

PARKER INSTITUTE

for CANCER IMMUNOTHERAPY

Partner Discounts

The Parker Institute is forging partnerships with key industry players and we are happy to offer discounts from: **New England Peptide, Histowiz, GenScript, Mimotopes, Becton-Dickinson, BioLegend, Affymetrix/eBioscience, and Fluidigm.** The discounts are outlined below. Contact the listed sales representative or Sara Siebel (ssiebel@parkerici.org) for additional assistance.

New England Peptide

The **order form** for the discount can be found in the resources section of the member center.



M172756 - PICI Standing Discount

NEP Quotation Reference #: **M172756**

Quote Date: February 28, 2017

Expiration Date: February 28, 2018

	Payment Terms	sales@newenglandpeptide.com	Discount %	Turnaround Time
	30 Days			
New England Peptide, Inc., founded in 1998, designs and manufactures high quality custom peptides, custom antibodies and proteomics products for research organizations worldwide. www.newenglandpeptide.com <ul style="list-style-type: none"> • Manufacturing in 22,500 sf facility in Massachusetts, USA • Serving 19 out of 20 top pharma • Registered woman owned business, registered small business • GMP driven quality systems • Quality and analytical controls throughout production process • Independent verification of QC on internally validated LC-MS systems 				
Custom Peptide Synthesis Service			55%	2-3 weeks
<ul style="list-style-type: none"> • Peptides from 2-135 amino acids in length, purity from crude to >98% • Thousands of modifications including phosphorylation and cyclization • Rush service available 				
Custom Polyclonal and Monoclonal Antibody Services			10%	varies per protocol
<ul style="list-style-type: none"> • Experienced antigen design experts, free design with any Ab protocol • AAALAC accredited, OLAW assured, USDA licensed • PTM specific Ab's a specialty • Established protocols 				
Catalog Items			15%	2 days
<ul style="list-style-type: none"> • TrypTides™ - Stable Isotope Labeled Peptides • ME™ kit – Exosome Isolation 				
TESLA Pricing			\$189/peptide	2-3 weeks*
<ul style="list-style-type: none"> • 9-11mers, >90% purity, 1.0 to 5.0mgs • Discounted cost = \$189 per peptide • *Turnaround time 2-3 weeks for up to 25 peptides per order 				
100% Satisfaction Guarantee. Peptide prices include HPLC & Mass Spec analysis. Certificate of Analysis provided with peptide shipments. Setup fees included.				



HistoWiz is an automated histology service company that processes tissue specimens and digitizes the glass slides for biomedical researchers. The results are then uploaded to our centralized database, PathologyMap™, allowing for unprecedented online viewing, sharing, archival, tagging, search and meta-analysis of histology data. Our novel web platform allows instant global access to digital slides on any computer or mobile device without the need to download additional software or gigabyte-sized files. We have 750+ customers from top academic labs and foundations all over the world such as MSKCC, Cornell, Rockefeller, Mount Sinai, CSHL, Stanford, UCSF, Harvard, MD Anderson, the Jackson Labs, Cancer Research UK and HHMI.

Services Offering

- H&E and Special Stains
- ISH, IHC (multiplex, optimization)
- Whole Slide Scanning
- Online Data Management
- Quantitative Image Analysis
- Pathology Expertise
- PathologyMap™ subscription

Pricing

	3 Days	10 days
Wet tissue to digital slide package		
H&E	\$22	\$18
Special stain (e.g. Trichrome, PAS)	\$29	\$23
IHC** (using HistoWiz validated antibodies)	\$51	\$45
Double IHC Staining** (using HistoWiz validated antibodies)	\$120	\$95
TUNEL	\$91	\$67
ISH***	\$220	\$180
FFPE block to digital slide package		
H&E	\$14	\$12
Special stain (e.g. Trichrome, PAS)	\$23	\$17
IHC** (using HistoWiz validated antibodies)	\$45	\$41
Double IHC Staining** (using HistoWiz validated antibodies)	\$110	\$90
TUNEL	\$87	\$63
ISH***	\$215	\$175
OCT block to digital slide package		
H&E	\$20	\$17
Special stain (e.g. Trichrome, PAS)	\$27	\$25

