

Subject: Agilent Note
From: "Carlos Cobas" <carlos@mestrelab.com>
Date: 11/13/2014 7:47 PM
To: "Stan Sykora" <sykora@ebyte.it>

Stan,
This is a letter I read this morning in SpinSights. Nothing really new though ...

An Open Letter to the NMR Community

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We are reaching out to you, the highly respected scientists and leaders who have contributed to the advancement of research based on NMR platforms. Many of you have spent your careers in the field – and many of you are responsible for breakthroughs that have changed lives.

Some of you have written to us expressing your concern with Agilent's recent exit from the NMR business. We want to provide you the facts about that decision and to clarify our next steps.

This was a very difficult decision and it was not made lightly. We reviewed many alternatives. We increased investments. And our teams did their utmost to help the business meet its goals. However, the NMR business simply was not profitable, and given the market realities, the business outlook was bleak. We have a responsibility to ensure profitable growth for Agilent and we must place our investments on the technologies that will drive that growth and allow us to advance the technologies and solutions that scientists and engineers require to further their research.

Our Commitment

We are committed to helping you maximize the life of your Agilent products so you can continue your critical research without interruption. We will also maintain support and funding of NMR research through our existing Agilent programs.

Support of Installed Base

Agilent will honor ongoing support agreements for the full term, with the same level of technical expertise that we have always delivered. Specific details can be found on agilent.com.

VnmrJ4.2

All DD1 and DD2 based NMR customers qualify for a free upgrade to VJ4.2 upon request. Details will be posted on SpinSights.

Spinsights

Spinsights will remain an open forum for discussion for at least the next several months. We appreciate the honest dialogue it has generated and we plan to provide further updates.

Thought Leaders

Agilent values its long-term relationship with NMR partners and we are committed to supporting the research you have undertaken and the important discoveries you have made. We will keep growing and enhancing our [Agilent Thought Leader](#) program and continue to fund the awards of our existing NMR Thought Leaders to encourage their technology breakthroughs. In addition, we will maintain support of our University Research Grants program.

We look forward to continuing the long partnership we have enjoyed with so many of you. While the paths of the business and scientific communities may diverge at times, Agilent shares a fundamental interest with you: to serve the needs of the research community in advancing the latest in scientific knowledge.

Respectfully,

Patrick Kaltenbach

Vice President and General Manager, Life Science Products and Solutions
Agilent Technologies, Inc.