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Contract Terms: Customer Information

1. SIN Numbers Included: 605-2a; 605-4a
2. Maximum Order: None
3. Minimum Order: As noted within
4. Geographic Coverage: 48 Contiguous states, D.C., Puerto Rico & Hawaii
5. Point(s) of Production: Kakogawa, Hyogo 675-0011, Japan
6. Prices as indicated are net prices
7. Quantity Discounts: Incremental analyzers are available under this contract and CPR prices will be calculated using a mix of equipment, total test volume, test parameters, service choices, trade-in equipment, number of shifts per facility, etc.
8. Prompt Payment Terms: Net 30 days
- 9a. Government Purchase Cards are accepted up to the micro-purchase threshold
- 9b. Government Purchase Cards are accepted above the micro-purchase threshold
10. Foreign Items: None
- 11a. Time of Delivery: Within 30 days ARO
- 11b. Expedited Delivery: Within 14 days ARO (analyzers). Within 48 hours ARO (reagents & controls). In conditions where the order amount exceeds normal ordering patterns, government will pay actual expedited freight charges.
12. FOB points: Destination within 48 contiguous states, D.C. & Puerto Rico
13. Ordering Address: One Nelson C. White Pkwy., Mundelein, IL 60060
14. Payment Address: Sysmex America, Inc., P.O. Box 94002, Chicago, IL 60690
15. Warranty: As noted within
16. Export packing Charges: N/A
17. Discount for use of Government Purchase Cards: None
18. Service terms and conditions are described within
19. Installation information is included within
20. Other Services: Extended Business Hours are available as an addition to CPR pricing with the exception of the UF-50, poch-100i, XS-1000i and XS-1000iAL.
21. Service & Distribution Points as noted within mission
22. Participating Dealers as noted within
23. Preventative Maintenance: 2 annual PM service calls are included in cost of CPR

Customer Information

A. PARTICIPATING DISTRIBUTORS

Distributor for Equipment, Reagents, Controls & Training in Puerto Rico:

Bio-Nuclear, Inc.
Royal Industrial Park
Road 869 Km. 1.5 Bldg. 2
La Palmas
Catano, Puerto Rico 00962
(787) 788-1290 x22

B. MINIMUM ORDER INFORMATION

The minimum monthly fee will be based on the volume provided at time of order.
The minimum order value for the purpose of order acceptance is as follows:

Model	Minimum Order
UF-50	2,253.92
UF-100	3,983.67
poch-100 <i>i</i>	658.48
XS-1000 <i>i</i>	1624.91
XS-1000 <i>i</i> AL	1971.80
KX-21N	783.69
XT-1800 <i>i</i>	3,179.16
XT-2000 <i>i</i>	3,450.47
XE-2100	4,934.43
XE-2100L	4,272.40
XE-Alpha	7,980.56
HST	15,580.73
CellaVision DM96	3,942.33

C. INTERFACE ALLOWANCE

UF-100 Interface allowance	UF100INTERFACE	EA	1	\$ 4,500.00
UF-50 Interface allowance	UF50INTERFACE	EA	1	\$ 4,500.00
XT-Series Interface allowance	XTSERIESINTERFACE	EA	1	\$ 7,000.00
XE/XE-L Interface allowance	XESERIESINTERFACE	EA	1	\$ 7,000.00
XE Alpha Interface allowance	XEALPHAINTERFACE	EA	1	\$ 14,000.00
HST Interface allowance	HSTINTERFACE	EA	1	\$ 14,000.00

Conditions for Interface Allowance

A third party interface company will interface your new Sysmex instrument with your LIS and submit an invoice to you. Upon receipt of a copy of that invoice Sysmex will reimburse you in the form of a credit on your account to be used towards future CPR monthly billings or the purchase of optional accessories. Credits may be exchanged for a check only after three consecutive monthly paid in full invoices.

D. Software Products, Options, Interfaces, Accessories and Peripheral Equipment

Description	Product Number	UOM	Qty/ UOM	Offered Price
K-Xpert Windows 2000 Data Management System	K-Xpert	EA	1	\$5,527.50
IG Master	01-344-226	EA	1	\$4,020.00
HPC Master	02-314-519	EA	1	\$4,020.00
SIS Work Area Manager	SIS	EA	1	\$45,225.00
Hand held Bar Code reader for KX, XE and SP series	DLC6090-MI	EA	1	\$402.00
Rack Bar Code ID's and Software	Rack ID Unit	EA	1	\$1,507.50

E. WARRANTY

SYSMEX America, Inc. warrants that the Equipment and all replacement parts furnished will be free from defects in material and workmanship for a period of not less than one (1) year from date of delivery unless a longer warranty is specifically provided on the Equipment. All parts found defective within that period shall be replaced, with the cost of replacement, including shipping charges, to be borne by the Contractor. Under no circumstances will any equipment covered by this warranty be returned without (a) advance written notice to the Contractor, or (b) obtaining shipping instructions from the Contractor. EXCEPT AS OTHERWISE PROVIDED BY AN EXPRESS OR IMPLIED WARRANTY, SYSMEX AMERICA, INC. WILL NOT BE LIABLE TO THE GOVERNMENT IN A BREACH OF WARRANTY ACTION FOR CONSEQUENTIAL DAMAGES RESULTING FROM ANY DEFECT OR DEFICIENCIES IN ACCEPTED ITEMS. EXCEPT AS EXPRESSLY SET FORTH HERIN, THE CONTRACTOR MAKES NO WARRANTIES REGARDING THE PRODUCTS, EXPRESS OR IMPLIED, AND DISCLAIMS ALL IMPLIED WARRANTIES, INCLUDING ANY IMPLIED WARRANTIES OF MERCHANTABILITY OR FITNESS FOR A PARTICULAR PURPOSE.

F. Implementation and Training

I. Pre-Implementation Meeting

The pre-implementation meeting will be scheduled prior to the delivery of your system. The purpose of this meeting is to discuss and mutually agree upon a process, provide valuable information regarding this process and to define expectations in order to achieve a smooth transition and a timely go-live date.

The participants from your Sysmex team are your Health Systems Account Manager (HSAM), your Health System Account Specialist (HSAS) and your Field Service Rep/Installation Team. Your HSAM will schedule a mutually agreed upon date and time for this very important meeting.

The participants from your facility are to include the Hematology Supervisor, your Laboratory Information System Specialist, your Maintenance/Facility Supervisor and any other key personnel to assist in ensuring that all questions/concerns are addressed.

II. Training

Three types of training are provided during the implementation of your system:

- Mundelein-based Sysmex training for the key operator (included are XT systems, XE systems, Alpha systems and HST systems)
- on-site training provided by your HSAS
- self-training with the aide of a CD or Video

Training (continued)

The formal training at the Sysmex America Training Center in Mundelein, Illinois is a PACE® accredited course for your key operator(s). In conjunction with training tools and training outlines this course provides the foundation to assist your key operator to perform on-site training and troubleshooting. Training on the 3-part differential analyzers is a self-taught study program.

