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Price per subset
**A simple measure to
compare pricing in
cytometry**

**High-parameter cytometry for
clinical trials**



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Problem

How do you compare which is better value for your money?

8 marker panel

\$800

Output: FCS files and gating

25 marker panel

\$1,250

Output: FCS files and gating

Naive way: headline prices

8 marker panel

\$800

25 marker panel

\$1,250

Better way: divide by markers

8 marker panel

\$800

\$100 per marker

25 marker panel

\$1,250

\$50 per marker

But, that approach misses resolution

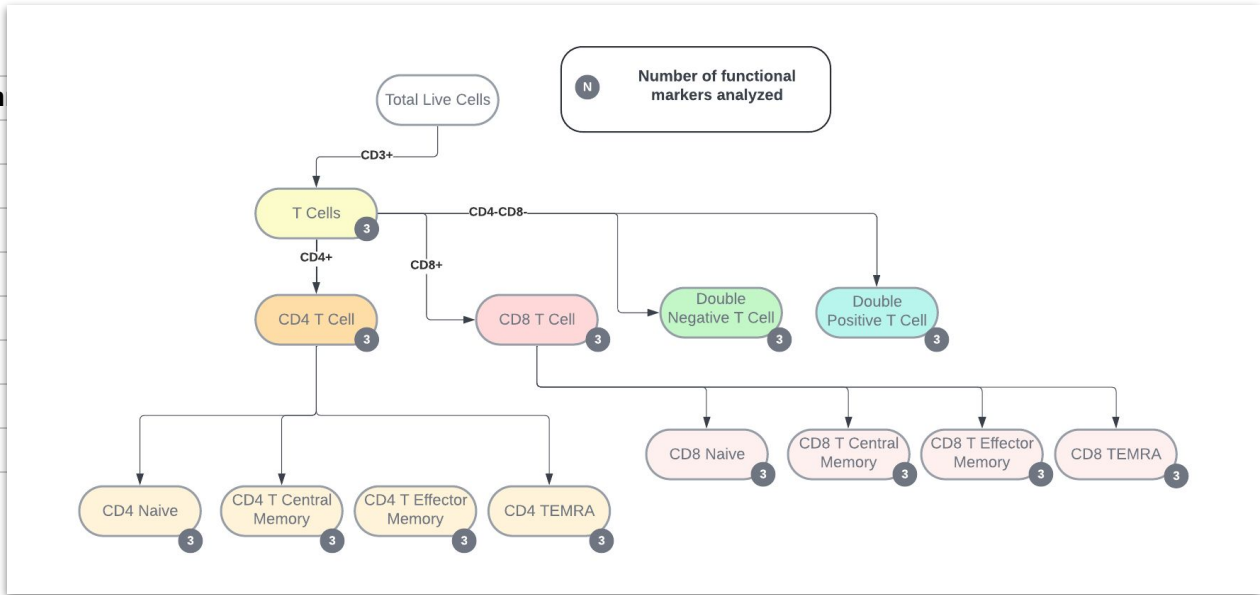
8 marker panel

\$800

\$100 per marker

Chan
1
2
3
4
5
6
7
8

52 subsets



\$15.38 per subset

But, that approach misses resolution

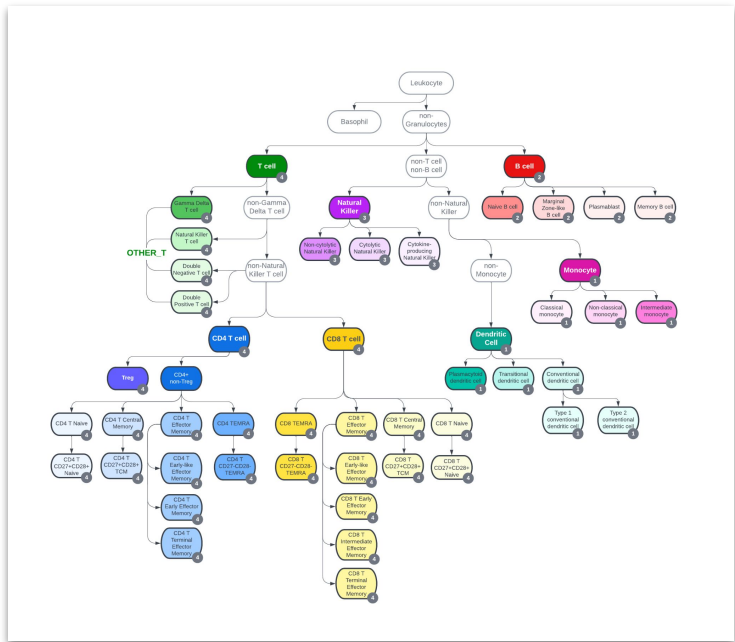
25 marker panel

\$1,250

Markers	
1	CD45RA
2	CD20
3	CD141
4	CD8
...	...
18	CD27
19	CD197 (CCR7)
...	...
23	CD38
