

Subject: Important Notice: Price Adjustment for Genotyping Shared Services

Dear Valued Service User,

We hope this email finds you well. We are writing to inform you about an important update regarding our Breeding Resources genotyping shared services. Due to the recent inflationary pressures affecting various industries, including our genotyping services, a price adjustment is scheduled to come into effect by the **15th of August**.

At CGIAR's Breeding Resources Initiative, we are committed to brokering the highest quality of genotyping services and maintaining the latest technological advancements to deliver accurate results to our CGIAR and NARES partners. However, after numerous negotiations with our service providers, the rising costs of genotyping consumables, equipment maintenance, and operational expenses have made it imperative for us to make this adjustment.

Effective **August 15**, our genotyping service rates will be adjusted to reflect these prevailing economic conditions. We expect a 10% increase, on average, of our low and mid density genotyping services.

Our team is working diligently to reduce the extent of the increase through various means, including:

- **Negotiating group prices:** we are actively engaging with suppliers throughout the genotyping supply chain and seeking advantageous group pricing arrangements. Where applicable, we bulk order genotyping consumables to pass on the savings to all our service users.
- **Using economies of scale:** through the optimization of our shared services operations and the strategic expansion of our service user base, our primary objective is to make you benefit from economies of scale. This approach enables us to absorb certain cost pressures and thereby minimize the overall impact on the research programs of all CGIAR and NARES partners.
- **Reducing internal transactional costs:** we are streamlining our internal processes and working closely with CGIAR corporate services to identifying areas where we can minimize operational expenses without compromising the quality and accuracy of genotyping services.

Should you have any questions or concerns regarding this matter, please do reach out at ([Email](#)). We acknowledge that each CGIAR and NARES program needs are unique, and we are committed to working closely with you to find a pricing arrangement that aligns with your requirements and budget.

Thank you for your understanding and continued support.

Best regards,

BRI- Lab Services