



DEPARTMENT VETERANS AFFAIRS
Authorized Federal Supply Schedule Price List

Medical Equipment and Supplies

FSC Group 66, Part III, Cost Per Test: Clinical Analyzers

FSC classes 6630

Contract Number: **V797P-7152a Effective 02/01/2016 per modification 16**

Contract Period: 04/09/08 thru 04/08/18

Contractor's name, address and phone number:

Sebia, Inc.
400-1705 Corporate Drive
Norcross, GA 30093
(800) 835-6497
Contracting Fax – 678-807-2900
Reagent Order Fax – 678-405-3705

E-mail address: salesadmin@sebia-usa.com

Contract Administrator: Amanda Hodge, Phone: 678-405-3748, Email: Amanda.Hodge@sebia-usa.com

Business Size: Small

CUSTOMER INFORMATION

- 1 Special Item Number
605-6A
- 2 Maximum Order:
\$0.00 (None)
- 3 Minimum Order:
\$1100.00 per month for gel technology
\$1500.00 per month for MiniCap technology
\$2500.00 per month for Capillary technology
- 4 Geographic coverage:
50 US states, including Washington DC, and Puerto Rico
- 5 Point(s) of production:
Norcross, Gwinnett, Georgia
Paris, France
- 6 Prices shown herein are net (discount deducted).
- 7 Quantity discounts:
Refer to Cost-per-test Matrices
- 8 Prompt payment terms:
None, Net 30 days
- 9a. Government commercial credit card is accepted:
Yes
- 9b. Discount for payment by Government commercial credit card:
None
- 10 Foreign items (list items by country of origin):
All items. Paris, France
- 11a. Time of delivery: Within 30 days ARO for instruments.
Within 2 business days ARO for reagents and consumables.
- 11b-d. Expedited delivery, overnight and 2-day delivery, and urgent requirements:
Orders received between 8:30 AM to 4:00 PM EST Monday through Thursday,
will be shipped via FedEx overnight service if available. Products will not be

shipped on Friday due to the perishable nature of the products unless approved by Sebia Customer Service department. Emergency orders must be placed by 5:30 PM EST and approved by Sebia Customer Service department. For AM and/or Saturday delivery, the customer will pay the difference between standard and expedited delivery charges.

- 12 F.O.B. point(s)
Destination; 50 states and District of Columbia with Point of Exportation to Puerto Rico.
- 13 Ordering address:
Sebia, Inc.
400-1705 Corporate Drive
Norcross GA 30093
Contracting Fax – 678-807-2900
Reagent Order Fax – 678-405-3705
- 14 Payment address:
Sebia, Inc.
400-1705 Corporate Drive
Norcross GA 30093
- 15 Warranty provision:
Reagent Rental: 5-year warranty and any additional option year
Capital Purchase: 1 yr warranty
- 16 Export packing charges:
N/A
- 17 Terms and conditions of Government commercial credit card acceptance:
Accepted up to and over the micro-purchase threshold. A Sebia credit card authorization form must be completed by each facility prior to installation.
- 18 Terms and conditions of rental, maintenance and repair:

SERVICE: Sebia provides on-sight service during normal business hours M-F 8:00 AM to 5:00 PM excluding national company observed holidays. A 24-hour telephone hot-line support service is available 365 days per year via Sebia's toll free number for all service options. Service telephone response will occur *within* 4 hours of receipt of call at our home office in Norcross, Georgia, or the toll-free hotline. On-site presence will be within one (1) business day following the dispatch from Sebia, Inc. Part orders may be placed on company business days, M-F 8:30 AM to 5:30 PM Eastern Time, via our toll-free number, with delivery to most geographic locations within 24 hours. The Sebia hot-line support representative will schedule the required service and/or parts delivery. Sebia will perform one (1) annual electrical and mechanical calibration procedure on each covered system during the term of this contract. Should a service required incident occur, Sebia will repair the instrumentation, inspect the instrument, perform an operation accuracy check on the system and review the maintenance logbook. Sebia will be responsible for all travel, parts, and labor costs.

Sebia will first attempt to resolve all service-related issues via telephone contact. If this action is not successful, Sebia at its discretion will dispatch a company certified representative for on-site inspection and repair.

Sebia may, alternatively, (at its discretion) ship a loaner instrument, at Sebia's expense, to arrive at the customer site within 24 hours in most geographic

areas (48 hours to Alaska and Hawaii and point of exportation to Puerto Rico). If a loaner instrument is provided, it will be the responsibility of the customer to install the loaner instrument and crate for return to Sebia, at Sebia's expense, the instrument requiring service. After repairs are completed, the customer's instrument will be returned, at Sebia's expense, and the customer will crate and return to Sebia the loaner instrument and accessories. Sebia will provide the customer with a copy of The Instrument Return Procedure, returned goods authorization number and a prepaid shipping label.

The customer is responsible for the cost of replacement for any company-deemed consumables for use on any part of the covered equipment. This will include, but not be limited to, printer cartridges, printer paper and capillaries. (Capillary replacement is Sebia's financial responsibility ONLY if it is determined that the replacement is necessary due to equipment failure and not operator fault. This is solely to the discretion of authorized Sebia personnel.)

Any and all replacements of components and/or instruments are at the complete discretion of the authorized Sebia personnel, during the term of this agreement.

NETWORKING/INTERFACING SERVICE SUPPORT: Given that most government laboratories use a similar LIS (standardized), Sebia will, in addition to providing each lab with interface manuals and up to \$3,000 in interface costs, offer up to four hours of LIS phone support for each individual government laboratory requiring LIS support. After the four hours of phone support, additional LIS phone support will be available for a government rate of \$200.00 per hour in 60 minute increments, minimum of (1) one hour. Any and all *on-site* support by Sebia factory authorized personnel, is subject to a labor and travel rate of \$350/hr, per person, in one hour increments, with a minimum charge of (2) two hours each and a maximum travel charge of eight (8) hours, portal-to-portal. If the Sebia equipment is found to be at fault for the initial issue, Sebia reserves the right to replace all said equipment at no additional charge to the customer.

LIABILITIES: Sebia assumes no liability for clinical interpretation and patient care from images generated by software systems included within Sebia systems. Adding any software programs, excluding interfacing, to the CPU/system and/or removing any software that has been previously loaded onto the CPU/system by Sebia requires written approval from Sebia, including but not limited to anti-virus or anti-spyware software.

Attaching or removing any peripheral devices requires approval from Sebia.

** Any violation of these guidelines will void the Sebia warranty and/or service agreement on the instrument affected. If service is required because of a lack of adherence to these guidelines, the customer will be charged at the current service rate for any required service on the system including parts, travel, labor and all other associated expenses. Sebia will not be responsible for any loss of data or downtime. A purchase order must be received by Sebia prior to a service engineer being dispatched for the service on the affected instrument.

EXCLUSIONS: The following occurrence is outside the scope of this agreement:

- Movement of instrument without Sebia authorized personnel present, unless authorized via writing, by an authorized Sebia agent.

Laboratory Accident/Error: All assay components are provided in kit format only. In the event of a laboratory accident or if the manufacturer's instructions which are provided in the assay package inserts are not followed resulting in component(s) that are damaged, replacement component(s) are available for purchase on an emergency basis with Sebia technical approval.

- 19 Terms and conditions of installation:
A placement agreement must be reviewed and signed once the installation of the Sebia system has been completed. All requirements listed on B.1.2 STATEMENT OF WORK, part VI DELIVERY AND INSTALLATION of solicitation must be met.
- 20 Terms and conditions of repair parts:
Parts requested by the customer and deemed necessary by Sebia, will be shipped F.O.B. destination, to the customer's location within 24 hours (48 hours to Hawaii and Alaska and point of exportation to Puerto Rico).
Sebia will cover all travel, parts and labor costs.
- 21 List of service and distribution points:
Nationwide
- 22 List of participating dealers:
N/A
- 23 Preventative maintenance:
Annual PM
- 24 Environmental attributes:
Non bio-hazardous reagents. Requires no special disposal.
- 25 DUNS number:
02-099-1787
- 26 CCR registration number: 1998G102714

RETURN GOODS AUTHORIZATION

Due to the perishable nature of the products, any discrepancies must be reported to the Sebia Norcross office (800-835-6497) within 5 working days. The Customer Service Representative will assign a Return Goods Authorization number and the proper paperwork will be faxed to the facility. Please follow the instructions on the Return Goods Authorization form.



Sebia Inc.
 400-1705 Corporate Dr
 Norcross, GA 30093
 Telephone 770.446.3707 Toll Free 800.835.6497
 Facsimile 770.446.8511

**PARTS - RETURN GOODS AUTHORIZATION
 RGA NUMBER:**

Date:

**RGV VALID FOR 7 DAYS
 EXPIRES:**

**Customer:
 City/State:
 Attn:**

CATALOG NUMBER	QTY	DESCRIPTION	LOT/SERIAL NUMBER	REASON CODE

REASON:

PLEASE SHIP PRODUCT BACK AS FOLLOWS:

- **VIA FEDEX GROUND SERVICE**
- **TO THE ATTENTION OF RECEIVING**
- **NOTE THE RGA # ON THE OUTSIDE OF THE BOX.**
- **PRODUCT MUST BE PACKAGED SECURELY TO AVOID DAMAGE.**

A. CUSTOMER TO COMPLETE

CUSTOMER SHIPPING LIABILITY: (Account) AND ALL PARTIES involved in the return of the above specified goods assume complete responsibility for any product(s) that is received damaged or is rendered unusable if the shipping instructions are not adhered to.

