



NATIONWIDE QUALITY & COMPLIANCE SERVICE PROVIDER

Sequence Spotlight

April 2016

ISSUE HIGHLIGHTS

Opportunities Abound!

2015 proved to be another fantastic year for Sequence! We experienced tremendous company growth through the addition of 35 team members, added new office locations in Greenville, NC and Morrisville, NC, and increased our portfolio by 10 clients. These accomplishments were no small feat! It was only through the hard work and dedication of each of you that this growth was possible. Three outstanding clients that were critical to our success in 2015 were Biogen, Baxalta, and Novo Nordisk. Between the three, an estimated \$1.5 billion was allocated for quality optimization, Greenfield facility construction, and production expansion.

At the core of each of these major initiatives was innovative technology solutions that contribute to transforming lives of patients across the globe. For example, at Baxalta, some of our own engineering/automation team members have created a tool, through a combination of VB and Microsoft Excel, to save a tremendous amount of hours required for installation qualification checks. This tool automated the process of cross referencing device and instrument configuration information specified in various design specifications used to support installation.

This type of innovation is a perfect example of how we can improve quality and timelines for our clients! Technology is the driving force for virtually all of our work and will continue to be so for all of our years to come! This year has already started off with a bang and we can all expect to continue expansion of all of our teams. There are many internal initiatives in the works, but one in particular is the rollout of our newly formed Vision, Mission and Values. We

anticipate the rollout and implementation of these statements to provide a unified direction for our team as we forge into uncharted waters of growth.

Last but not least, a final focus for the Sequence team in 2016 is on innovation. An initiative to leverage the tools and tactics of our successful colleagues could help transform the way we do our jobs. Innovation may be something as simple as a sharing a time saving method on a common, everyday task or as complex as pitching a potential new business unit. Whichever the case, we would like to encourage each of you to get your wheels turning in anticipation of this effort! The real aim here is to be innovative with technologies that will help secure the future of all of Sequence.

Technology innovation is what has helped society leap ahead in our lifetime and we should all try to think outside the box to continue the trend. If you have any ideas, the internal forum on the hub can be a starting place to throw the ideas out there or just simply talk with your manager. I'm very proud of Sequence and the work we do to help our clients and patients! I also look forward to continuing all our success as we progress into 2016!



Vision, Mission and Values

As Sequence continues to grow as an organization, our growth requires more direction and guidance. Sequence Vision, Mission and Values have been developed to serve as a baseline for what we want to achieve.

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Sequence Opens Greenville Office

Sequence opened the Greenville, NC office in August of 2015 to offer Integration, Automation and Controls services.

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Support through Seqirus Rebrand

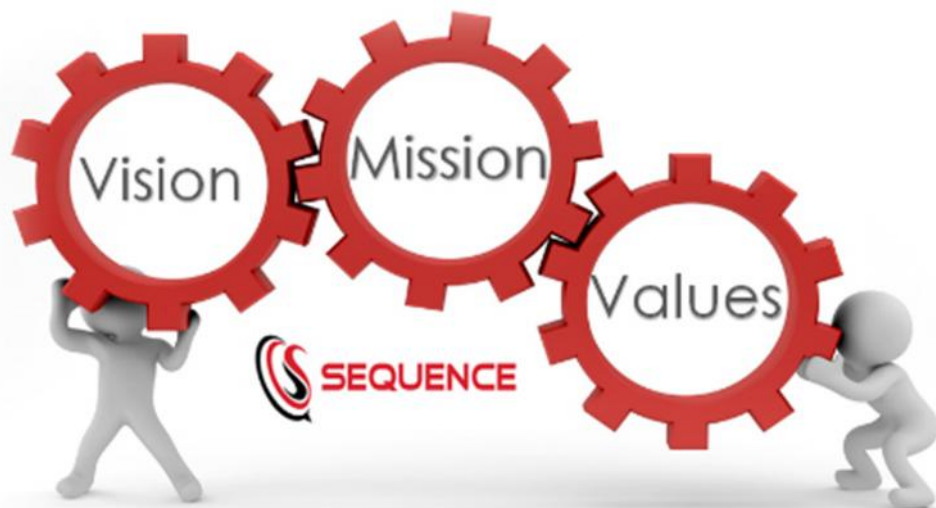
As the Holly Spring Novartis site rebrands to Seqirus, the Scientific Support Systems team continues to make a difference.

