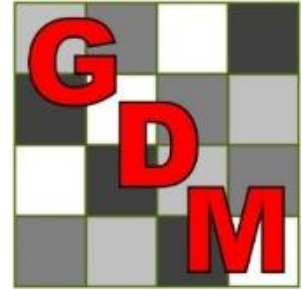


GDM Company and Products Overview



Gylling Data Management, Inc.

GDM Products Overview



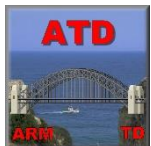
- ARM: plan, create, manage, analyze, and report experiments (trials)



- ST: Summary Across Trials, to analyze across multiple experiments



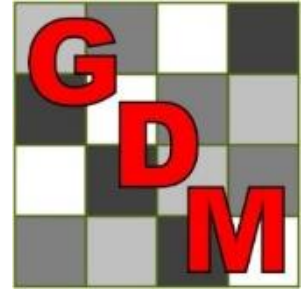
- TDC: Tablet Data Collector, to collect, verify, analyze experiment data on tablet



- ATD: ARM Trial Database, to organize and store trials in SQL server database



GDM Company Overview

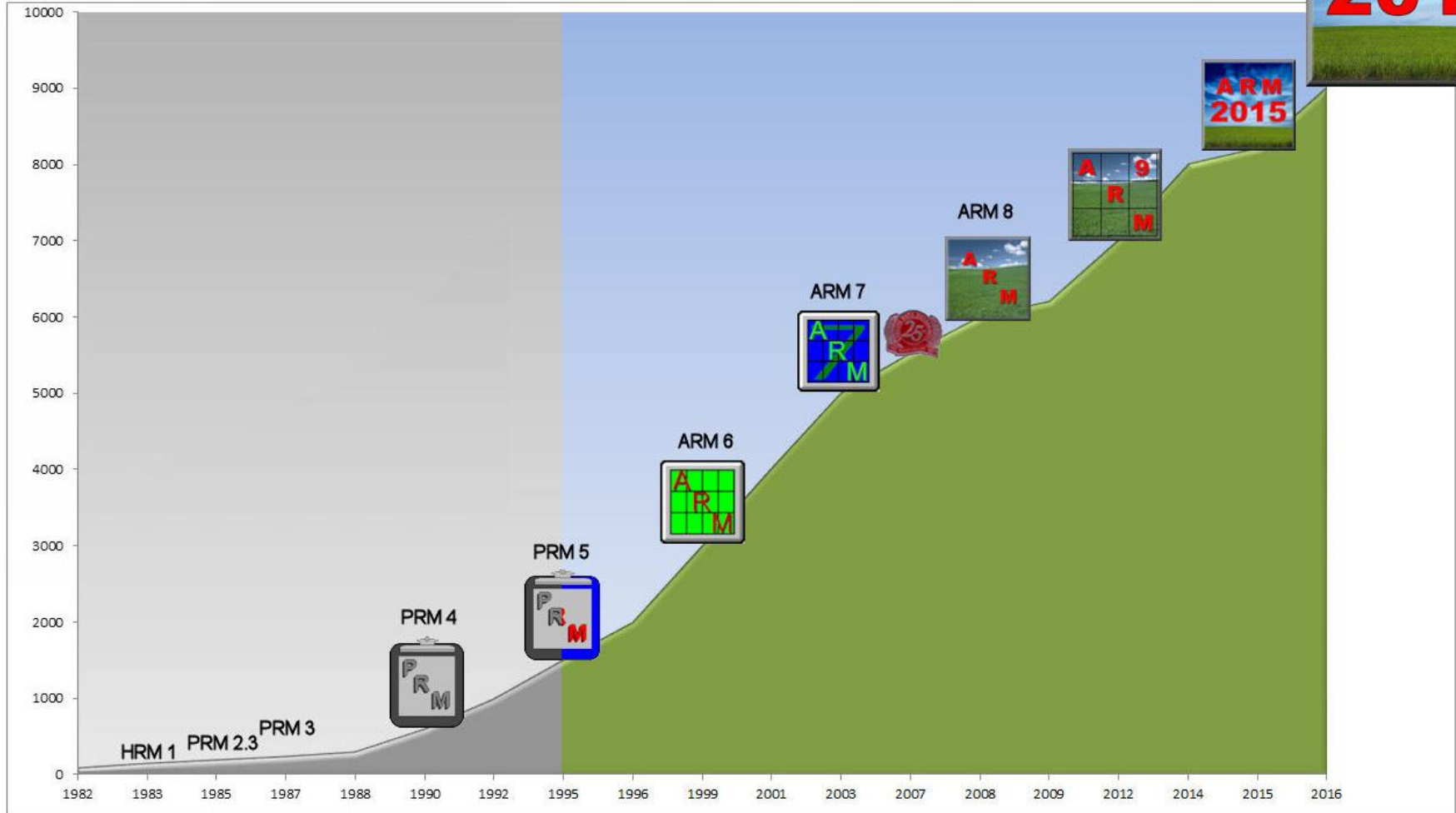
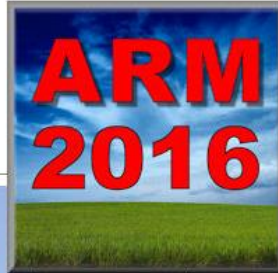


