



Pricing of PhosphoSens[®] CSox-based Sensor Kits, Reagents, Bulk Sensor, Custom Testing & Assay Development

February 17, 2018

PhosphoSens® Kit Composition & Pricing (Shipped on Dry Ice)

Components provided with each PhosphoSens® Kinase Assay Kit:

Catalog #	Component	Description	Amount*	Storage
CSKS-AQT-0000	PhosphoSens® Substrate, 100X	PhosphoSens® Cysteine-Sox Kinase Sensor peptide substrate, 1 mM	60 µL	-20 °C or below. Minimize repeated freeze/thaw cycles
AQT100X ATP	ATP solution, 100X	100 mM ATP in ultrapure deionized water adjusted to pH 7.0	120 µL	-20 °C or below. Minimize repeated freeze/thaw cycles
AQT1000X DTT	DTT solution, 1000X	1M DTT in ultrapure deionized water	120 µL	-20 °C or below. Minimize repeated freeze/thaw cycles
AQT10XRB	Reaction Buffer, 10X	500 mM HEPES, pH 7.5, 0.1% Brij-35, 100 mM MgCl ₂	1.5 mL	-20 °C or below.
AQT1XEDB	Enzyme Dilution Buffer, (EDB, 1X, without DTT)	20 mM HEPES, pH 7.5, 0.01% Brij-35, 5% Glycerol, 1 mg/mL Bovine Serum Albumin	1.5 mL	-20 °C or below.

*AssayQuant® adds a 10% overfill to each vial to ensure recovery of the amount listed (for example, 60 µL is actually 66 µL)

Kit Pricing (based on 10 µM final CSox-Substrate Concentration)

Level (# Kits) ¹	Price (\$/Kit)	Discount vs. List	Total Price	Plate Set Up HA = Half area LV = Low volume	# of Tests ²	\$/Test
1	\$295	List	\$295	96-well HA (50 µL) 384-well LV (20 µL)	96 240	\$3.07 \$1.23
2	\$266	10%	\$531	96-well HA (50 µL) 384-well LV (20 µL)	192 480	\$2.77 \$1.11
3	\$251	15%	\$752	96-well HA (50 µL) 384-well LV (20 µL)	288 720	\$2.61 \$1.04
4	\$236	20%	\$944	96-well HA (50 µL) 384-well LV (20 µL)	384 960	\$2.46 \$0.98
5 to 9	\$221	25%	# kits x \$221	96-well HA (50 µL) 384-well LV (20 µL)	# kits x 96 # kits x 240	\$2.30 \$0.92
10 or more	\$210	30%	# kits x \$210	96-well HA (50 µL) 384-well LV (20 µL)	# kits x 96 # kits x 240	\$2.19 \$0.88
>10	Please inquire: info@assayquant.com					

¹Kits include stocks of Kinase Reaction Buffer, Kinase Dilution Buffer, DTT & ATP

²# of tests is based on 10 µM CSox-Substrate

Assay Kits include all required reagents besides kinase, for 96 reactions (with 50 µL final reaction volume in half-area 96-well plates & 10 µM final substrate concentration) or 240 reactions (with 20 µL final reaction volume in low-volume 384-well plates & 10 µM final substrate concentration)

For a 20% discount on Carna Biosciences kinases, use promotional code "AQCARNA".

PhosphoSens® Bulk Sensor Pricing

We offer 6 Tiers, based on annual purchase level (See Part A). We also provide increasing discount with the amount of sensor purchased per order (See Part B). Product ships via FedEx on Wet Packs.

A. Tiered Pricing Schedule Based on Annual Spend. NOT including additional Bulk Discounting (See B):

Tier #	Annual Spend	List Price/mg	Level 1 Price/mg	Change Between Tiers				
				vs. List	vs. Tier 1	vs. Tier 2	vs. Tier 3	vs. Tier 4
1	Upt to \$49K	\$3,804	\$2,320	39%	None	None	None	None
2	\$50K - \$124K	\$3,804	\$1,985	48%	14%	None	None	None
3	\$125K - \$199K	\$3,804	\$1,600	58%	31%	19%	None	None
4	\$200K - \$299K	\$3,804	\$1,215	68%	48%	39%	24%	None
5	\$300K - \$499K	\$3,804	\$1,000	74%	57%	50%	38%	18%
6	\$500+K	\$3,804	Please Inquire					