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Sequence Vision, Mission and Values to be Unveiled

The Sequence Senior Leadership team has been hard at work putting together our company Vision, Mission and Values statements. These set of statements are essential to providing Sequence a unified picture of where we want to go, how to get there and the guiding principles that will help us along the way.

VP of Operations, Jeff Price stated, "We feel that the creation of these statements will be something which everyone will benefit both personally and professionally." We'll soon have a page on our website dedicated to the vision/mission and monthly learning sessions for all employees to attend. The sessions will be held to understand the vision/mission and discuss one the values and its impact. There is much more to come, but first be on the lookout for an invite to a learning session in your neck of the woods!



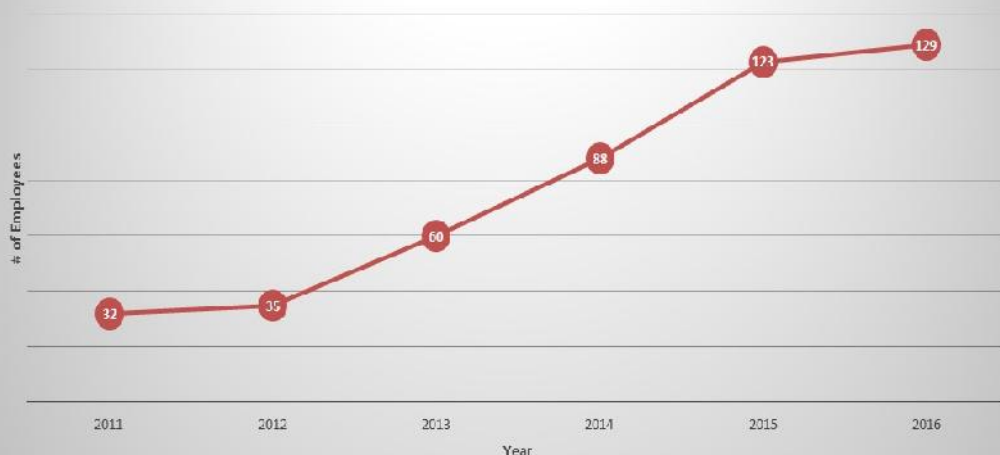
MOVING ON UP!

Displayed to the right is a graphical illustration of the company's employee headcount since 2011. Since 2011, our company has expanded by over 400%!!

Sequence plans to continue its unprecedented growth in 2016, as it works to expand into new industries and geographical markets.



Sequence Employee Head Count



Employee Milestones!

Congratulations to the following employees who will hit employment milestones in 2016!

10 Years @ Sequence

Dylan Clark
James Irons
Mark Levanites
Michael Hall

5 Years @ Sequence

Sam Watson
Lyn Marsh
Wade Parham
Armando Coronado
Vidhya Ranganathan
Coy Triplett

Dan's View of the Future...



With the addition of the key positions of Employee Development and Recruiting, we have positioned ourselves to continue to grow Sequence nationally while maintaining our goals of finding and developing resources local to areas of expansion nationwide that fulfill the Sequence mission of expertise, integrity and highest professional standards.

Employee Spotlight

Name: Andrew Wilding

Nickname(s): Wildman

Company Job title: Controller

What are your day-to-day

responsibilities: I'm responsible for overseeing and designing the financial infrastructure for Sequence. This includes ownership over the financial statements, finance systems, finance team and the day to day processes.

