

Customer Morning Kneat's Product Vision & Roadmap



Speaker



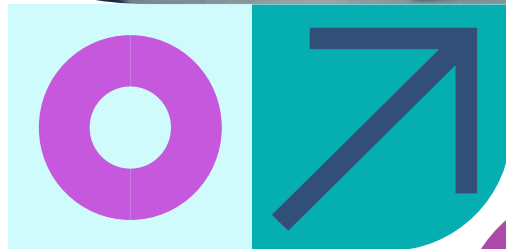
Donal O'Sullivan
Chief Product Officer

Kneat

- From Limerick!!
- B. Eng from UL
- 30 Years in SW industry
- 20 Years in VP Product Role
- Finance and Telecom
- **Passionate about Product Management**

Agenda

1. New Product Management Organisation
2. Product Progress – 12 months
3. Product Strategy & Roadmaps
4. AI Brief Intro
5. Product Sessions in the next 2 days



Product Management Org Priorities



Grow the team

Team grows from 7 → 12



Connect the Organisation

Front-to-back-to-front
clear communications



Strategic Alignment

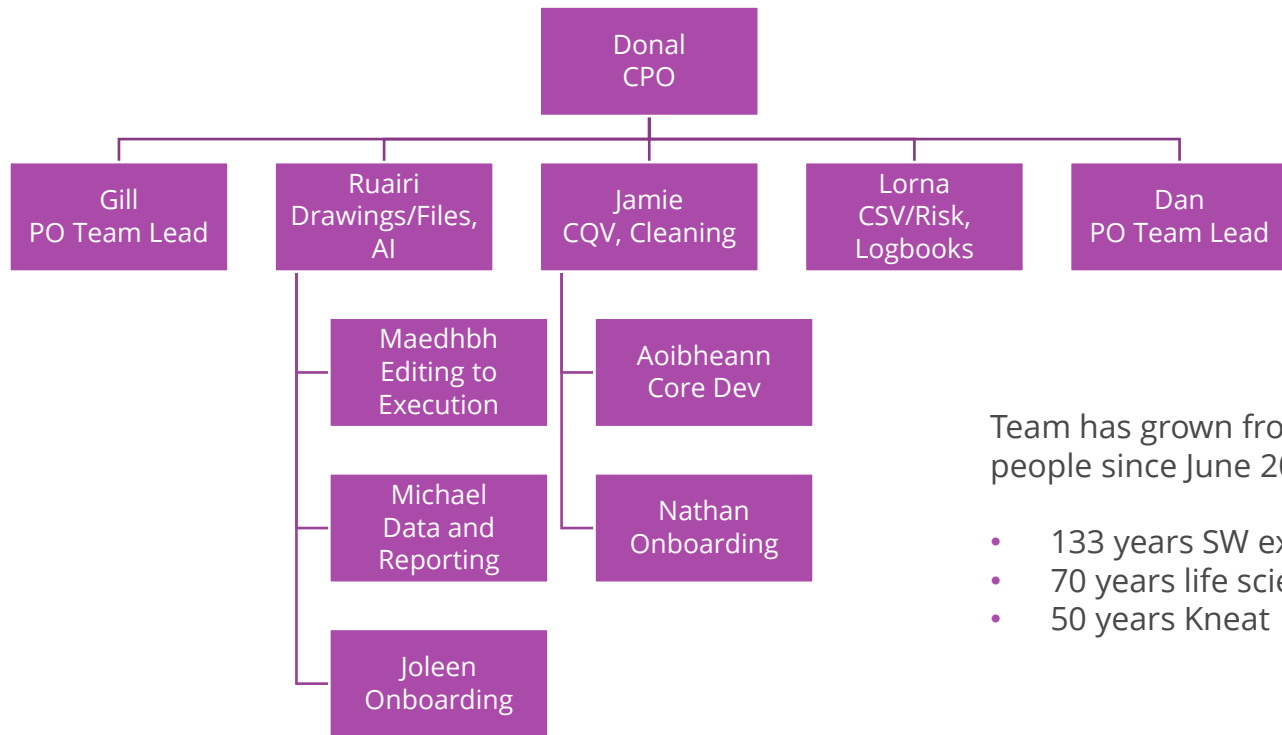
Every feature counts



Clearer Requirements

SME Review
Better forecasting

Product Management Organization



Team has grown from 7 to 12 people since June 2025.