B. Additional Bulk Discounting Levels for Individual Orders:

Level	Bulk Amount (Net)	Bulk Discount	Bulk Discount Price/mg by Tier				
			(as assigned by AssayQuant® based on Annual Consumption)				
			Tier 1	Tier 2	Tier 3	Tier 4	Tier 5
1	1-4 mg	None	\$2,320	\$1,985	\$1,600	\$1,215	\$1,000
2	5-9 mg	10%	\$2,088	\$1,787	\$1,440	\$1,094	\$900
3	10-14 mg	16%	\$1,949	\$1,667	\$1,344	\$1,021	\$840
4	15-19 mg	20%	\$1,856	\$1,588	\$1,280	\$972	\$800
5	20 mg	25%	\$1,740	\$1,489	\$1,200	\$911	\$750
6	20+ mg	Please Inquire					

¹Sensors are packaged as Net CSox-peptide (we don't charge for salt) at >95% purity & MS/Tandem MS verified. Number of assays will depend on M_r of sensor & final concentration & rxn volume (typically 10 μM). For phosphopeptide control, add 20% to above prices.

Please inquire for larger amounts, including for HTS applications. We will work with you to meet assay (substrate, enzyme, format) & pricing requirements.

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PhosphoSens[®] Supporting Reagent Pricing

Bulk Reagents also available:

- 10x Kinase Reaction Buffer (AQT10XKRB, 10 mL, \$175)
- 1x Kinase Dilution Buffer (AQT1XKDB 5 mL, \$100)
- 10x Cell Extraction Buffer (AQT10XCEB 10 mL, \$175)
- 100 mM (100x) ATP (AQT100XATP, 1 mL, \$100)
- 1000 mM (1000x) DTT (AQT1000XDTT, 1 mL, \$75)
- 50 mM (50x) Europium (AQT50XEUR, 0.15 mL for 1 kit, \$32)
- 50 mM (50x) Europium (AQT50XEUR, 15 mL, \$950)

For other sizes of the above reagents, please inquire

We Ship World-wide Using Federal Express



**+ Shipping on wet packs
or dry ice (\$75 USA,
\$175 International and
\$350 for Asia-Pacific)**

From AssayQuant[®] to You!

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AssayQuant® Custom Testing Services Pricing

We offer a variety of measurements to assess performance of your compounds on protein kinases or phosphatases, including:

- ❖ IC_{50} (12- or 24-point curves in duplicate)
- ❖ K_{inact}/K_I for covalent inhibitors
- ❖ Residence time
- ❖ EC_{50} to assess potency of activation

Note: We routinely see that covalent compounds with the same IC_{50} value can be differentiated with K_{inact}/K_I and/or residence time determinations.

We also offer testing of different conditions, including:

- ❖ Low (\sim ATP K_m) or high (\sim 1 mM) ATP
- ❖ \pm Pre-incubation of compound with enzyme (rate of inactivation with time)
- ❖ \pm Bovine Serum Albumin (BSA) or Human Gamma Globulin (measures effect on potency due to non-specific binding)

Please inquire for pricing. Discounts are applied based on the number of determinations (# compounds x # conditions). Additional discounts are provided for longer-term relationships and academic customers.

Service is enabling & rapid turnaround is available to align with client SAR program

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AssayQuant® Custom CSox Assay Development

We offer CSx-sensor development for protein kinases or phosphatases, including:

- ❖ Performed under a Master Service Agreement (MSA)
- ❖ Utilizes our expertise, IP and >17,000 CSx-sensor library
- ❖ 1-3 Milestones for purified enzyme assay and 3-5 Milestones for a crude lysate assay (See Table below).
- ❖ Increasingly successful with just Milestone 1 for purified enzyme assay, but have an optimized and proven process for systematic improvement (e.g., >100-fold increase in reaction rates)
- ❖ Pricing per Milestone has been reduced, where if development doesn't require client intellectual property, AssayQuant® retains the rights (all parties have agreed)
- ❖ Clients benefit from past MSA projects and the fact that the research community will publish with the assay, which can be cited when bringing IND to the FDA

Please inquire for pricing. We also provide additional discounts for academic customers.

Milestones for MSA:

#	Milestone Description (for each target)	Time (Wks)	Comments
1	Screening of AQT Peptide Substrate Panels	4 to 8	New CSox substrates made as needed
2	Round 1 Peptide Library Substrate Optimization	4 to 8	Includes 208 peptides per library
3	Round 2 Peptide Library Substrate Optimization	4 to 8	Includes 208 peptides per library
Total		12 to 24	Estimates tailored to each project
4	Substrate Optimization for Crude Lysates (this work is done in parallel with Milestones 1-3)	Starts with Milestone 1	Involves testing for specificity from beginning of project
	Generation & Testing of Lysates		Performed by Client
5	Round 3 Peptide Library for Substrate Specificity Optimization for Crude Lysates	4 to 8	Includes 208 peptides per library
Total		16 to 32	Estimates tailored to each project

**Service is
transformational
& has 100%
success rate**