This role drives the reporting on financial and business intelligence along with supporting audit and regulatory compliance matters. The Controller also serves as a valued advisor to the senior executive team in assembling and interpreting the key financial information that drives the business.

Representing Sequence since:

October 2015

Q: What were you doing before joining Sequence? Controller at Peoplefluent, Inc.

Q: How did you end up at Sequence?

I was recruited in – after meeting with the management team, learning about the business and hearing the story of Sequence, I was sold.

Q: If you weren't at work right now, what would you be doing? Spending time with my son (Aiden) and wife (Crystal) at home and probably watching my son's favorite nursery rhyme videos.

Q: What is your favorite weekend activity? Watching baseball with a beer in hand.

Q: What is your favorite vacation spot? Anywhere tropical and relaxing like the Caribbean.

Q: What are your favorite food / beverage / dessert? Food – a good steak; Beverage – Beer; Dessert – pretty much anything with peanut butter.

Q: What is your favorite movie and/or TV show? Office Space and Big Bang Theory.

Q: What do you listen to during your daily commute?

Anything from Rock to Christian Rock to Country to Punk Music to whatever.

Q: What is your favorite music genre? Rock music



Q: What is your favorite sport and/or athlete? Red Sox Baseball.

Q: What fictional character do you most relate to? At this point in my life, probably Marshall on How I Met Your Mother, after he has his son.

Q: Name one or several of your personal heroes. Easily my dad.

Q: Who is your favorite historical figure and why? Abe Lincoln because he had an awesome beard.



Q: If you could go back in time to one day in history, what day would it be? The invention of the automobile.

Q: What is your favorite quote or saying? "Hello Peter, whats happening? Ummm, I'm gonna need you to go ahead and come in tomorrow. So if you could be here around 9 that would be great, mmmk... oh oh! and I almost forgot ah, I'm also gonna need you to go ahead and come in on Sunday too, kay. We ah, lost some people this week and ah, we sorta need to play catch up." *Editor's Note: EPIC movie.*

Q: What celebrity do people say you look like: Not sure, but probably someone handsome.

Q: Tell us one thing that no one at Sequence knows about you. I lived in the northeast (MA and NH) for over 11 years of my life.

Q: Tell a funny Sequence-related story if you can. Still too new to the company to add input on this.

QUICK INSIGHT

It takes an average of between 11 and 14 years to go from a laboratory setting to getting a drug approved by the Food and Drug Administration, according to The Independent Institute.



Sequence Opens Automation Solutions Center

Submitted by Mill Kram, Senior Manager, Automation Int. & Controls

Sequence opened the Greenville, NC office in August of 2015 to offer Integration, Automation and Controls services. This gives us an opportunity to offer a complete controls solution. When offering Integration, Automation, and Control Solutions, we now have the ability to control the entire process quality.

At Sequence, we specialize in helping businesses reach their potential through the best available combination of hardware quality, software flexibility, and system capability. Our goal is to provide a tailored solution to every job. Our varied experience allows us to implement and support our customer's preferred hardware and software solution for many different applications.

Sequence, Inc. is proud to offer integration, automation, and controls solutions to all industries. Solutions range from simple user interfaces to large scale control systems. We deliver superior solutions in a cost effective and timely manner. Our staff has extensive experience in DCS, PLC and SCADA control systems. Furthermore, our staff is capable of providing long term service contracts, hands-on process engineering support, maintenance support, instrumentation support, and 24/7 on-call support.

Since the beginning of 2016 we have had a great deal of interest in our solutions and are looking forward to growing our resources to meet the needs of our customers.



QUICK INSIGHT

The biotech age began in 1973, when Stanley Cohen and Genentech founder Herbert Boyer inserted DNA from the African clawed frog into *E. coli* bacteria.



Employee Spotlight

Name: Chris Burchell

Nickname(s): N/A

Company Job title: HR and Talent Acquisition Manager

What are your day-to-day responsibilities: Finding great people to join Sequence

Representing Sequence since: March 2016



Q: What were you doing before joining Sequence? I worked in a similar role at an Oracle training company located in Wake Forest, NC (Maverick Solutions).

