Collaboration Facilitates a Keen Understanding

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Precompetitive Collaborations: Enabling Technologies for the Pharmaceutical Industry
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Waters Corporation Origins

James L Waters

Waters Associates - 1958

GPC-200 - 1962
Waters Corporation Today

Separations Science
Mass Spectrometry
Informatics
Chemistries
Standards & Reagents
Services

Microcalorimetry
Thermal Analysis
Rheometry

www.waters.com
www.tainstruments.com

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Our Business Strategy

Performance

Service

Price
Our Differentiation Strategy

Our strong core competencies are the foundations of fully integrated solutions
Our Mission

- Keen understanding of our customers
- Delivering innovative solutions
- Ability to make positive impact on customers’ performance
Facilitating Keen Understanding

- Networking and open dialog
- Executive Technology Forums
  - Delegate speakers
  - Waters speakers
  - Roundtable discussions
- Centers of Innovation
  - 20+ Leading Analytical Chemists
- Research Collaborations
- Beta Programs
Points to Consider

- Clearly identified goals and objectives
  - Free flowing R&D?
  - Beta evaluation?
  - Application development?
  - Intent to purchase?

- Both parties engaged in the process

- IP ownership defined before collaboration starts

- NDA’s when appropriate

- Mutually agreed upon timelines