



White Glove Sequencing Expertise Aiding Genetic Research

Omics-based genetic research continues to push the boundaries of biological sciences, and a large part of that is due to next generation sequencing (NGS) technology, which has revolutionized the field in numerous ways. However, implementing NGS comes with its challenges, and having an expert at hand to manage the entire process, or even a part of it, can be a considerable benefit for large biotech companies and small research teams.

This is where SeqMatic, a molecular biology outsourcing laboratory, comes into the picture. Comprising former Illumina scientists, it offers white glove omics service bolstered by a deep understanding of Illumina chemistry and sequencing platforms since 2012. As a Certified Service Provider for Illumina, 10X Genomics and Parse Biosciences, SeqMatic provides world class equipment and highly trained scientists and bioinformaticians both in-house and through the support of its partners.

"We take pride in the dynamic nature of our service. We can undertake small-scale projects with just a handful of precious or challenging samples to high-throughput genomic, epigenetic and spatial transcriptomic sequencing programs involving thousands of

samples," says Kelvin Chan, VP of Technology at SeqMatic.

A dynamic workflow allows SeqMatic to be highly flexible when onboarding clients. SeqMatic clients can enter the process at any point and sequence almost type of sample (i.e. plant, fish, animal, human), starting from nucleic acid extraction to bioinformatics. Whether it's building a library, sequencing targeted genetic information, or generating bioinformatics results, it gives clients the freedom to test and commit to just the portion of service they need.

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Having attained its CLIA license and CAP accreditation in 2022, SeqMatic can work with Research Use Only (RUO) samples and also partner with customers to support research and development efforts throughout their clinical trials, with all of the work performed in their Fremont, California laboratory.

"The SeqMatic approach starts with proven genomic workflows and proprietary controls that have been refined and optimized over the past decade to deliver considerably more data than Illumina specifications. But that's where our white glove service and true partnership starts. We learn about the goals of our customer's research and the type of sequencing data that would be most beneficial to their project. Then we modify our workflow to target those specific reads. Couple that effort with world-class turnaround time. We believe that the combination of better data, more



Len Goren,
CEO

read depth per lane, and fast delivery makes SeqMatic an exceptional partner and value per research dollar spent." says Len Goren, CEO of SeqMatic.

SeqMatic understands that when customers outsource their samples for sequencing, they are essentially buying an extension of their research team. To ensure a human touch, it integrates with the customer's scientists and employees, listens to their needs and pain points, and offers valuable insight to optimize the process. Throughout the process, it maintains a strong working relationship with the client, from lab scientists up to the C-suite.

Highlighting SeqMatic's indispensable service is the success story of a biotech start-up company. While the biotech start-up was considering building its own sequencing laboratory, partnering with SeqMatic proved to be a highly cost-effective alternative compared to purchasing a sequencer that costs more than a million dollars. Outsourcing their sequencing operations allowed the group to conserve cash, plus avoid the high cost of hiring personnel, buying consumables, and a steep learning curve.

SeqMatic has been offering NGS as a service long before it became the norm. Combining the necessary technology with its expert opinion allows it to be more than just a black box CRO, positioning itself as a vital partner for the scientific community and fueling the future of genetic research. [LS](#)



Kelvin Chan,
VP of Technology

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*The annual listing of 10 companies that are at the
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