Q: What do you listen to during your daily commute? NFL radio on Sirius

Q: What is your favorite music genre? Oddly, I don't really listen to music.

Q: What is your favorite sport and/or athlete? Ice hockey to play, football to watch.

Q: What fictional character do you most relate to? Radar from M.A.S.H.

Q: Who is your favorite historical figure and why? Albert Einstein – he accomplished so much, and looked like he was having a blast while doing it.

Q: What is your favorite quote or saying? "Everybody love everybody" (from Semi-Pro)

Q: Tell us one thing that no one at Sequence knows about you. I went to my Master's graduation in CT, just so my kids could see me receive my diploma.

Q: What is your favorite weekend activity? Watching my kids play sports

(lacrosse, soccer, flag football, and chess)

Q: What is your favorite vacation spot? Lucca, Italy – went there once, and would love to return.

Q: What are your favorite food / beverage / dessert? Food: Indian Cuisine, Drink: Stouts, Dessert: Anything

Q: What is your favorite movie and/or TV show? Brooklyn 99, Game of Thrones, Banshee, Semi-Pro.

Sequence Makes an Impression at AstraZeneca and Tolmar



Sequence recently received this email from a client, regarding our efforts as part of a Discoverant Hierarchy design project. Great job, gentlemen!

"Both Joe Raggi and James Buck were fantastic in their support of our Discoverant Hierarchy design in Puerto Rico. They were well prepared, very knowledgeable on the product and were able to give good advice and suggestions. They contributed to all the discussions and gave very thoughtful contributions. We were able to complete all our aims at the workshop and are well on the way to completing the sign off of the Hierarchy."

I wanted to let you know personally so that you were aware of the great job they had done and how they had enhanced the reputation of "Sequence" within AZ."

Kevin McKiernan
Head Global Technical Services,
Global Quality Organisation,
Operations



Sequence recently received this email from a client, regarding our efforts as part of an Autoclave Studies and Validation Project. Great job to all involved!

"Just wanted to say thank you for the resources Sequence allocated for us here at TOLMAR. They just started but I already received good feedback about how well prepared your team is (and I am grateful for that because TOLMAR trusted my recommendation🙏)."

I knew I could count on your company to make things happen around here!"

Roxanne Santiago
Director of Microbiology

Upcoming Events!

The following are highlights of upcoming events where Sequence will attend and display:

- └ ISPE - CASA Chapter Golf Tournament, May 16; Cary, NC
- └ BIOVIA Conference, May 23-27; Boston, MA
- └ 2016 BIO International Conference, June 6-9; San Francisco, CA
- └ Cannabis Business Summit and Expo, June 20-22; Oakland, CA
- └ I2SL Annual Conference, September 25-28; Kansas City, MO

Sequence Supports Scientific Systems at Seqiris

Submitted by Samir Patel, Vice President, Business Technology

The Holly Springs Novartis site is undergoing a massive change with its new buyer, CSL, and is also being rebranded to Seqirus (derived from the term “securing health for all of us”).

With all of the major changes in store, the site remains fully invested in our trusty Scientific Support Systems team to ensure all lab related systems remain in compliance for day to day operations and during the significant transition process.

The team consists of Ashley Ross, Cathleen Thompson, David Kirk, and Samir Patel. The scientific systems support service was born out of a need to bridge the gap between QA, QC, IT, and validation while also satisfying data integrity requirements to remove the conflict of interest from QC self-administering their own systems.

Currently, the team provides 24/7 support for over 180 systems that support production of the Seqirus flu vaccine and various other groups under tech development. This program has been very well received and duplicated throughout the former owner (Novartis Vaccines) global sites. The program has been audited and has also had team members interfacing with various agency auditors themselves for system walkthroughs and general inspection questions related to system data integrity.