Customer Signature Accepting Terms Liability: _____ (Signature)

Date: _____ (Print Name)

B. SEBIA CUSTOMER SERVICE TO COMPLETE

Sebia Inc. Return Authorization _____ (Signature)

Date: _____ (Print Name)

C. SEBIA DISTRIBUTION SERVICE TO COMPLETE

Received By _____

Date Received _____

Tracking # _____

Condition of product upon receipt: _____

SEBIA INC. WILL NOT BE RESPONSIBLE FOR ANY PRODUCT (S) THAT IS DAMAGED IN SHIPPING OR RENDERED UNUSABLE IF THESE INSTRUCTIONS ARE NOT ADHERED TO.



Sebia Inc.
 400-1705 Corporate Dr.
 Norcross, GA 30093
 Telephone 770.446.3707 Toll Free 800.835.6497
 Facsimile 770.446.8511

KIT RETURN GOODS AUTHORIZATION

RGa NUMBER: _____

Date: _____ **Order #** _____

**RGa VALID FOR 7 DAYS
 EXPIRES:**

CUST ID:
Institution:
Address:
City/State/ZIP:
Attn:
Phone #:

CATALOG NUMBER	QTY	DESCRIPTION	LOT/SERIAL NUMBER	REASON CODE

REASON:

**RE: SHIPPING INSTRUCTIONS AND RETURN AUTHORIZATION FOR MEDICAL SUPPLIES.
 FOR YOUR IMMEDIATE ATTENTION - SIGNATURE REQUIRED-PLEASE FAX BACK.**

SHIPPING INSTRUCTIONS FOR RETURN OF PERISHABLE MEDICAL SUPPLIES :

- VIA FEDEX NEXT DAY SERVICE
- TO THE ATTENTION OF RECEIVING
- NOTE THE RGA # ON THE OUTSIDE OF THE BOX.
- PRODUCT MUST BE PACKAGED SECURELY TO AVOID DAMAGE.

A. CUSTOMER TO COMPLETE

CUSTOMER SHIPPING LIABILITY: (Account) AND ALL PARTIES involved in the return of the above specified goods assume complete responsibility for any product(s) that is received damaged or is rendered unusable if the shipping instructions are not adhered to. Credit will not be issued on product that is shipped incorrectly and damaged en route.

Customer Signature Accepting Terms Liability: _____ (Signature)
 Date: _____ (Print Name)

B. SEBIA CUSTOMER SERVICE TO COMPLETE

Sebia Inc. Return Authorization _____ (Signature)
 Date: _____ (Print Name)

C. SEBIA DISTRIBUTION SERVICE TO COMPLETE

Received By _____ Date Received _____
 Tracking # _____

Condition of product upon receipt: _____

SEBIA INC. WILL NOT BE RESPONSIBLE FOR ANY PRODUCT (S) THAT IS DAMAGED IN SHIPPING OR RENDERED UNUSABLE IF THESE INSTRUCTIONS ARE NOT ADHERED TO.

COST PER TEST PROGRAM GUIDELINES

1. The Cost Per Test contract includes instrumentation, computer interface (\$3,000.00 maximum), service, reagents, Sebia controls, Sebia consumables, training, shipping, installation, removal and 0.5% Industrial Funding Fee.
2. Sebia does not make calibrators and additional controls for the tests. There are no costs included for any products not produced by Sebia. This would include pipette tips, printer paper, ink cartridges, etc.
3. Sebia equipment does not have internal counting mechanisms. Reagents will be billed at time of shipment based on a cost per kit. (Cost per test x number of tests per kit).
4. Cost per test program includes reagent spaces on gel for running control but does not include cost of control materials not produced by Sebia. No calibrators are required for Sebia systems.
5. For each laboratory that decides to interface either the Hyrys 2 or the Phoresis Scanning System, Sebia will pay to up \$3,000.00 of the interfacing costs directly to the LIS Company. It will be the responsibility of the individual laboratory to notify Sebia of the dates of implementation for interfacing so that a purchase order can be issued directly to the interfacing company. If the contract is cancelled within 36 months of the installation of the interfacing, the laboratory will be responsible for repaying Sebia the total amount due of the interfacing costs.
6. Once the Hyrys 2 or Phoresis Scanning System has been placed for use or has been interfaced by the individual laboratory, there will be \$5,000.00 retraining and refurbishment fee for swapping out the instrumentation for the other selection. The cost for interfacing of the second instrument will be the responsibility of the individual laboratory. Please review the brochures and discuss with the Sebia Product Specialist or Territory Manager to determine the needs of the laboratory.

Cost-Per-Test Pricing
Hydrasys 1 Matrix
Includes a Hydrasys 1 and choice of Hyrrys 2 or Phoresis

Assay	Product	Tests Per Kit	Tests Per Month			
			1-20	21-40	41-60	61+
7 Chol - HDL	4116	70	\$4.52	\$4.21	\$3.84	\$3.54
15 Chol - HDL	4135	150	\$2.47	\$2.30	\$2.10	\$1.93
30 Chol - HDL	4139	300	\$1.77	\$1.65	\$1.51	\$1.39
7 Lipo	4114	70	\$3.57	\$3.32	\$3.03	\$2.79
15 Lipo	4134	150	\$2.17	\$2.02	\$1.85	\$1.70
30 Lipo	4138	300	\$1.90	\$1.77	\$1.62	\$1.49
7 Hgb A1c	4107	70	\$4.57	\$4.26	\$3.88	\$3.58
15 Hgb A1c	4127	150	\$2.48	\$2.31	\$2.11	\$1.94
1 Immunofixation - Dynamic Mask	4301	10	\$22.39	\$21.37	\$20.10	\$19.04
2 Immunofixation- Dynamic Mask	4302	20	\$19.15	\$17.65	\$15.85	\$14.36
4 Immunofixation - Dynamic Mask	4304	40	\$16.97	\$15.68	\$14.16	\$12.87
9 Immunofixation - Dynamic Mask	4309	90	\$16.65	\$15.41	\$13.93	\$12.70
4 Immunofixation Maxi Kit - Dynamic Mask	4381	320	\$19.14	\$17.83	\$16.27	\$14.99
9 Immunofixation Maxi Kit - Dynamic Mask	4382	720	\$18.38	\$17.12	\$15.62	\$14.40
1 Bence Jones - Dynamic Mask	4321	10	\$20.27	\$19.27	\$18.02	\$16.96
2 Bence Jones - Dynamic Mask	4322	20	\$15.95	\$14.32	\$12.36	\$10.68
4 Bence Jones - Dynamic Mask	4324	40	\$13.61	\$12.26	\$10.63	\$9.25
6 IF Penta - Dynamic Mask	4341	60	\$10.53	\$9.61	\$8.51	\$7.58
12 IF Penta - Dynamic Mask	4342	120	\$8.36	\$7.64	\$6.79	\$6.07
12 IF Penta Maxi - Dynamic Mask	4384	960	\$10.77	\$10.03	\$9.15	\$8.44
3 CSF - Dynamic Mask	4350	30	\$26.73	\$24.91	\$22.73	\$20.95
6 CSF - Dynamic Mask	4351	60	\$23.12	\$21.54	\$19.65	\$18.11
3 CSF IEF - Dynamic Mask	4353	30	\$29.87	\$27.83	\$25.39	\$23.40
9 CSF IEF - Dynamic Mask	4355	90	\$25.86	\$24.09	\$21.99	\$20.27
1 Immunofixation - Standard Mask	4801	10	\$21.85	\$20.83	\$19.57	\$18.51
2 Immunofixation - Standard Mask	4802	20	\$18.61	\$17.11	\$15.32	\$13.83
4 Immunofixation - Standard Mask	4804	40	\$15.35	\$14.08	\$12.56	\$11.28
9 Immunofixation - Standard Mask	4809	90	\$17.82	\$16.57	\$15.07	\$13.85
1 Bence Jones - Standard Mask	4821	10	\$18.77	\$17.78	\$16.55	\$15.49
2 Bence Jones - Standard Mask	4822	20	\$14.44	\$12.83	\$10.89	\$9.21
4 Bence Jones - Standard Mask	4824	40	\$10.10	\$8.78	\$7.19	\$5.80
9 Bence Jones Maxi Kit - Standard Mask	4883	720	\$20.78	\$19.36	\$17.66	\$16.28
6 Penta - Standard Mask	4841	60	\$12.64	\$11.71	\$10.58	\$9.66
12 Penta - Standard Mask	4842	120	\$9.87	\$9.16	\$8.27	\$7.55
7 ISO - LDH	4110	70	\$4.64	\$4.32	\$3.95	\$3.64
15 ISO - LDH	4130	150	\$2.51	\$2.34	\$2.13	\$1.97
7 Hgb	4106	70	\$3.47	\$3.23	\$2.95	\$2.72
15 Hgb	4126	150	\$2.10	\$1.95	\$1.79	\$1.64
7 Acid Hgb	4108	70	\$3.61	\$3.37	\$3.07	\$2.82
15 Acid Hgb	4128	150	\$2.23	\$2.08	\$1.89	\$1.74
7 ISO - CK	4111	70	\$6.08	\$5.66	\$5.16	\$4.76
15 ISO - CK	4131	150	\$3.19	\$2.97	\$2.71	\$2.50
30 ISO - CK	4137	300	\$1.95	\$1.81	\$1.65	\$1.53
7 ISO-PAL	4112	30	\$12.59	\$11.01	\$10.23	\$9.44
15 ISO-PAL	4132	70	\$7.39	\$6.47	\$6.01	\$5.55

