

Dela Cruz, Demetrius

From: Salinas, Jessica A <JSalinas@med.miami.edu>
Sent: Monday, September 25, 2017 6:26 AM
To: Dela Cruz, Demetrius
Cc: Stevenson, Mario
Subject: Re: CFAR Price Quote for a Custom Project
Attachments: image001.png

Thank you Demetrius for the detailed explanation! This is fantastic, I will take a look and discuss with Dr. Stevenson our prices.

Have a great day!

Best Regards,
Jessica

--

Jessica Salinas, B.S., MBA
Lab Manager for Dr. Stevenson
University of Miami – Life Science Tech Park
1951 NW 7th Avenue, Room 2332
Miami, FL 33136
(O) 305-243-3550
(F) 305-243-8799
jsalinas@med.miami.edu



From: "Dela Cruz, Demetrius" <ddelacruz@ucsd.edu>
Date: Friday, September 22, 2017 at 5:08 PM
To: Jessica Salinas <JSalinas@med.miami.edu>
Cc: "Stevenson, Mario" <MStevenson@med.miami.edu>
Subject: RE: CFAR Price Quote for a Custom Project

Hi Jessica,

Thanks for sending the inquiry.

We have a “figure-it-out-as-we-go” approach to custom orders. Each custom order can be so different that it’s impossible to standardize the cost. We take into account four major areas and add it all together. Then we allow for some “wiggle” room.

1. Cost of supplies: assay kits, primers, etc. We take the list retail price, plus taxes, plus shipping costs.

2. Use of Core equipment: This is a guessing game but mostly we take into account the yearly contract for servicing and maintenance. Then we charge the fraction that the custom order will take up of that year. Usually we don't take into account the cost of purchasing the equipment to begin with, but you might decide differently on this.
3. Cost of labor: For this we charge a standard \$60/hour for technician time. It's a rough average of hourly wages plus the cost of employee benefits.
4. Administrative costs: Our Core gets charged a little over 50% administrative fees for all our transactions. So we add this cost what we charge.

Lastly is the wiggle room. Depending on who is requesting the custom order, we bump the price up or down 20%-25%. If it's a request from a Core member or investigator within the university, we'll bring the price down. If it's from, say a private pharmaceutical company, we'll raise the price a bit.

Hope that helps. Feel free to ask more questions if needed.

Thanks
Dem

Demetrius dela Cruz
Depts of Medicine and Pathology
University of California San Diego
858-642-1620
ddelacruz@ucsd.edu

From: Salinas, Jessica A [<mailto:JSalinas@med.miami.edu>]
Sent: Friday, September 22, 2017 10:46 AM
To: Dela Cruz, Demetrius <ddelacruz@ucsd.edu>
Cc: Stevenson, Mario <MStevenson@med.miami.edu>
Subject: CFAR Price Quote for a Custom Project

Good Afternoon Demtrius,

Dr. Mario Stevenson here at the Miami CFAR asked me to reach out to you about price quotes. We have some established CFAR Virology prices for a few of our standard services but we came to the question about charging for custom projects.

We have an internal group who wants to use our Core equipment plus the added price for the assays, primes, and probes. Do you at the UCSD CFAR have a standard price for custom orders? Do you recommend any method of pricing for these requests?

Thank you for any help that you could provide.

Best Regards,
Jessica

--
Jessica Salinas, B.S., MBA
Lab Manager for Dr. Stevenson
University of Miami – Life Science Tech Park
1951 NW 7th Avenue, Room 2332
Miami, FL 33136
(O) 305-243-3550
(F) 305-243-8799



UNIVERSITY OF MIAMI
MILLER SCHOOL
of MEDICINE