- 133 years SW experience
- 70 years life sciences
- 50 years Kneat

Product Features since Validate 2025

- Risk entity
- Adding entity relationships across workspaces
- Adding multiple relationships to the Traceability attribute
- Using entity attributes in Section Group Templates
- Creating entities in documents
- Entity attribute values: N/A for choice list options
- Entity Description attribute: Updated character length
- Entity Masks: Formattable text attributes
- Viewing concurrent users
- UI - Table context menu
- Workspace filtering
- My Profile
- User Admin: New user interface
- Custom Group updates
- Moving entities
- Duplicating entities
- Section Group Templates: Pre-assigning an entity to a placeholder
- Review and approval: Task management
- Search in documents
- Document editor toolbar: Format painter
- User Interface language and theme selection
- UI - Workspace organisation
- UI - Workspace Recents
- User Authentication: Kneat Advanced (MFA)
- Custom Groups: Viewing access group permissions
- Permission updates
- AI Review Assistant
- Schedule entity
- Export test documents without execution history
- Approval templates user interface
- Editing a workspace name and description
- My Documents filtering
- Viewing permissions in the workspace

A decorative graphic in the bottom right corner consisting of several overlapping geometric shapes. It includes a teal circle, a purple circle, a teal square, and a purple square, all arranged in a stylized, abstract composition.





Strategy for 2026 and beyond.

Strategic Focus

Development Priorities for 2026 and beyond



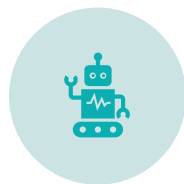
ENTITY DATA MODEL

CSV/CSA, RISK, AI,
INTEGRATIONS



PRODUCT LINE EXPANSION

CLEANING,
DRAWINGS &
FILES, LOGBOOKS,
EBR



AI

MORE EFFICIENT
DRAFTING,
REVIEWING



CUSTOMER COMMITMENTS & REQUESTS



INTEGRATIONS

SPEED OF
DEPLOYMENT,
FEWER ERRORS,
REDUCE TCO

Master Roadmap

2026

2027

2028

AI

AI Review,
April '26

Validation Expert, Summary
Report – Sept '26

Project & Content
Creation – April '27

C&Q

Risk-based C&Q,
Engineering Focus – Jul '26

C&Q Connected

CSV

Risk-based
CSA – Dec '26

Entity based
Enterprise CSV

eLogbooks

Existing Clients
– Dec '25

Filtering, Calculations
– Feb '27

Cleaning

Relaunch –
Apr '26

Calculations –
Nov '26

Data Driven
Cleaning Validation

Process

Data Controlled
Process Validation

Drawings & Files

Dedicated Walkdowns &
Design Review – Oct '26

EBR

EBR Agile – Nov
'26

Batch Data,
Batch Record Control

One Platform – Multiple Products

- **Reduce # Vendors/Platforms:** Lower cost and complexity for customers
- **Break down Silos:** Better integration across functional areas
- **Higher Quality:** Reduced errors and deviations
- **Operational Efficiency:** Better communication and cross-functional cooperation
- **Lower Costs:** Buy only the products you need for the people who need them

PM Team Assignments

Ruairi: AI, Drawings/Files

Jamie: C&Q, Cleaning, Utility/APIs

Lorna: eLogbooks, CSV, CSA

Dan: Entities, General Product Oversight

Gillian: AI, Process/Procedures/Standardisation/KPIs

Aoibheann: Product Owner, Core Engineering

Maedhbh: Product Owner, Eng/Dev Interface

We want to hear from you!!

Example - Cleaning Validation Roadmap

Requirements

Process & Product Data
Identification of worst case
products and process
steps

Requirement Calculations
MACO, HBEL

2026 R1

2026R2

2026R3

2027R1

2027 R2

2027 R3

Ongoing
Operations

Revalidation Scheduling
System Notifications

*If you're making plans around the arrival of a particular feature,
please let your Kneat representative know.*

Test
Execution

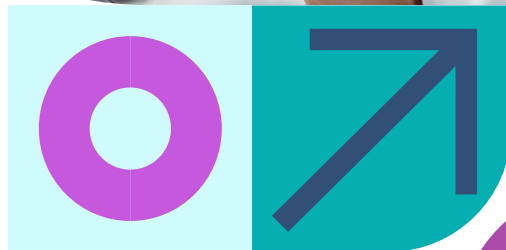
AI Test
Execution
Review
Identification of
potential issues

Associated Equipment
Drawings
Drawing mark up of identified
cleaning locations

AI Creation
Requirement, Summary report & Test
Documentation

Sample Data
Sample Data sets for integration
into LIMS systems

Perspectives from “2026 State of Validation Survey



Key Findings and Trends

- **Workload Increasing:** 80% reporting workload increasing, 45% say significantly
- **Efficiency (almost) Keeping Up:** 68% say efficiency increased or significantly increased
- **Digital Validation is Expanding:** 64% using or adopting, versus 30% two years ago.
- **Digital Validation is Delivering:** 53% exceeded expected RIO, (+21% met expectations), <10% delivered poorer ROI than expected.
- **AI is becoming Accepted:** 39% actively using or trialling, up from 16% last year.



