

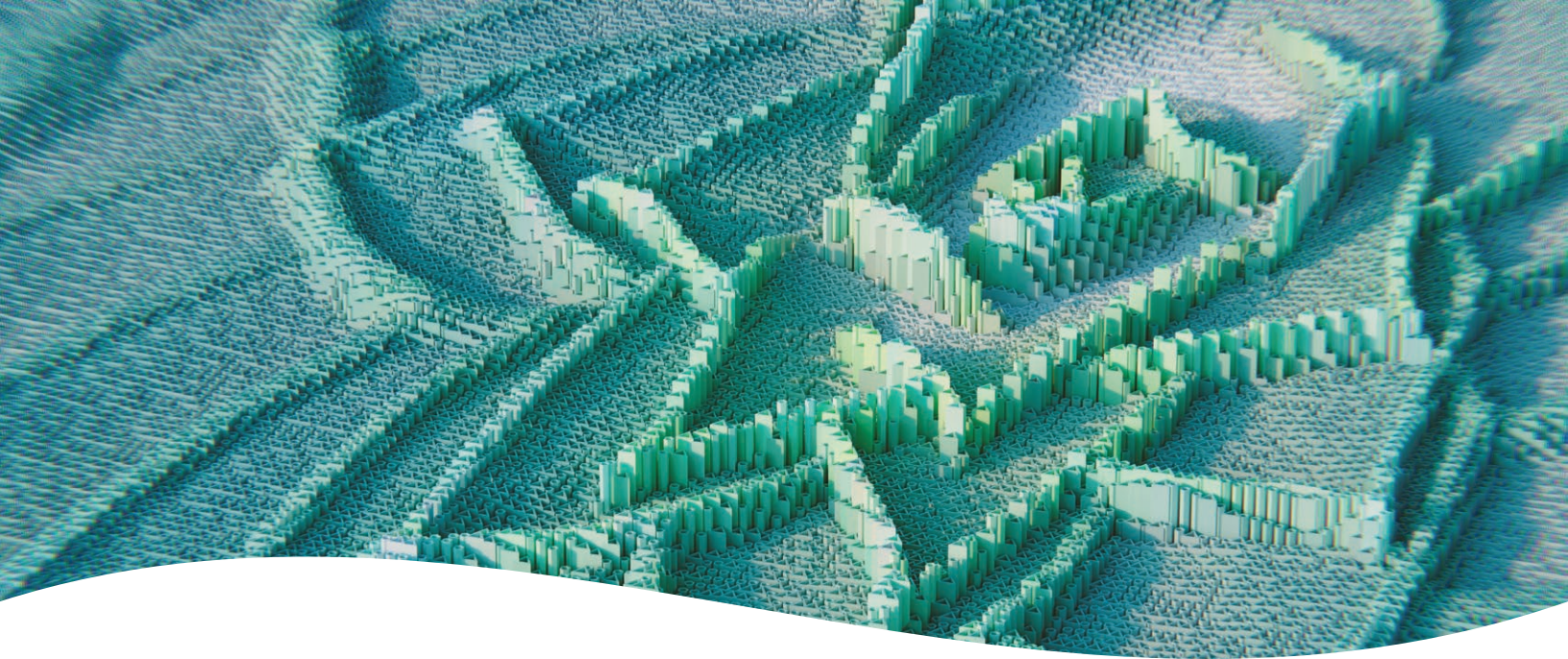
Leading with Intelligence

Our AI Vision



Kevin Willoe
President
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“
AI is not only a game-changer but
also a strategic imperative.
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Harnessing the AI explosion

AI is no longer a distant promise. It is here and driving meaningful change in how we approach scientific research and development. The transformative potential of artificial intelligence (AI) is reshaping industries, and few sectors stand to benefit as profoundly as Pharma, Biotech, and Materials Sciences.

As a leader in delivering SaaS solutions to these industries, Revvity Signals is uniquely positioned to drive this transformation. From an executive leadership perspective, I see AI not only as a game-changer but also a strategic imperative—one that enables organizations to accelerate breakthroughs, optimize processes, and deliver results that were once deemed impossible.

Pharma and Biotech leaders dream of reducing the time and cost of bringing new therapies to market—from the current 10 years and \$3 billion to something an order of magnitude faster and cheaper. Similarly, Chemicals and Materials R&D leaders, dream of leveraging digital transformation to streamline product development, reducing costly

and resource-intensive experimentation. At Revvity Signals, we are committed to turning these dreams into reality.

When we strip away the hype, the true potential of AI in scientific research becomes clear. For pharmaceutical companies, it's not just about accelerating the drug development timeline - it's about making better decisions at every step of the process, from target identification to clinical trials. For materials science organizations, it's about dramatically reducing the trial-and-error approach that has historically dominated product formulation.

