable impact customers experience

**Supporting researchers with an intuitive, cloud-based central hub**

- 100%** user adoption in first five months with no mandate
- Consolidated **36+** homegrown systems into Cayuse

**Process optimization**

- 50%** reduction in time to build and submit 5000+ proposals each year
- 95%** reduction in PI time required to complete COI disclosure

**Efficient research program growth**

- 48%** research volume increase from 2015-2018
- 50%** research volume increase from 2015-2018

- Central landing page for Cayuse and 3rd party software
- Guided software provides step-by-step navigation
- Persona-based analytics and reporting

- Workflow automation
- Best practices shared by implementation consultants
- Ongoing system modifications easily managed

- Top Cayuse R1/R2 institutions grow research spend 77% from 15-18 (industry average was 15%)
- Quarterly feature releases based on customer needs