

Ms. Nichole Kolosko
Pfizer Inc
1 Burt Rd
Andover, MA, 01810-5901
US

Telephone : 978 475 9214

THIS IS AN UNOFFICIAL QUOTATION

Draft Sales Proposal

Waters Technologies Corporation will not be responsible for the prices represented in this Unofficial Quotation

Dear Ms. Kolosko,

Thank you for your interest in Waters! Please find the enclosed preliminary Quotation for the products you inquired about. This is an "Unofficial quotation" and may not represent final pricing or configuration. We look forward to working with you and your team for all of your laboratory needs.

To place an order for products and services on this quotation, please contact your local Waters Account Representative to complete our formal quotation process.

If you have any questions regarding this quotation, please contact me via email at PATRICK_ANTLE@WATERS.COM.

Sincerely,

Patrick Antle

SDS

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Account : Pfizer Inc
Quotation number : Draft Sales Proposal
Creation date : 10/14/2020
Expiration date : 11/14/2020

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Item	Product#	Qty	Description	Unit Price	Discount	Net Price
1	176815000	1	ACQUITY UPLC System	133,503.00	- 34,290.34	99,212.66
			<i>With the following configuration:</i>			
	176015001	1	ACQUITY UPLC Col. Mgr. Sys. -Right Inlet			
	176015026	1	ACQUITY UPLC PDA Detector			
			ASR Options			
	186007088	1	Certified Container Kit			
			Installation, Training and Plans			
	741000104	1	UPLC/HPLC SYSTEM & SOFTWARE INSTALLATION			

Total Quotation in USD	99,212.66
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Waters Standard Terms and Conditions

Delivery: Determined on Official Quotation
Freight Terms: FOB Shipping Point
Collect
Payment Terms: NET 90 DAYS
Payment Terms Subject to Credit Review

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Optional Items

Product#	Qty	Description	Unit Price	Discount	Net Price
176600010	1	Extended Warranty FlexCHOICE" Coverage for ACQUITY UPLC System coverage for 24 months See detail description pages for more information	10,790.00	- 3,776.50	7,013.50

Total Pricing of Optional Items in USD (Excludes Taxes & Shipping)	7,013.50
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Waters™ FlexCHOICE™: mySystem Coverage Waters™ FlexCHOICE™ personalized, flexible support, maintenance, and service options to meet the unique requirements of your laboratory.

- Performance Maintenance (PM) is a proactive maintenance that keeps your system operating at peak performance. One or more PM visits may be included as specified within the quote. A PM visit is a combination of Waters Quality Parts, including documented standardized protocols, delivered by a Waters Certified Field Service Specialist.

- A more detailed description of coverage and additional options are available in our Statement of Coverage, available upon request.

- Taxes may be applied at time of invoicing where applicable.

- All pricing on this quotation is subject to change, unless otherwise noted in a signed agreement. Pricing on this quotation is valid through date stated as ""Quotation Valid Until"". Payment Terms are subject to Credit Review.

- Please reference this quotation number when issuing your purchase order. Thank you for choosing Waters FlexCHOICE mySystem coverage to protect your investment. We look forward to providing the customized level of service and support that's right for your laboratory, while maintaining the performance you have come to trust with Waters

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Detail Product Description(s)

Product# Description

176015001 ACQUITY UPLC Col. Mgr. Sys. -Right Inlet

ACQUITY UPLC Column Manager System - Right Inlet

1. Waters ACQUITY Ultra Performance LC® Systems have been holistically designed to control and optimize all the parameters required to take full advantage of the benefits of UPLC® in today's laboratory. The ACQUITY UPLC® Column Manager System forms the basis for more demanding UPLC system applications, particularly for method development using multiple 2.1mm I.D. columns. The ACQUITY UPLC Column Manager System is an integrated solvent, sample and column management UPLC instrument configured for binary solvent delivery, sample introduction, column heating or cooling and column switching. The system may be configured for a broad range of applications supported by UPLC optical detectors and mass spectrometers, with a choice of instrument control and data management software. Waters® ACQUITY UPLC® Column Manager System provides greater flexibility and functionality by offering: Increased throughput, Simple method changeover, Column scouting and rugged performance.

The following items are included as part of the system:

- ACQUITY UPLC Binary Solvent Manager
- ACQUITY UPLC Sample Manager w/Column Manager with right inlet for columns
- ACQUITY UPLC Solvent Tray Module
- ACQUITY UPLC System Start Up Kit
- Leak Sensors

2. Connections INSIGHT is provided at no charge during the first year.

176015026 ACQUITY UPLC PDA Detector

ACQUITY UPLC PDA Detector

The ACQUITY UPLC Photodiode Array (PDA) Detector is specifically designed to compliment the ACQUITY UPLC H-Class System. With noise specifications as low as 10 $\frac{1}{4}$ AU, the ACQUITY UPLC PDA offers sensitivity that is unmatched by any photodiode array detector on the market. Further, enhanced software control provides flexibility for simultaneous 2D and 3D operation in either Empower or MassLynx software.

Detector wavelength range is 190-500 nm, with 1.2 nm spectral resolution. Detector response is linear (d5% at 2.0 AU) across the 2.0 AU dynamic range. Detector supports full three-dimensional spectral analysis or multi-wavelength operation (up to eight (8) wavelengths) under Empower Software control.

Lamp optimization software guarantees low noise performance in the visible wavelength range and compensates for lamp degradation over time to ensure consistent response. The combination of lamp optimization software and an automatic second order filter enables operation in the linear wavelength range without requiring a lamp change. The lamp is warranted for 2000 hours.

Results management features supported in Empower software include Spectrum Index Review, Spectral Contrast Peak Purity, Multi-Component Peak Purity, and Spectral Library Matching.

The 10mm analytical light-guided flow cell delivers sensitivity and resolution to ACQUITY UPLC applications. Low dispersion performance is achieved with a 500 nL internal volume and 62.5 $\frac{1}{4}$ m PEEK interconnect inlet/outlet tubing.

741000104 UPLC/HPLC SYSTEM & SOFTWARE INSTALLATION

ACQUITY UPLC System Installation

Includes:

- System Set up and Performance Testing

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Detail Product Description(s)

Product# Description

741000104 UPLC/HPLC SYSTEM & SOFTWARE INSTALLATION - Continued

- Product Familiarization Training
- 1 Year Manufacturers Warranty
- Insight Remote Intelligent Services

Optional Items

176600010 FlexCHOICE" Coverage for ACQUITY UPLC System

Seamless coverage for the 24 months
No. of Performance Maintenance Visits: 1
Service Level: Standard
Response Time: Standard

Covered Modules:

UPCOLMGR - UPLC COLUMN MGR
UPPDATC - UPLC PDA DETECTOR TC
UPSMMPMGR - UPLC SAMPLE MGR
UPBINARY - UPLC BINARY SOL MGR