Tests per month	Product	Tests Per Kit	Tests Per Month			
			1-100	101-200	201-300	301+
7 Protein	4100	70	\$3.28	\$3.12	\$2.78	\$2.57
15 Protein	4120	150	\$2.13	\$2.02	\$1.93	\$1.84
30 Protein	4140	300	\$1.61	\$1.53	\$1.45	\$1.40
54 Protein Maxi	4260	4,320	\$1.12	\$1.07	\$1.02	\$0.98
7 Protein B1B2	4101	70	\$3.43	\$3.25	\$3.10	\$2.97
15 Protein B1B2	4121	150	\$2.28	\$2.17	\$2.06	\$1.98
30 Protein B1B2	4141	300	\$1.90	\$1.81	\$1.72	\$1.65
54 Pro B1B2 Maxi	4261	4,320	\$1.24	\$1.18	\$1.12	\$1.08
7 HR	4102	70	\$4.65	\$4.42	\$4.20	\$4.03
15 HR	4122	150	\$2.56	\$2.44	\$2.31	\$2.23

*For each additional instrument, refer to 1 - 5 Year Additional Cost-Per-Test Pricing - Additional Instrument

**Cost-Per-Test Pricing
Hydrasys 1 Focusing Matrix**
Includes a Hydrasys 1 Focusing and choice of either a Hyrys 2 or a Phoresis

Assay	Product	Tests Per Kit	Tests Per Month			
			1-20	21-40	41-60	61+
7 Chol - HDL	4116	70	\$4.65	\$4.33	\$3.96	\$3.65
15 Chol - HDL	4135	150	\$2.54	\$2.37	\$2.16	\$1.99
30 Chol - HDL	4139	300	\$1.83	\$1.70	\$1.55	\$1.43
7 Lipo	4114	70	\$3.67	\$3.42	\$3.12	\$2.88
15 Lipo	4134	150	\$2.24	\$2.08	\$1.91	\$1.75
30 Lipo	4138	300	\$1.96	\$1.82	\$1.66	\$1.54
7 Hgb A1c	4107	70	\$4.71	\$4.39	\$4.00	\$3.69
15 Hgb A1c	4127	150	\$2.55	\$2.38	\$2.17	\$2.00
1 Immunofixation - Dynamic Mask	4301	10	\$23.06	\$22.01	\$20.70	\$19.61
2 Immunofixation- Dynamic Mask	4302	20	\$19.72	\$18.18	\$16.33	\$14.79
4 Immunofixation - Dynamic Mask	4304	40	\$17.48	\$16.15	\$14.59	\$13.25
9 Immunofixation - Dynamic Mask	4309	90	\$17.15	\$15.87	\$14.35	\$13.08
4 Immunofixation Maxi Kit - Dynamic Mask	4381	320	\$19.71	\$18.36	\$16.75	\$15.44
9 Immunofixation Maxi Kit - Dynamic Mask	4382	720	\$18.93	\$17.64	\$16.09	\$14.83
1 Bence Jones - Dynamic Mask	4321	10	\$20.88	\$19.85	\$18.56	\$17.47
2 Bence Jones - Dynamic Mask	4322	20	\$16.43	\$14.75	\$12.73	\$11.01
4 Bence Jones - Dynamic Mask	4324	40	\$14.02	\$12.63	\$10.95	\$9.53
6 IF Penta - Dynamic Mask	4341	60	\$10.85	\$9.90	\$8.76	\$7.81
12 IF Penta - Dynamic Mask	4342	120	\$8.61	\$7.87	\$6.99	\$6.25
12 IF Penta Maxi - Dynamic Mask	4384	960	\$11.09	\$10.33	\$9.43	\$8.69
3 CSF - Dynamic Mask	4350	30	\$27.54	\$25.66	\$23.41	\$21.57
6 CSF - Dynamic Mask	4351	60	\$23.82	\$22.18	\$20.24	\$18.65
3 CSF IEF - Dynamic Mask	4353	30	\$30.76	\$28.66	\$26.15	\$24.10
9 CSF IEF - Dynamic Mask	4355	90	\$26.63	\$24.82	\$22.65	\$20.87
1 Immunofixation - Standard Mask	4801	10	\$22.51	\$21.46	\$20.15	\$19.06
2 Immunofixation - Standard Mask	4802	20	\$19.17	\$17.63	\$15.78	\$14.25
4 Immunofixation - Standard Mask	4804	40	\$15.81	\$14.50	\$12.93	\$11.62
9 Immunofixation - Standard Mask	4809	90	\$18.35	\$17.06	\$15.53	\$14.26
1 Bence Jones - Standard Mask	4821	10	\$19.33	\$18.32	\$17.04	\$15.95
2 Bence Jones - Standard Mask	4822	20	\$14.88	\$13.21	\$11.21	\$9.49
4 Bence Jones - Standard Mask	4824	40	\$10.40	\$9.04	\$7.40	\$5.98
9 Bence Jones Maxi Kit - Standard Mask	4883	720	\$21.40	\$19.94	\$18.19	\$16.76
6 Penta - Standard Mask	4841	60	\$13.02	\$12.06	\$10.90	\$9.95
12 Penta - Standard Mask	4842	120	\$10.17	\$9.43	\$8.52	\$7.78
7 ISO - LDH	4110	70	\$4.78	\$4.45	\$4.06	\$3.74
15 ISO - LDH	4130	150	\$2.58	\$2.41	\$2.19	\$2.02
7 Hgb	4106	70	\$3.57	\$3.33	\$3.04	\$2.80
15 Hgb	4126	150	\$2.16	\$2.01	\$1.84	\$1.69
7 Acid Hgb	4108	70	\$3.72	\$3.47	\$3.17	\$2.91
15 Acid Hgb	4128	150	\$2.29	\$2.14	\$1.95	\$1.80
7 ISO - CK	4111	70	\$6.26	\$5.83	\$5.32	\$4.90
15 ISO - CK	4131	150	\$3.29	\$3.06	\$2.80	\$2.58
30 ISO - CK	4137	300	\$2.00	\$1.87	\$1.70	\$1.57
7 ISO-PAL	4112	30	\$12.97	\$11.34	\$10.54	\$9.72
15 ISO-PAL	4132	70	\$7.61	\$6.66	\$6.19	\$5.72

Tests per month	Product	Tests Per Kit	Tests Per Month			
			1-100	101-200	201-300	301+
7 Protein	4100	70	\$3.37	\$3.21	\$2.87	\$2.64
15 Protein	4120	150	\$2.19	\$2.08	\$1.99	\$1.90
30 Protein	4140	300	\$1.66	\$1.58	\$1.50	\$1.44
54 Protein Maxi	4260	4,320	\$1.16	\$1.10	\$1.05	\$1.00
7 Protein B1B2	4101	70	\$3.53	\$3.35	\$3.19	\$3.06
15 Protein B1B2	4121	150	\$2.35	\$2.24	\$2.12	\$2.04
30 Protein B1B2	4141	300	\$1.96	\$1.86	\$1.77	\$1.70
54 Pro B1B2 Maxi	4261	4,320	\$1.28	\$1.21	\$1.16	\$1.11
7 HR	4102	70	\$4.79	\$4.55	\$4.32	\$4.15
15 HR	4122	150	\$2.64	\$2.51	\$2.38	\$2.29

*For each additional instrument, refer to 1 - 5 Year Additional Cost-Per-Test Pricing - Additional Instrument

1 - 5 Year Additional Cost-Per-Test Pricing
Add'l Instrument - Hydrasys 1, Hydrasys 1 Focusing, HydraPlus, Hyrys 2 or Phoresis

