

Funding Your Cryo-TEM Technology

Flexible lease and finance terms
to achieve your goals

Thermo Fisher Financial Services helps you achieve your instrumentation and services goals by providing numerous funding paths that match your facility's needs. With flexible lease and finance terms from 12 to 84 months as well as monthly, quarterly and annual payments, you can attain your electron microscopy goals sooner than it would normally be feasible. With a proven track record in academia across many product lines, our financial services have proven to be an attractive and reliable solution that paves the path to success.

Key Benefits

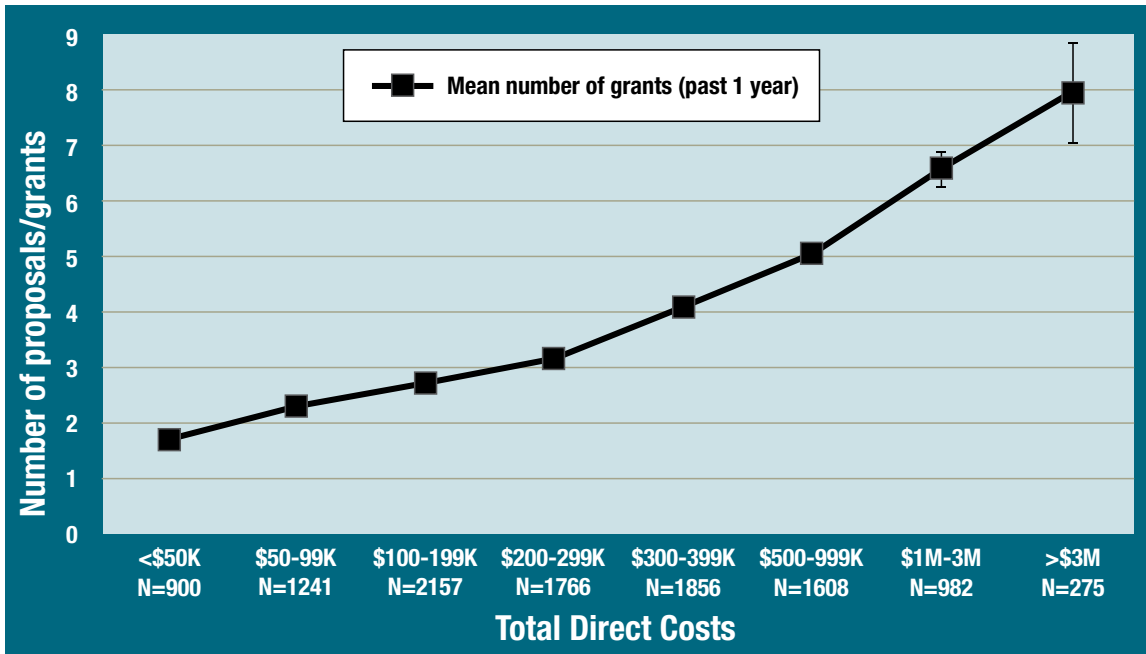
- Reduced capital outlay and cash flow optimization
- “One stop shop” that includes service, software, and site preparation
- Seamless documentation and order processing
- Sub-prime interest rates
- No payment due until installation

Bridge to Grant Funding Program

Many academic groups rely on grant awards to fund their cryo-EM instrumentation. However, the **National Institutes of Health (NIH)** and other funding agencies typically award grants only once per year. That means that if you don't receive funding in a particular grant cycle, you lose one or more years of working with the tools you need to further your research goals. To alleviate this problem, **Thermo Fisher Financial Services** has created a deferred payment solution that allows you to obtain an instrument while you await the funding decision, typically 3–12 months from installation.

This program is structured as a “Fair Market Value” lease to adhere to NIH guidelines - according to the NIH, your institution may lease an instrument before the award is received, but only without obligation to buy ([NIH Grant Programs FAQ](#)).

Number of proposals needed to receive a grant versus total funding requested



Mean number of grants (in 1 year).

Source:

[2018 FDP Faculty Workload Survey, Plenary Session, Federal Demonstration Partnership.](#)

An independent survey shows that as the amount of funding required increases, so does the number of submissions required before receiving an award. The Thermo Scientific Bridge to Grant Program lets you achieve your cryo-EM goals while waiting for your grant to be awarded.