- GDM Company
- GDM Clients
- Software Support and Licensing
- Benefits Using ARM for Research Management



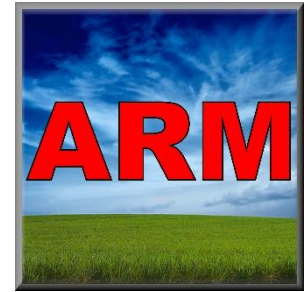
ARM – Evolution of ARM Software

Total ARM Licenses Over Time



November 2015

ARM: Manage Protocols and Trials



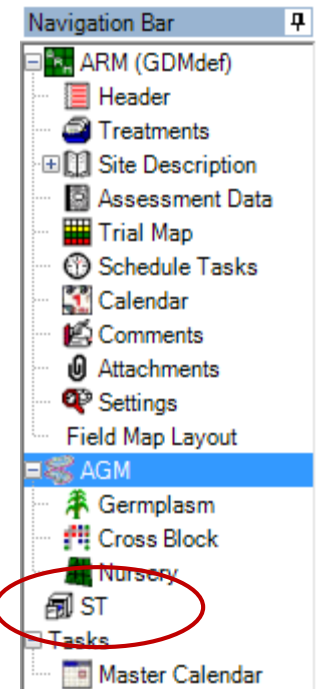
Plan, create, manage, analyze, and report experiments