Instrument	Included Training Slots	Cost per person for additional training
pocH-100i	N/A	No Charge-CD or Video Tape
KX-21N	N/A	No Charge-On site Training
XS-1000i	N/A	No Charge-On site Training
XS-1000i	N/A	No Charge-On site Training
XT-1800i	2	\$2,500
XT-2000i	2	\$2,500
XE-2100	2	\$2,500
XE-2100D	2	\$2,500
XE-2100L	2	\$2,500
XE-ALPHA	2	\$4,300
HST-302	3	\$4,300
UF-50	1	\$1,500
UF-100	1	\$1,500
CellaVision DM96	N/A	No Charge-On site Training

Six training slots are included over the course of a 5-year program. The initial two are off-site and the remaining four are on-site. Additional off-site training charges are indicated above. If additional training slots are requested in advance, the cost as shown can be incorporated into the CPR cost for the term of the agreement. If additional training slots are requested after acceptance of offer, the cost as shown is billed in lump sum and will require a separate purchase order. Additional off-site training includes training facility, meals, training materials, instruction costs, manuals in class. Excluded are airfare and incidental expenses.

III. Implementation

Once a mutually agreed upon date for the delivery of your system has been determined by you and your Sysmex team, a team of installation specialists (systemization) or your local FSR will install your system. The installation protocol includes calibration, precision, accuracy, mode-to-mode studies and data stream verification for LIS interface capabilities. Once the system is operational, and one key operator has returned from Mundelein training, the HSAS will be available between 7AM and 7 PM, Monday through Friday, to assist you in the implementation of the system. Analyzers included in these studies are: X-Series, All Systemization, UF-Series.

These activities include:

1. Selecting and entering IP (Interpretive Program) messages.
2. Entering interim reference ranges.
3. Setting up QC files and entering interim QC limits.
4. Linearity verification using Range Check and/or Range Check X and/or Retic. Check for the following measured parameters WBC, RBC, HGB, HCT, PLT, Retic (if indicated) and NRBC (if indicated). If commercial linearity material is not available, appropriate patient samples are used, to validate linear range. Patient samples **MUST** be on site during HSAS visit or customer will be responsible for analysis.
5. Carry-over studies on measured parameters using high patient samples or linearity material. Implementation studies will be performed concurrently, if multiple analyzers are being installed at the same site.
6. Sign off of acceptable performance of analyzer. As part of the acceptance of the performance of the system to the specifications stated by the manufacturer, the customer will sign the Installation and Acceptance Certificate, presented by the HSAS. The dating of this letter commences the start of the warranty and the billing cycle.

Implementation (continued)

Note: *HSAS will continue to assist with additional studies required by regulatory agencies. These studies, however, are not required to meet manufacturer's specifications.*

a. Correlation Studies

100 samples (~50 normal, ~50 abnormal) are selected to be correlated against currently used primary system. Key operator or designated lab personnel are to run samples as a mechanism to reinforce newly learned operation of system. The data analysis will be provided by your HSAS.

b. Sensitivity Studies

100 samples from correlation studies are analyzed to ensure proper setting of flagging is in place, or adjustments will be made to optimize review rate.

c. Any additional studies (not included in standard installation)

HSAS to provide consultation on: design of study, protocol. Any additional on site application support would be chargeable on a daily basis.

IV. Post implementation

Your HSAS, HSAM and FSR will continue to support you and the operation of your system following the implementation process. Any concerns or issues are to be called in to the Technical Assistance Center (TAC) at 888-8Sysmex (1-888-879-7639). Information regarding your system will be forwarded to your FSR, if repair is indicated or to your HSAS for applications concerns and questions.

G. SERVICE INFORMATION

Business Hours Service

(included as a requirement with all lease-type agreements)

- On-site emergency service Monday through Friday, 8:00 a.m. to 5:00 p.m. (local time)
- On-site response within 24 hours
- 2 hour phone response upon dispatch by Technical Assistance Center
- Sysmex Technical Assistance Center 24-hour technical telephone support
- Preventive maintenance visits by a Sysmex America representative according to product agreement

Extended Hours Service

- On-site emergency service Monday through Friday, 8:00 a.m. to 5:00 p.m. (local time)
- On-site emergency service, 8:00 a.m. to 5:00 p.m. (local time) on weekends and Sysmex America holidays
- On-site response within 24 hours
- 2 hour phone response upon dispatch by Technical Assistance Center
- Sysmex Technical Assistance Center 24-hour technical telephone support
- Preventive maintenance visits by a Sysmex America representative according to product agreement

Service is provided for pc hardware which is supplied by Sysmex and is integral to the operation of the instrument; however, printers sold as part of the instrument package shall be serviced only for the period of the original manufacturer's warranty.

Excludes consumable items or operator replacement items as detailed in the Instrument's Operator Manual and any device used or associated with the instrument which was not part of the instrument as originally manufactured, e.g., external computers, printers, external uninterruptible power supplies (UPS) and external power conditioners.

H. ORDER REQUIREMENTS

Each new agreement or BPA will require a purchase order and a signed FSS Addendum covering Sysmex terms that are not included in the FSS contract language.

Sysmex pocH-100i SIN #605-2a Effective 4/1/08
Clinical Analyzer Pricing Matrix
V797P-4709a

Tests Available: CBC, CBC+Diff

Total CPR (Bus Hrs Service)	Reportables/Mo	5 years	4 years	3 years	2 years	1 year
	303-484	2.17	2.26	2.42	2.74	3.73
	485-636	1.49	1.55	1.65	1.85	2.46
	637-788	1.22	1.12	1.34	1.40	1.96
	789+	1.06	1.09	1.05	1.28	1.65

Minimum Monthly Billable Ex	Reportables/Mo	5 years	4 years	3 years	2 years	1 year
	303	658.48	684.82	732.72	831.52	1128.93
	485	724.02	750.35	798.25	897.05	1194.43
	637	778.23	714.56	852.45	891.23	1248.56
	789	834.27	860.60	828.45	1007.26	1304.56

SERVICE:

Service is not optional on equipment lease type agreements. The cost of Depot Service is required on all pocHi CPRs. Business and Extended business hours service is not an option. Service selections exclude consumable items or operator replacement items as detailed in the Instruments Operator Manual and any device used or associated with the instrument which was not part of the instrument as originally manufactured, e.g., external computers, external uninterruptible power supplies (UPSs) and external power conditioners. Service of pc hardware which is supplied by Sysmex and is integral to the operation of the instrument provided is serviced, however, printers sold as part of the instrument package shall be serviced only for the period of the original manufacturer's warranty.

MINIMUM MONTHLY BILLABLE:

Minimum monthly billable dollar amount will be based on the lowest volume within the range of the term year at the time of original purchase order or modification.

INCLUSIONS:

All Sysmex brand reagents and controls necessary to meet the average monthly test volume as stated in the FSS Addendum assuming reasonably efficient utilization. These reagents and controls will be provided on a mutually-agreed, pre-determined shipping schedule for the assigned monthly sample volume. Adjustment to any monthly shipment of reagents and controls in order to maintain adequate inventory is the sole responsibility of the Customer and can be accomplished by contacting Sysmex. Also included is delivery.

EXCLUSIONS:

Supplies not included under this Addendum are printer supplies, bar code labels, capette dilutors, slides, stain, methanol, piercing needles, and cubetainer spout kits.

PARAMETERS:

Assumption of parameters: 24 hours per day, 7 days per week, 52 weeks per year, 3 shifts per day, 3 levels of controls. If actual parameters differ, CPR rate will increase accordingly.

