

Fax

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Purchase Order		
Purchase Order Date	PO/Reference No.	Revision No.
11/17/2009	P0007181	0
Buyer Information		
Contact	Scott Cornell	
Email	[REDACTED]@kent.edu	
Phone	+1 (330) [REDACTED]	

Supplier Information	Delivery Information	Shipping Instructions
Supplier Name Reichert Inc Address 3362 Walden Ave Depew, NY 14043 US Phone +1 (716) [REDACTED] Fax	Delivery Address Kent State University Contact Name: Arne Gericke 120 WMH Phone: +1 (330) [REDACTED] KENT STATE UNIVERSITY WILLIAMS HALL KENT, OH 44242 United States ShipTo Address WMH Code Delivery Information Req Delivery Expedite No Ship Via Best Carrier-Best Way	Note to Supplier Quote by Richert dated 10/30/09 attached Attachments for supplier Reichert 09Nov10.pdf (51k) Reichert Sole Source... (490k) Supplier Terms and Conditions PURCHASE ORDER TERMS AND CONDITIONS SEPT 2012.pdf (215k)

Line No.	Product Description	Catalog No.	Size / Packaging	Unit Price	Quantity	Ext. Price
1 of 2	SR7000DC (Dual-Channel SPR Instrument and attachments suite.	13307000	1/EA	150,240.00 USD	1 EA	150,240.00 USD
ADDITIONAL INFO Sole Source No Sole Source Instructions If you selected "Yes" for Sole Source above, please attach below a sole source purchase justification, as well as a statement from the vendor/manufacture verifying their sole source status for the product in question. Taxable No Capital Expense No Commodity Code 41100000						
2 of 2	4 day training session at Reichert (1,500/ per person)	Training Choices	1/EA	3,000.00 USD	1 EA	3,000.00 USD
ADDITIONAL INFO Sole Source No Sole Source Instructions If you selected "Yes" for Sole Source above, please attach below a sole source purchase justification, as well as a statement from the vendor/manufacture verifying their sole source status for the product in question. Taxable No Capital Expense No Commodity Code 86101600						
Shipping, Handling and Tax charges are calculated and charged by each supplier.				Total	153,240.00 USD	

Exhibit 3

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Fax

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Billing Information		Billing Address	
Charge to PO Listed Above		Kent State University	
Payment Terms	0% 0, Net 30	Contact Name:	Scott Cornell
F.O.B.	N/A	Phone:	+1 (330) [REDACTED]
Contract	<i>no value</i>	KSU ACCOUNTS PAYABLE	
Pricing Code		237 SCHWARTZ CENTER	
Account Code		KENT, OH 44242	
Quote number		United States	
		BillTo Address Code	AP



Oct 30, 2009

Dr. Arne Gericke
 Chemistry Dept.
 Kent State University
 Chemistry Dept. & School of Biomedical Sciences
 PO Box 5190
 Kent, OH 44242

Dear Dr. Gericke:

We are pleased to submit the following quotation for the Reichert SR7000DC Surface Plasmon Resonance Instrument Suite (valid to Nov 30, 2009) for enhanced throughput and flexibility. Sensor slides will be provided on a quarterly basis to ensure longest shelf life and allow for changes in specific type of slide needed.

SPR Dual System Instrument Suite:

SR7000DC (Dual-Channel SPR Instruments) (Catalog No. 13307000) ⁽¹⁾	\$86,000.00
Integrated Programmable Syringe Pumps (Catalog No. 13307500)	\$ 8,910.00
Autosamplers (Catalog No. 13207120)	\$50,000.00
Sensor Surfaces (Catalog No. 13206061)	\$20,000.00
Semi-automatic Injector Assemblies (Catalog No. 13307300)	\$ 6,020.00
Diverter Valves (Catalog No. 13307600)	\$ 2,800.00
Autosampler Maintenance Kits (Catalog No. 13207120-MISC)	\$ 3,800.00
Fluidics Tubing (Catalog No. 13207000-425, 1320620US405)	\$ 210.00
Academic Discount (System)	(-\$ 18,900.00)
Special promotion	(-\$ 8,600.00)

Subtotal **\$150,240.00**

Shipping no charge

Training Choices⁽²⁾:

4-day training session at Reichert (\$1,500/per person) \$ 3,000.00

Total **\$153,240.00**

Included at no additional charge:

Complete Fluidics Kit
 Data acquisition/analysis software w/ upgrades for a period of 2 years from date of purchase
 1 Flow Cell, 5 gaskets, 5 CM mSAM gold slides

Thank you for giving us the opportunity to provide this quotation for you. If you would like to discuss this quote further, please contact me (716-██████████ dbeahm@reichert.com). I look forward to hearing from you.

Sincerely,

Derek Beahm

cc:T. Ryan, P. Page

⁽¹⁾ 2 year warranty on the SR7000DC instrument (the warranty can be viewed at www.reichertai.com/tos.html)

Items that are not manufactured by Reichert and added to the system are covered under the manufacturer's own warranty.