Example timeline

May 2021	August 2021	September 2021	June 2022
<ul style="list-style-type: none"> NIH S10 HEI Application (\$2M) Lease order placed for a Thermo Scientific™ Glacios™ Cryo-TEM 	<ul style="list-style-type: none"> Glacios Cryo-TEM ships from factory 	<ul style="list-style-type: none"> Glacios Cryo-TEM installation complete Training and data collection start Lease commences – no payment required for 9 months 	<ul style="list-style-type: none"> If S10 is successful, purchase equipment outright If not successful, reapply for the grant First lease payment due

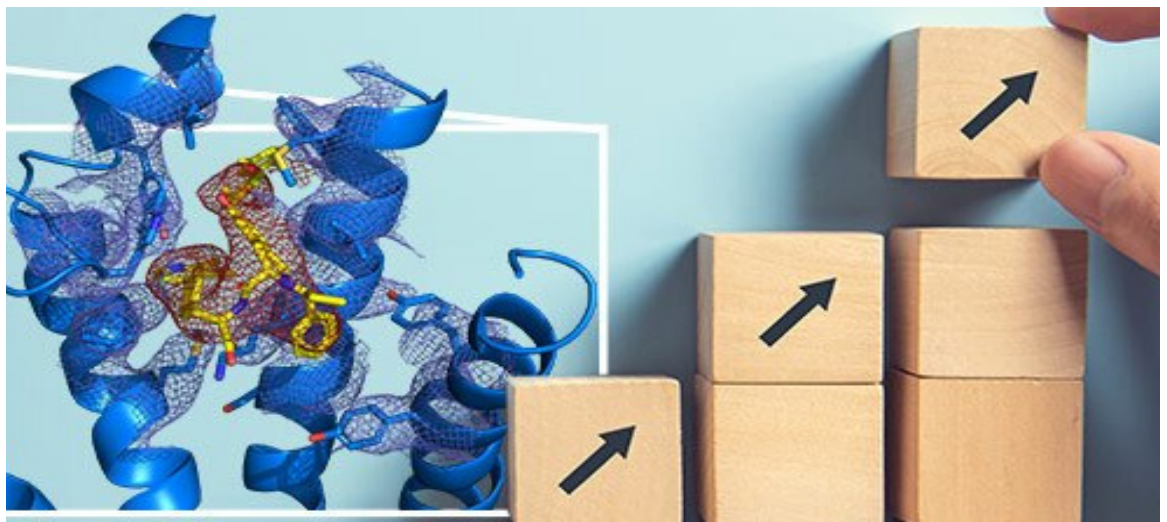
New Managed Equipment Solutions (MES)

If you are eager to incorporate cryo-EM into your research lab, you may consider funding the equipment purchases internally. This requires you to budget not only for the capital purchase, but also for numerous associated operational costs. Thermo Fisher Scientific streamlines this path by offering **Managed Equipment Solutions (MES)**. This new “cryo-EM-as-a-service” program lets you bundle all the hardware, software, and support services you need into a single, fixed-payment subscription contract.

With **MES**, commercial and academic research labs can obtain all the components they need under a single contract, including:

- Equipment
- Software
- Instrument add-ons
- Consumables
- Extended warranty
- Accelerate and Advance programs for remote monitoring
- Services such as site preparation and technical support

If you can't afford a large, one-time capital expense, this flexible funding solution allows you to get quick access to the cryo-EM technology you need to advance your scientific research while conserving your funding.





Our Managed Equipment Services Program lets you bundle all the cryo-EM technology you need into a subscription service paid on a monthly, quarterly, or annual basis.

MES offers the following benefits:

- **Optimized cash flow**
With MES, you can shift from a large, one-time capital outlay to more affordable operating expenses paid on a monthly, quarterly, or annual schedule.
- **Simplified purchasing**
MES reduces procurement complexity by bundling all of the hardware, software, and services needed into a single contract.
- **Access to the latest cutting-edge technology**
Avoid obsolete equipment by refreshing your technology on a 3–5 year cycle.

Our MES Programs range from 36 to 60 months and are available to commercial, nonprofit, and academic research labs across the United States. If you want to incorporate cryo-EM into your research lab, but can't afford the capital expense, MES may offer the path forward.

What our customers are saying

We asked some of our cryo-EM customers about their experiences using these solutions. Below are their comments:

Q: Did you have any hesitations about pursuing this path? Did you perceive any barriers?

A: [There were] no barriers, we just needed to evaluate the various options on the table.

A: The only barriers were self-imposed by standing purchasing regulations within our own organization [and these were overcome].

Q: What impact did this offering have on your purchase (timelines, staffing, events, etc.)?

A: [It allowed us to] have a cryo-EM microscope on site much earlier than if we had gone with the upfront payment option.

Q: If it were not for this path, what alternative funding would have been chosen and what impact would that have had?

A: We would likely have had to wait till the institution had raised a very significant fraction (or the entirety) of the sum.

A: [It would have required an] internal bridging loan, further administrative effort, confusion, workload.

Find out more at thermofisher.com/tffs