INSTRUMENT	DAILY TEST RANGE	% CBC ONLY	% CBC + DIFF	% NRBC	% RETIC	% SMEAR
pocH100i	10-30	0	100	0	0	0

Sysmex XS-1000i SIN #605-2a - Effective 4/1/08

Clinical Analyzer Pricing Matrix

V797P-4709a

Tests Available: CBC, CBC+Diff

Total CPR (Bus Hrs Service)	Reportables/Mo	5 years	4 years	3 years	2 years	1 year
	606	2.68	2.89	3.27	4.05	6.40
	788	2.12	2.28	2.57	3.17	4.97
	939	1.80	1.94	2.19	2.69	4.20
	1091	1.59	1.71	1.92	2.35	3.66
	1242	1.42	1.52	1.71	2.09	3.23
	1394	1.27	1.37	1.53	1.87	2.89
	1545	1.18	1.26	1.41	1.71	2.63

Minimum Monthly Billable Ex	Reportables/Mo	5 years	4 years	3 years	2 years	1 year
	606	1624.92	1753.70	1984.33	2454.59	3876.38
	788	1668.80	1797.57	2028.19	2498.44	3920.17
	939	1692.29	1821.07	2051.72	2522.00	3943.85
	1091	1736.37	1865.15	2095.77	2566.02	3987.77
	1242	1759.95	1888.73	2119.37	2589.65	4011.48
	1394	1775.76	1904.53	2135.16	2605.41	4027.16
	1545	1819.14	1947.92	2178.56	2648.84	4070.66

SERVICE:

Service is not optional on equipment lease type agreements. The cost of Business Hours is required on all CPRs. Extended business hours service is not an option. Service selections exclude consumable items or operator replacement items as detailed in the Instruments Operator Manual and any device used or associated with the instrument which was not part of the instrument as originally manufactured, e.g., external computers, external uninterruptible power supplies (UPSs) and external power conditioners. Service of pc hardware which is supplied by Sysmex and is integral to the operation of the instrument provided is serviced, however, printers sold as part of the instrument package shall be serviced only for the period of the original manufacturer's warranty.

MINIMUM MONTHLY BILLABLE:

Minimum monthly billable dollar amount will be based on the lowest volume within the range of the term year at the time of original purchase order or modification.

INCLUSIONS:

All Sysmex brand reagents and controls necessary to meet the average monthly test volume as stated in the FSS Addendum assuming reasonably efficient utilization. These reagents and controls will be provided on a mutually-agreed, pre-determined shipping schedule for the assigned monthly sample volume. Adjustment to any monthly shipment of reagents and controls in order to maintain adequate inventory is the sole responsibility of the Customer and can be accomplished by contacting Sysmex. Also included is delivery.

EXCLUSIONS:

Supplies not included under this Addendum are printer supplies, bar code labels, capette dilutors, slides, stain, methanol, piercing needles, and cubetainer spout kits.

PARAMETERS:

Assumption of parameters: 24 hours per day, 7 days per week, 52 weeks per year, 3 shifts per day, 2 levels of controls. If actual parameters differ, CPR rate will increase accordingly.

INSTRUMENT	DAILY TEST RANGE	% CBC ONLY	% CBC + DIFF	% NRBC	% RETIC	% SMEAR	% REPEATS
XS1000i	20-55	10	90	0	0	0	10

Sysmex XS-1000i AL SIN #605-2a - Effective 4/1/08
Clinical Analyzer Pricing Matrix
V797P-4709a

Tests Available: CBC, CBC+Diff

Total CPR (Bus Hrs Service)	Reportables/Mo	5 years	4 years	3 years	2 years	1 year
	909	2.17	2.33	2.25	3.23	5.04
	1091	1.85	1.98	1.92	2.73	4.24
	1242	1.64	1.76	1.98	2.42	3.74
	1394	1.47	1.58	1.77	2.16	3.35
	1545	1.36	1.45	1.63	1.98	3.05
	1697	1.25	1.34	1.50	1.82	2.79

Minimum Monthly Billable Ex	Reportables/Mo	5 years	4 years	3 years	2 years	1 year
	909	1971.82	2120.51	2047.72	2932.01	4580.00
	1091	2015.67	2164.37	2091.50	2975.83	4623.77
	1242	2039.20	2187.90	2454.75	2999.43	4647.49
	1394	2055.05	2203.75	2470.57	3015.22	4663.17
	1545	2098.40	2247.10	2513.94	3058.62	4706.67
	1697	2122.65	2271.34	2538.17	3082.82	4730.78

SERVICE:

Service is not optional on equipment lease type agreements. The cost of Business Hours is required on all CPRs. Extended business hours service is not an option. Service selections exclude consumable items or operator replacement items as detailed in the Instruments Operator Manual and any device used or associated with the instrument which was not part of the instrument as originally manufactured, e.g., external computers, external uninterruptible power supplies (UPSs) and external power conditioners. Service of pc hardware which is supplied by Sysmex and is integral to the operation of the instrument provided is serviced, however, printers sold as part of the instrument package shall be serviced only for the period of the original manufacturer's warranty.

MINIMUM MONTHLY BILLABLE:

Minimum monthly billable dollar amount will be based on the lowest volume within the range of the term year at the time of original purchase order or modification.

INCLUSIONS:

All Sysmex brand reagents and controls necessary to meet the average monthly test volume as stated in the FSS Addendum assuming reasonably efficient utilization. These reagents and controls will be provided on a mutually-agreed, pre determined shipping schedule for the assigned monthly sample volume. Adjustment to any monthly shipment of reagents and controls in order to maintain adequate inventory is the sole responsibility of the Customer and can be accomplished by contacting Sysmex. Also included is delivery.

EXCLUSIONS:

Supplies not included under this Addendum are printer supplies, bar code labels, capette dilutors, slides, stain, methanol, piercing needles, and cubetainer spout kits.

PARAMETERS:

Assumption of parameters: 24 hours per day, 7 days per week, 52 weeks per year, 3 shifts per day, 2 levels of controls. If actual parameters differ, CPR rate will increase accordingly.

INSTRUMENT	DAILY TEST RANGE	% CBC ONLY	% CBC + DIFF	% NRBC	% RETIC	% SMEAR	% REPEATS
XS1000i AL	30-60	10	90	0	0	0	10

Sysmex KX-21N SIN #605-2a - Effective 4/1/08
Clinical Analyzer Pricing Matrix
V797P-4709a

Tests Available: CBC, CBC+DIFF

Total CPR (Bus Hrs Service)	Reportables/Mo	5 years	4 years	3 years	2 years	1 year
	303-606	2.59	2.69	2.88	3.27	4.43
	607-909	1.46	1.51	1.60	1.79	2.38
	910-1212	1.05	1.09	1.15	1.28	1.67
	1213-1516	0.87	0.90	0.95	1.04	1.33
	1517+	0.79	0.81	0.85	0.92	1.16

Extended Bus Hrs Service (Add to Bus Hrs Svc)	Reportables/Mo	5 years	4 years	3 years	2 years	1 year
	303	0.38	0.36	0.32	0.24	0.47
	607	0.19	0.18	0.16	0.12	0.24
	910	0.13	0.12	0.11	0.08	0.16
	1213	0.09	0.09	0.08	0.06	0.12
	1517	0.08	0.07	0.06	0.05	0.09

Minimum Monthly Billable Ex	Reportables/Mo	5 years	4 years	3 years	2 years	1 year
	303	783.70	814.99	872.48	989.47	1343.42
	607	883.33	914.60	972.05	1088.95	1442.67
	910	956.95	988.23	1045.69	1162.62	1516.42
	1213	1058.19	1089.47	1146.94	1263.89	1617.72
	1517	1195.68	1226.96	1284.42	1401.34	1755.10

SERVICE:

Service is not optional on equipment lease type agreements. The cost of business hour service is required on all CPRs. Extended business hours service is optional. Service selections exclude consumable items or operator replacement items as detailed in the Instruments Operator Manual and any device used or associated with the instrument which was not part of the instrument as originally manufactured, e.g., external computers, external uninterruptible power supplies (UPSs) and external power conditioners. Service of pc hardware which is supplied by Sysmex and is integral to the operation of the instrument provided is serviced, however, printers sold as part of the instrument package shall be serviced only for the period of the original manufacturer's warranty.

