

ECL Per Experiment Price List (Startup Customers)

Software (billed monthly)

Item	List Price Per Mo	Startup Discount	Startup Price Per Mo
Constellation (per TB)	\$750	-\$275	\$475
Command Center (per license)	\$2,048	-\$1,773	\$275

Account (billed monthly)

Item	List Price Per Mo	Startup Discount	Startup Price Per Mo
Lab Access Fee - Baseline Capacity ¹	\$3,750	-\$2,250	\$1,500
Lab Access Fee - High Capacity ¹	\$8,000	-\$5,300	\$2,700
Lab Access Fee - Ultra Capacity ¹	\$19,000	-\$13,500	\$5,500

Experiments (billed monthly)

Item	Price Per Experiment	Startup Discount	Startup Price Per Experiment
Per Experiment Fee	\$160	-\$125	\$35
Per Experiment Fee (Priority Protocols)	\$320	-\$235	\$85

Operator Time (billed monthly)

Item	Operator Price Per Hr	Startup Discount	Startup Operator Price Per Hr
Operator Time Cost	\$45	-\$20	\$25
Operator Time Cost (Priority Protocols)	\$100	-\$50	\$50

Instrument Time (billed monthly)

Instrument Level ²	Instrument Time Price Per Hr	Startup Discount	Startup Instrument Time Price Per Hr
1	\$40	-\$25	\$15
2	\$150	-\$120	\$30
3	\$380	-\$280	\$100
4	\$450	-\$300	\$150

Cleaning Fees (billed monthly)

Item	Price Per Item
Dishwash glass/plastic bottle	\$7.00
Dishwash plate seals	\$1.00
Handwash large labware	\$9.00
Autoclave sterile labware	\$9.00

Stocking Fees (billed monthly)

Item	Percentage of Material Cost
Stocking Fee Cost per Material ¹	5-10%

Waste (billed monthly)

Item	Price Per kg
Chemical/Biological Waste Disposal	\$7.00

Storage (billed monthly)

Item	Price Per cm ³ Per Mo
Ambient or desiccated	\$0.0014
Ambient, flammable cabinet	\$0.0400
Refrigerated or desiccated	\$0.0066
Refrigerated, flammable	\$0.0130
Freezer	\$0.0110
Deep freezer	\$0.0140
Cryogenic	\$0.1100
Incubation, yeast/bacterial	\$0.0240
Incubation, mammalian	\$0.0400

Shipping Fees

Item	
Shipping Cost to Client Facilities (Location & Time Dependent)	\$10-\$30

ECL Certification (one-time)³

Item	Price
Level 1 Certification (Open Session) - Baseline Safety Certification	Included
Level 1 Certification (Private Session) - Baseline Safety Certification	\$12,500
Level 2 (Private Session, Optional) - Advanced Command Center Certification	\$12,500
Level 3 (Private Session, Optional) - Advanced Data Analysis Certification	\$12,500
Level 4 (Private Session, Optional) - Beginner Scripting Certification	\$12,500
Level 5 (Private Session, Optional) - Expert Programming Certification	\$12,500

Private Tutoring (optional)

Item	Price
First Month	Free
Subsequent Monthly Fee	\$10,000

Note 1: Materials can be shipped to the ECL in advance or can be purchased on-demand from ECL's local inventory. Prices for on-demand materials purchases match manufacturers' list price and include only a stocking fee with no markup.

Note 2: See addendum for instrumentation levels

Note 3: See addendum for detailed description of each certification level
Private Sessions include certification training for up to 10 users

ECL Comprehensive Plan Price List (Startup Customers)

Subscription (billed monthly)

Item	Commitment Level & Price		
	M2M	6+ Mo	12+ Mo
Baseline Capacity Comprehensive Plan¹ 3 Lab Threads ECL Constellation (1 TB) Command Center (3 licenses)			
List Price (/mo)	\$76,500	\$69,000	\$66,250
Startup Discount	-\$30,000	-\$34,500	-\$41,250
Startup Price (/mo)	\$46,500	\$34,500	\$25,000

Software Add-Ons (optional, billed monthly)

Item	List Price Per Mo	Startup Discount	Startup Price Per Mo
Constellation (per additional TB)	\$750	-\$275	\$475
Command Center (per additional license)	\$2,048	-\$1,773	\$275

Experiments

Item	Price Per Experiment
Per Experiment Fee	Included
Per Experiment Fee (Priority Protocols)	Included

