



RightAnswer.com, Inc.

ChemKnowledge[®] Overview Featuring TOMES Plus[®]

Presented in Support of:



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RightAnswer Overview

- Started in 1996 by Environmental Health & Safety (EHS) Experts
- An Information Technology Software-as-a-Service company
 - Based in Midland, Michigan, home of The Dow Chemical Company, our first and still largest client
 - Expanded to hundreds of clients and thousands of users

RightAnswer Overview

In 2011, Acquired the Corporate Solutions Business Unit from IBM Watson Health

With clients in a variety of industries, focused on:

- 1) Chemicals Management**
- 2) Reproductive Risk Management**
- 3) Regulatory Compliance**

RightAnswer Overview

- 2015 won a Phase I CDC (Centers for Disease Control) SBIR Grant for \$150k
- 2016 Selected as one of Michigan's Top 50 Companies to Watch
- 2017 won a 2-year \$1 million Phase II CDC Grant: develop a mobile app to manage reproductive risk

Benefitting a Wide Audience



- ◆ Pharma
- ◆ Biotech



- ◆ Research & Development
- ◆ Academic



- ◆ Chemicals
- ◆ Manufacturing
- ◆ Oil & Gas



- ◆ Emergency Response
- ◆ Hazmat



- ◆ Government Agencies



Internet searches are often used to support information needs. But...

What if the chemical information needed is not:

Easy to find?

Current?

Comprehensive?

Trustworthy?

It's difficult to describe, but using this information for professional purposes might look like this...





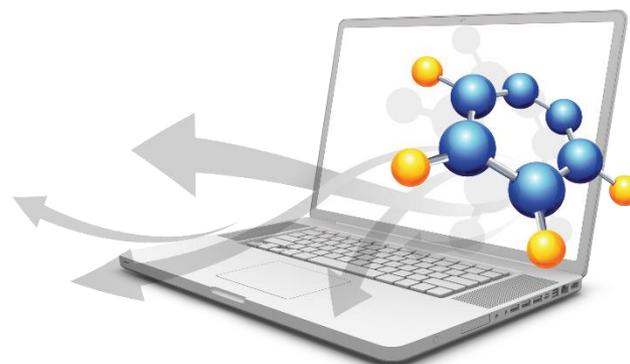


RightAnswer Overview

ChemKnowledge/TOMES Plus System:

Data from over 100 sources mastered into one integrated interface

- **400,000 substances**
- **11 million documents**
- **Easy, yet advanced search capabilities across all data sources simultaneously**



RightAnswer Overview

Three Types of Data Sources:

- **Exclusive Data – only available from RightAnswer in our key markets**
- **Fee-based Proprietary data from multiple sources**
- **Government and other data providers (EPA, NIH, NTP, OSHA, ECHA, etc.)**

RightAnswer Overview

Four Methods of Data Access:

- **OnLine** – computer access
- **OnSite** – via **USB** memory stick delivery
- **OnHand** – internet mobile device interface
- **OnPoint** – access via customer/targeted Portals



RightAnswer Overview



RepoCollection™

- The most comprehensive Reproductive Risk data available from any one source.
- Recognized as “Gold Standard” data by the U.S. CDC (Centers for Disease Control)
- Awarded CDC Grants of \$1.15 million USD to develop a reproductive risk mobile app

Why should I care?

Because the Information is:

- **Current**
- **Comprehensive**
- **Trustworthy**
- **Easy to Access – one source**

Current – use with confidence

- Latest information – Updated daily, monthly, quarterly
- Confidence that the data is the most current available
- Download PDFs to save static documents
- Bookmark documents to maintain most current version
- Safety Data Sheet database – over 10,000 updates/week

Google – How do you know it's the most current?

Comprehensive - all in one place

- > 100 data sources, 400,000 substances, and 11 million documents
- All integrated into one easy-to-use interface (proprietary)
- Most comprehensive reproductive risk data available
- If you can't find it, there's a good chance it doesn't exist
- Don't waste time searching repeatedly through multiple sites

**Google – When do you stop searching?
What if the answer is on results-page 12?**

Trustworthy – direct from publishers

- Peace of mind – use with assurance for better decisions
- RightAnswer provides trusted support for training, and responses to questions directly from the publishers.
- Limits Risks to employees – feel safer, job satisfaction
- Reduces Liability to the company – more accurate results

**Google – What if there are issues and you were asked:
Where did you get your data?**

Easy Access - All in One Place Saves Time and Money



- Clients say they save ~ 15-20 min. per search

If an employee does just one search a day:

5 searches a week x 15 minutes = save 75 minutes a week

48 weeks a year x 75 = 3600 minutes /60 = save 60 hours a year

Average Salary for a Knowledge Worker/Chemist = € 50,000

= € 1,442 savings/employee/year

Typical RightAnswer TOMES Plus User:

- **Chemicals management, handling, storage**
- **Environmental Health & Safety**
- **Worker safety and Accident Prevention**
- **Industrial Hygiene**
- **Toxicology**
- **Scientific Research**
- **Clean-up and remediation**
- **Regulatory compliance**





Toxicologists

Description: Toxicologists in different industries verify that products are safe for use. This includes the consumer that will buy their product or the employees that handle the different chemicals involved in production.

RightAnswer Data Interests: Acute toxicity, toxicity values, carcinogenicity, reproductive risk, neurotoxicity, immunotoxicity, physical/chemical properties, hazard rating, maximum tolerated exposure, chronic exposure, general human and animal safety related to chemical exposure.