Assay	Product Number	Tests Per Kit	Tests Per Month			
			1-20	21-40	41-60	61+
7 Chol - HDL	4116	70	\$0.88	\$0.81	\$0.75	\$0.69
15 Chol - HDL	4135	150	\$0.48	\$0.44	\$0.41	\$0.38
30 Chol - HDL	4139	300	\$0.35	\$0.33	\$0.30	\$0.28
7 Lipo	4114	70	\$0.69	\$0.65	\$0.59	\$0.54
15 Lipo	4134	150	\$0.45	\$0.42	\$0.39	\$0.36
30 Lipo	4138	300	\$0.38	\$0.35	\$0.32	\$0.30
7 Hgb A1c	4107	70	\$0.89	\$0.82	\$0.76	\$0.70
15 Hgb A1c	4127	150	\$0.49	\$0.45	\$0.41	\$0.38
1 Immunofixation - Dynamic Mask	4301	10	\$5.91	\$5.64	\$5.31	\$5.03
2 Immunofixation- Dynamic Mask	4302	20	\$4.32	\$4.03	\$3.68	\$3.39
4 Immunofixation - Dynamic Mask	4304	40	\$3.71	\$3.46	\$3.16	\$2.91
9 Immunofixation - Dynamic Mask	4309	90	\$3.52	\$3.28	\$3.00	\$2.76
4 Immunofixation Maxi Kit - Dynamic Mask	4381	320	\$3.71	\$3.46	\$3.16	\$2.91
9 Immunofixation Maxi Kit - Dynamic Mask	4382	720	\$3.52	\$3.28	\$3.00	\$2.76
1 Bence Jones - Dynamic Mask	4321	10	\$5.36	\$5.09	\$4.76	\$4.48
2 Bence Jones - Dynamic Mask	4322	20	\$4.83	\$4.50	\$4.12	\$3.79
4 Bence Jones - Dynamic Mask	4324	40	\$4.02	\$3.75	\$3.42	\$3.16
6 IF Penta - Dynamic Mask	4341	60	\$2.67	\$2.49	\$2.28	\$2.10
12 IF Penta - Dynamic Mask	4342	120	\$2.06	\$1.92	\$1.76	\$1.62
12 IF Penta Maxi - Dynamic Mask	4384	960	\$2.06	\$1.92	\$1.76	\$1.62
3 CSF - Dynamic Mask	4350	30	\$5.08	\$4.73	\$4.32	\$3.98
6 CSF - Dynamic Mask	4351	60	\$4.39	\$4.09	\$3.73	\$3.44
3 CSF IEF - Dynamic Mask	4353	30	\$5.23	\$4.88	\$4.45	\$4.10
9 CSF IEF - Dynamic Mask	4355	90	\$4.53	\$4.22	\$3.85	\$3.54
1 Immunofixation - Standard Mask	4801	10	\$5.91	\$5.64	\$5.31	\$5.03
2 Immunofixation - Standard Mask	4802	20	\$4.32	\$4.03	\$3.68	\$3.39
4 Immunofixation - Standard Mask	4804	40	\$3.71	\$3.46	\$3.16	\$2.91
9 Immunofixation - Standard Mask	4809	90	\$3.52	\$3.28	\$3.00	\$2.76
1 Bence Jones - Standard Mask	4821	10	\$5.36	\$5.09	\$4.76	\$4.48
2 Bence Jones - Standard Mask	4822	20	\$4.83	\$4.50	\$4.12	\$3.79
4 Bence Jones - Standard Mask	4824	40	\$4.02	\$3.75	\$3.42	\$3.16
9 Bence Jones Maxi Kit - Standard Mask	4883	720	\$3.52	\$3.28	\$3.00	\$2.76
6 Penta - Standard Mask	4841	60	\$2.67	\$2.49	\$2.28	\$2.10
12 Penta - Standard Mask	4842	120	\$2.06	\$1.92	\$1.76	\$1.62
7 ISO - LDH	4110	70	\$0.90	\$0.83	\$0.77	\$0.71
15 ISO - LDH	4130	150	\$0.49	\$0.45	\$0.42	\$0.39
7 Hgb	4106	70	\$0.67	\$0.63	\$0.58	\$0.53
15 Hgb	4126	150	\$0.42	\$0.38	\$0.35	\$0.33
7 Acid Hgb	4108	70	\$0.70	\$0.66	\$0.60	\$0.55
15 Acid Hgb	4128	150	\$0.44	\$0.40	\$0.37	\$0.35
7 ISO - CK	4111	70	\$1.16	\$1.09	\$0.99	\$0.91
15 ISO - CK	4131	150	\$0.62	\$0.58	\$0.53	\$0.49
30 ISO - CK	4137	300	\$0.39	\$0.36	\$0.33	\$0.31
7 ISO-PAL	4112	30	\$2.67	\$2.49	\$2.28	\$2.10
15 ISO-PAL	4132	70	\$2.06	\$1.92	\$1.76	\$1.62

Tests per month	Product Number	Tests Per Kit	Tests Per Month			
			1-100	101-200	201-300	301+
7 Protein	4100	70	\$0.64	\$0.60	\$0.54	\$0.50
15 Protein	4120	150	\$0.42	\$0.39	\$0.36	\$0.33
30 Protein	4140	300	\$0.33	\$0.30	\$0.28	\$0.26
54 Protein Maxi	4260	4,320	\$0.21	\$0.21	\$0.19	\$0.17
7 Protein B1B2	4101	70	\$0.67	\$0.63	\$0.57	\$0.53
15 Protein B1B2	4121	150	\$0.45	\$0.41	\$0.38	\$0.35
30 Protein B1B2	4141	300	\$0.36	\$0.34	\$0.31	\$0.29
54 Pro B1B2 Maxi	4261	4,320	\$0.24	\$0.23	\$0.21	\$0.20
7 HR	4102	70	\$0.90	\$0.84	\$0.77	\$0.71
15 HR	4122	150	\$0.50	\$0.46	\$0.43	\$0.40

**Cost-Per-Test Pricing
Hydrasys 2 Matrix
Includes a Hydrasys 2 and Phoresis**

Assay	Product	Tests Per Kit	Tests Per Month			
			1-20	21-40	41-60	61+
7 Chol - HDL	4116	70	\$5.24	\$4.71	\$4.19	\$3.72
15 Chol - HDL	4135	150	\$2.86	\$2.57	\$2.29	\$2.03
30 Chol - HDL	4139	300	\$2.06	\$1.85	\$1.64	\$1.46
7 Lipo	4114	70	\$4.14	\$3.72	\$3.30	\$2.93
15 Lipo	4134	150	\$2.52	\$2.27	\$2.02	\$1.79
30 Lipo	4138	300	\$2.21	\$1.98	\$1.76	\$1.57
7 Hgb A1c	4107	70	\$5.31	\$4.77	\$4.23	\$3.76
15 Hgb A1c	4127	150	\$2.87	\$2.58	\$2.30	\$2.04
1 Immunofixation - Dynamic Mask	4301	10	\$25.97	\$23.93	\$21.91	\$19.99
2 Immunofixation- Dynamic Mask	4302	20	\$22.21	\$19.77	\$17.28	\$15.08
4 Immunofixation - Dynamic Mask	4304	40	\$19.69	\$17.57	\$15.44	\$13.51
9 Immunofixation - Dynamic Mask	4309	90	\$19.31	\$17.25	\$15.18	\$13.33
4 Immunofixation Maxi Kit - Dynamic Mask	4381	320	\$22.20	\$19.96	\$17.73	\$15.74
9 Immunofixation Maxi Kit - Dynamic Mask	4382	720	\$21.32	\$19.18	\$17.03	\$15.12
1 Bence Jones - Dynamic Mask	4321	10	\$23.52	\$21.58	\$19.64	\$17.81
2 Bence Jones - Dynamic Mask	4322	20	\$18.50	\$16.04	\$13.47	\$11.22
4 Bence Jones - Dynamic Mask	4324	40	\$15.79	\$13.73	\$11.59	\$9.71
6 IF Penta - Dynamic Mask	4341	60	\$12.22	\$10.76	\$9.27	\$7.96
12 IF Penta - Dynamic Mask	4342	120	\$9.69	\$8.56	\$7.40	\$6.37
12 IF Penta Maxi - Dynamic Mask	4384	960	\$12.49	\$11.24	\$9.98	\$8.86
3 CSF - Dynamic Mask	4350	30	\$31.01	\$27.90	\$24.77	\$21.99
6 CSF - Dynamic Mask	4351	60	\$26.82	\$24.12	\$21.42	\$19.02
3 CSF IEF - Dynamic Mask	4353	30	\$34.64	\$31.16	\$27.68	\$24.57
9 CSF IEF - Dynamic Mask	4355	90	\$29.99	\$26.98	\$23.97	\$21.28
1 Immunofixation - Standard Mask	4801	10	\$25.35	\$23.33	\$21.33	\$19.43
2 Immunofixation - Standard Mask	4802	20	\$21.58	\$19.17	\$16.70	\$14.52
4 Immunofixation - Standard Mask	4804	40	\$17.81	\$15.77	\$13.69	\$11.84
9 Immunofixation - Standard Mask	4809	90	\$20.67	\$18.56	\$16.43	\$14.54
1 Bence Jones - Standard Mask	4821	10	\$21.77	\$19.92	\$18.04	\$16.26
2 Bence Jones - Standard Mask	4822	20	\$16.76	\$14.36	\$11.87	\$9.67
4 Bence Jones - Standard Mask	4824	40	\$11.71	\$9.83	\$7.83	\$6.09
9 Bence Jones Maxi Kit - Standard Mask	4883	720	\$24.11	\$21.68	\$19.25	\$17.09
6 Penta - Standard Mask	4841	60	\$14.66	\$13.11	\$11.54	\$10.14
12 Penta - Standard Mask	4842	120	\$11.45	\$10.26	\$9.02	\$7.93
7 ISO - LDH	4110	70	\$5.38	\$4.84	\$4.30	\$3.82
15 ISO - LDH	4130	150	\$2.91	\$2.62	\$2.32	\$2.06
7 Hgb	4106	70	\$4.03	\$3.62	\$3.22	\$2.85
15 Hgb	4126	150	\$2.43	\$2.19	\$1.95	\$1.73
7 Acid Hgb	4108	70	\$4.19	\$3.77	\$3.35	\$2.97
15 Acid Hgb	4128	150	\$2.58	\$2.33	\$2.06	\$1.83
7 ISO - CK	4111	70	\$7.05	\$6.34	\$5.63	\$5.00
15 ISO - CK	4131	150	\$3.70	\$3.33	\$2.96	\$2.63
30 ISO - CK	4137	300	\$2.26	\$2.03	\$1.80	\$1.60
7 ISO-PAL	4112	30	\$14.60	\$12.33	\$11.15	\$9.91
15 ISO-PAL	4132	70	\$8.57	\$7.25	\$6.55	\$5.83