With integrity in mind, the team has been able to add much needed security and stability to systems while ensuring optimal user workflows. For example, systems where the vendor software could only save data to the local hard drive, custom data handling scripts and event logs were created to allow the user to move all of their data with an app on their desktop after run completion.

Another area where Sequence and Dave Kirk is being seen by management on multiple levels is the Novartis Workstation Debranding



*Top (from Left to Right): David Kirk, Ashley Ross, and Samir Patel.
Bottom: Cathleen Thompson*



Project. Dave has been hard at work creating custom scripts to remove ALL things Novartis from the workstations before CSL can migrate them over with their own network and requirements. There are countless other areas where the team has helped to improve operations. If you or any of clients have any issues where this team can help, feel free to reach out!

QUICK INSIGHT

If all of your DNA was put end-to-end, it would reach the sun and back more than 600 times.



Recent Industry News

FDA approves biosimilar Remicade

The FDA has approved Celltrion and Pfizer's biosimilar of Johnson & Johnson's Remicade (infliximab) for treating Crohn's disease, ulcerative colitis, rheumatoid arthritis, psoriasis and arthritis of the spine – making it only the second biosimilar approved in the US.

HyoungKi Kim, CEO of Celltrion, said that the company's biosimilar, named Inflectra, is expected to be priced 20 to 30 percent lower than Remicade in the US market.

Remicade has generated annual worldwide sales of \$6.5 billion, of which \$4.5 billion were in the United States. In the UK, the approval of biosimilar infliximab last year led to a sharp decline in sales of the original drug.

For the full story, refer to http://pharmatimes.com/Article/16-04-06/FDA_approves_biosimilar_Remicade.aspx

AstraZeneca, Eli Lilly in Final Stage of Testing Alzheimer's Drug

AstraZeneca PLC and Eli Lilly & Co. said they would progress a clinical trial for an Alzheimer's drug after initial human testing showed it didn't have harmful side effects.

The drug, called AZD3293, is a so-called BACE inhibitor, a hot new class of drugs the industry hopes could prevent the onset of Alzheimer's by preventing the buildup of a protein known as amyloid in the brain, thought to be the main cause of the degenerative neurological disease.

AstraZeneca and Lilly said they would progress the drug to a phase three clinical trial, the final stage of testing, in patients with early stage Alzheimer's. They hope to enroll a

total of 2,200 patients across 14 countries in the trial.

An estimated 5.3 million Americans suffer from the disease, according to the Alzheimer's Association, a nonprofit organization. Current treatments can help manage symptoms, but there is no cure.

The market for Alzheimer's drugs stood at \$4.9 billion in 2013 and is expected to reach \$13.3 billion by 2023, according to GlobalData, a research and consulting firm.

For the full story, refer to <http://www.wsj.com/articles/astrazeneca-eli-lilly-in-final-stage-of-testing-alzheimers-drug-1460104002>

Shire Says Baxalta Deal Is Still On

Dublin-based Shire PLC announced that its \$32 billion merger with Baxalta Inc. remains on track even after the U.S. imposed tough new curbs on companies seeking to benefit from lower overseas taxes through cross-border deals.

In a news release, Shire said it expected the deal with Baxalta, based in Bannockburn, Ill., to close in the middle of this year as previously announced.

Earlier this year, Pfizer Inc. and Allergan PLC terminated their planned \$150 billion merger after the Obama administration took aim at the deal that would have moved the biggest drug company in the U.S. to Ireland to lower its taxes.

Tax-inversion deals have become common in U.S. corporate deal making and have drawn added attention this presidential-election season. President Barack Obama has recently called corporate inversions, in which a U.S. company buys a foreign rival and adopts its lower-tax jurisdiction, one of the "most insidious tax loopholes out there."