Safety/Risk Management - Industrial Hygiene

Description: The health and safety department (SHE, HSE, or EHS) must make sure that chemicals are properly managed with no employee issues or chemical accidents. Typically responsible for plant and worker safety.

RightAnswer Data Interests: storage and handling, disposal, protective clothing, MSDS Authoring, occupational exposure limits, worker health, emergency response, reactivity, compatibility, reproductive risk



Regulatory Professionals

Description: Every company who manages exports must ensure compliance with global regulatory standards or face high penalties.

RightAnswer Data Interests: Chemical import, export, packaging, international regulatory compliance, workplace standards,



Research & Development

Description: Research conducted within Universities or Corporate R&D. Safety is essential when handling new chemicals used in laboratories in addition to requiring a variety of data on substances studied.

RightAnswer Data Interests:

Toxicity values, safe handling and storage, acute and chronic exposure, reproductive risk, and more depending on the type of research



First Response – HazMat

Description: When a chemical accident happens, there is immediate need for rapid response and containment of the incident.

RightAnswer Data Interests:

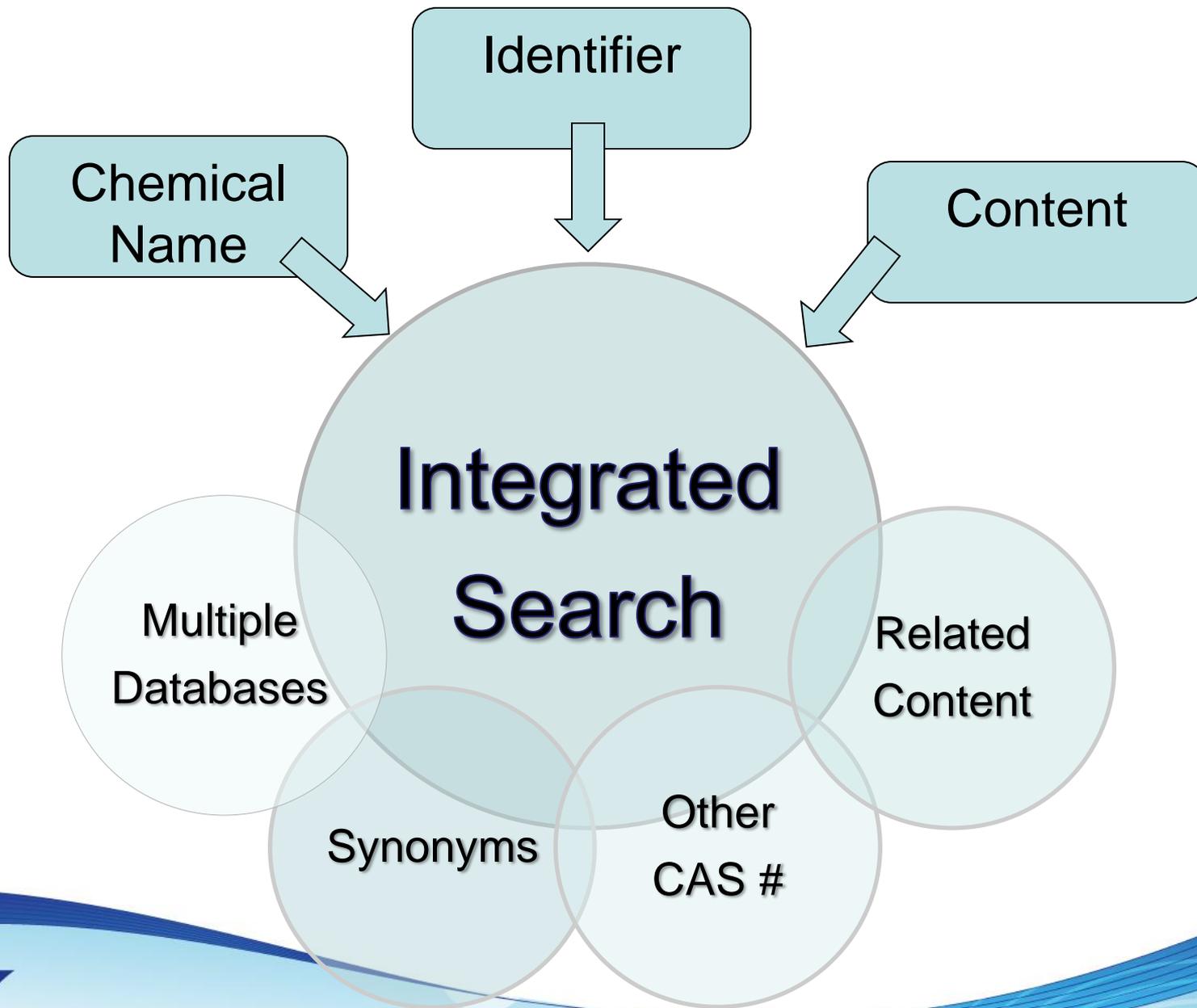
Emergency action summary, first aid, personal protection, clean-up, evacuation, explosive hazard, how to fight the fire. (Can water be used?)

In essence...

- Anyone who needs information on a wide variety of chemicals and hazardous substances
- Any company concerned with worker safety, best industry practices, and reproductive risks
- Workers in science and engineering fields, for use in the field and training for better-prepared employees
- Professionals responsible for chemicals storage, clean-up, disposal, containment, etc.

Key Factor - Integration:

- The data is not just aggregated – it's **INTEGRATED!**
- It's **easier** to find the right answer to questions whether searching by CAS, chemical name, or even a phrase or synonym.
- **Simultaneously search** multiple sources at the same time to find all related information – *even data not anticipated!*



Brief System Demonstration

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