24	CD56
25	CD279 (PD-1)

\$50 per marker

298 subsets



\$4.19 per subset

Much better way: divide by subtypes

8 marker panel



52 subset

\$15.38 per subset

25 marker panel



298 subset

\$4.19 per subset

So what?

How do you compare which is better value for your money?

8 marker panel

\$800

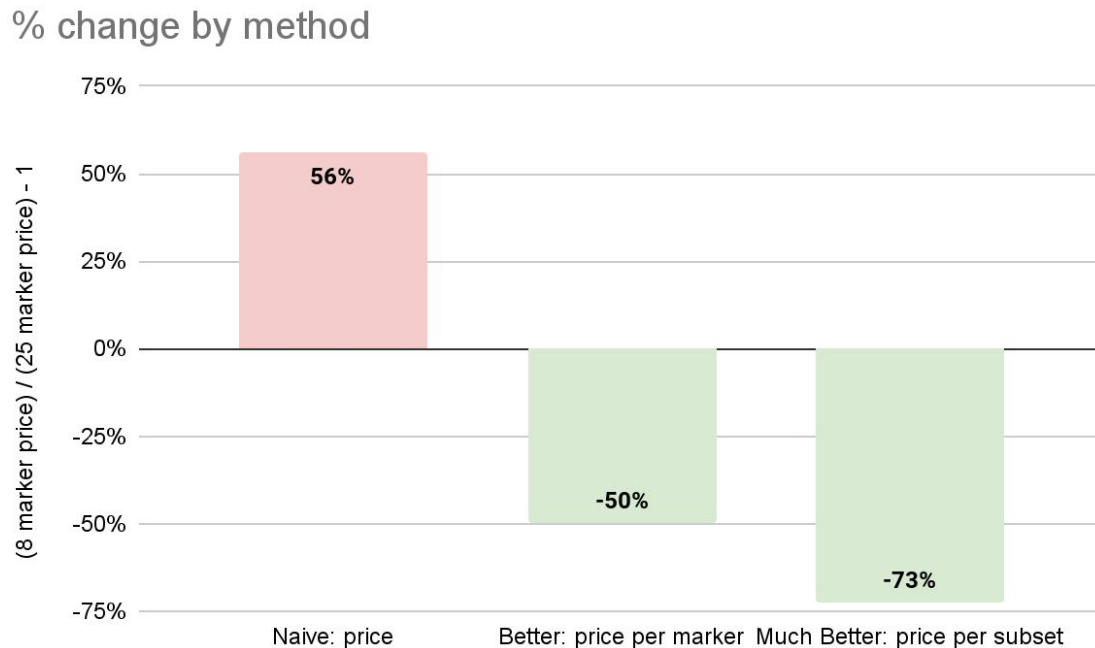
Output: FCS files and gating

25 marker panel

\$1,250

Output: FCS files and gating

Price per subset reveals -73% savings per subset



Price per subset is an easier way to compare value in cytometry

Panel	Cost per specimen	Number of markers	Number of subsets	Price per marker	Price per subset
8 marker panel	\$800	8	52	\$100	\$15.38
25 marker panel	\$1,250	25	298	\$50	\$4.19
% Change from 25 to 8	56%			-50%	-73%

Naive

Better

Much Better

Future comparisons

- Price per analyzed subset (i.e. ability to do statistical comparisons)
- Price per subset that actually works (i.e. accounting for sample failures)

...
