

Collaboration Facilitates a Keen Understanding

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Precompetitive Collaborations: Enabling Technologies
for the Pharmaceutical Industry
June 12 & 13, 2013

Waters Corporation Origins

Waters
THE SCIENCE OF WHAT'S POSSIBLE.™



James L Waters



Waters Associates - 1958



GPC-200 - 1962



Separations Science

Mass Spectrometry

Informatics

Chemistries

Standards & Reagents

Services

www.waters.com

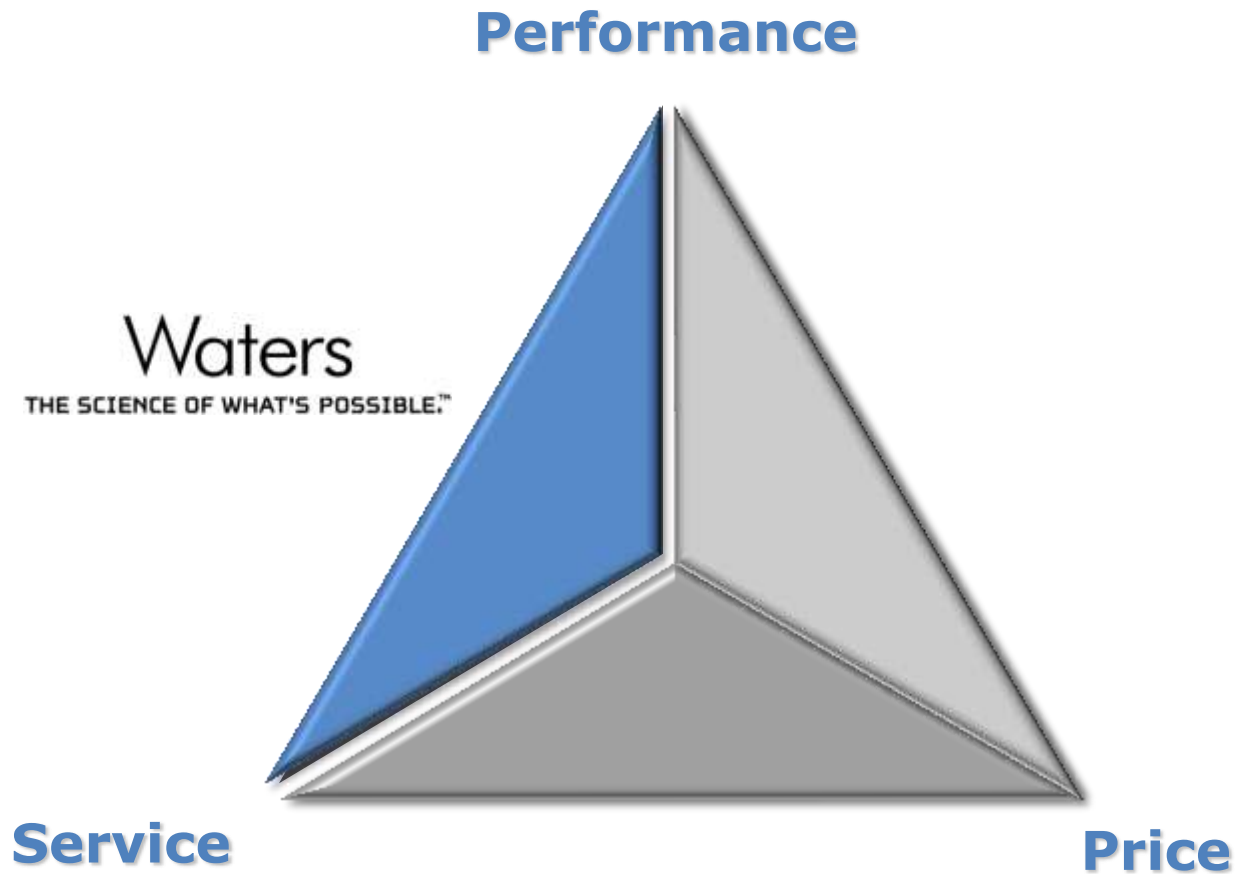
Microcalorimetry

Thermal Analysis

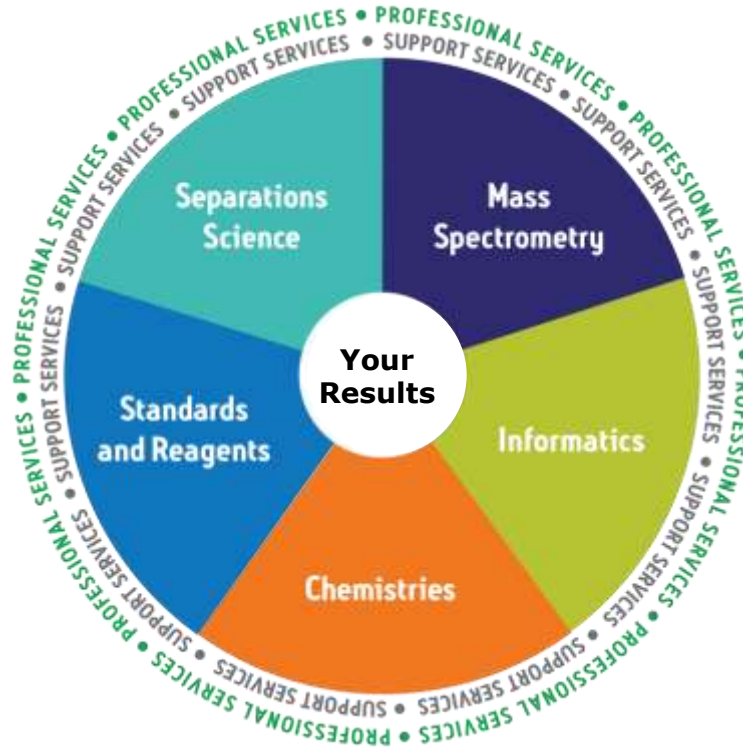
Rheometry

www.tainstruments.com

Our Business Strategy



Our Differentiation Strategy



Our strong core competencies are the foundations of fully integrated solutions

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

*Keen
Understanding*

*Purposeful
Innovation*

*Meaningful
Impact*

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

Waters

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