MINIMUM MONTHLY BILLABLE:

Minimum monthly billable dollar amount will be based on the lowest volume within the range of the term year at the time of original purchase order or modification.

INCLUSIONS:

All Sysmex brand reagents and controls necessary to meet the average monthly test volume as stated in the FSS Addendum assuming reasonably efficient utilization. These reagents and controls will be provided on a mutually-agreed, pre-determined shipping schedule for the assigned monthly sample volume. Adjustment to any monthly shipment of reagents and controls in order to maintain adequate inventory is the sole responsibility of the Customer and can be accomplished by contacting Sysmex. Also included are delivery and installation.

EXCLUSIONS:

Supplies not included under this Addendum are printer supplies, bar code labels, capette dilutors, slides, stain, methanol, piercing needles, and cubetainer spout kits.

PARAMETERS:

Assumption of parameters: 24 hours per day, 7 days per week, 52 weeks per year, 3 shifts per day. If actual parameters differ, CPR rate will increase accordingly.

INSTRUMENT	DAILY TEST RANGE	% CBC ONLY	% CBC + DIFF	% NRBC	% RETIC	% SMEAR
KX21N	10-50	0.00	100.00	0.00	0.00	0.00

Sysmex XT1800i SIN #605-2a - Effective 4/1/08

Clinical Analyzer Pricing Matrix

V797P-4709a

Tests Available: CBC, CBC+DIFF

Total CPR (Bus Hrs Service)	Reportables/Mo	5 years	4 years	3 years	2 years	1 year
	1517-3032	2.10	2.22	2.45	2.92	4.32
	3033-4549	1.16	1.22	1.34	1.57	2.27
	4550-6066	0.84	0.89	0.96	1.12	1.59
	6067-7582	0.69	0.72	0.78	0.90	1.25
	7583+	0.60	0.62	0.67	0.76	1.04

Additional Training per Instrument per person	1st year
1517	0.14
3033	0.07
4550	0.05
6067	0.03
7583	0.03

Extended Bus Hrs Service	Reportables/Mo	5 years	4 years	3 years	2 years	1 year
(Add to Bus Hrs Svc)	1517	0.06	0.06	0.05	0.04	0.08
	3033	0.03	0.03	0.03	0.02	0.04
	4550	0.02	0.02	0.02	0.01	0.03
	6067	0.02	0.01	0.01	0.01	0.02
	7583	0.01	0.01	0.01	0.01	0.02

Minimum Monthly Billable Ex	Reportables/Mo	5 years	4 years	3 years	2 years	1 year
	1517	3179.18	3371.47	3716.63	4422.94	6559.88
	3033	3511.84	3704.15	4049.34	4755.71	6892.82
	4550	3843.18	4035.48	4380.66	5087.01	7224.07
	6067	4191.23	4383.54	4728.71	5435.05	7572.07
	7583	4527.69	4720.00	5065.18	5771.54	7908.61

SERVICE:

Service is not optional on equipment lease type agreements. The cost of business hour service is required on all CPRs. Extended business hours service is optional. Service selections exclude consumable items or operator replacement items as detailed in the Instruments Operator Manual and any device used or associated with the instrument which was not part of the instrument as originally manufactured, e.g., external computers, external uninterruptible power supplies (UPSs) and external power conditioners. Service of pc hardware which is supplied by Sysmex and is integral to the operation of the instrument provided is serviced, however, printers sold as part of the instrument package shall be serviced only for the period of the original manufacturer's warranty.

MINIMUM MONTHLY BILLABLE:

Minimum monthly billable dollar amount will be based on the lowest volume within the range of the term year at the time of original purchase order or modification.

INCLUSIONS:

All Sysmex brand reagents and controls necessary to meet the average monthly test volume as stated in the FSS Addendum assuming reasonably efficient utilization. These reagents and controls will be provided on a mutually-agreed, pre-determined shipping schedule for the assigned monthly sample volume. Adjustment to any monthly shipment of reagents and controls in order to maintain adequate inventory is the sole responsibility of the Customer and can be accomplished by contacting Sysmex. Also included are an IPU CPU computer, IPU monitor, modem, printer, PC Anywhere software, XE Pro software, IG Master software, bar code reader, delivery and installation, a \$7,000 LIS interface allowance, and 2 training slots.

EXCLUSIONS:

Supplies not included under this Addendum are printer supplies, bar code labels, capette dilutors, slides, stain, methanol, piercing needles, and cubetainer spout kits.

PARAMETERS:

Assumption of parameters: 24 hours per day, 7 days per week, 52 weeks per year, 3 shifts per day. If actual parameters differ, CPR rate will increase accordingly.

INSTRUMENT	DAILY TEST RANGE	% CBC ONLY	% CBC + DIFF	% NRBC	% RETIC	% SMEAR	% REPEATS
XT1800i	50-250	20	80	0	0	0	10

Sysmex XT2000i SIN #605-2a - Effective 4/1/08

Clinical Analyzer Pricing Matrix

V797P-4709a

Tests Available: CBC, CBC+DIFF, CBC+DIFF+RET

Total CPR (Bus Hrs Service)	Reportables/Mo	5 years	4 years	3 years	2 years	1 year
	1517-3032	2.27	2.41	2.65	3.15	4.67
	3033-4549	1.25	1.31	1.44	1.69	2.44
	4550-6066	0.91	0.96	1.04	1.20	1.71
	6067-7582	0.74	0.78	0.84	0.96	1.34
	7583+	0.64	0.67	0.72	0.82	1.12

Additional Training per Instrument per person	1st year
1517	0.14
3033	0.07
4550	0.05
6067	0.03
7583	0.03

Extended Bus Hrs Service (Add to Bus Hrs Svc)	Reportables/Mo	5 years	4 years	3 years	2 years	1 year
	1517	0.07	0.06	0.05	0.04	0.08
	3033	0.03	0.03	0.03	0.02	0.04
	4550	0.02	0.02	0.02	0.01	0.03
	6067	0.02	0.02	0.01	0.01	0.02
	7583	0.01	0.01	0.01	0.01	0.02

Minimum Monthly Billable Ex	Reportables/Mo	5 years	4 years	3 years	2 years	1 year
	1517	3450.49	3656.01	4027.54	4785.60	7080.79
	3033	3779.50	3985.03	4356.60	5114.72	7410.08
	4550	4140.46	4345.99	4717.54	5475.64	7770.95
	6067	4505.06	4710.59	5082.14	5840.23	8135.50
	7583	4874.58	5080.11	5451.67	6209.78	8505.11

SERVICE:

Service is not optional on equipment lease type agreements. The cost of business hour service is required on all CPRs. Extended business hours service is optional. Service selections exclude consumable items or operator replacement items as detailed in the Instruments Operator Manual and any device used or associated with the instrument which was not part of the instrument as originally manufactured, e.g., external computers, external uninterruptible power supplies (UPSs) and external power conditioners. Service of pc hardware which is supplied by Sysmex and is integral to the operation of the instrument provided is serviced, however, printers sold as part of the instrument package shall be serviced only for the period of the original manufacturer's warranty.