⁽²⁾ Training prepares user to set up and use instrument.

All prices are in US \$, applicable taxes are additional.

FOB Depew, NY.

Reichert, Inc., 3362 Walden Avenue, Depew, NY 14043
Telephone: 716 686 4500 • Fax: 716 686 4545 • Email: ai@reichert.com
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October 7, 2009

To: Procurement Department of Kent State University regarding purchase of a Reichert SR7000DC Surface Plasmon Resonance System.

Reichert has developed, manufactured and marketed precision analytical instruments since the late 1800's and diagnostic equipment for the last 50 years in its FDA approved and ISO certified manufacturing facility in Buffalo, NY. These instruments have been marketed under the Spencer Lens, American Optical, Cambridge Instruments, Leica and Reichert brands. One of our core competencies is the design and manufacturing of high quality optical instruments, including ophthalmic instruments to serve the eye care professionals, a full line of analytical refractometers and surface plasmon resonance instruments.

In addition to excellent kinetic and equilibrium constant ranges ($k_a=10^3-10^7 \text{ M}^{-1}\text{s}^{-1}$, $k_d=0.1-5 \cdot 10^{-6} \text{ s}^{-1}$, $K_D=10^{-4}-10^{-12} \text{ M}$) and sensitivity (<200 Da), Reichert's SR7000DC surface plasmon resonance (SPR) system offers the following unique feature set that cannot be found with any other SPR vendor.

- The widest temperature range available to date for maximum flexibility and thermodynamic studies (10°C below ambient to 90°C , $\pm 0.02^\circ\text{C}$)
- The SR7000 DC is also the only instrument of its kind to use sapphire rather than glass or plastic for its prism material. The sapphire is nearly indestructible (especially resistant to scratching) and provides superior thermal conductivity to ensure the best temperature control
- Access to reflectivity data. In addition to standard real-time refractive index vs. time readout, reflectivity vs. angle data can be acquired and fit to Fresnel models to determine layer thickness and refractive index.
- The Reichert instrument has an extended refractive index range, from 1.33 to 1.42 on normal glass and up to 1.52 on high RI glass for maximum flexibility in usable solvents and surface coatings.
- The fully automated SR7000 DC includes integrated autosampling with flow rate control accommodating anything from single to multiple preprogrammed injections from 1 to 768 samples - protocol development friendly yet high throughput capable.

Reichert, Inc., 3362 Walden Avenue, Depew, NY 14043

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- A unique selection of flow cells allows for standard biomolecular interaction studies, electrochemistry and electrodeposition studies, fluorescence and photochemistry studies (unique to Reichert), and large capture surfaces for direct transfer to mass spectrometers (unique to Reichert). The Sapphire prism access allows for custom design of any type of flow cell needed for specific applications.
- Reichert SPR Systems use off-the-shelf HPLC fluidic tubing/fittings for greater flexibility in handling different sample compositions, including particulate matter, and allows for easy maintenance and changeover of system fluidics by the user without requiring service contracts.
- Finally, Reichert provides for maximum slide/surface flexibility by not only providing a variety of surface types but by allowing users to purchase slides from other vendors or prepare surfaces in their own labs to guarantee reasonable pricing. Reichert offers planar carboxyl surfaces in a polyethylene glycol background for low non-specific binding, a planar streptavidin-modified surface for capturing biotinylated molecules, a nickel nitrilotriacetic acid surface (NiNTA) for capturing poly-histidine tagged proteins, and a hydrophobic planar alkyl surface for capturing hydrophobic molecules (e.g., lipids).

To the best of our knowledge, no other SPR system in the current marketplace can claim this combination of features to provide maximum performance and flexibility for diverse applications.

Sincerely,

A handwritten signature in black ink that reads "Robert Carey".

Robert Carey
General Manager, Analytical Instruments

Reichert, Inc.

(716) [REDACTED]

(716) [REDACTED] FAX

[REDACTED]@reichert.com

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INTERDEPARTMENTAL CORRESPONDENCE

PROCUREMENT DEPARTMENT

To: Larry McWilliams
From: John L. Flasco 
Subject: Request for Bid Waiver: Reichert Inc.
Date: October 23, 2009

C:

It is my understanding Dr. Arne Gericke from the Chemistry Department has requested a waiver of the bid requirement in the purchase of a surface Plasmon resonance system from Reichert Inc.

As justification for his request Dr. Gericke provided a written listing of seven (7) Unique features of the Reichert system that is critical to his work and is not offered in any other system. Other systems may provide a few of the features, but only the Reichert system offers all of the features.

Mr. Robert Carey, General Manager from Reichert Inc. also provided written confirmation that no other system in the marketplace provides a system with the combination of features available in their SR7000DC Surface Plasmon Resonance System.

Based on the information provided by Dr. Gericke and Mr. Carey, I agree that it is in the best interest of Kent State University to waive the bid requirement in this purchase.