Data management services		
Slide Scanning - 40x (include 1 month free online access)	\$5	\$5
Annual online viewing (unlimited slides)	Free	Free
Automated image analysis or Expert pathologist diagnosis		
1-25 slides	\$29	\$23
25-100 slides	\$24	\$19
101-250 slides	\$18	\$13
A la carte services		
Gross, Process and Embed	\$10	\$8
Gross, Process and Embed in OCT	\$5	\$4
Unstained slide	\$8	\$5
Step section surcharge	\$5	\$5
Bone decalcification	\$4	\$2
Hourly consultation (custom antibody setup, protocols, reporting)	\$50	\$50
100 slide box, packing and handling	\$10	\$10
25 slide box, packing and handling	\$5	\$5

PICI Researchers will receive the following discounts: 5% discount for orders over \$1,000 and 10% discount for orders over \$5,000. To receive the discount, please mention the promo code: **PICIPROMO** while placing the order.

* Pricing is based on our Consent Agreement to PathologyMap Contributors, which permits us to share your slides and metadata with members of the scientific community one year after you sign the agreement. Contributors receive an average 35% discount for all services and free online viewing of their digital slides indefinitely. You can read the entire submission agreement when you place an order online.

** To ensure optimal staining and consistency, Histowiz will provide in-house positive and negative controls, added to customer invoice. Investigators are welcome to provide their own controls but should understand that final results cannot be guaranteed.

*** In addition to the listed slide price, ISH orders will also include the cost of probes and optimization; please contact us for a detailed quote.

Contact Us

<p>For general questions about orders/discounts:</p> <p>Angela Wu, M.S. Marketing and Customer Relations Manager W: 347-221-1020 P: 650-440-2354 E: angela@histowiz.com</p>	<p>For sample pick-up in SF area:</p> <p>Dawn Bravo, PhD California Account Executive P: 805-453-1193 E: dawn@histowiz.com</p>
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^ Free trial: HistoWiz is providing up to 5 H&E slides *OR* 2 IHC slides for a free trial. If a new user places an order exceeding this value, the dollar amount of the free trial will be deducted from the order.

Click here to get your free trial today^:

<https://www.histowiz.com/app/register>

To access the GenScript **peptide synthesis** discount, orders must be placed using the promo code: **PICI2017**.

For your first order, please contact GenScript Regional Sales Manager, Chris Liu, directly: Chris.Liu@genscript.com; Mobile: (732)258-1152. Chris will then introduce you to your local rep for future assistance.

Peptide Services:

Service Type	Description	Price	Price	Turnaround time (business days)
Custom Peptide Synthesis	Chemical peptide synthesis	Quote (by amount, purity, sequence length and modifications)	25% off (Not applicable to difficult peptides) Free Solubility testing and report Free pooling	Starting from 1 week High Priority
Custom Peptide Library Synthesis	>25 peptides	Quote (by amount, purity, sequence length and modifications)	10% off (Not applicable to difficult peptides) Free pooling	Starting from 2 weeks High Priority

Notes and Specifications:

1. To protect the activity of your custom peptides, all synthesized peptides are sealed in argon gas-filled vials to prevent oxidization and deliquescence, at no additional cost for PICI.
2. GenScript provides pooling services (free for PICI).
3. Every step of peptide synthesis is subject to GenScript's stringent quality control. Typical delivery specifications include: Lyophilized peptide of the required sequence, purity, and quantity aliquoted into # of vials specified by customer; QC reports including MS spectra, HPLC chromatograms, and COA documents.

I. TERMS AND CONDITIONS

This Statement of Work shall begin on the date executed by both parties ("SOW Effective Date") and shall end Dec. 31, 2017 unless terminated earlier in accordance with the terms of this SOW or the governing Agreement.

II. QUALITY CONTROL

GenScript USA Inc. is an ISO 9001:2000 certified company.

III. PERFORMANCE GUARANTEED

GenScript USA Inc. guarantees that the peptide products that clients receive will bear the exact sequence that the client ordered. If a client reports a sequence error within 60 days of order receipt, GenScript will remake the peptide gladly at free of charge.

IV. ORDERING

All orders must have an accompanying purchase order number or valid credit card before they will be synthesized. Orders can also be paid by GenScript store credit, which may be purchased under GenScript's "Reagent Reserve Service". All packages are shipped by FedEx Express.