MINIMUM MONTHLY BILLABLE:

Minimum monthly billable dollar amount will be based on the lowest volume within the range of the term year at the time of original purchase order or modification.

INCLUSIONS:

All Sysmex brand reagents and controls necessary to meet the average monthly test volume as stated in the FSS Addendum assuming reasonably efficient utilization. These reagents and controls will be provided on a mutually-agreed, pre-determined shipping schedule for the assigned monthly sample volume. Adjustment to any monthly shipment of reagents and controls in order to maintain adequate inventory is the sole responsibility of the Customer and can be accomplished by contacting Sysmex. Also included are an IPU CPU computer, IPU monitor, modem, printer, PC Anywhere software, XE Pro software, IG Master software, bar code reader, delivery and installation, a \$7,000 LIS interface allowance, and 2 training slots.

EXCLUSIONS:

Supplies not included under this Addendum are printer supplies, bar code labels, capette dilutors, slides, stain, methanol, piercing needles, and cubetainer spout kits.

PARAMETERS:

Assumption of parameters: 24 hours per day, 7 days per week, 52 weeks per year, 3 shifts per day. If actual parameters differ, CPR rate will increase accordingly.

INSTRUMENT	DAILY TEST RANGE	% CBC ONLY	% CBC + DIFF	% NRBC	% RETIC	% SMEAR	% REPEATS
XT2000i	50-250	20	75	0	5	0	10

Sysmex XE-2100 SIN #605-2a - Effective 4/1/08

Clinical Analyzer Pricing Matrix

V797P-4709a

Tests Available: CBC, CBC+NRBC, CBC+DIFF, CBC+DIFF+RET, CBC+RET, CBC+DIFF+NRBC, CBC+DIFF+NRBC+RET

Total CPR (Bus Hrs Service)	Reportables/Mo	5 years	4 years	3 years	2 years	1 year
	3033-5307	1.63	1.73	1.90	2.26	3.35
	5308-7582	1.04	1.09	1.19	1.40	2.02
	7583-9857	0.80	0.84	0.91	1.05	1.49
	9858-12132	0.67	0.70	0.76	0.87	1.20
	12133-14407	0.59	0.62	0.66	0.75	1.03
	14408+	0.54	0.56	0.60	0.67	0.90

Additional Training per Instrument per person	1st year
3033	0.07
5308	0.04
7583	0.03
9858	0.02
12133	0.02
14408	0.01

Extended Bus Hrs Service (Add to Bus Hrs Svc)	Reportables/Mo	5 years	4 years	3 years	2 years	1 year
	3033	0.06	0.06	0.05	0.04	0.08
	5308	0.03	0.03	0.03	0.02	0.04
	7583	0.02	0.02	0.02	0.02	0.03
	9858	0.02	0.02	0.02	0.01	0.02
	12133	0.02	0.01	0.01	0.01	0.02
	14408	0.01	0.01	0.01	0.01	0.02

Minimum Monthly Billable Ex	Reportables/Mo	5 years	4 years	3 years	2 years	1 year
	3033	4934.46	5232.75	5767.89	6861.17	10169.01
	5308	5506.10	5804.38	6339.52	7432.79	10740.60
	7583	6060.20	6358.48	6893.61	7986.88	11294.68
	9858	6622.37	6920.65	7455.78	8549.05	11856.84
	12133	7207.90	7506.18	8041.31	9134.57	12442.37
	14408	7768.29	8066.56	8601.70	9694.96	13002.75

SERVICE:

Service is not optional on equipment lease type agreements. The cost of business hour service is required on all CPRs. Extended business hours service is optional. Service selections exclude consumable items or operator replacement items as detailed in the Instruments Operator Manual and any device used or associated with the instrument which was not part of the instrument as originally manufactured, e.g., external computers, external uninterruptible power supplies (UPSs) and external power conditioners. Service of pc hardware which is supplied by Sysmex and is integral to the operation of the instrument provided is serviced, however, printers sold as part of the instrument package shall be serviced only for the period of the original manufacturer's warranty.

MINIMUM MONTHLY BILLABLE:

Minimum monthly billable dollar amount will be based on the lowest volume within the range of the term year at the time of original purchase order or modification.

INCLUSIONS:

All Sysmex brand reagents and controls necessary to meet the average monthly test volume as stated in the FSS Addendum assuming reasonably efficient utilization. These reagents and controls will be provided on a mutually-agreed, pre-determined shipping schedule for the assigned monthly sample volume. Adjustment to any monthly shipment of reagents and controls in order to maintain adequate inventory is the sole responsibility of the Customer and can be accomplished by contacting Sysmex. Also included are an IPU CPU computer, IPU monitor, modem, printer, PC Anywhere software, XE Pro software, IG Master software, bar code reader, delivery and installation, a \$7,000 LIS interface allowance, and 2 training slots.

EXCLUSIONS:

Supplies not included under this Addendum are printer supplies, bar code labels, capette dilutors, slides, stain, methanol, piercing needles, and cubetainer spout kits.

PARAMETERS:

Assumption of parameters: 24 hours per day, 7 days per week, 52 weeks per year, 3 shifts per day. If actual parameters differ, CPR rate will increase accordingly.

INSTRUMENT	DAILY TEST RANGE	% CBC ONLY	% CBC + DIFF	% NRBC	% RETIC	% SMEAR	% REPEATS
XE2100	100-500	20	70	5	5	0	10

Sysmex XE-2100D SIN #605-2a - Effective 4/1/08
Clinical Analyzer Pricing Matrix
V797P-4709a

Tests Available: CBC, CBC+DIFF

Total CPR (Bus Hrs Service)	Reportables/Mo	5 years	4 years	3 years	2 years	1 year
	3033-5307	1.28	1.36	1.51	1.80	2.69
	5308-7582	0.81	0.86	0.94	1.11	1.61
	7583-9857	0.62	0.65	0.71	0.82	1.18
	9858-12132	0.52	0.54	0.58	0.67	0.95
	12133-14407	0.45	0.47	0.51	0.58	0.80
	14408+	0.41	0.42	0.45	0.52	0.70

Additional Training per Instrument per person	1st year
3033	0.07
5308	0.04
7583	0.03
9858	0.02
12133	0.02
14408	0.01

Extended Bus Hrs Service (Add to Bus Hrs Svc)	Reportables/Mo	5 years	4 years	3 years	2 years	1 year
	3033	0.07	0.07	0.06	0.04	0.09
	5308	0.04	0.04	0.03	0.02	0.05
	7583	0.03	0.03	0.02	0.02	0.03
	9858	0.02	0.02	0.02	0.01	0.03
	12133	0.02	0.02	0.01	0.01	0.02
	14408	0.01	0.01	0.01	0.01	0.02

Minimum Monthly Billable Ex	Reportables/Mo	5 years	4 years	3 years	2 years	1 year
	3033	3889.04	4130.88	4567.27	5458.06	8152.44
	5308	4298.61	4540.45	4976.84	5867.62	8561.96
	7583	4675.24	4917.07	5353.46	6244.24	8938.57
	9858	5080.78	5322.61	5759.00	6649.77	9344.10
	12133	5465.84	5707.68	6144.06	7034.84	9729.16
	14408	5866.89	6108.72	6545.11	7435.88	10130.21

SERVICE:

Service is not optional on equipment lease type agreements. The cost of business hour service is required on all CPRs. Extended business hours service is optional. Service selections exclude consumable items or operator replacement items as detailed in the Instruments Operator Manual and any device used or associated with the instrument which was not part of the instrument as originally manufactured, e.g., external computers, external uninterruptible power supplies (UPSs) and external power conditioners. Service of pc hardware which is supplied by Sysmex and is integral to the operation of the instrument provided is serviced, however, printers sold as part of the instrument package shall be serviced only for the period of the original manufacturer's warranty.

