

Instrument Reagent Rental Experience in a Core Lab

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Motivation for Acquiring Element Biosciences AVITI

- Nextseq 550 and a MiniSeq.
- Roughly 1000 runs per year.
- Constant competitive pressure on sequencing cost.
- Unable to recover cost on most sequencing runs.



- Higher sequence quality
- Lower per Gb cost
- Constant reagent pricing

Possible funding sources:

- Institutional Support
- S10 Shared Instrument Grant
- Lease/Lease to own
- Reagent Rental



Reagent Rental Agreement:

- Commit 124 High Output Sequencing kit per year for three years
- After three years we own the equipment

Considerations for taking the reagent rental route:



- 124 reagent kit commitment is not too far off from our typical volume.
- Even with the premium on the reagent, we would still be able to lower our rate by 50-70% on per Gb basis.
- Service contract would be lower than before.
- Two instrument in one.



From Apr. 2024 – Apr.2025:

- 167 flowcell runs in total
- 151 High Output flowcell runs.

For the next two years:

We already have projects lined up to ensure we will fulfill the obligations we made for the full reagent rental terms.

Conclusion

- Reagent Rental can be a creative funding source to acquire instrument for core in a timely fashion.
- Need to do home work to ensure the finances work out in the cores favor.