Mimotopes is offering an additional 20% discount off of their on-line pricing for peptide library synthesis for sponsored PICI research. <http://www.mimotopes.com/peptideLibraries.asp>. **An additional 10% is being offered for their PepSet technology (total 30%).**

Please contact Mike Routhe for assistance with library design. For assistance or questions about ordering, please contact Mike Routhe at mikerouthe@comcast.net. Orders should be placed with **Mike Routhe** using the discount code: **Parker**.

Mike is looking forward to helping you with your cancer therapeutics, vaccine development, or research programs.

Peptide Library Pricing

Peptide libraries are synthesized on Mimotopes' unique proprietary synthesis platform and are typically supplied at the 1 to 3 mg scale for fast, efficient screening work. The concept of combinatorial peptide libraries originated at Mimotopes (Geysen, M., 1984) and in 2009, Mimotopes launched the peptide industry's first fully-HPLC purified peptide library platform. Mimotopes' proprietary process transforms unpurified "crude" peptide libraries, into fully-purified peptides that have all been prepared to minimum 70%, 80%, 90% or 95% purity by reverse-phase HPLC, regardless of initial "crude" purity.

Indicative peptide library pricing (per peptide) for standard endings and up to 15 amino acids. "As synthesized" libraries are provided at 1 to 3 mg scale. Purified peptide libraries provided at 1 to 4 mg scale.

Library Size:	48 to 96 Peptides	97 to 200 Peptides	201 to 300 Peptides	301 to 400 Peptides	401 to 500 Peptides	> 500 Peptides
As Synthesized	US\$35	US\$29	US\$28	US\$27	US\$27	US\$26
>70%	US\$67	US\$61	US\$58	US\$55	US\$52	US\$49
>80%	US\$99	US\$90	US\$85	US\$81	US\$76	US\$72
>90%	US\$122	US\$111	US\$106	US\$100	US\$95	US\$89
>95%	US\$132	US\$120	US\$114	US\$108	US\$102	US\$96

Becton-Dickinson



The BD discount is specific to:

- Work being done with the PICI-sponsored FACSymphony (X-50) machines that have been placed at the sites.
- Flow cytometry work supporting PICI-affiliated projects.

Please note that a single account number and shipping address (per site) are tied to the discount. The X-50 instrument contact person at each site has been designated as the single point of contact and account holder for ordering. Currently, *all orders must go through that single point of contact and account number*. Your Site Administrative Director or Debbie Simons at BD can provide the name of the account holder for your site. For ordering questions, please contact Debbie Simons (debbie_simons@bd.com; phone: (858) 812-8811), who is the BD dedicated sales representative for this for the discount.

The discount includes:

- 40% discount from list price on direct purchase of **off-the-shelf BD traditional reagents** (see Schedule 1 below) to be used in Parker Institute-affiliated projects.
- A *quarterly credit* equal to 40% of total direct purchases of BD **unique reagents and custom conjugates** to be used in PICI-affiliated projects. The quarterly credit can then be applied to future purchases of unique and custom reagents.

Conjugates and reagents:

- BD has agreed to provide PICI with 50ug each of 200 different “Custom Conjugates” (selected by PICI) to use for multicolor panel development for PICI projects. These custom conjugates will be used solely by Testing Sites that have agreed to provide feedback to PICI and BD and are non-transferable outside the Testing Sites.
- For each Testing Site using BD as the preferred vendor, BD will offer either:
 - A 40% credit off of the list price for BD unique reagents and/or custom conjugates.
 - OR a 40% discount from list price for BD “off-the-shelf” traditional reagents (see Schedule 1 below)
 - The value of the above credits and discounts together will not exceed a total of \$100,000 per year, per institution (pro-rated for partial years).
- The reagent/custom conjugate discount or credit can only be applied by PICI-affiliated researchers to the purchase of reagents for **PICI projects**.
- Testing sites placing orders for reagents will be invoiced directly by BD.