Tests per month	Product	Tests Per Kit	Tests Per Month			
			1-100	101-200	201-300	301+
7 Protein	4100	70	\$3.80	\$3.49	\$3.03	\$2.69
15 Protein	4120	150	\$2.47	\$2.27	\$2.10	\$1.94
30 Protein	4140	300	\$1.87	\$1.71	\$1.58	\$1.47
54 Protein Maxi	4260	4,320	\$1.30	\$1.20	\$1.11	\$1.02
7 Protein B1B2	4101	70	\$3.98	\$3.65	\$3.37	\$3.12
15 Protein B1B2	4121	150	\$2.65	\$2.43	\$2.24	\$2.08
30 Protein B1B2	4141	300	\$2.21	\$2.03	\$1.87	\$1.74
54 Pro B1B2 Maxi	4261	4,320	\$1.44	\$1.32	\$1.22	\$1.14
7 HR	4102	70	\$5.39	\$4.95	\$4.58	\$4.23
15 HR	4122	150	\$2.97	\$2.73	\$2.52	\$2.34

*For each additional instrument refer to Additional Cost-Per-Test Pricing - Additional Instrument

**Cost-Per-Test Pricing
Hydrasys 2 Focusing Matrix
Includes a Hydrasys 2 Focusing and Phoresis**

Assay	Product	Tests Per Kit	Tests Per Month			
			1-20	21-40	41-60	61+
7 Chol - HDL	4116	70	\$5.40	\$4.85	\$4.31	\$3.83
15 Chol - HDL	4135	150	\$2.95	\$2.65	\$2.36	\$2.09
30 Chol - HDL	4139	300	\$2.12	\$1.90	\$1.69	\$1.50
7 Lipo	4114	70	\$4.26	\$3.83	\$3.40	\$3.02
15 Lipo	4134	150	\$2.60	\$2.33	\$2.08	\$1.84
30 Lipo	4138	300	\$2.27	\$2.04	\$1.81	\$1.62
7 Hgb A1c	4107	70	\$5.46	\$4.92	\$4.36	\$3.87
15 Hgb A1c	4127	150	\$2.96	\$2.66	\$2.37	\$2.10
1 Immunofixation - Dynamic Mask	4301	10	\$26.75	\$24.65	\$22.56	\$20.59
2 Immunofixation- Dynamic Mask	4302	20	\$22.88	\$20.36	\$17.80	\$15.53
4 Immunofixation - Dynamic Mask	4304	40	\$20.28	\$18.09	\$15.90	\$13.92
9 Immunofixation - Dynamic Mask	4309	90	\$19.89	\$17.77	\$15.64	\$13.73
4 Immunofixation Maxi Kit - Dynamic Mask	4381	320	\$22.87	\$20.56	\$18.26	\$16.21
9 Immunofixation Maxi Kit - Dynamic Mask	4382	720	\$21.96	\$19.75	\$17.54	\$15.57
1 Bence Jones - Dynamic Mask	4321	10	\$24.22	\$22.23	\$20.23	\$18.34
2 Bence Jones - Dynamic Mask	4322	20	\$19.05	\$16.52	\$13.88	\$11.56
4 Bence Jones - Dynamic Mask	4324	40	\$16.26	\$14.14	\$11.94	\$10.00
6 IF Penta - Dynamic Mask	4341	60	\$12.58	\$11.08	\$9.55	\$8.20
12 IF Penta - Dynamic Mask	4342	120	\$9.99	\$8.82	\$7.62	\$6.56
12 IF Penta Maxi - Dynamic Mask	4384	960	\$12.87	\$11.57	\$10.28	\$9.13
3 CSF - Dynamic Mask	4350	30	\$31.94	\$28.74	\$25.51	\$22.65
6 CSF - Dynamic Mask	4351	60	\$27.63	\$24.85	\$22.06	\$19.59
3 CSF IEF - Dynamic Mask	4353	30	\$35.68	\$32.10	\$28.51	\$25.31
9 CSF IEF - Dynamic Mask	4355	90	\$30.89	\$27.79	\$24.69	\$21.92
1 Immunofixation - Standard Mask	4801	10	\$26.11	\$24.03	\$21.97	\$20.02
2 Immunofixation - Standard Mask	4802	20	\$22.23	\$19.74	\$17.20	\$14.96
4 Immunofixation - Standard Mask	4804	40	\$18.34	\$16.24	\$14.10	\$12.20
9 Immunofixation - Standard Mask	4809	90	\$21.29	\$19.11	\$16.92	\$14.98
1 Bence Jones - Standard Mask	4821	10	\$22.43	\$20.51	\$18.58	\$16.75
2 Bence Jones - Standard Mask	4822	20	\$17.26	\$14.80	\$12.22	\$9.96
4 Bence Jones - Standard Mask	4824	40	\$12.07	\$10.13	\$8.07	\$6.28
9 Bence Jones Maxi Kit - Standard Mask	4883	720	\$24.83	\$22.33	\$19.83	\$17.60
6 Penta - Standard Mask	4841	60	\$15.10	\$13.51	\$11.88	\$10.44
12 Penta - Standard Mask	4842	120	\$11.79	\$10.57	\$9.29	\$8.17
7 ISO - LDH	4110	70	\$5.55	\$4.99	\$4.43	\$3.93
15 ISO - LDH	4130	150	\$3.00	\$2.70	\$2.39	\$2.13
7 Hgb	4106	70	\$4.15	\$3.73	\$3.31	\$2.94
15 Hgb	4126	150	\$2.51	\$2.25	\$2.01	\$1.78
7 Acid Hgb	4108	70	\$4.31	\$3.88	\$3.45	\$3.06
15 Acid Hgb	4128	150	\$2.66	\$2.40	\$2.12	\$1.89
7 ISO - CK	4111	70	\$7.26	\$6.53	\$5.80	\$5.15
15 ISO - CK	4131	150	\$3.81	\$3.43	\$3.05	\$2.71
30 ISO - CK	4137	300	\$2.33	\$2.09	\$1.86	\$1.65
7 ISO-PAL	4112	30	\$15.04	\$12.70	\$11.49	\$10.21
15 ISO-PAL	4132	70	\$8.83	\$7.46	\$6.75	\$6.00

Tests per month	Product	Tests Per Kit	Tests Per Month			
			1-100	101-200	201-300	301+
7 Protein	4100	70	\$3.91	\$3.59	\$3.12	\$2.77
15 Protein	4120	150	\$2.54	\$2.33	\$2.17	\$1.99
30 Protein	4140	300	\$1.92	\$1.77	\$1.63	\$1.51
54 Protein Maxi	4260	4,320	\$1.34	\$1.24	\$1.14	\$1.05
7 Protein B1B2	4101	70	\$4.10	\$3.75	\$3.47	\$3.21
15 Protein B1B2	4121	150	\$2.73	\$2.51	\$2.31	\$2.14
30 Protein B1B2	4141	300	\$2.27	\$2.09	\$1.93	\$1.79
54 Pro B1B2 Maxi	4261	4,320	\$1.49	\$1.36	\$1.26	\$1.17
7 HR	4102	70	\$5.55	\$5.10	\$4.71	\$4.36
15 HR	4122	150	\$3.06	\$2.82	\$2.59	\$2.41

*For each additional instrument refer to Additional Cost-Per-Test Pricing - Additional Instrument

Additional Cost-Per-Test Pricing
Additional Instrument - Hydrasys 2, Hydrasys 2 Focusing, HydraPlus, or Phoresis

