

To: (10)(2e) (10)(2e) @minvws.nl]
From: (10)(2e) (10)(2e)
Sent: Wed 9/23/2020 6:24:47 PM
Subject: Archiving solution - contract draft
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Dear (10)(2e)

Good progress with LCDK today and nearly there on all fronts but still a few outstanding points w/ RIVM that must get resolved tomorrow. The SYNLAB team are doing everything we can there, rest assured!

Re contract, I have just finished a review with our external legal counsel. I am expecting a redraft overnight from them, we have a 09:00 joint read through tomorrow am and my aim is to send it to you by 10:00 in tracked changes version.

Re Archiving solution, after review of the proposed options as summarised by LCDK and colleagues, we are proposing to do the following, per the original request:

- Store primary samples for 3 days at +4 degrees from receipt into the lab, thus allowing to complete testing, any potential test reruns as required, publication of final validated results onto Coron-IT and any subsequent discussion w/ GGD medical staff where necessary
- At the end of the 3rd day, sort primary tubes to dispose of negatives and retain all primary samples with positive or undetermined results, to be stored for 3 months at -20deg, and be kept available for subsequent scientific purposes

It is not clear to us at this stage what volume of requests we should expect from RIVM or other NL scientific institutions mandated to perform studies on virus mutations. I presume that any such requests would be "reasonable" and organised in such a manner as to not creating big disruption to the essential and time critical sample testing activity.

Having assessed the additional sample sorting robots (we had to more than double capacity), additional special racks (designed for the sorting/decapping robots; huge volume increase vs plan without archiving – in total we are talking about storing at any time nearly (10)(2e) primary samples) and storage furniture, cold and -20deg storage equipment, and other IT and staffing levels required to perform this archiving of primary samples, and with a view to aligning this with the spirit and volume-based discount of the key terms of the MoU, we are proposing the following price supplement (in addition to the current MoU terms), expressed in line w/ MoU on a per tested sample basis in volume bands:

Pricing proposal

Below 6k/day	EUR (10)(2e)
6k-10750	EUR (10)(2e)
10751-15500	EUR (10)(2e)
15501-20250	EUR (10)(2e)
20251-25000	EUR (10)(2e)
>25000	EUR (10)(2e)

For the avoidance of doubt, this price supplement would also be covered by the take or pay/minimum volume guarantee. For example, based upon current MoU terms and this proposal, the pricing applicable for up to 6k samples per day including archiving would be EUR (10)(2e) per test.

I will be available by tel tomorrow am to perhaps provide additional colour around this proposal, expressed in the spirit of our last telephone conversation on the topic.

As a final comment, I discussed the option of a VWS early press release following this morning's BE-NL Health ministries. Their recommendation is that we prepare an official statement now, rush to complete finalisation and signing of the contract by friday, and then make the public announcement
Wishing you a pleasant rest of the evening,

Antoine

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