Schedule 1

BD Traditional Reagent formats	BD Unique Reagent formats
APC	BB515
APC-Cy™7	BUV395
APC-H7	BUV496
APC-R700	BUV563
Alexa Fluor® 488	BUV661
Alexa Fluor® 555	BUV737
Alexa Fluor® 647	BUV805
Alexa Fluor® 700	BV480
BV421	New BD Horizon Brilliant™ Dyes
BV510	
BV605	
BV650	
BV711	
BV786	
Biotin	
FITC	
PE	
PE-CF594	
PE-Cy™5	
PE-Cy™7	
Pacific Blue™	
PerCP	
PerCP-Cy™5.5	
Purified	
V450	
V500	



BioLegend discount

To place an order, please contact cs@biolegend.com and reference the quote name: **BL-PICI-16**. **The quote name must be referenced in order to receive discounted pricing.** Discount quotes may not be applied retroactively.

Catalog Products

PICI Member researchers receive a standing discount of 40% off catalog list price for most products. Limited to 25% for GoInVivo, Brilliant Violet Conjugates, and a small subset of other cell reagents.

Bulk Products

60% discount on special bulk conjugate pricing

- Abs to CD markers (clones producing IgM antibodies are excluded from the 60% discount.)
- Purified (excludes LEAF, Ultra-LEAF, and GoInVivo)
- Biotin
- FITC
- PE
- APC
- Selected PE/Cy Dyes
- Selected Alexa Fluors
- PerCP
- Pacific Blue
- Selected APC/Cy dye
- Selected PerCP/Cy dye
- APC/Fire 750

Special Custom Manufacturing Bulk LEAF™ and Ultra- LEAF™ Pricing

For the limited selection of 10 clones:

0.5g to <1.0g at \$11/mg

1.0g and above at \$9/mg

May choose to change the specific clones from above, but will be limited to 10 clones. The following formats available:

- **LEAF™** (Low Endotoxin, Azide Free purified mAb): endotoxin level is < 0.1 EU/μg of the protein (< 0.01 ng/μg of the protein) as determined by the LAL test.
- **Ultra- LEAF™** endotoxin level is < 0.01 EU/μg
- **GoInVivo:** Similar to Ultra- LEAF™ but certified as pathogen-free via additional testing by third party.

Catalog LEAF Product Bulk Pricing Table

mg of Ab	% Discount*
2	70%
25	80%
50	85%
100	87%
200	89%
>500	Please inquire (depends on cell line)

*Discount is applied to the Catalog price of the 0.5 mg size LEAF format

LEAF Product Bulk Pricing Table for BioLegend Clones Not Offered as LEAF in Catalog

mg of Ab	% Discount*
2	50%
25	60%
50	70%
100	80%
200	85%
>500	Please inquire (depends on cell line)

*Discount is applied to the Catalog price of the largest purified format. Clones producing IgM antibodies are excluded from this discount.

Custom Production from Client-Provided Hybridoma Cell Line*


LEAF Purified			Purified	
mg of Ab	Price per mg		mg of Ab	Price per mg
10	\$145.00		10	\$ 99.00
25	\$120.00		25	\$ 83.00
50	\$100.00		50	\$ 69.00
100	\$ 80.00		100	\$ 55.00
200	\$ 60.00		200	\$ 41.00
>500	Call for pricing		>500	Call for pricing

*These costs are applicable for IgG production only. Other immunoglobulin isotypes may require additional costs to accommodate the inherent difficulties in production. Difficult cell lines may also require increased production costs.

Services Development Available

- R&D resources for new hybridoma development (collaborate on new targets).
- R&D resources for new recombinant protein development (collaborate on new targets).
- Sample testing on any of the below platforms.

- Custom/collaborative assay development for the following platforms:
 - o Flow cytometry including custom cocktails, custom kits, and more .
 - o ELISA Sets (Materials for ELISA including antibodies, standard, buffers and plates).
 - o ELISA Kits with pre-coated plates.
 - o Flow cytometry-bead based multiplex assays.
 - o Magnetic cell separation system targeting desired cell populations.

Affymetrix/eBioscience (owned by Thermo) 

You will need a discount code to receive the Affy/eBio discount. To request a discount code from Affy/eBio, please contact Sara Siebel ssiebel@parkerici.org, who can reach out to Edwin Chau.