Assay	Product Number	Tests Per Kit	Tests Per Month			
			1-20	21-40	41-60	61+
7 Chol - HDL	4116	70	\$1.02	\$0.91	\$0.81	\$0.72
15 Chol - HDL	4135	150	\$0.56	\$0.50	\$0.45	\$0.39
30 Chol - HDL	4139	300	\$0.40	\$0.37	\$0.32	\$0.29
7 Lipo	4114	70	\$0.80	\$0.72	\$0.64	\$0.57
15 Lipo	4134	150	\$0.52	\$0.47	\$0.42	\$0.37
30 Lipo	4138	300	\$0.44	\$0.39	\$0.35	\$0.31
7 Hgb A1c	4107	70	\$1.03	\$0.92	\$0.82	\$0.73
15 Hgb A1c	4127	150	\$0.57	\$0.51	\$0.45	\$0.40
1 Immunofixation - Dynamic Mask	4301	10	\$6.86	\$6.32	\$5.79	\$5.28
2 Immunofixation- Dynamic Mask	4302	20	\$5.02	\$4.51	\$4.01	\$3.56
4 Immunofixation - Dynamic Mask	4304	40	\$4.31	\$3.88	\$3.44	\$3.06
9 Immunofixation - Dynamic Mask	4309	90	\$4.08	\$3.68	\$3.26	\$2.90
4 Immunofixation Maxi Kit - Dynamic Mask	4381	320	\$4.31	\$3.88	\$3.44	\$3.06
9 Immunofixation Maxi Kit - Dynamic Mask	4382	720	\$4.08	\$3.68	\$3.26	\$2.90
1 Bence Jones - Dynamic Mask	4321	10	\$6.21	\$5.70	\$5.19	\$4.70
2 Bence Jones - Dynamic Mask	4322	20	\$5.61	\$5.05	\$4.49	\$3.98
4 Bence Jones - Dynamic Mask	4324	40	\$4.66	\$4.20	\$3.73	\$3.31
6 IF Penta - Dynamic Mask	4341	60	\$3.10	\$2.79	\$2.48	\$2.20
12 IF Penta - Dynamic Mask	4342	120	\$2.39	\$2.15	\$1.91	\$1.70
12 IF Penta Maxi - Dynamic Mask	4384	960	\$2.39	\$2.15	\$1.91	\$1.70
3 CSF - Dynamic Mask	4350	30	\$5.89	\$5.30	\$4.71	\$4.18
6 CSF - Dynamic Mask	4351	60	\$5.10	\$4.58	\$4.07	\$3.61
3 CSF IEF - Dynamic Mask	4353	30	\$6.07	\$5.46	\$4.85	\$4.30
9 CSF IEF - Dynamic Mask	4355	90	\$5.25	\$4.72	\$4.19	\$3.72
1 Immunofixation - Standard Mask	4801	10	\$6.86	\$6.32	\$5.79	\$5.28
2 Immunofixation - Standard Mask	4802	20	\$5.02	\$4.51	\$4.01	\$3.56
4 Immunofixation - Standard Mask	4804	40	\$4.31	\$3.88	\$3.44	\$3.06
9 Immunofixation - Standard Mask	4809	90	\$4.08	\$3.68	\$3.26	\$2.90
1 Bence Jones - Standard Mask	4821	10	\$6.21	\$5.70	\$5.19	\$4.70
2 Bence Jones - Standard Mask	4822	20	\$5.61	\$5.05	\$4.49	\$3.98
4 Bence Jones - Standard Mask	4824	40	\$4.66	\$4.20	\$3.73	\$3.31
9 Bence Jones Maxi Kit - Standard Mask	4883	720	\$4.08	\$3.68	\$3.26	\$2.90
6 Penta - Standard Mask	4841	60	\$3.10	\$2.79	\$2.48	\$2.20
12 Penta - Standard Mask	4842	120	\$2.39	\$2.15	\$1.91	\$1.70
7 ISO - LDH	4110	70	\$1.04	\$0.93	\$0.83	\$0.74
15 ISO - LDH	4130	150	\$0.57	\$0.51	\$0.45	\$0.40
7 Hgb	4106	70	\$0.78	\$0.71	\$0.63	\$0.56
15 Hgb	4126	150	\$0.49	\$0.43	\$0.38	\$0.34
7 Acid Hgb	4108	70	\$0.82	\$0.74	\$0.65	\$0.58
15 Acid Hgb	4128	150	\$0.51	\$0.45	\$0.40	\$0.36
7 ISO - CK	4111	70	\$1.35	\$1.22	\$1.08	\$0.96
15 ISO - CK	4131	150	\$0.72	\$0.64	\$0.58	\$0.51
30 ISO - CK	4137	300	\$0.45	\$0.40	\$0.35	\$0.32
7 ISO-PAL	4112	30	\$3.10	\$2.79	\$2.48	\$2.20
15 ISO-PAL	4132	70	\$2.39	\$2.15	\$1.91	\$1.70

Tests per month	Product Number	Tests Per Kit	Tests Per Month			
			1-100	101-200	201-300	301+
7 Protein	4100	70	\$0.75	\$0.67	\$0.59	\$0.53
15 Protein	4120	150	\$0.49	\$0.44	\$0.39	\$0.35
30 Protein	4140	300	\$0.38	\$0.33	\$0.30	\$0.27
54 Protein Maxi	4260	4,320	\$0.25	\$0.23	\$0.20	\$0.18
7 Protein B1B2	4101	70	\$0.78	\$0.70	\$0.62	\$0.56
15 Protein B1B2	4121	150	\$0.52	\$0.46	\$0.41	\$0.37
30 Protein B1B2	4141	300	\$0.41	\$0.38	\$0.33	\$0.30
54 Pro B1B2 Maxi	4261	4,320	\$0.28	\$0.25	\$0.22	\$0.20
7 HR	4102	70	\$1.04	\$0.94	\$0.83	\$0.74
15 HR	4122	150	\$0.58	\$0.52	\$0.47	\$0.41

Cost-Per-Test Pricing
Hydrasys 2 Scan Matrix
Includes a Hydrasys 2 Scan and Phoresis GS --OR--
Hydrasys 2, Standalone Gelscan, Phoresis GS

Assay	Product	Tests Per Kit	Tests Per Month			
			1-40	41-60	61-80	81+
7 Chol - HDL	4116	70	\$6.29	\$5.42	\$4.61	\$3.90
15 Chol - HDL	4135	150	\$3.43	\$2.96	\$2.52	\$2.13
30 Chol - HDL	4139	300	\$2.47	\$2.12	\$1.80	\$1.53
7 Lipo	4114	70	\$4.97	\$4.28	\$3.63	\$3.08
15 Lipo	4134	150	\$3.03	\$2.61	\$2.22	\$1.88
30 Lipo	4138	300	\$2.65	\$2.28	\$1.94	\$1.65
1 Immunofixation - Dynamic Mask	4301	10	\$31.17	\$28.52	\$24.10	\$20.99
2 Immunofixation - Dynamic Mask	4302	20	\$26.65	\$23.73	\$19.01	\$16.84
4 Immunofixation - Dynamic Mask	4304	40	\$24.85	\$21.45	\$17.98	\$15.19
9 Immunofixation - Dynamic Mask	4309	90	\$24.80	\$21.40	\$17.93	\$15.00
4 Immunofixation Maxi Kit - Dynamic Mask	4381	320	\$26.64	\$22.96	\$19.50	\$16.52
9 Immunofixation Maxi Kit - Dynamic Mask	4382	720	\$25.59	\$22.06	\$18.73	\$15.88
1 Bence Jones - Dynamic Mask	4321	10	\$28.22	\$24.82	\$21.61	\$18.70
2 Bence Jones - Dynamic Mask	4322	20	\$22.20	\$18.44	\$14.82	\$11.78
4 Bence Jones - Dynamic Mask	4324	40	\$18.95	\$15.79	\$12.75	\$10.20
6 IF Penta - Dynamic Mask	4341	60	\$14.66	\$13.11	\$11.54	\$10.14
12 IF Penta - Dynamic Mask	4342	120	\$12.40	\$11.21	\$9.97	\$8.88
3 CSF - Dynamic Mask	4350	30	\$29.00	\$27.90	\$24.77	\$21.99
6 CSF - Dynamic Mask	4351	60	\$25.50	\$24.12	\$21.42	\$19.02
3 CSF IEF - Dynamic Mask	4353	30	\$29.20	\$28.50	\$27.68	\$24.57
9 CSF IEF - Dynamic Mask	4355	90	\$25.60	\$24.90	\$23.97	\$21.28
1 Immunofixation - Standard Mask	4801	10	\$30.97	\$28.32	\$23.90	\$20.79
2 Immunofixation - Standard Mask	4802	20	\$26.45	\$23.53	\$18.80	\$16.64
4 Immunofixation - Standard Mask	4804	40	\$23.95	\$20.55	\$17.08	\$14.29
9 Immunofixation - Standard Mask	4809	90	\$23.83	\$20.40	\$16.93	\$14.15
4 Immunofixation Maxi Kit - Standard Mask	4881	320	\$26.64	\$22.96	\$19.50	\$16.52
9 Immunofixation Maxi Kit - Standard Mask	4882	720	\$25.59	\$22.06	\$18.73	\$15.88
1 Bence Jones - Standard Mask	4821	10	\$27.32	\$23.92	\$20.71	\$17.80
2 Bence Jones - Standard Mask	4822	20	\$21.30	\$17.54	\$13.92	\$10.88
4 Bence Jones - Standard Mask	4824	40	\$16.05	\$12.89	\$9.85	\$7.30
6 Penta - Standard Mask	4841	60	\$14.66	\$13.11	\$11.54	\$10.14
12 Penta - Standard Mask	4842	120	\$11.45	\$10.26	\$9.02	\$7.93
7 ISO - LDH	4110	70	\$6.46	\$5.57	\$4.73	\$4.01
15 ISO - LDH	4130	150	\$3.49	\$3.01	\$2.55	\$2.17
7 Hgb	4106	70	\$4.83	\$4.16	\$3.54	\$3.00
15 Hgb	4126	150	\$2.92	\$2.52	\$2.14	\$1.81
7 Acid Hgb	4108	70	\$5.03	\$4.34	\$3.69	\$3.11
15 Acid Hgb	4128	150	\$3.10	\$2.68	\$2.27	\$1.92
7 ISO - CK	4111	70	\$8.46	\$7.29	\$6.19	\$5.25
15 ISO - CK	4131	150	\$4.44	\$3.83	\$3.25	\$2.76
30 ISO - CK	4137	300	\$2.71	\$2.34	\$1.98	\$1.68
7 ISO-PAL	4112	30	\$17.53	\$14.18	\$12.27	\$10.41
15 ISO-PAL	4132	70	\$10.29	\$8.33	\$7.21	\$6.12
Tests per month	Product	Tests Per Kit	Tests Per Month			
			1-100	101-200	201-300	301+
7 Protein	4100	70	\$4.56	\$4.01	\$3.34	\$2.83
15 Protein	4120	150	\$2.96	\$2.61	\$2.31	\$2.03
30 Protein	4140	300	\$2.24	\$1.97	\$1.74	\$1.54
54 Protein Maxi	4260	4,320	\$1.57	\$1.38	\$1.22	\$1.08
7 Protein B1B2	4101	70	\$4.77	\$4.19	\$3.71	\$3.27
15 Protein B1B2	4121	150	\$3.18	\$2.80	\$2.47	\$2.19
30 Protein B1B2	4141	300	\$2.65	\$2.33	\$2.06	\$1.82
54 Pro B1B2 Maxi	4261	4,320	\$1.73	\$1.52	\$1.35	\$1.19
7 HR	4102	70	\$6.47	\$5.69	\$5.03	\$4.44
15 HR	4122	150	\$3.57	\$3.14	\$2.77	\$2.45