ST: Summary Across Trials

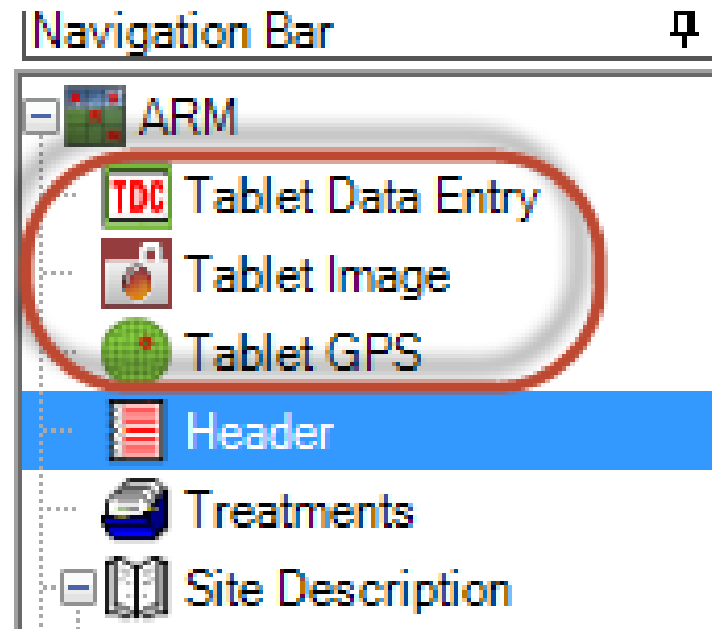
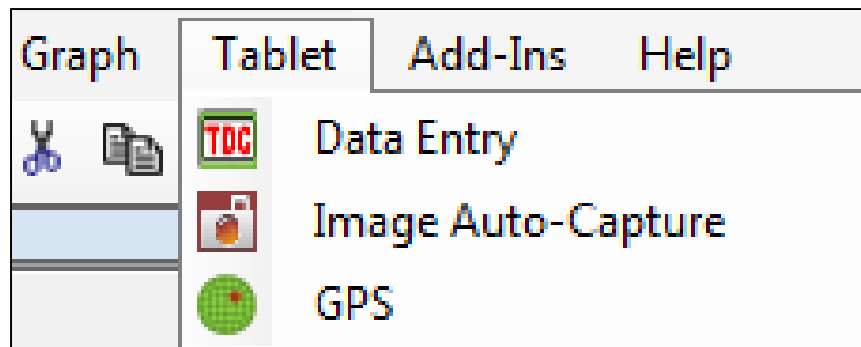
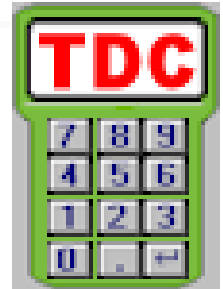


- Optional ARM add-in to summarize a trial series
- Summarize selected entries/treatments across a wide range of trials
- View and arrange summary on a grid
- Export the report to Word, Excel, PDF
- Data graphs of across-trial means
- Export raw data to other statistics software

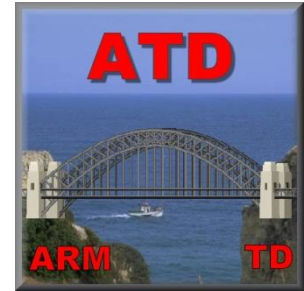


Special TDC Features Added to ARM by TDC Activation License

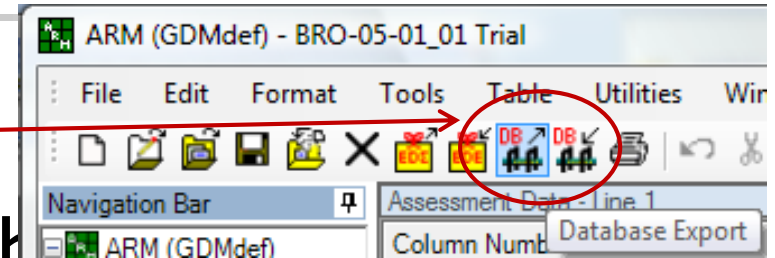
- Tablet Data Entry
- Tablet Image Capture
- Tablet GPS



ATD: ARM Trial Database



- Optional ARM add-in
- Define queries to search, and select trials of interest
- Report trial information in Word or Excel documents that are linked to the database
- Permanent storage of trial information
- Share ARM trials across a network

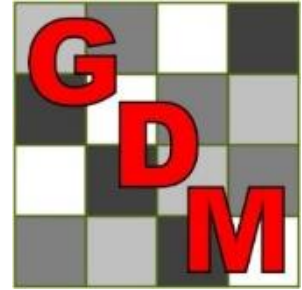




GDM Company Overview



- Company established in 1982, currently 7 employees in US
- 9 Representatives in Europe, Central and South America, Asia; all experienced researchers
- ARM used in ~ 85 countries by 8000+ clients in ~ 10 language translations:
Europe & North = 37%, North America = 38%,
Asia & Middle East = 13%, South America = 10%



Clients using GDM Software

- > 200 university and government organizations
- Nine of the world's top 10 global agrochemical companies A small, stylized globe showing the Americas in green and the rest of the world in blue.
- Additional manufacturers:
Chemtura, ISK Biosciences, Novozymes, Nufarm, Scotts, UPI/UPL, ...
- > 100 Contract Research Organizations:
Eurofins, SGS, SynTech; Anadiag, Agrii, Biotek, Peracto, Staphyt,
...



