



Date: March 2016
To: Customers, Partners, Friends and Collaborators
Subject: 908D Life Sciences Lead Incentive Program – ZipChip™ CE-ESI Interface

908 Devices Inc. (“908D”) is launching its first product offering within the Life Sciences Market here in 2016, the ZipChip™ CE-ESI interface. ZipChip uses microfluidic devices the size of a microscope slide to separate components in a wide range of biological fluids by capillary electrophoresis (CE), and then electrospray (ESI) them into a mass spectrometer for full analysis. You only require a small injection volume, need little or no sample prep, and analysis time is typically 3 minutes or less for everything from small molecules to intact proteins and biopharmaceuticals. The ZipChip interface mounts easily onto Thermo Mass Spectrometers, and provides simple operation and integration with data collection and data processing software tools on your MS.

In connection with the product launch, 908D has initiated an incentive program for individuals to drive opportunities that can lead to a ZipChip product sale. This program is available to existing customers, partners, friends, collaborators and anyone who can identify a solid opportunity.

“What’s in it for me?” (aka Incentive Program):

If a lead is provided by an individual, qualified by our Commercial Leader of Life Sciences, and that lead results in a purchase order for a ZipChip interface, then the individual will receive a \$500 Amazon gift card.

“Rules of the Road” (aka General Terms):

The following are the key elements of the incentive program:

- All leads shall be submitted via email to zipchip@908devices.com, and must include full contact information for the submitter and lead (including email and phone numbers)
- The leads will be reviewed and approved by the 908D Commercial Leader of Life Sciences
- Only one individual can be approved for each lead
- Individuals are ineligible to win if:
 - The lead is submitted for an account where the individual controls the budget/funding
 - The lead is submitted by an individual who is either an employee, contractor or family member associated with 908 Devices
- The incentive program is per account, not per unit purchased
- The incentive will be deemed earned when the unit is shipped and paid for by the customer
- This program relates to purchase orders received in calendar year 2016 only
- If an individual’s award under the program is greater than \$600, they will be issued a 1099 and will be required to submit a W-9 prior to receiving the award