

ANALYTICAL OPTIONS MATRIX

<u>CAPE Technologies Analytical Options</u>	<u>Option 1-</u> customer performs extraction, cleanup, and analysis	<u>Option 2-</u> customer performs extraction, CAPE Technologies performs cleanup and analysis	<u>Option 3-</u> CAPE Technologies performs extraction, cleanup and analysis
cost	lowest, in the \$70-90 per sample range for immunoassay and sample prep kits; final number depends on overhead and amount of QA performed	higher than option 1, typically in the \$125-250 per sample range, but quoted on an individual job basis	higher than option 2, typically in the \$150-300 per sample range, but quoted on an individual job basis
turnaround time	fastest; on-site use is possible; same or next day results, totally dependent on customer	customer extraction plus shipping plus CAPE turnaround (standard = 10 business days, rush = 5 days, priority = 2 days from receipt of samples)	shipping plus CAPE turnaround (standard = 10 business days, rush = 5 days, priority = 2 days from receipt of samples)
method specific training	training by Powerpoint file or in person; kit starter package for training and proficiency demo	none, but need to follow extraction instructions	none required
experience and expertise	chemist preferred, some analytical experience essential, immunoassay experience helpful	little required	none required
shipping of kits to customer	immunoassay and sample prep kits ship by commercial courier in days	extraction kits ship by commercial courier in days	none required
shipping of samples to CAPE Technologies	none required	organic solvent extracts reduced to small volume solid keeper can travel by commercial courier with no restrictions	possible import restrictions