Benefits of Using ARM

- Includes ideas from thousands of clients
- Easily exchange data with other researchers
- Maintained by stable staff
- GDM in the research trial management software business more than 30 years



Benefits of Using ARM

- ARM Offers:
 - Structure so trials are entered consistently
 - Dictionaries to standardize vocabulary
 - Enter information only once
- Resulting Benefits:
 - Portability across languages and platforms
 - Automation of routine tasks
 - Improved efficiency, accuracy, and quality



TDC: Tablet Data Collector

Win 8.1
Pro
tablet
+
ARM
+
special
ARM
tablet
features

The screenshot displays the TDC software interface on a tablet. The main window is titled "Assessment Data - Line 1" and contains a table with the following data:

Sub	Plot	20	21
1	101		
1	102		
1	103		
1	104		
1	105		
1	205		
1	204		
1	203		
1	202		
1	201		
1	301		
1	302		
1	303		
1	304		

At the top of the table, the following settings are visible:

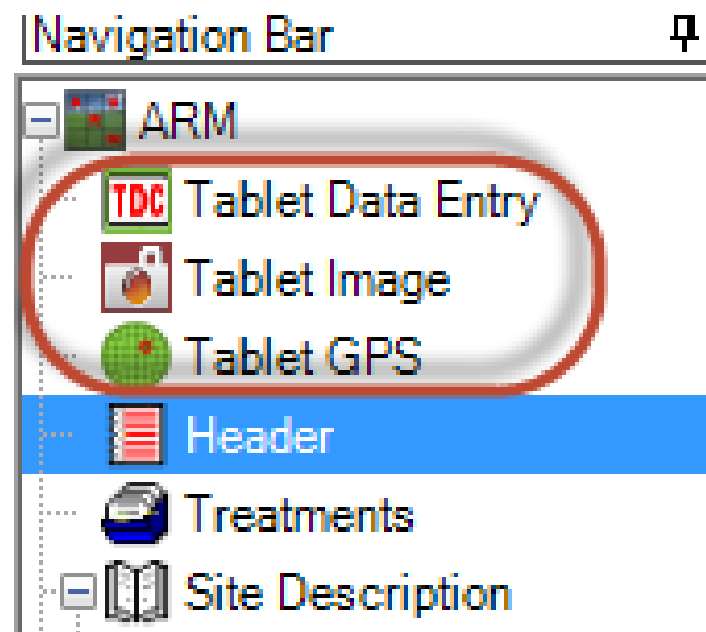
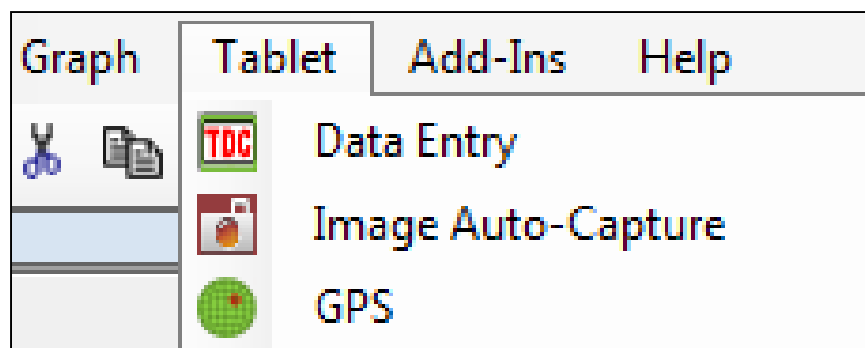
Column Number	20	21
Rating Type	PHYGEN	CONTRO
Rating Unit	%	%

The interface also includes a numeric keypad on the right side, a "Properties" panel with options like "Exit Tablet", "Data Entry", and "Tools", and a "GPS" section with a "Damaged Image" checkbox and an "Attach" button. The bottom of the screen shows a navigation bar with camera and microphone icons, and a system tray with the time 8:13 PM and date 3/22/2013.