*For each additional instrument refer to Additional Cost-Per-Test Pricing - Additional Instrument

Cost-Per-Test Pricing
Hydrasys 2 Scan Focusing Matrix
Includes a Hydrasys 2 Scan Focusing and Phoresis GS -OR-
Hydrasys 2 Focusing, Standalone Gelscan, Phoresis GS

Assay	Product	Tests Per Kit	Tests Per Month			
			1-40	41-60	61-80	81+
7 Chol - HDL	4116	70	\$6.92	\$5.96	\$5.07	\$4.29
15 Chol - HDL	4135	150	\$3.77	\$3.25	\$2.77	\$2.34
30 Chol - HDL	4139	300	\$2.72	\$2.34	\$1.99	\$1.68
7 Lipo	4114	70	\$5.46	\$4.71	\$4.00	\$3.39
15 Lipo	4134	150	\$3.33	\$2.87	\$2.44	\$2.06
30 Lipo	4138	300	\$2.91	\$2.51	\$2.13	\$1.81
1 Immunofixation - Dynamic Mask	4301	10	\$34.29	\$31.37	\$26.51	\$23.09
2 Immunofixation - Dynamic Mask	4302	20	\$29.32	\$26.10	\$20.91	\$18.52
4 Immunofixation - Dynamic Mask	4304	40	\$27.34	\$23.60	\$19.78	\$16.71
9 Immunofixation - Dynamic Mask	4309	90	\$27.28	\$23.54	\$19.72	\$16.50
4 Immunofixation Maxi Kit - Dynamic Mask	4381	320	\$29.30	\$25.26	\$21.45	\$18.18
9 Immunofixation Maxi Kit - Dynamic Mask	4382	720	\$28.14	\$24.26	\$20.61	\$17.46
1 Bence Jones - Dynamic Mask	4321	10	\$31.04	\$27.30	\$23.77	\$20.57
2 Bence Jones - Dynamic Mask	4322	20	\$24.42	\$20.29	\$16.30	\$12.96
4 Bence Jones - Dynamic Mask	4324	40	\$20.84	\$17.37	\$14.02	\$11.22
6 IF Penta - Dynamic Mask	4341	60	\$16.12	\$14.42	\$12.69	\$11.15
12 IF Penta Maxi - Dynamic Mask	4384	960	\$13.64	\$12.33	\$10.97	\$9.77
3 CSF - Dynamic Mask	4350	30	\$29.00	\$27.90	\$24.77	\$21.99
6 CSF - Dynamic Mask	4351	60	\$25.50	\$24.12	\$21.42	\$19.02
3 CSF IEF - Dynamic Mask	4353	30	\$29.20	\$28.50	\$27.68	\$24.57
9 CSF IEF - Dynamic Mask	4355	90	\$25.60	\$24.90	\$23.97	\$21.28
1 Immunofixation - Standard Mask	4801	10	\$34.07	\$31.15	\$26.29	\$22.87
2 Immunofixation - Standard Mask	4802	20	\$29.10	\$25.88	\$20.68	\$18.30
4 Immunofixation - Standard Mask	4804	40	\$26.35	\$22.61	\$18.79	\$15.72
9 Immunofixation - Standard Mask	4809	90	\$26.21	\$22.44	\$18.62	\$15.57
4 Immunofixation Maxi Kit - Standard Mask	4881	320	\$29.30	\$25.26	\$21.45	\$18.17
9 Immunofixation Maxi Kit - Standard Mask	4882	720	\$28.15	\$24.27	\$20.60	\$17.47
1 Bence Jones - Standard Mask	4821	10	\$30.05	\$26.31	\$22.78	\$19.58
2 Bence Jones - Standard Mask	4822	20	\$23.43	\$19.29	\$15.31	\$11.97
4 Bence Jones - Standard Mask	4824	40	\$17.66	\$14.18	\$10.84	\$8.03
6 Penta - Standard Mask	4841	60	\$16.13	\$14.42	\$12.69	\$11.15
12 Penta - Standard Mask	4842	120	\$12.60	\$11.29	\$9.92	\$8.72
7 ISO - LDH	4110	70	\$7.11	\$6.12	\$5.20	\$4.41
15 ISO - LDH	4130	150	\$3.84	\$3.31	\$2.81	\$2.38
7 Hgb	4106	70	\$5.31	\$4.58	\$3.89	\$3.30
15 Hgb	4126	150	\$3.21	\$2.77	\$2.36	\$1.99
7 Acid Hgb	4108	70	\$5.53	\$4.77	\$4.05	\$3.43
15 Acid Hgb	4128	150	\$3.41	\$2.94	\$2.50	\$2.11
7 ISO - CK	4111	70	\$9.30	\$8.02	\$6.81	\$5.77
15 ISO - CK	4131	150	\$4.88	\$4.21	\$3.58	\$3.03
30 ISO - CK	4137	300	\$2.98	\$2.57	\$2.18	\$1.85
7 ISO-PAL	4112	30	\$19.28	\$15.60	\$13.49	\$11.45
15 ISO-PAL	4132	70	\$11.32	\$9.17	\$7.93	\$6.73
Tests per month	Product	Tests Per Kit	Tests Per Month			
			1-100	101-200	201-300	301+
7 Protein	4100	70	\$5.02	\$4.41	\$3.67	\$3.11
15 Protein	4120	150	\$3.26	\$2.87	\$2.54	\$2.24
30 Protein	4140	300	\$2.47	\$2.17	\$1.92	\$1.70
54 Protein Maxi	4260	4,320	\$1.72	\$1.52	\$1.34	\$1.18
7 Protein B1B2	4101	70	\$5.25	\$4.61	\$4.08	\$3.60
15 Protein B1B2	4121	150	\$3.49	\$3.08	\$2.71	\$2.40
30 Protein B1B2	4141	300	\$2.91	\$2.56	\$2.26	\$2.01
54 Pro B1B2 Maxi	4261	4,320	\$1.90	\$1.67	\$1.48	\$1.31
7 HR	4102	70	\$7.12	\$6.26	\$5.54	\$4.88
15 HR	4122	150	\$3.92	\$3.46	\$3.05	\$2.70

*For each additional instrument refer to Additional Cost-Per-Test Pricing - Additional Instrument

Year 1 - 5 Antisera Cost Per Test



Assay	Product Number	Yr	Type of IF Kit			
			Part 4301 - 1 IF	Part 4302 - 2 IF	Part 4304 - 4 IF	Part 4309 - 9 IF
IF Antisera Set - Dynamic Mask	4315	1-5	\$3.16	\$3.16	\$2.47	\$1.10
IF Antisera Set - Standard Mask	4815	1-5	\$3.38	\$3.38	\$3.38	\$2.08

Assay	Product Number	Yr	Type of Bence Jones Kit		
			Part 4321 - 1 Bence Jones	Part 4322 - 2 Bence Jones	Part 4324 - 4 Bence Jones
Bence Jones Antisera Kit - Dynamic Mask	4335K	1-5	\$8.92	\$8.92	\$6.97
Bence Jones Antisera Kit - Standard Mask	4835K	1-5	\$9.88	\$9.88	\$9.88

Assay	Product Number	Yr	Type of Penta Kit	
			Part 4341 - 6 Penta	Part 4342 - 12 Penta
Penta Antisera Kit - Dynamic Mask	4345	1-5	\$3.29	\$2.35
Penta Antisera Kit - Standard Mask	4845	1-5	\$2.20	\$2.20

Assay	Product Number	Yr	Type of CSF Kit			
			Part 4350 3 CSF	Part 4351 6 CSF	Part 4353 3 CSF IEF	Part 4355 9 CSF IEF
Anti IgG	4743	1-5	\$2.20	\$1.65	\$2.20	\$1.10

Number of Kits and Tests Per Antisera Kit

	Kit	Dynamic Mask		Standard Mask	
		# Kits	# Tests	# Kits	# Tests
IF Antisera	1 IF	12.5	125	4	40
	2 IF	6.25	125	2	40
	4 IF	4	160	1	40
	9 IF	4.1	360	0.75	65
Bence Jones Antisera	1 Bence Jones	12.5	125	4	40
	2 Bence Jones	6.25	125	2	40
	4 Bence Jones	4	160	1	40
Penta Antisera	6 Penta	2	120	1	60
	12 Penta	1.4	168	1	60
CSF Antisera (IgG)	3 CSF	3	90	N/A	N/A
	6 CSF	2	120	N/A	N/A
	3 CSF IEF	3	90	N/A	N/A
	9 CSF IEF	2	180	N/A	N/A

Capillarys Pricing
Includes a Capillarys (\$2,500 minimum monthly order)

Year 1 - 5 Cost-Per-Test Pricing

Assay	Product Number	Tests Per Kit	Tests Per Month			
			1-20	21-40	41-60	61+
Protein 6	2003	720	\$3.96	\$3.89	\$3.77	\$3.66
IT	2100	60	\$21.32	\$20.76	\$19.92	\$19.12
IT Buffer	2043	50	\$7.00	\$7.00	\$7.00	\$7.00
IT Wash (Consumable)	2052	200	\$0.00	\$0.00	\$0.00	\$0.00
Capillarys Urine Protein Pretreat*	2013	48	\$2.81	\$2.81	\$2.81	\$2.81
Capillarys Urine Green Segments*	2081	720	\$0.30	\$0.30	\$0.30	\$0.30
CDT	2009	490	\$15.90	\$15.58	\$15.11	\$14.66

