



Dear Colleague,

Thank you for your interest in Minus80 Monitoring's service for safeguarding research. As our monitoring subscriptions continue to grow across the country, we continue to develop even more ways to help you protect research samples across your campus, lab, or biotech community.

Our monitoring service, headquartered and founded in Charlottesville, Virginia, is now being used in many states across our country. We appreciate our user's commitment to our monitoring service. We wish to recognize and give special thanks to the customers who have all helped refine our service over the past 5 years since Minus80 Monitoring was founded, with our first customer being *University of Virginia*. Others that followed are: *Eastern Virginia Medical School, College of William & Mary, Princeton University, North Carolina State University, Boston College, Harvard Medical School ICCB-Longwood, Duke University Medical, Rutgers CINJ, St. George's University, Grenada, J. Craig Venter Institute in La Jolla, CA and Rockville, MD, Vanderbilt University, Rockefeller University, Wake Forest University, UNC Chapel Hill, UC Irvine, UC San Diego, UMN, Northeastern Ohio Medical School (NEOMED), Wright State, Kent State, Yale Pathology, Genea Biocells, DiscoverRX, Mt Sinai Medical School, New York Stem Cell Foundation, ExosomeDx, Weill Cornell Medical School, Indoor Bio, University of Louisville, and Vassar College*. **Each customer** has helped us refine the monitoring service we offer. While academic research monitoring is a large part of what we do, biotech and pharmaceutical companies do subscribe to our monitoring service as we do comply with FDA Title 21 Part 11 regarding electronic signatures in our software, providing an audit trail and allowing for unalterable records.

Minus80 Monitoring is tailored specifically to meet the needs of PI's, lab managers, EHS and facility managers. The ability to customize temperature thresholds and alert protocols helps you to be alerted **before a failure**, allowing you to prevent loss. Here are a few highlights about Minus80 Monitoring:

- **MINUS80 provides and maintains all onsite equipment.**
- New features to the system are no cost to our customers via our cloud-based architecture.
- Each user may customize temperature thresholds and determine when alerts are sent.
- Unlimited alerts via text, email or phone calls
- Unlimited quantities of user logins and monitored units on any one system
- Archived non-modifiable system data, accessible by customer login at any time.
- Intuitive Minus80 portal makes checking freezer trends simple from any device
- Minus80 provides no cost remote support and waives the setup fee for self-installations
- Minus80 PLT Monitoring Unit carries a NIST cert & is placed on each storage unit to sample and record temps from -200°C up to 400°C, including LN2, -80, -20, +4, Cold Rooms, & Incubators. Minus80 uses RTD Platinum probes for internal temp, a built-in transmitter for ambient temp, door contact/magnet to record all door open/close events, and alarm output data if available.
- Minus80 also offers temp/humidity and CO2% monitoring.

Improving sustainability is a critical goal for many institutions -- warm rooms, poor ventilation, inefficient door use, poor seals on freezers, or struggling compressors. This can all have a very important impact. Very warm room temperatures where freezers may be stored often lead to shortened compressor lifespan. Lab members need to be aware of the environment their freezers are in, so we have an on-board room temperature sensor built-in to the monitoring unit. Minus80's ability to show this ambient temperature, as well as the duration and frequency of door open/close events, helps demonstrate the impact on the unit's internal temperature and its ability to recover. All of this has helped our customers develop and strengthen lab protocols for students, maintain good lab environments, extend the life of freezers, and even identify units in need of servicing prior to problems.

Minus80 offers a reliable and economical subscription service for monitoring equipment in your lab. There is no equipment cost associated with our service. Minus80 provides and maintains all onsite equipment at no cost. Our customers pay an annual subscription fee per monitoring unit, and a fee for setup and installation. Minimum quantity is approximately 10 -20 units to get started. (Fees for our services are listed on the next page.)

We are glad to provide a brief online demo of our system. Please email or call any of our team at info@minus80monitoring.com or 855.646.8780 to learn how to participate.

Thanks for your interest. We encourage you to reach out to our references. Minus80 is committed to helping you protect your research.

Sincerely,

Minus80

<http://www.minus80monitoring.com>

Tel 855.646.8780 / info@minus80monitoring.com

CSHEMA Member since 2013 <http://www.cshema.org>





2020 SUBSCRIPTION MONITORING COSTS

Minus80 Monitoring provides remote temperature monitoring of storage units from -200C up to 400C. Our unit monitors and logs internal temperature, ambient temperature, humidity, remote alarm contacts, and tracks door open/close activity for any type storage unit. Our service includes the following benefits:

- New monitoring features are no cost to our customers via our cloud-based service.
- Minus80 customers login anywhere, anytime to www.minus80.com to view temp readings
- Users may customize temp thresholds and determine when/how alerts are sent.
- Unlimited amount of alerts via text, email or voice calls for alarms.
- Unlimited quantity of user logins or monitored units on any one system.
- All system data is archived & non-modifiable, accessible by customer login.
- Light/dark cycle monitoring is also available for an added fee of \$100 annually per unit
- Monitoring units are installed with CR123 batteries for power. Battery life is supervised by Minus80, which is approximately 4-6 years. Batteries supplied by Minus80.
- Minus80 Monitoring owns/maintains all onsite monitoring equipment.
- Monitoring unit set-up fee is \$90/unit for all type units.
- CO2 Monitoring fee is additional at \$90.
- No cost remote support is always available from the Minus80 Team.
- *Optional, but encouraged:* Annual calibration, cost is \$85 per probe
- *Depending on monitoring locations, there may be a charge for additional collection appliance.*

Annual Subscription Monitoring Service Cost -

- *10 -19 monitored units / \$315 annually per unit*
- *20 – 49 monitored units / \$282 annually per unit*
- *50 – 99 monitored units / \$258 annually per unit*
- *100 + monitored units / \$213 annually per unit*

Minus80 Monitoring References

Our service was designed specifically for academic research; however, we also serve biotech and pharma, or any lab requiring intuitive cloud-based temperature monitoring. Please contact someone below to learn why they chose Minus80 Monitoring.

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