For the full story, refer to <http://www.wsj.com/articles/shire-says-baxalta-deal-is-still-on-1459975247>



Biogen explores sales of hemophilia assets



Biogen Inc, one of the world's largest biotechnology companies, is exploring a sale of its hemophilia treatments, as it increases its focus on core therapeutic areas, according to people familiar with the matter.

The potential sale of the assets, long seen as unusual fits relative to the company's broader portfolio, come as Biogen implements a sweeping restructuring program announced in October to cut costs and focus on core areas such as neurology and autoimmune diseases.

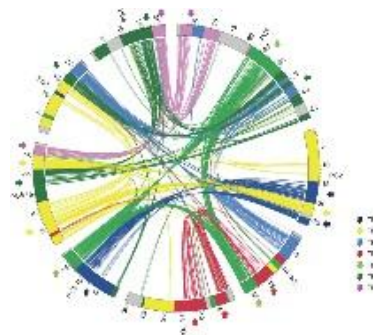
Biogen is working with an investment bank on the sale of the hemophilia assets. There is no guarantee that the discussions will lead to a sale, the people familiar with the matter added.

These drugs collectively produced sales of about \$500 million in 2015, the first full year in which they have been for sale.

For the full story, refer to <http://www.reuters.com/article/us-biogen-hemophilia-idUSKCN0X52AF>

QUICK INSIGHT

According to the National Human Genome Research Institute, sequencing costs per genome fell from approximately \$95 million in 2001, to less than \$7,800 10 years later.



Sequence Monitoring Center Offers Expanded Capabilities

The Sequence Monitoring Center supports clients around the world and is experienced in the installation, configuration, calibration, validation, quality oversight, alarm trending and continuous monitoring support of client products, equipment, and/or facilities.

Through our client dedicated support module, our 24 hour call center, and our ability to provide vendor management, quality oversight and remediation, we are able to provide our clients a complete turnkey solution for monitoring support and compliance no matter where the client is located around the globe.

Current Sequence Monitoring Capabilities include but are not limited to:

-) Cold Chain Drug Product at Professional Sales Representatives' Homes
-) Cold Chain Drug Product Shipments
-) Stability Chamber
-) Laboratory Incubators, Refrigerators and Freezers
-) Environmental Conditioned Areas
-) Manufacturing Floor
-) Blood Banks
-) Plasma Donor Centers
-) Food Storage
-) Cargo
-) Data Centers
-) Warehouse Space
-) Compressor Runtimes
-) Power Interruption
-) Differential Pressure
-) Contact Relays



Sequence Re-Organization Recap

After a review of current business needs, it was determined that a change in the existing management philosophy and organizational structure would provide Sequence an opportunity to progress to the highest level of client service and employee satisfaction.



► Why Would Sequence Need to Re-organize?

- Current Structure in place since late 2011
- Business has approximately quadrupled in size since 2011
- We want to maintain a great growth curve

► What are the Goals of a New Organization?