* Capillarys Urine requires purchase of concentrators not supplied by Sebia

Assay	Product Number	Tests Per Kit	Tests Per Month			
			20-40	40-60	60-80	81+
Hemoglobin	2007	625	\$7.00	\$6.20	\$5.30	\$4.50

Minicap Pricing
Includes a Minicap (\$1500 minimum monthly order)
Year 1 - 5 Cost-Per-Test Pricing
Single Assay

Assay	Product Number	Tests Per Kit	Tests Per Month			
			108-159	160-259	260-359	360+
Protein 6 - Single Assay	2223	750	\$8.00	\$6.30	\$5.20	\$3.90

Assay	Product Number	Tests Per Kit	Tests Per Month			
			108-159	160-199	200-249	250+
Hemoglobin - Single Assay	2227	720	\$10.15	\$7.95	\$7.20	\$6.50

Assay	Product Number	Tests Per Kit	Tests Per Month			
			108-139	140-169	170- 199	200+
CDT - Single Assay	2208	215	\$14.70	\$12.75	\$11.80	\$11.00

Protein-IT Combination of Assays

Assay	Product Number	Tests Per Kit	Tests Per Month			
			60-99	100-174	175-249	250+
Protein 6 - IT Combination Assay	2223	750	\$5.50	\$5.00	\$4.50	\$3.90

Assay	Product Number	Tests Per Kit	Tests Per Month			
			20-39	40-89	90-119	120+
MiniCap IT Reagent	2300	60	\$11.00	\$11.00	\$11.00	\$11.00

Protein-IT-HGB Combination of Assays

Assay	Product Number	Tests Per Kit	Tests Per Month			
			60-99	100-174	175-249	250+
Protein 6 - (Prot. IT Hgb Combo)	2223	750	\$4.40	\$4.00	\$3.60	\$3.20

Assay	Product Number	Tests Per Kit	Tests Per Month			
			20-39	40-89	90-119	120+
MiniCap IT Reagent	2300	60	\$11.00	\$11.00	\$11.00	\$11.00

Assay	Product Number	Tests Per Kit	Tests Per Month			
			60-99	100-174	175-249	250+
Hemoglobin - (Prot. IT Hgb Combo)	2227	720	\$5.50	\$4.90	\$4.40	\$3.90

Protein-IT-CDT Combination of Assays

Assay	Product Number	Tests Per Kit	Tests Per Month			
			60-99	100-174	175-249	250+
Protein 6 - (Prot. IT CDT Combo)	2223	750	\$4.40	\$4.00	\$3.60	\$3.20

Assay	Product Number	Tests Per Kit	Tests Per Month			
			20-39	40-89	90-119	120+
MiniCap IT Reagent	2300	60	\$11.00	\$11.00	\$11.00	\$11.00

Assay	Product Number	Tests Per Kit	Tests Per Month			
			60-99	100-174	175-249	250+
CDT - (Prot. IT CDT Combo)	2208	215	\$9.00	\$8.60	\$8.20	\$7.50

Minicap Pricing (Cont'd)
Includes a Minicap (\$1500 minimum monthly order)
Year 1 - 5 Cost-Per-Test Pricing
Non-IT Combination of Assays

Assay	Product Number	Tests Per Kit	Tests Per Month			
			60-99	100-174	175-249	250+
Protein 6 - (Non IT Combo)	2223	750	\$6.35	\$5.00	\$4.00	\$3.30
Assay	Product Number	Tests Per Kit	Tests Per Month			
			60-99	100-174	175-249	250+
Hemoglobin - (Non IT Combo)	2227	720	\$7.40	\$6.80	\$5.50	\$4.65
Assay	Product Number	Tests Per Kit	Tests Per Month			
			60-99	100-174	175-249	250+
CDT - (Non IT Combo)	2208	215	\$11.80	\$10.70	\$9.50	\$8.70

**Cost-Per-Test Pricing
Bulk Antisera**

Assay	Product Number	Tests Per Kit	Yr	Tests Per Month			
				1-20	21-40	41-60	61 +
Anti Kappa Free Light Chains - Dynamic Mask	4370	80	1-5	\$3.00	\$3.00	\$3.00	\$3.00
Anti Lambda Free Light Chains - Dynamic Mask	4371	80	1-5	\$3.00	\$3.00	\$3.00	\$3.00
Anti Kappa Free Light Chains - Standard Mask	4610	40	1-5	\$4.37	\$4.37	\$4.37	\$4.37
Anti Lambda Free Light Chains - Standard Mask	4611	40	1-5	\$4.37	\$4.37	\$4.37	\$4.37
Anti IgD - Standard Mask	4613	40	1-5	\$3.25	\$3.25	\$3.25	\$3.25
Anti IgE - Standard Mask	4614	40	1-5	\$3.25	\$3.25	\$3.25	\$3.25

CONSUMABLES SUPPLIES IDENTIFICATION SHEET

VENDOR NAME: **SEBIA, INC.**

ANALYZER TYPE: **CLINICAL IMMUNOCHEMISTRY ANALYZER**

BRAND NAME: **HYDRASYS LC, HYDRASYS FOCUSING, HYDRASYS 2, HYDRASYS 2 FOCUSING, HYRYS 2 HIT OR PHORE**

MODEL NUMBER: **1211, 1212, 1201, 1203, 1015 OR PHORESIS**

CONSUMABLES				
Test Assay	Reagent Group	Destain Per Test	Wash Per Test	Control (level 1&2) Per Kit
Chol - HDL	7	10uL	N/A	200 uL
	15	4 uL		200 uL
	30	2 uL		200 uL
Lipo + Lp(a)	7	10 uL	N/A	200 uL
	15	4 uL		200 uL
	30	2 uL		200 uL
Hemoglobin A1c	7	10 uL	N/A	200 uL
	15	4 uL		200 uL
Immunofixation**	2	12.5 uL	200 uL	N/A
	4	25 uL	100 uL	
	9	50 uL	50 uL	
	4 Maxi	25 uL	100 uL	
	9 Maxi	50 uL	50 uL	
Bence Jones**	2	12.5 uL	200 uL	N/A
	4	25 uL	100 uL	
IF Penta**	6	2.25 uL	18 uL	N/A
	12	4.5 uL	36 uL	
	12 Maxi	4.5 uL	36 uL	
ISO - LDH	7	N/A	N/A	200 uL
	15			200 uL
CSF*	3	N/A	N/A	150 uL
	6	N/A	N/A	150 uL
CSF-IEF*	3	20 uL	N/A	100 uL
	9	7 uL	N/A	100 uL
Hemoglobin	7	10 uL	N/A	200 uL
	15	4 uL		200 uL
Acid Hemoglobin	7	10 uL	N/A	200 uL
	15	4 uL		200 uL
ISO - CK	7	10 uL	N/A	200 uL
	15	4 uL		200 uL
	30	2 uL		200 uL
Protein	7	10 uL	N/A	200 uL
	15	4 uL		200 uL
	30	2 uL		200 uL
	54 Maxi	1 uL		200 uL
Protein B1 + B2	7	10 uL	N/A	200 uL
	15	4 uL		200 uL
	30	2 uL		200 uL
	54 Maxi	1 uL		200 uL
High Resolution	7	4 uL	N/A	200 uL
	15	2 uL		200 uL

* One Positive Control available

**Sebia reagents that do not require controls per CLIA regulations.

CONSUMABLES SUPPLIES IDENTIFICATION

VENDOR NAME: **SEBIA, INC.**

ANALYZER TYPE: **CLINICAL IMMUNOCHEMISTRY ANALYZER**

BRAND NAME: **Capillarys 2**

MODEL NUMBER: **1222**

CONSUMABLES									
Test Assay	Part #	Capillarys Wash	Capiclean	Control Part number	Annual Control use dependent upon runs per week (boxes)				
					1	2	3	4	5
Protein 6	2003	Included in Kit	4 kits per year regardless of test menu	4785	3	7	10	14	17
				4787	3	7	10	14	17
IT	2100	N/A		N/A	N/A	N/A	N/A	N/A	
IT Buffer	2043	1x70 ml bottle per 100 tests		N/A	N/A	N/A	N/A	N/A	N/A
Hemoglobin	2007	Included in Kit		4778*	1	1	2	2	3
				4779	3	6	9	12	14
				4792	2	4	6	8	10
CDT	2009	Included in Kit		4795	4	7	11	14	18
				4796	17	35	52	70	87

*Dedicated system - Non dedicated systems require twice as much

CONSUMABLES SUPPLIES IDENTIFICATION SHEET

VENDOR NAME: **SEBIA, INC.**

ANALYZER TYPE: **CLINICAL IMMUNOCHEMISTRY ANALYZER**

BRAND NAME: **Minicap**

MODEL NUMBER: **1230**

CONSUMABLES									
Test Assay	Part #	Capillarys Wash	Capiclean	Control Part number	Annual Control use dependent upon runs per week (boxes)				
					1	2	3	4	5
Protein 6	2223	Included in Kit	2 kits per year	4785	2	4	5	7	8
				4787	2	4	5	7	8
Immunotyping (IT)	2300	NA	2 kits per year regardless of test menu	NA	NA	NA	NA	NA	NA
Hemoglobin (Hgb)	2227	Included in Kit	2 kits per year	4778	1	2	2	3	3
				4779	3	6	8	11	13
				4792	5	9	13	17	22
CDT	2208	Included in Kit	2 kits per year	4795	1	2	3	4	5
				4796	5	9	13	18	22