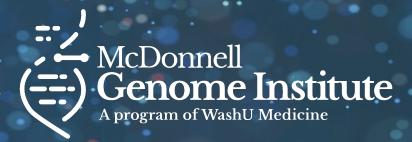
# Alternative Funding for Instrumentation

Michael Heinz, Director of Research Operations, Genome Technology Access Center



## **Show Me the Money!**



### **Potential Funding Mechanisms**

- Federal grants (S10)
- Departmental/Institutional funding
- Gifts
- Lease/Loan
- Reagent purchase
- Others.....









## Why Lease?

#### Illumina NovaSeq X Plus

- Announced late Sept 2022 at the Illumina Genomics Forum, San Diego
- Enabling the "\$200 Human Genome"
- Could sequence ~20K human genomes per year on a single instrument

#### Pacific BioSciences Revio

- Announced late October 2022 at ASHG meeting
- Taking the long-read human genome from ~\$10K to \$2K!
- Could sequence ~1.3K human genomes per year on a single instrument











Sequencing Tech Turnover is too fast!! 4-5 years

## Leasing Experiences

- Since 2015, five leases
- Illumina, PacBio
- Getting the bids:
  - Various lenders Bank of America, DLL, Mitsubishi Capital, others
  - Will probably be preferred lenders
  - Rates can differ
- Options:
  - Fair Market Value (FMV\*)
    - End-of-Term Options: Purchase at FMV, continue renting, or return the equipment
    - Cheaper route
  - \$1 Buyout Lease
    - Own at End of Term
    - More expensive
  - Deferral Period? (3 to 6 months)







**Considerations for Leasing** 

McDonnell
Genome Institute
A program of WashUMedicine

- Have a plan.... and a crystal ball
  - Anticipated lab growth or decline?
  - Past purchasing experience with specific companies?
- Monthly payments, perhaps quarterly
- Read those terms!!! You will likely need to let the lessor know your intentions
- Check with your institution about internal loan programs



## **Thank You!**