Kneat's AI Strategy – Brief Introduction

Kneat's AI Principles

- **Data Protection and Usage:** No customer data used for training, data used for specific task and not retained thereafter, compliant with GxP data integrity standards
- **Data Silo:** Each customer's data is treated separately, no "cross-pollination".
- **Suggestive Only:** No autonomous changes made by AI, existing approval workflows remain, deterministic validation logic remains basis for decisions.
- **Your Choice:** Each AI capability can be centrally enabled/disabled by customer
- **Transparency:** Use of AI will be clear and obvious

All features fall within ISPE AI Validation Level I, we will communicate if we move beyond this level. -

<https://ispe.org/pharmaceutical-engineering/march-april-2022/ai-maturity-model-gxp-application-foundation-ai>

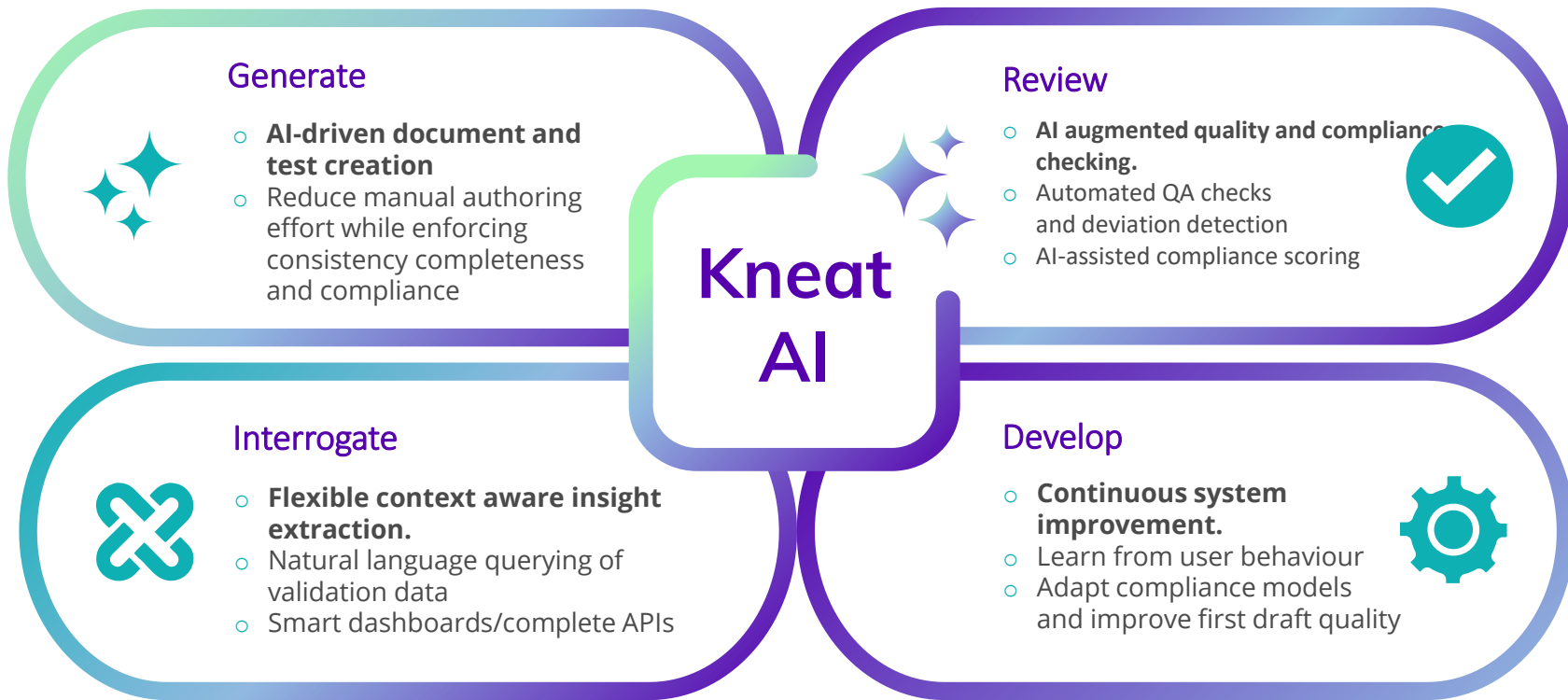
AI Enhances Kneat's Efficiency

Life sciences requires AI that is controlled, compliant, and grounded in Data Integrity

- **Faster content generation:** Protocols, reports, summaries
- **Faster review cycles:** First review done by AI.
- **Data Insights:** Flexible queries, better correlation

Resulting in reduced time to market, higher quality

GRID: AI-Driven Precision Across the Validation Lifecycle



AI Workflow