TDC Features

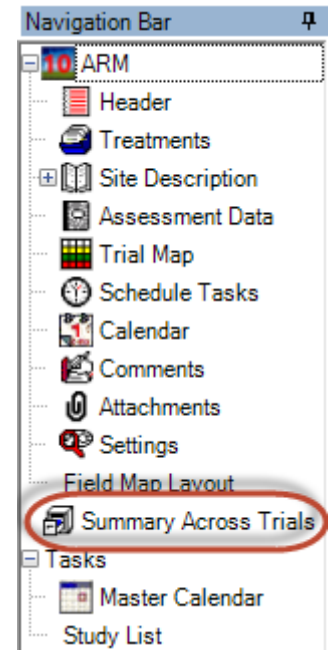
- Tablet Data Entry
- Tablet Image Capture
- Tablet GPS



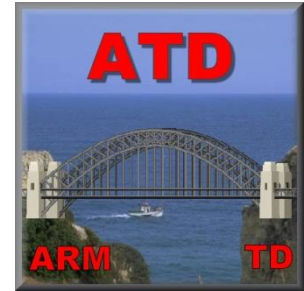


Summary Across Trials

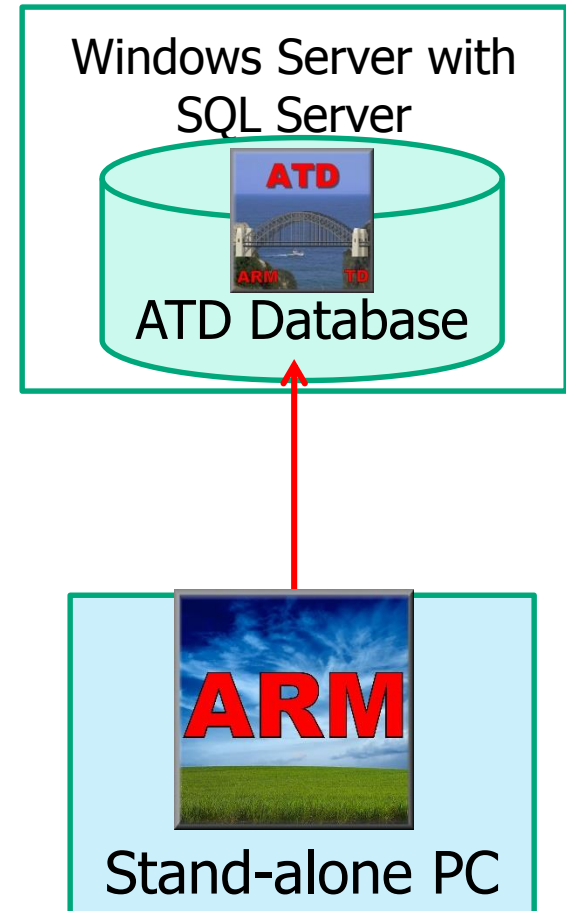
- Optional ARM add-in to summarize a trial series over locations and years
- Summarize selected treatments/entries across a wide range of trials
- View and arrange summary on a grid
- Export the report to Word, Excel, PDF
- Data graphs of across-trial means
- Export raw data to other statistics software