Operator Time

Item	Operator Price Per Hr
Operator Time Cost	Included
Operator Time Cost (Priority Protocols)	Included

Instrument Time (billed monthly)*

Instrument Level ²	Instrument Time Price Per Hr
1	Free
2	Included
3	Included
4	Included

Cleaning Fees (billed monthly)*

Item	Price Per Item
Dishwash glass/plastic bottle	Included
Dishwash plate seals	Included
Handwash large labware	Included
Autoclave sterile labware	Included

Stocking Fees (billed monthly)*

Item	Percentage of Material Cost
Stocking Fee Cost Per Material ¹	Included

Waste (billed monthly)*

Item	Price Per kg
Chemical/Biological Waste Disposal	Included

Storage (billed monthly)*

Item	Price Per cm ³
Ambient or desiccated	Included
Ambient, flammable cabinet	Included
Refrigerated or desiccated	Included
Refrigerated, flammable	Included
Freezer	Included
Deep freezer	Included
Cryogenic	Included
Incubation, yeast/bacterial	Included
Incubation, mammalian	Included

Shipping Fees*

Item	Price
Shipping Cost to Client Facilities	Included

ECL Certification (one-time)³

Item	Price
Level 1 Certification (Open Session) - Baseline Safety Certification	Included
Level 1 Certification (Private Session) - Baseline Safety Certification	\$12,500
Level 2 (Private Session, Optional) - Advanced Command Center Certification	\$12,500
Level 3 (Private Session, Optional) - Advanced Data Analysis Certification	\$12,500
Level 4 (Private Session, Optional) - Beginner Scripting Certification	\$12,500
Level 5 (Private Session, Optional) - Expert Programming Certification	\$12,500

Private Tutoring (optional)

Item	Price
First 3 Months	Included
Months 4+	25% Discount

Included Capacity*

Cost Category	Included Capacity (/mo)
Priority Protocols	6 Protocols
Instrumentation	300 Hrs
Cleaning Fees	90 Items
Stocking Fees	\$450

Waste	7.5 kg
Storage	60k cm ³
Shipping	3 Shipments, <15lbs Total Weight

*See Per Experiment Pricing for costs upon reaching capacity values

Note 1: Materials can be shipped to the ECL in advance or can be purchased on-demand from ECL's local inventory. Prices for on-demand materials purchases match manufacturers' list price and include only a stocking fee with no markup.

Note 2: See addendum for instrumentation levels

Note 3: See addendum for detailed description of each certification level

Private Sessions include certification training for up to 10 users

ECL Comprehensive Plan Price List (Startup Customers)

Subscription (billed monthly)

Item	Commitment Level & Price		
	M2M	6+ Mo	12+ Mo
High Capacity Comprehensive Plan¹ 5 Lab Threads ECL Constellation (1 TB) Command Center (5 licenses)			
List Price (/mo)	\$115,000	\$101,500	\$96,750
Startup Discount	-\$39,000	-\$46,000	-\$55,500
Startup Price (/mo)	\$76,000	\$55,500	\$41,250

Software Add-Ons (optional, billed monthly)

Item	List Price Per Mo	Startup Discount	Startup Price Per Mo
Constellation (per additional TB)	\$750	-\$275	\$475
Command Center (per additional license)	\$2,048	-\$1,773	\$275

Experiments

Item	Price Per Experiment
Per Experiment Fee	Included
Per Experiment Fee (Priority Protocols)	Included

Operator Time

Item	Operator Price Per Hr
Operator Time Cost	Included
Operator Time Cost (Priority Protocols)	Included

Instrument Time (billed monthly)*

Instrument Level ²	Instrument Time Price Per Hr
1	Free
2	Included
3	Included
4	Included

Cleaning Fees (billed monthly)*

Item	Price Per Item
Dishwash glass/plastic bottle	Included
Dishwash plate seals	Included
Handwash large labware	Included
Autoclave sterile labware	Included

Stocking Fees (billed monthly)*

Item	Percentage of Material Cost
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Stocking Fee Cost Per Material ¹	Included
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Waste (billed monthly)*

Item	Price Per kg
Chemical/Biological Waste Disposal	Included

Storage (billed monthly)*

Item	Price Per cm ³
Ambient or desiccated	Included
Ambient, flammable cabinet	Included
Refrigerated or desiccated	Included
Refrigerated, flammable	Included
Freezer	Included
Deep freezer	Included
Cryogenic	Included
Incubation, yeast/bacterial	Included
Incubation, mammalian	Included