MINIMUM MONTHLY BILLABLE:

Minimum monthly billable dollar amount will be based on the lowest volume within the range of the term year at the time of original purchase order or modification.

INCLUSIONS:

All Sysmex brand reagents and controls necessary to meet the average monthly test volume as stated in the FSS Addendum assuming reasonably efficient utilization. These reagents and controls will be provided on a mutually-agreed, pre-determined shipping schedule for the assigned monthly sample volume. Adjustment to any monthly shipment of reagents and controls in order to maintain adequate inventory is the sole responsibility of the Customer and can be accomplished by contacting Sysmex. Also included are an IPU CPU computer, IPU monitor, modem, printer, PC Anywhere software, XE Pro software, IG Master software, bar code reader, delivery and installation, a \$7,000 LIS interface allowance, and 2 training slots.

EXCLUSIONS:

Supplies not included under this Addendum are printer supplies, bar code labels, capette dilutors, slides, stain, methanol, piercing needles, and cubetainer spout kits.

PARAMETERS:

Assumption of parameters: 24 hours per day, 7 days per week, 52 weeks per year, 3 shifts per day. If actual parameters differ, CPR rate will increase accordingly.

INSTRUMENT	DAILY TEST RANGE	% CBC ONLY	% CBC + DIFF	% NRBC	% RETIC	% SMEAR	% REPEATS
XE2100D	100-500	20	75	0	0	0	10

Sysmex XE-2100L SIN #605-2a - Effective 4/1/08

Clinical Analyzer Pricing Matrix

V797P-4709a

Tests Available: CBC, CBC+DIFF, CBC+NRBC, CBC+DIFF+NRBC

Total CPR (Bus Hrs Service)	Reportables/Mo	5 years	4 years	3 years	2 years	1 year
	3033-5307	1.41	1.49	1.64	1.94	2.86
	5308-7582	0.91	0.95	1.04	1.21	1.74
	7583-9857	0.70	0.74	0.80	0.92	1.28
	9858-12132	0.59	0.62	0.67	0.76	1.04
	12133-14407	0.53	0.55	0.58	0.66	0.89
	14408+	0.48	0.50	0.53	0.59	0.79

Additional Training per Instrument per person	1st year
3033	0.07
5308	0.04
7583	0.03
9858	0.02
12133	0.02
14408	0.01

Extended Bus Hrs Service (Add to Bus Hrs Svc)	Reportables/Mo	5 years	4 years	3 years	2 years	1 year
	3033	0.06	0.05	0.05	0.04	0.07
	5308	0.03	0.03	0.03	0.02	0.04
	7583	0.02	0.02	0.02	0.01	0.03
	9858	0.02	0.02	0.01	0.01	0.02
	12133	0.01	0.01	0.01	0.01	0.02
	14408	0.01	0.01	0.01	0.01	0.02

Minimum Monthly Billable Ex	Reportables/Mo	5 years	4 years	3 years	2 years	1 year
	3033	4272.42	4522.93	4972.45	5892.48	8675.58
	5308	4808.25	5058.76	5508.27	6428.30	9211.37
	7583	5329.26	5579.77	6029.28	6949.30	9732.36
	9858	5855.64	6106.14	6555.65	7475.67	10258.72
	12133	6388.84	6639.34	7088.85	8008.86	10791.91
	14408	6916.14	7166.64	7616.15	8536.17	11319.21

SERVICE:

Service is not optional on equipment lease type agreements. The cost of business hour service is required on all CPRs. Extended business hours service is optional. Service selections exclude consumable items or operator replacement items as detailed in the Instruments Operator Manual and any device used or associated with the instrument which was not part of the instrument as originally manufactured, e.g., external computers, external uninterruptible power supplies (UPSs) and external power conditioners. Service of pc hardware which is supplied by Sysmex and is integral to the operation of the instrument provided is serviced, however, printers sold as part of the instrument package shall be serviced only for the period of the original manufacturer's warranty.

MINIMUM MONTHLY BILLABLE:

Minimum monthly billable dollar amount will be based on the lowest volume within the range of the term year at the time of original purchase order or modification.

INCLUSIONS:

All Sysmex brand reagents and controls necessary to meet the average monthly test volume as stated in the FSS Addendum assuming reasonably efficient utilization. These reagents and controls will be provided on a mutually-agreed, pre-determined shipping schedule for the assigned monthly sample volume. Adjustment to any monthly shipment of reagents and controls in order to maintain adequate inventory is the sole responsibility of the Customer and can be accomplished by contacting Sysmex. Also included are an IPU CPU computer, IPU monitor, modem, printer, PC Anywhere software, XE Pro software, IG Master software, bar code reader, delivery and installation, a \$7,000 LIS interface allowance, and 2 training slots.

EXCLUSIONS:

Supplies not included under this Addendum are printer supplies, bar code labels, capette dilutors, slides, stain, methanol, piercing needles, and cubetainer spout kits.

PARAMETERS:

Assumption of parameters: 24 hours per day, 7 days per week, 52 weeks per year, 3 shifts per day. If actual parameters differ, CPR rate will increase accordingly.

INSTRUMENT	DAILY TEST RANGE	% CBC ONLY	% CBC + DIFF	% NRBC	% RETIC	% SMEAR	% REPEATS
XE2100L	100-500	20	75	5	0	0	10

Sysmex XE-Alpha SIN #605-2a - Mod #6 Effective 4/1/08

Clinical Analyzer Pricing Matrix

V797P-4709a

Tests Available: CBC, CBC+NRBC, CBC+DIFF, CBC+DIFF+RET, CBC+RET, CBC+DIFF+NRBC, CBC+DIFF+NRBC+RET

Total CPR (Bus Hrs Service)	Reportables/Mo	5 years	4 years	3 years	2 years	1 year
	4550-6824	1.75	1.93	2.15	2.62	4.02
	6825-9099	1.25	1.35	1.50	1.81	2.75
	9100-11374	1.00	1.08	1.19	1.42	2.12
	11375-13649	0.82	0.91	1.00	1.18	1.74
	13650+	0.75	0.79	0.87	1.03	1.49

Additional Training per Instrument per person	1st year	
	4550	0.08
	6825	0.05
	9100	0.04
	11375	0.03
	13650	0.03

Extended Bus Hrs Service (Add to Bus Hrs Svc)	Reportables/Mo	5 years	4 years	3 years	2 years	1 year
	4550	0.06	0.06	0.05	0.04	0.08
	6825	0.04	0.04	0.04	0.03	0.05
	9100	0.03	0.03	0.03	0.02	0.04
	11375	0.03	0.02	0.02	0.02	0.03
	13650	0.02	0.02	0.02	0.01	0.03

Minimum Monthly Billable Ex	Reportables/Mo	5 years	4 years	3 years	2 years	1 year
	4550	7980.61	8769.73	9804.35	11915.59	18302.32
	6825	8527.71	9225.91	10260.53	12371.77	18758.50
	9100	9126.51	9788.34	10822.96	12934.20	19320.93
	11375	9331.47	10313.15	11347.77	13459.01	19845.74
	13650	10220.98	10850.99	11885.61	13996.85	20383.58

SERVICE:

Service is not optional on equipment lease type agreements. The cost of business hour service is required on all CPRs. Extended business hours service is optional. Service selections exclude consumable items or operator replacement items as detailed in the Instruments Operator Manual and any device used or associated with the instrument which was not part of the instrument as originally manufactured, e.g., external computers, external uninterruptible power supplies (UPSs) and external power conditioners. Service of pc hardware which is supplied by Sysmex and is integral to the operation of the instrument provided is serviced, however, printers sold as part of the instrument package shall be serviced only for the period of the original manufacturer's warranty.