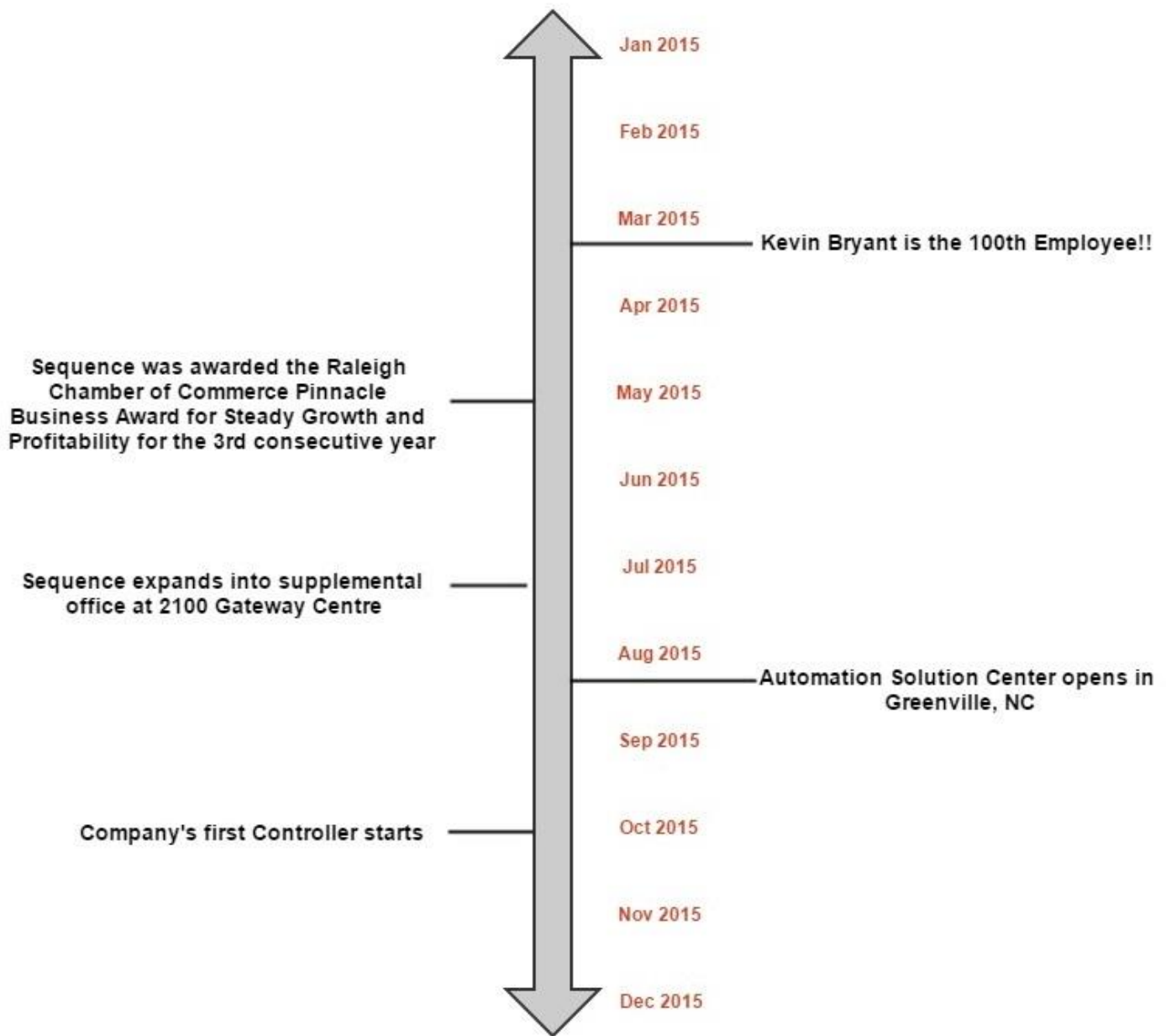
- Focus more effort on Business Development
- Give every client a great customer service experience
- Give every Sequence employee a great employment experience
- Minimize the impact to the business, clients, employees, and the current structure

► How Does This Impact Me?

- Stronger Business Development Drives Growth which benefits us all
- Better Customer Service thru strong Client Relationship programs also drives growth and provides security
- Better programs in Training & Education, Career Development, etc. will provide more opportunity for personal career growth
- BU Team Structure creates more touchpoints and improved communication between you and Sequence management

2015 Sequence Timeline in Review

2015 was a big year for Sequence as an organization. The below timeline highlights major events/accomplishments during the calendar year.



Interested in learning more from our local chapter of ISPE – Carolina and South Atlantic Chapter? Check out ISPE – CASA presentations at <http://www.ispe-casa.org/presentations>.

Also, if you are interested in developing a presentation or whitepaper on an interesting topic where you are a subject matter expert, please let us know!



**Carolina-South
Atlantic Chapter**

Reviewing our Clients by Business Unit

Below is a graphical representation of the primary Sequence client base in 2015, partitioned by the relative revenue generated by each business unit.

