

To: [redacted] 5.1.2e
From: [redacted] 5.1.2e
Sent: Thur 9/10/2020 8:10:36 AM
Subject: RE: Update
Received: Thur 9/10/2020 8:10:36 AM

Ja
 Dit is conform zojuist telefonisch met je besproken, of zie ik verkeerd?

[redacted] 5.1.2e
 [redacted] 5.1.2e
 [redacted] 5.1.2e @minvws.nl
 +31 6 [redacted] 5.1.2e

Van: [redacted] 5.1.2e <[redacted] 5.1.2e>
Verzonden: donderdag 10 september 2020 10:08
Aan: [redacted] 5.1.2e <[redacted] 5.1.2e> <[redacted] 5.1.2e @minvws.nl>
Onderwerp: Fwd: Update

Hier ja op zeggen??

Sent from my iPhone
 Begin forwarded message:

From: "[redacted] 5.1.2e" <[redacted] 5.1.2e @hologic.com>
Date: 10 September 2020 at 09:58:10 CEST
To: "[redacted] 5.1.2e" <[redacted] 5.1.2e>
Subject: RE: Update

[redacted] 5.1.2e [redacted] 5.1.2e
 [redacted] 5.1.2e [redacted] 5.1.2e

Thanks [redacted] 5.1.2e

As just discussed – I will take the following to the President now:

- October
 - 225k with consumables
 - 25k without
- 1st November – 13th August
 - 350k/mth with consumables
- In January 2021 the NL Government will confirm if they want to extend for another 1.5mths at 350k taking term through till end September 2021.

Please confirm and I will call him now.

Kind regards

[redacted] 5.1.2e

From: [redacted] 5.1.2e <[redacted] 5.1.2e>
Sent: 10 September 2020 08:52

To: 5.1.2e <5.1.2e@hologic.com>

Subject: Re: Update

External Mail

1 or 1.5 month ok!

Go

And comment that we check in Jan to do another 1.5

So 3 month potentially but 1-1.5 committed now

1.5 m tbc in january

Does that help?

BUT then i really need 225-250 in october otherwise i cannot justify any extension

Sent from my iPhone

On 10 Sep 2020, at 09:47, 5.1.2e <5.1.2e@hologic.com> wrote:

5.1.2e 5.1.2e

Yes - you must have missed my prior email.

Yes - Extending The contract beyond June. Is this a possibility for the Govt? Whether 1, 2, 3 months - I am not wanting to be prescriptive. This will give me leverage in the ask for more consumables.

Please pardon any spelling or grammatical errors

This was sent from my iPhone

On 10 Sep 2020, at 08:43, 5.1.2e <5.1.2e@hologic.com> wrote:

External Mail

What do you mean extending?

You mean beyond June?

Till when?

Sent from my iPhone

On 10 Sep 2020, at 09:41, 5.1.2e <5.1.2e@hologic.com> wrote:

5.1.2e

5.1.2e

5.1.2e

Thanks 5.1.2e

I am still on prior conference call.

Regardless of how we calculate the volumes... the issue is the consumables.

I don't believe that I will get a different result (Ie 175k in Oct) without having additional leverage. Extending the term could be that leverage. I have looked at every angle - this could help.

Please let me know ASAP if this is possible. I have a window before 9am to call the President.

Thanks

Please pardon any spelling or grammatical errors
This was sent from my iPhone

On 10 Sep 2020, at 08:33, 5.1.2e

<5.1.2e> wrote:

External Mail

One other thing

We had already agreed on 170 for october

We hoped to increase oct 1 to the new 350 level

You mentioned mid oct

But summarized that as 175

That is 5 more and is in fact last day oct and not mid oct

Mid oct would be:

- 1st half: 170/2 is 85

- 2nd half: 350/2 is 175

- full oct: 260 for oct if you start mid oct

Since 175 is starting the increase basically in nov

So i would like to help and say

- comms as you want

- extension let me know

- nov-june 350k a month

- oct 225 incl all consumables plus 25 No consumable
commitment

I await your call

I undersrand yr pressure

You got mine

Lets finalize this morning

5.1.2e

Sent from my iPhone

On 10 Sep 2020, at 09:18, [redacted] 5.1.2e
<[redacted] 5.1.2e > wrote:

Txs
I trust and look forward
Finilizing this morning
Comms; we do it the way you want
We want to support you
Extending contract: you mean beyond June. Or?
I missed that point
Let me know
[redacted] 5.1.2e

Sent from my iPhone

On 10 Sep 2020, at 09:00, [redacted] 5.1.2e ,
[redacted] 5.1.2e <[redacted] 5.1.2e @hologic.com>
wrote:

[redacted] 5.1.2e [redacted] 5.1.2e
[redacted] 5.1.2e

Thanks [redacted] 5.1.2e

I am on calls for an hour. I
understand what you are
requesting. What did you think
about the suggestion about
extending the term?

Kind regards

[redacted] 5.1.2e

From: [redacted] 5.1.2e
<[redacted] 5.1.2e >

Sent: 10 September 2020 07:57
To: [redacted] 5.1.2e <[redacted] 5.1.2e @hologic.com>
Subject: Re: Update

External Mail

Understood
Txs
Callme

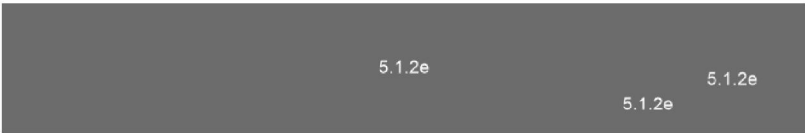
I would like:
Oct 210-225 WITH consumables
instead 175
And added 25-40 without
consumable commitment

So 250 total but part no consumable
commitment
Nov onwards: 350 incl all

Let me know

Sent from my iPhone

On 10 Sep 2020, at
08:07, [redacted] 5.1.2e
<[redacted] 5.1.2e @hologi
c.com> wrote:



Good morning [redacted] 5.1.2e

Before I speak to the operations team this morning – a thought that I had overnight.

Would the Netherlands Government consider extending the committed term beyond June? If so, I will have more leverage to secure October at your suggested volume of 210 - 245 tests.

Could you let me know? If so, I will use this with both the President of EMEA and the head of Operations.

Kind regards

[redacted] 5.1.2e

From: [redacted] 5.1.2e

Sent: 10 September 2020 00:18
To: [redacted] 5.1.2e <[redacted] 5.1.2e >
Subject: Update

Hi 5.1.2e

I have just arrived in Manchester. A quick note to confirm that I have followed up our last conversation with internal enquiries.

The issue with the consumables is a very real concern in October. The number that I gave you 175k for that month is accurate. I have asked for any last consideration to be taken overnight.

I will call you in the morning once I have spoken to the operations team again. Please understand, if I come back to you and advise that 175k (test + consumables) is the best that we can do in October, that I/we have left no stone unturned. The volume of 350k tests per month is confirmed from November onwards.

In tandem, our legal team have completed the review of the addendum and it is ready to send back to you in the morning once we finalise the volume for October. I expect that if we agree to the amendments, we can execute tomorrow. In addition, I have reviewed the draft media announcement you provided yesterday with our marketing team – some suggested amendments per below:

5.1.5

5.1.2i

I will call you about
09:30am your time if
that is suitable for you?

Kind regards

5.1.2e

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