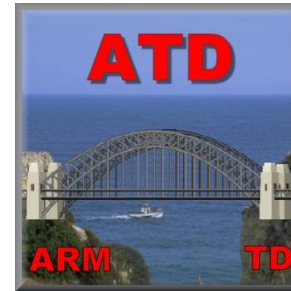
ATD Trial Database



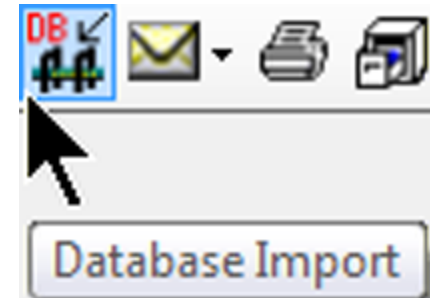
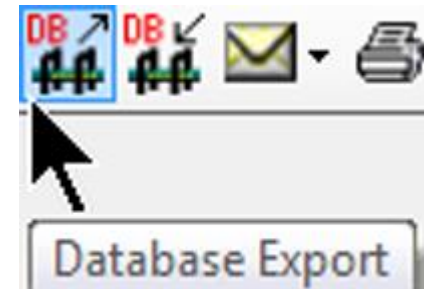
- ARM clients connect to ATD Backend database either directly over a local network, or remotely over VPN
- Authorized ARM clients export trials to SQL Server ATD Backend database that resides on the shared server



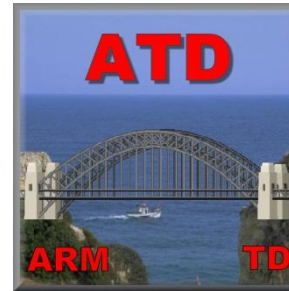
Using ATD with ARM



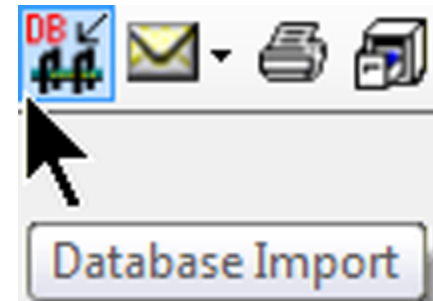
- Authorized ARM users export trials to ATD database using “Database Export” button on ARM toolbar
- All ARM users who install the ATD connection can import trials from ATD using “Database Import” to select 1 or more trials to import from Backend database (interface is similar to ARM study list)



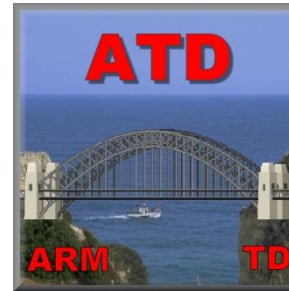
Using ATD with ARM



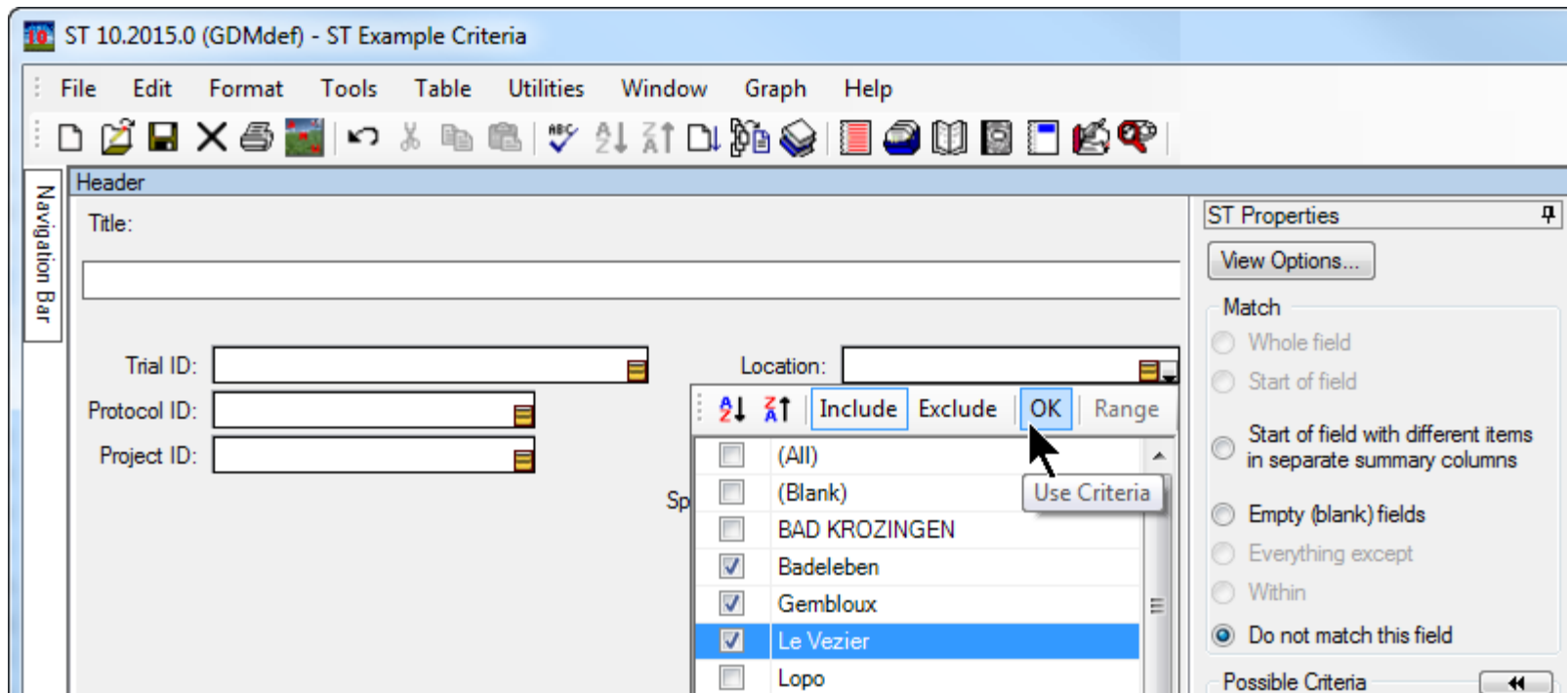
- ARM trials imported from ATD Backend database can be used in ARM like any standard trial: reviewing, graphing, and analyzing assessment data, or printing reports



