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Foster City, CA 94404

November 30, 2007

Dr. Chris Scholin
Monterey Bay Aquarium Research Institute (MBARI)
7700 Sandholdt Rd.
Moss Landing, CA 95039-0628

RE: ONR-BAA-07-040 Topics 3A and 3B.2.

Dear Chris:

Applied Biosystems is very pleased that you and your team are advancing the use of molecular biological analysis for detecting and characterizing waterborne organisms. This represents a very promising application of nucleic acid detection technology and is highly relevant to harmful algal bloom research and monitoring. Your work towards use of real-time PCR in the environmental surveillance arena will certainly extend that concept further and broaden applications of this technology among a diverse user base.

Based on our discussions thus far, we believe that Applied Biosystems has commercial offerings including instrumentation, reagents and software that could add value to the research and technology transfer you have proposed in your response to ONR-BAA-07-040 Topics 3A and 3B.2. Specifically, we believe the following offerings are currently relevant to your pursuits.

TaqMan® Environmental Master Mix 2.0
TaqMan® Exogenous Internal Positive Control Reagents
AB 7500 Real-Time PCR System

In addition to these offerings, we have a world-class design and development pipeline for real-time PCR assays. This pipeline has produced commercial testing kits for various pathogens including *E. coli* O157:H7, *Listeria monocytogenes*, *Salmonella enterica*, *Pseudomonas aeruginosa*, *Staphylococcus aureus*, *Enterobacter sakazakii*, Influenza virus, *Bacillus anthracis*, *Yersinia pestis*, *Francisella tularensis*, and *Brucella* species. We are confident that this pipeline could be employed to help deliver tests for many of the species that you mention in your proposal and others that are relevant in the environmental monitoring domain.

Aside from technical support and collaborative opportunities, I look forward to exploring options for commercialization of the ESP technology with you and the project team. This project represents an excellent opportunity for my team to learn more about the end-users of this new system, and how AB might participate in providing equipment and reagents for this emerging and rapidly growing market.

Lastly, I would like to highlight that Applied Biosystems owns rights to a broad portfolio of intellectual property related to the real-time detection and analysis of genetic material. Our licensing department is available to meet with you and your research partners to assess whether items in this portfolio might contribute to your success. We recognize the global importance of advancing remote in-water sensing technologies for water quality monitoring, water resource management and the ocean sciences. We look forward to continuing to work with you and your team.

Best regards,

A handwritten signature in grey ink, appearing to read 'Chris Melançon'.

Chris Melançon
Director, BioSecurity Business