MINIMUM MONTHLY BILLABLE:

Minimum monthly billable dollar amount will be based on the lowest volume within the range of the term year at the time of original purchase order or modification.

INCLUSIONS:

All Sysmex brand reagents and controls necessary to meet the average monthly test volume as stated in the FSS Addendum assuming reasonably efficient utilization. These reagents and controls will be provided on a mutually-agreed, pre-determined shipping schedule for the assigned monthly sample volume. Adjustment to any monthly shipment of reagents and controls in order to maintain adequate inventory is the sole responsibility of the Customer and can be accomplished by contacting Sysmex. Also included are an IPU CPU computer, IPU monitor, modem, printer, PC Anywhere software, XE Pro software, IG Master software, bar code reader, delivery and installation, a \$14,000 LIS interface allowance, and 2 training slots.

EXCLUSIONS:

Supplies not included under this Addendum are printer supplies, bar code labels, capette dilutors, slides, stain, methanol, piercing needles, and cubetainer spout kits.

PARAMETERS:

Assumption of parameters: 24 hours per day, 7 days per week, 52 weeks per year, 3 shifts per day. If actual parameters differ, CPR rate will increase accordingly.

INSTRUMENT	DAILY TEST RANGE	%CBC ONLY	%CBC+DI	%NRBC	%RETIC	%SMEAR	% REPEATS
XE ALPHA N	150-500	20	70	5	5	25	10

Sysmex HST-302 SIN #605-2a - Effective 4/1/08

Clinical Analyzer Pricing Matrix

V797P-4709a

Tests Available: CBC, CBC+NRBC, CBC+DIFF, CBC+DIFF+RET, CBC+RET, CBC+DIFF+NRBC, CBC+DIFF+NRBC+RET

Total CPR (Bus Hrs Service)	Reportables/Mo	5 years	4 years	3 years	2 years	1 year
	7583-13649	2.05	2.23	2.54	3.17	5.09
	13650-19716	1.25	1.35	1.52	1.87	2.94
	19717-25782	0.94	1.01	1.13	1.37	2.11
	25783-31849	0.78	0.83	0.92	1.11	1.67
	31850-31916	0.68	0.72	0.80	0.95	1.40
	31917-43982	0.67	0.71	0.78	0.35	0.29
	43983+	0.56	0.59	0.64	0.33	0.29

Additional Training per Instrument per person	1st year
7583	0.05
13650	0.03
19717	0.02
25783	0.01
31850	0.01
31917	0.01
43983	0.01

Extended Bus Hrs Service (Add to Bus Hrs Svc)	Reportables/Mo	5 years	4 years	3 years	2 years	1 year
	7583	0.06	0.06	0.05	0.04	0.08
	13650	0.03	0.03	0.03	0.02	0.04
	19717	0.02	0.02	0.02	0.02	0.03
	25783	0.02	0.02	0.02	0.01	0.02
	31850	0.01	0.01	0.01	0.01	0.02
	31917	0.01	0.01	0.01	0.01	0.02
	43983	0.01	0.01	0.01	0.01	0.01

Minimum Monthly Billable Ex	Reportables/Mo	5 years	4 years	3 years	2 years	1 year
	7583	15580.83	16896.64	19251.98	24051.66	38568.72
	13650	17120.83	18436.63	20791.98	25591.66	40108.72
	19717	18601.44	19917.24	22272.58	27072.27	41589.32
	25783	20119.10	21434.90	23790.25	28589.93	43106.99
	31850	21661.96	22977.77	25333.11	30132.79	44649.85
	31917	21372.57	22688.38	25043.72	11178.75	9358.86
	43983	24687.62	26003.42	28358.76	14492.70	12671.85

SERVICE:

Service is not optional on equipment lease type agreements. The cost of business hour service is required on all CPRs. Extended business hours service is optional. Service selections exclude consumable items or operator replacement items as detailed in the Instruments Operator Manual and any device used or associated with the instrument which was not part of the instrument as originally manufactured, e.g., external computers, external uninterruptible power supplies (UPSs) and external power conditioners. Service of pc hardware which is supplied by Sysmex and is integral to the operation of the instrument provided is serviced, however, printers sold as part of the instrument package shall be serviced only for the period of the original manufacturer's warranty.

MINIMUM MONTHLY BILLABLE:

Minimum monthly billable dollar amount will be based on the lowest volume within the range of the term year at the time of original purchase order or modification.

INCLUSIONS:

All Sysmex brand reagents and controls necessary to meet the average monthly test volume as stated in the FSS Addendum assuming reasonably efficient utilization. These reagents and controls will be provided on a mutually-agreed, pre-determined shipping schedule for the assigned monthly sample volume. Adjustment to any monthly shipment of reagents and controls in order to maintain adequate inventory is the sole responsibility of the Customer and can be accomplished by contacting Sysmex. Also included are an IPU CPU computer, IPU monitor, modem, printer, PC Anywhere software, XE Pro software, IG Master software, bar code reader, delivery and installation, a \$14,000 LIS interface allowance, and 3 training slots.

EXCLUSIONS:

Supplies not included under this Addendum are printer supplies, bar code labels, capette dilutors, slides, stain, methanol, piercing needles, and cubetainer spout kits.

PARAMETERS:

Assumption of parameters: 24 hours per day, 7 days per week, 52 weeks per year, 3 shifts per day. If actual parameters differ, CPR rate will increase accordingly.

INSTRUMENT	DAILY TEST RANGE	% CBC ONLY	% CBC + DIFF	% NRBC	% RETIC	% SMEAR	% REPEATS
HST 302N XE	250-1500	20	70	5	5	30	10

Sysmex DM96 SIN #605-2b - Effective 4/1/08
Clinical Analyzer Pricing Matrix
V797P-4709a

Instrument and Service		5 years	4 years	3 years	2 years	1 year
	Monthly Lease Pmt.					
	New Customers	4981.36	5612.29	6736.48	9026.89	15952.10
	Existing Customers	3942.35	4401.28	5222.47	6894.87	11954.08

Existing Customer		5 years	4 years	3 years	2 years	1 year
50,000 price reduction	Monthly Lease Pmt.	3109.02	3620.02	4528.03	6374.04	11954.08

Extended Bus Hrs Service		5 years	4 years	3 years	2 years	1 year
(Add to Bus Hrs Svc)	Monthly Lease Pmt.	229.47	214.84	190.98	143.23	0.00

SERVICE:

Service is not optional on equipment lease type agreements. The cost of business hour service is required on all lease type contracts. Extended business hours service is optional. Service selections exclude consumable items or operator replacement items as detailed in the Instruments Operator Manual and any device used or associated with the instrument which was not part of the instrument as originally manufactured, e.g., external computers, external uninterruptible power supplies (UPSs) and external power conditioners. Service of PC hardware which is supplied by Sysmex and is integral to the operation of the instrument provided is serviced.

