



Dear Valued Customer,

I hope you are enjoying a safe and happy summer with friends and family. As we begin the second half of 2016, I'd like to share some of ValueCentric's initiatives and accomplishments thus far in 2016. From a product perspective, we've been working on a refreshed user interface (UI) for the ValueTrak platform to be unveiled in an upcoming summer release. The new UI promises to be more intuitive than ever, provide an enhanced suite of standard reports, and make Data Visualization more flexible for novice and advanced users alike. This enhancement follows several other platform updates in the first half of 2016 around Order Management, Scorecarding, and Specialty Reporting – all which improved the ease in which customer's access and benefit from their data.

This year we celebrate ten customers who have been with us for over a decade. Their dedication and overwhelming support for ValueTrak is not taken lightly, and we appreciate each of our customers, every day. In the past year, we've also welcomed 20 new customers to the ValueTrak Platform, ranging from emerging biotechs with a single product, to some of the largest manufacturers in the industry. I'd like to thank each of you, whether you've been using ValueTrak for one month or one decade, for your continued support of ValueCentric.

We continue to bring advanced analytical solutions to the Medical Products industry, and have in the past year doubled our market share within the industry through acquisition and continued growth with new customer accounts. In addition to expansions within the Medical Products industry, ValueCentric is now serving one of the Pharma industry's largest company's via our Bern, Switzerland operations. As of October 1, 2015, ValueCentric operates under *ValueCentric Global Services* in Europe, and we're well positioned for further expansion in this important market. If you have data management and analytical needs in Europe, please give us a call!

As the industry trends show more and more Specialty drug approvals, ValueCentric has expanded its service offerings to meet the needs of the growing Specialty Pharma market. Last year we welcomed industry veteran John Giannouris aboard to lead and help shape the future of our Specialty Services offerings. Additionally, we've operationalized our HIPAA-compliant data center allowing for de-identification of Protected Health Information (PHI) either onsite or at the dispensing location. Our specialty consulting, analytics, and data aggregation services have helped us welcome several new customers within the Specialty market space.

Another key industry initiative is the Drug Supply Chain Security Act (DSCSA) which brings new regulations and distribution tracking requirements that will start to take effect in the coming years. ValueCentric is heavily involved with work groups assessing these new regulations and we're already working with manufacturers and wholesalers to provide standardized processes and applications for managing this important data. Our focus is to ensure that efficient channel operations continue in areas such as returns processing under the new DSCSA guidelines as exists today, and that enriched channel reporting as a result of this data becomes a reality.

In addition to projects and initiatives mentioned above, we've made significant investments in the scalability of both the ValueTrak platform and our resources. To continue to advance our SOC compliance, we invested heavily in our product infrastructure as well as security systems ensuring your data is safe and available for reporting whenever you need it. This past winter we also completed an expansion of our office to include more collaborative space and a fitness center to help us continue to recruit outstanding talent.

We are more excited than ever about the future at ValueCentric. Our growth is due to your continued belief in us and our ability to meet your growing needs. Thank you once again for your commitment to ValueCentric and we look forward to meeting and exceeding your data management, analytics, and reporting needs for many years to come!

Sincerely,

Dave Janca  
Founder & CEO, ValueCentric