

An Open Letter to Customers of Fluidigm and DVS Sciences, Inc.

On February 13th, Fluidigm completed its acquisition of DVS Sciences Incorporated. Fluidigm is now able to offer a comprehensive portfolio of advanced technologies serving the rapidly growing single-cell genomics and proteomics markets.

Fluidigm's intention is to continue to support and expand the staff of sales, applications, service, production, and development specialists around the world who are dedicated to the success of DVS. The CyTOF®, MaxPar® and other existing DVS products that have brought mass cytometry technology to the market are important product lines for Fluidigm.

In the majority of territories around the world, the existing DVS commercial specialists that interface with current and future customers will be identical to the current teams, with a number of strategic additions made to better service customers and introduce the product line to new contacts. These specialists will now begin to use their new company name, Fluidigm.

The CyTOF product will retain its name, though CyTOF 2, MaxPar® and other existing DVS products will be incorporated under the Fluidigm corporate brand and company name. In the short term, the current customer contact centers will remain the same for both companies. Fluidigm will work to harmonize the electronic domains, web site, and customer contact centers within the next 30-180 days.

The combined Fluidigm instrument products, including the CyTOF 2, BioMark™ HD, C₁™ Single-Cell Auto Prep System and related assay, reagent, and data analysis products, will comprise the Fluidigm single-cell analysis portfolio, the most powerful suite of tools available to help scientists advance understanding of biological systems.

Fluidigm is excited to have the opportunity to add CyTOF and related offerings to its product portfolio, and looks forward to continuing to advance the science of single-cell biology by providing advanced tools and new insights to empower and inspire its global customers.