MINIMUM MONTHLY BILLABLE:

Minimum monthly billable dollar amount will be based on the lease payment of the term year at the time of original purchase order or modification.

EXCLUSIONS:

Supplies not included under this Addendum are bar code labels, ER labels, QC labels, transfer ribbon, slides, immersion oil, and replacement lamps.

Sysmex UF-50 SIN #605-4a - Effective 4/1/08
Clinical Analyzer Pricing Matrix
V797P-4709a

Test: Formed Element Count

Total CPR (Bus Hrs Service)	Reportables/Mo	5 years	4 years	3 years	2 years	1 year
	600-1499	3.76	3.98	4.38	5.19	7.66
	1500-3749	1.88	1.97	2.13	2.46	3.44
	3750-5999	1.12	1.16	1.22	1.35	1.75
	6000-8249	0.94	0.96	1.00	1.08	1.33
	8250-10499	0.85	0.87	0.90	0.96	1.14
	10500+	0.80	0.82	0.84	0.88	1.03

Additional Training per Instrument per person	1st year
600	0.21
1500	0.08
3750	0.03
6000	0.02
8250	0.02
10500	0.01

Minimum Monthly Billable Ex	Reportables/Mo	5 years	4 years	3 years	2 years	1 year
	600	2253.93	2387.72	2627.38	3115.69	4596.61
	1500	2821.18	2954.98	3194.63	3682.94	5163.87
	3750	4215.28	4349.07	4588.72	5077.03	6557.96
	6000	5627.20	5760.99	6000.65	6488.96	7969.88
	8250	7033.71	7167.50	7407.16	7895.47	9376.39
	10500	8427.80	8561.60	8801.25	9289.56	10770.48

SERVICE:

Service is not optional on equipment lease type agreements. The cost of business hour service is required on all CPRs. Extended business hours service is optional. Service selections exclude consumable items or operator replacement items as detailed in the Instruments Operator Manual and any device used or associated with the instrument which was not part of the instrument as originally manufactured, e.g., external computers, external uninterruptible power supplies (UPSs) and external power conditioners. Service of pc hardware which is supplied by Sysmex and is integral to the operation of the instrument provided is serviced, however, printers sold as part of the instrument package shall be serviced only for the period of the original manufacturer's warranty.

MINIMUM MONTHLY BILLABLE:

Minimum monthly billable dollar amount will be based on the lowest volume within the range of the term year at the time of original purchase order or modification.

INCLUSIONS:

All Sysmex brand reagents and controls necessary to meet the average monthly test volume as stated in the FSS Addendum assuming reasonably efficient utilization. These reagents and controls will be provided on a mutually-agreed, pre-determined shipping schedule for the assigned monthly sample volume. Adjustment to any monthly shipment of reagents and controls in order to maintain adequate inventory is the sole responsibility of the Customer and can be accomplished by contacting Sysmex. Also included are a printer, Oneac power conditioner, barcode reader, delivery and installation, \$4,500 LIS interface allowance, and 1 training slot.

EXCLUSIONS:

Supplies not included under this Addendum are printer supplies, bar code labels, capette dilutors, slides, stain, methanol, piercing needles, and cubetainer spout kits.

PARAMETERS:

Assumption of parameters: 24 hours per day, 7 days per week, 30 days per month, 52 weeks per year, 2 shifts per day. If actual parameters differ, CPR rate will increase accordingly.

INSTRUMENT	DAILY TEST RANGE	% CBC ONLY	% CBC + DIFF	% NRBC	% RETIC	% SMEAR	% REPEATS
UF 50	0-500	N/A	N/A	N/A	N/A	N/A	5

Sysmex UF-100 SIN #605-4a - Effective 4/1/08

Clinical Analyzer Pricing Matrix

V797P-4709a

Test: Formed Element Count

Total CPR (Bus Hrs Service)	Reportables/Mo	5 years	4 years	3 years	2 years	1 year
	2250-2999	1.77	1.87	2.06	2.43	3.56
	3000-5249	1.47	1.55	1.69	1.97	2.82
	5250-7499	1.09	1.13	1.21	1.37	1.86
	7500-9749	0.93	0.96	1.01	1.12	1.46
	9750-14999	0.85	0.87	0.91	1.00	1.26
	15000	0.75	0.76	0.79	0.85	1.01

Additional Training per Instrument per person	1st year
2250	0.06
3000	0.04
5250	0.02
7500	0.02
9750	0.01
15000	0.01

Extended Bus Hrs Service	Reportables/Mo	5 years	4 years	3 years	2 years	1 year
(Add to Bus Hrs Svc)	2250	0.06	0.06	0.05	0.04	0.07
	3000	0.04	0.04	0.04	0.03	0.06
	5250	0.03	0.02	0.02	0.02	0.03
	7500	0.02	0.02	0.01	0.01	0.02
	9750	0.01	0.01	0.01	0.01	0.02
	15000	0.01	0.01	0.01	0.01	0.01

Minimum Monthly Billable Ex	Reportables/Mo	5 years	4 years	3 years	2 years	1 year
	2250	3983.69	4214.19	4626.36	5467.70	8013.72
	3000	4420.78	4651.28	5063.45	5904.79	8450.80
	5250	5715.79	5946.29	6358.46	7199.80	9745.81
	7500	6940.79	7171.30	7583.46	8424.80	10970.82
	9750	8241.22	8471.72	8883.89	9725.23	12271.24
	15000	11192.90	11423.41	11835.57	12676.91	15222.93

SERVICE:

Service is not optional on equipment lease type agreements. The cost of business hour service is required on all CPRs. Extended business hours service is optional. Service selections exclude consumable items or operator replacement items as detailed in the Instruments Operator Manual and any device used or associated with the instrument which was not part of the instrument as originally manufactured, e.g., external computers, external uninterruptible power supplies (UPSs) and external power conditioners. Service of pc hardware which is supplied by Sysmex and is integral to the operation of the instrument provided is serviced, however, printers sold as part of the instrument package shall be serviced only for the period of the original manufacturer's warranty.

MINIMUM MONTHLY BILLABLE:

Minimum monthly billable dollar amount will be based on the lowest volume within the range of the term year at the time of original purchase order or modification.

INCLUSIONS:

All Sysmex brand reagents and controls necessary to meet the average monthly test volume as stated in the FSS Addendum assuming reasonably efficient utilization. These reagents and controls will be provided on a mutually-agreed, pre-determined shipping schedule for the assigned monthly sample volume. Adjustment to any monthly shipment of reagents and controls in order to maintain adequate inventory is the sole responsibility of the Customer and can be accomplished by contacting Sysmex. Also included are a printer, Oneac power conditioner, barcode reader, delivery and installation, \$4,500 LIS interface allowance, and 1 training slot.

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PARAMETERS:

Assumption of parameters: 24 hours per day, 7 days per week, 30 days per month, 52 weeks per year, 2 shifts per day. If actual parameters differ, CPR rate will increase accordingly.

INSTRUMENT	DAILY TEST RANGE	% CBC ONLY	% CBC + DIFF	% NRBC	% RETIC	% SMEAR	% REPEATS
UF 100	0-1000	N/A	N/A	N/A	N/A	N/A	5