Yet as both a technology executive and the leader of a software organization that serves these industries, I've observed that the gap between AI's promise and its practical implementation remains significant. The key question isn't whether AI will transform our industries - it's how we can harness it effectively today while building toward tomorrow's breakthroughs.

The Revvity Signals AI Strategy



Realizing these benefits requires more than just investing in AI technology. It requires a pragmatic approach that balances immediate operational improvements with long-term transformational goals. At Revvity Signals, we've developed a three-pronged strategy based on our deep understanding of both the technology landscape and the real-world needs of scientific organizations.

Generative AI & LLMs

First, our highest priority is empowering discovery scientists to achieve greater efficiency and accuracy, so we're currently focused on the rapid integration of generative AI and Large Language Models (LLMs) into our Signals platform. This isn't about adding AI features ad nauseum - it's about empowering scientists to work more efficiently and collaboratively. We're delivering remarkable improvements in the quality and accuracy of knowledge capture and documentation, areas that have traditionally consumed significant researcher time without adding direct scientific value.

By tackling these immediate pain points, we're helping organizations realize concrete benefits today while building toward more transformative AI applications. Our commitment to an "AI-first" approach ensures that we remain at the forefront of innovation, differentiating ourselves from competitors that lag in adopting these advancements. Over the next few years, the divide between AI-enabled software providers and those left behind will only grow wider, and we are determined to stay ahead.

Scientific AI/ML Models

Second, we recognize that the future of scientific R&D lies in domain-specific AI models. While general-purpose AI captures headlines, the real breakthroughs in drug discovery and product development will come from specialized models trained on scientific data and designed for specific research challenges such as predicting formulations or drug binding mechanisms. While billions of dollars are being invested in scientific models, by both established and new companies, the true game-changer will be making their insights accessible and actionable for bench scientists.

The Signals platform is uniquely positioned to bridge this gap by serving as the conduit for easy access to both customer-proprietary and commercially available scientific AI models. We see our role in democratizing access to these advanced tools, ensuring that the power of AI is fully leveraged to meet our industries' most ambitious goals.

AI Ready Data

Third, the fundamental requirement for an AI strategy is AI-ready data. We acknowledge that a prerequisite for AI in transforming industries, processes and research, is the absolute requirement of data quality and structure. AI tools must be held up by unified data, modeled to allow for ease of interrogation, analysis and evaluation.

AI for Business: The Revvity Signals Way

We need to practice what we preach. At Revvity Signals, AI isn't just integrated into our products; it's embedded in how we operate. I use it regularly as does my leadership team, and use is growing within the business. As we continuously strive to be a true partner to our customers to exceed their expectations, AI is increasingly playing a critical role in how we serve and interact with them.

From advanced chatbots that enhance our technical support to AI-powered cloud infrastructure that ensures the seamless delivery of our SaaS offerings, we experience firsthand both the potential and limitations of these technologies. This practical experience helps us partner more effectively with customers as they navigate their own AI journey.

Looking to the Future

I am genuinely excited at the promise of reducing drug development timelines by an order of magnitude or dramatically cutting materials testing cycles. But the path to these breakthroughs will be incremental, built on a foundation of practical improvements and careful integration of AI capabilities into existing workflows.

As we look ahead, the differentiation between software providers will increasingly be defined by how effectively they embed AI into their solutions. More importantly, it will be defined by how well they understand and serve their users' needs. At Revvity Signals, our focus remains on being a

trusted partner in our customers' scientific journey, using AI not as a replacement for human expertise, but as a tool to enhance and accelerate discovery.

The breakthroughs we all seek—faster drug development, more efficient materials optimization, better patient outcomes—will come not from AI alone, but from the intelligent combination of human expertise, scientific rigor, and advanced technology. At Revvity Signals, we're committed to being your partner, bringing both the technical capabilities and the practical understanding needed to turn AI's promise into scientific reality.

The world is watching AI's story very closely, as am I. The technology landscape is changing rapidly, delivering business and scientific opportunities in quick succession. I am enthusiastic about and invested in both and I will continue to keep you updated with my perspectives.



President, Revvity Signals Software

Kevin Willoe is the President of Revvity Signals Software. Kevin has over 25 years of Commercial Software and Services experience. Kevin joined Revvity in 2016 and has held the roles of VP of Americas Sales and VP of Worldwide Sales before taking on his current role of President of Revvity Signals Software. Prior to joining Revvity, Kevin held various leadership positions including VP of American Sales for TIBCO Software, VP of Zephyr Health, and Founder and CEO of Excelerate Sales Consulting, which helped organizations improve their commercial best practices, assisted them in transitioning to a SaaS business model and helping evaluate merger and acquisition opportunities. Kevin holds a BS in Business Administration from Northeastern University and resides in Boston with his wife and children.