Shipping Fees*

Item	Price
Shipping Cost to Client Facilities	Included

ECL Certification (one-time)³

Item	Price
Level 1 Certification (Open Session) - Baseline Safety Certification	Included
Level 1 Certification (Private Session) - Baseline Safety Certification	\$12,500
Level 2 (Private Session, Optional) - Advanced Command Center Certification	\$12,500
Level 3 (Private Session, Optional) - Advanced Data Analysis Certification	\$12,500
Level 4 (Private Session, Optional) - Beginner Scripting Certification	\$12,500
Level 5 (Private Session, Optional) - Expert Programming Certification	\$12,500

Private Tutoring (optional)

Item	Price
First 3 Months	Included
Months 4+	25% Discount

Included Capacity*

Cost Category	Included Capacity (/mo)
Priority Protocols	10 Protocols
Instrumentation	500 Hrs
Cleaning Fees	150 Items
Stocking Fees	\$750
Waste	12.5 kg

Storage	100k cm ³
Shipping	5 Shipments, <25lbs Total Weight

*See Per Experiment Pricing for costs upon reaching capacity values

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Note 2: See addendum for instrumentation levels

Note 3: See addendum for detailed description of each certification level

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ECL Comprehensive Plan Price List (Startup Customers)

Subscription (billed monthly)

Item	Commitment Level & Price		
	M2M	6+ Mo	12+ Mo
Ultra Capacity Comprehensive Plan¹ 10 Lab Threads ECL Constellation (1 TB) Command Center (10 licenses)			
List Price (/mo)	\$200,000	\$177,500	\$160,000
Startup Discount	-\$58,500	-\$75,500	-\$80,000
Startup Price (/mo)	\$141,500	\$102,000	\$80,000

Software Add-Ons (optional, billed monthly)

Item	List Price Per Mo	Startup Discount	Startup Price Per Mo
Constellation (per additional TB)	\$750	-\$275	\$475
Command Center (per additional license)	\$2,048	-\$1,773	\$275

Experiments

Item	Price Per Experiment
Per Experiment Fee	Included
Per Experiment Fee (Priority Protocols)	Included

Operator Time

Item	Operator Price Per Hr
Operator Time Cost	Included
Operator Time Cost (Priority Protocols)	Included

Instrument Time (billed monthly)*

Instrument Level ²	Instrument Time Price Per Hr
1	Free
2	Included
3	Included
4	Included

Cleaning Fees (billed monthly)*

Item	Price Per Item
Dishwash glass/plastic bottle	Included
Dishwash plate seals	Included
Handwash large labware	Included
Autoclave sterile labware	Included

Stocking Fees (billed monthly)*

Item	Percentage of Material Cost
Stocking Fee Cost Per Material ¹	Included

Waste (billed monthly)*

Item	Price Per kg
Chemical/Biological Waste Disposal	Included

Storage (billed monthly)*

Item	Price Per cm ³
Ambient or desiccated	Included
Ambient, flammable cabinet	Included
Refrigerated or desiccated	Included
Refrigerated, flammable	Included
Freezer	Included
Deep freezer	Included
Cryogenic	Included
Incubation, yeast/bacterial	Included
Incubation, mammalian	Included

Shipping Fees*

Item	Price
Shipping Cost to Client Facilities	Included

ECL Certification (one-time)³

Item	Price
Level 1 Certification (Open Session) - Baseline Safety Certification	Included
Level 1 Certification (Private Session) - Baseline Safety Certification	\$12,500
Level 2 (Private Session, Optional) - Advanced Command Center Certification	\$12,500
Level 3 (Private Session, Optional) - Advanced Data Analysis Certification	\$12,500
Level 4 (Private Session, Optional) - Beginner Scripting Certification	\$12,500
Level 5 (Private Session, Optional) - Expert Programming Certification	\$12,500

Private Tutoring (optional)

Item	Price
First 3 Months	Included
Months 4+	25% Discount

Included Capacity*

Cost Category	Included Capacity (/mo)
Priority Protocols	20 Protocols
Instrumentation	1000 Hrs
Cleaning Fees	300 Items
Stocking Fees	\$1,500

Waste	25 kg
Storage	200k cm ³
Shipping	10 Shipments, <50lbs Total Weight

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Note 2: See addendum for instrumentation levels

Note 3: See addendum for detailed description of each certification level

Private Sessions include certification training for up to 10 users