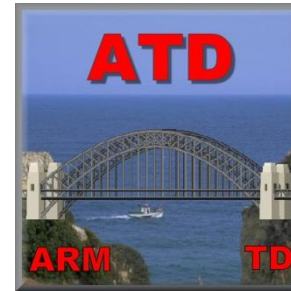
Using ATD with ST



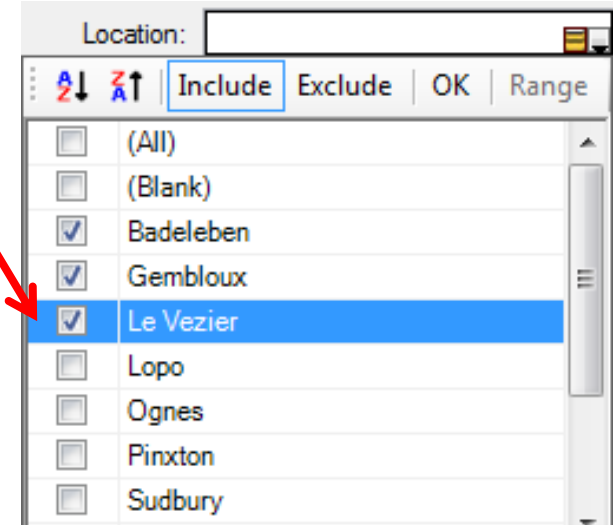
ST criteria/query selection screen connects directly to ATD

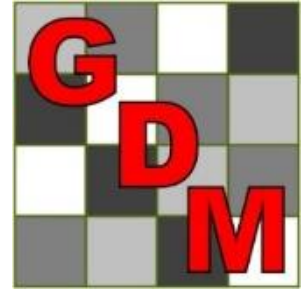


Using ATD with ST



- ST is the query and multi-trial summary interface for ATD.
- Select one or more field entries from drop-down lists showing unique field entries in ATD for the current ARM entry field.





Software Must "Grow"

- As research methods and objectives change and improve, software must also adapt to support those new research objectives and methods.
- "Unchanging" software:
 - Becomes less useful each year.
 - Can be costly by "losing" (not supporting) information gathered with new technology.