Standing Discount for PICI members

Table 1 - eBioscience Catalog Products	Discount
Cell Isolation & Enrichment Products	35%
Flow Cytometry Reagents	35%
Bioassay Ready Abs	35%
Recombinant Proteins	35%
Uncoated and Precoated ELISAs	35%
IHC Abs & Reagents	35%
WB/IP Abs & Reagents	35%

Affymetrix eBioscience – Contact Information

Person	Contact Information
Matthew Cato Business Development Manager	Phone: 858-200-5301 matthew_cato@affymetrix.com
Edwin Chau Sales Manager – West District	Phone: 858-226-0523 edwin_chau@affymetrix.com
Tiffany Foli Sales Manager – Central District	Phone: 832-418-4197 tiffany_foli@affymetrix.com
Stephanie Ventullo Sales Manager – Northeast District	Phone: 617-306-6028 stephanie_ventullo@affymetrix.com

PICI – Discount Setup and Rationale

- An unique discount quote # will be generated specific to each Principal Investigator of PICI for each PICI site.
- A centralized list of discount quote #s will be maintained by Affymetrix and quarterly updates will be shared with PICI if changes are made to the membership list.
- Affymetrix field Account Managers will liaise with each PICI site member or their designated contact person to ensure discount awareness and facilitate any unique product requests.
- Affymetrix will host quarterly reviews with each PICI member laboratory to assess product performance, novel product needs and overall spend.
- Product spend over the course of the discount period will serve as the basis of analysis to assess spending patterns and volumes to develop a discount program that is in alignment with each PICI site's true needs.
Examples:
 - One potential option is a quarterly flat rate commitment with defined Ab volume
 - Tiered volume discount based on annual spend

Terms & Conditions of PICI Discount

- Standing discount as referenced under Table 1 will be extended to PICI members listed under Appendix A. The same discount structure will be offered to new research members that join the PICI organization.
- Each purchase must cite the respective quote # assigned to a PICI member lab to receive PICI pricing. Affymetrix will not retrospectively credit discount differences on purchases placed without the quote #.
- Purchases with PICI discount must be made directly with Affymetrix and not through 3rd party distributors.
- Only PICI members and their respective laboratory staff will be authorized to use the PICI discount.
- PICI pricing will initiate on August 1, 2016 and will be valid through Dec 31, 2016.
- PICI discount will apply to eBioscience catalog products only as listed under Table 1 and excludes custom products, services, Procarta Plex, Instant One ELISAs, PrimeFlow and Quantigene products.
- PICI discount cannot be applied in conjunction with other discounts or promotions unless otherwise noted.
- Standard shipping charges and Affymetrix General Terms and Conditions of Sale applies.



No discount code is needed to receive the Fluidigm discount. Please see the contact info below for the Fluidigm discount.



Fueling the fight against cancer

An exclusive offer for the PICI research community from Fluidigm

As an industry partner to the Parker Institute for Cancer Immunotherapy, we are excited to help accelerate the research needed to bring new immunotherapies to light.

To provide you with the resources necessary for your success, Fluidigm would like to offer you subsidized pricing for all of our genomics and proteomics consumables and reagents. To order, simply contact one of the dedicated consumables specialists below for a quote reflecting a **20% discount** on your consumables order. Subsidized pricing valid only for contracted PICI Principal Investigator partners and their research teams.

Genomics Consumables
stacey.lofgren@fluidigm.com
630.962.1135

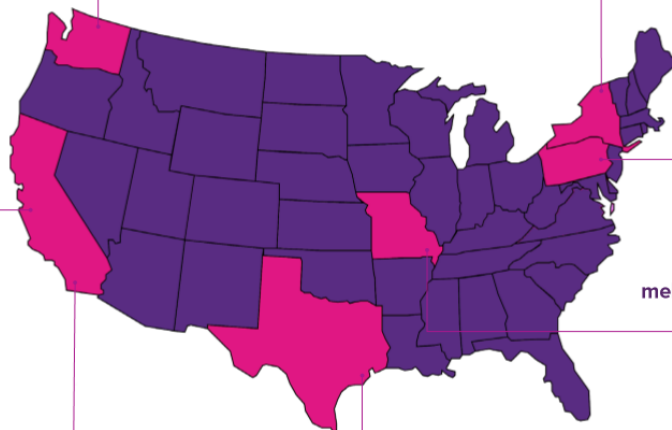
Proteomics Consumables
colleen.urben@fluidigm.com
650.797.5622

If you would like to know more about our current and upcoming instrument platforms, please contact your regional sales manager listed below for additional information.

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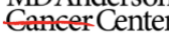


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