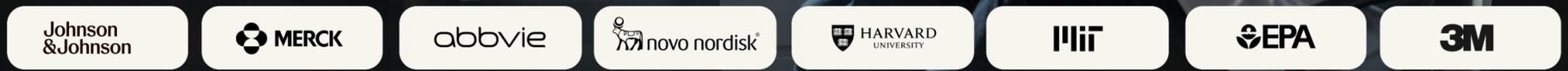Research Infrastructure For The AI Era

Research Solutions

NASDAQ: RSSS

Research Solutions is a holding company providing software and AI systems to enterprise R&D teams & academic institutions.

Trusted By:

Johnson & Johnson | MERCK | abbvie | novo nordisk | HARVARD UNIVERSITY | MIT | EPA | 3M

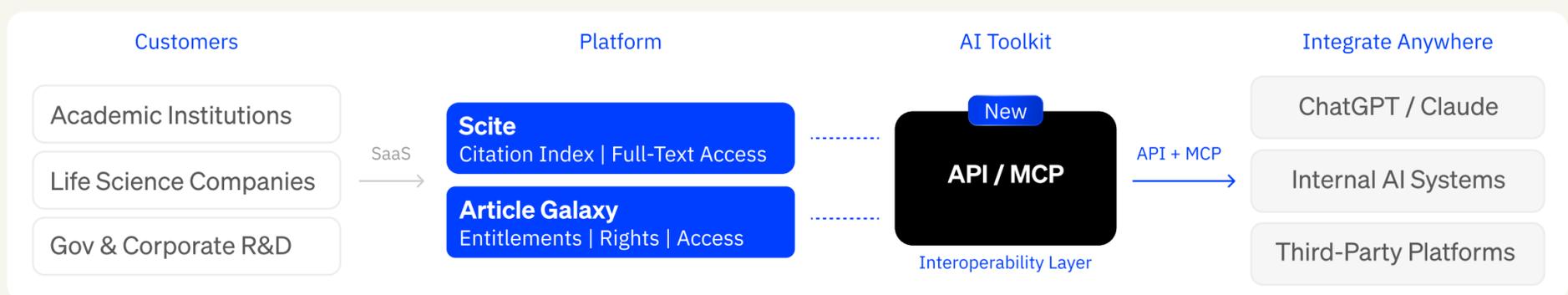## Transitioning To Recurring AI & Software Revenue

3x ARR Growth (since FY2021)

32% → 51% Gross Margin Expansion

8x Adj. EBITDA (since FY2021)

15x Larger TAM (since FY2017)

The Platform

scite_

AI platform built on a proprietary citation index of over 1.2 billion Smart Citations and the world's largest library of licensed full-text scientific articles. Provides discovery, evaluation, and reliability signals unavailable anywhere else. Available as a direct SaaS product and as API/MCP infrastructure for third-party AI platforms.

ARTICLE GALAXY

Enterprise system of record for scientific literature, rights, and entitlements management. Manages subscriptions, token packages, and acquisition workflows. Automates authentication, lowest-cost routing, compliance tracking, and spend analytics. The transactional backbone for how organizations acquire and manage scientific literature.

How It Fits Together

Customers
- Academic Institutions
- Life Science Companies
- Gov & Corporate R&D

→ SaaS →

Platform
- **Scite** — Citation Index | Full-Text Access
- **Article Galaxy** — Entitlements | Rights | Access

AI Toolkit

New

API / MCP

Interoperability Layer

→ API + MCP →

Integrate Anywhere
- ChatGPT / Claude
- Internal AI Systems
- Third-Party Platforms

Live Integrations

Claude | ChatGPT | CURSOR | perplexity | zotero

Why Now?

Growth Inflection

The business is shifting from document delivery to an answers-and-access platform. Platform revenue now represents 44% of total revenue (up from 36%), with 88% gross margins. The recent launch of API and MCP integrations is the catalyst: it unlocks interoperability with the broader AI ecosystem, turning a SaaS product into consumable research infrastructure.

Proprietary Data As AI Infrastructure

1.2B+ Smart Citations and the largest licensed full-text research library create a dataset that cannot be replicated. The API/MCP layer is new and represents a step-change in how this data can be consumed. AI platforms, internal research systems, and developer tools can now access it directly, expanding the addressable market beyond traditional SaaS seats.

Path To Rule Of 40

14% ARR growth and 11.8% trailing EBITDA margin put the company on a clear trajectory. Margin expansion is driven by the mix shift toward high-margin platform revenue, operating leverage on a largely fixed cost base, and larger, stickier API-driven contracts that come with the interoperability layer now in market.