

I don't want to be an IT company. I don't want to understand those IT solutions. We want to be a product development company that's eradicating colon cancer. How do we do that? By having partners that can take care of things so we can stick to our core. And that is the biggest benefit that we have in working with SVA.

My name is Manish Arora, I'm the chief operating officer of exact Sciences. So exact Sciences was a company that was founded in the mid 90s with this idea that you would be able to potentially screen for colon cancer, non-invasively from a stool sample. Very similar to what was done with cervical cancer screening with the Pap test in the 1950's. Something that has, to this day, pretty much eradicated cervical cancer. Could you do the same thing with the second deadliest cancer killer?

So the business problem that we had going back about three and a half years ago is, we had a really small R&D company that had this great idea that had developed a terrific product, but we didn't have a clean way of commercializing it, so the business challenges were multifold. We had a system for collecting expenses because we're a publicly traded company, but we didn't have anything that would be able to accommodate a lab. A lab system like the one that you see here that would be able to speak to our expenses or a system that would be able to find out where customers were, a system that would help us interact shipping. So there was a great idea, a great product with no way to actually implement a commercial solution that would make it into a business. So it was a pretty significant problem.

You have to be confident that the people you're working with can deliver what you believe they can deliver. I think our relationship it's based on trust, I think that it's based on expected competence of me as a client and SVA as a provider. But it is having that shared vision and making sure that the people that you're interacting with are people that you trust and can include. Are these people you want to do business with? Are these people that you would and trust with parts of your business? If you can say yes to those things, then there would be no reason not to move forward.

I think the results speak for themselves. We have a business that's gone from zero to 40 million that we've provided public guidance just recently, that it's gonna be 90 to 100 million next year and our goal is obviously higher than that. So being able to build a robust system to manage through explosive growth of employees, of users 20,000 unique users, but yet how the system has all worked together, it's something that I've never seen done. Again, like I'm not an IT or person and I don't view SVA as an IT company. They actually have gotten to understanding, and their team has gotten to understanding, our business challenge and we've architected solutions around the business challenge with really cool IT solutions. And they've been an extension of our team and that has really been the key to the success.