

SCOPE OF SERVICES

Analytical Laboratories

Note: This document outlines the scope of services and is not a proposal for a specific project. If you want Digamma to create a custom proposal tailored to your project, please send your request to admin@digammaconsulting.com, and we will promptly follow up.

Thank you for your interest in Digamma Consulting's analytical laboratory start-up solutions. Our team brings extensive experience with all significant analytical instrument manufacturers, including Waters, Agilent, PerkinElmer, Thermo Fisher, and Shimadzu. With a proven track record of assisting over 45 clients in installing, developing, validating, and licensing the required laboratory methodologies for state-level compliance, we understand the challenges ahead. We've navigated and overcome many of the obstacles your lab start-up may encounter, and we're here to guide you every step of the way.

Digamma supports client labs through three key phases to help them successfully launch: Digamma Staffing, Digamma Consulting, and Digamma Management.

Digamma Staffing connects your new laboratory with qualified, experienced, and reliable personnel from our network of trusted professionals with whom we've successfully collaborated on previous projects. If a suitable candidate isn't immediately available, we'll work with you to recruit and hire new talent, which Digamma can then train to meet your specific needs. We often recommend group training sessions for newly hired staff members to optimize efficiency and reduce costs. More details are outlined in [Appendix C](#).

Digamma Consulting manages the critical and complex middle stage of your lab's journey: navigating the licensing process, including the installation, development, and validation of all necessary laboratory protocols. We ensure that comprehensive documentation is prepared for submission to state regulatory authorities, facilitating a smooth path to licensing. Our proposal outlines the validation process for the six key analytical methodologies essential for your lab's start-up project, as detailed below:

- | | |
|---|----------------------------------|
| 1. Cannabinoids by HPLC-UV | 4. Pesticides by LC-MS-MS |
| 2. Terpenes by HS-GC-MS | 5. Pesticides by GC-MS-MS |
| 3. Residual Solvents by HS-GC-MS | 6. Metals by ICP-MS |

Drawing from our extensive experience developing these methods, we estimate that the process will require approximately 1.5 to 3 months of full-time effort from two consultants, amounting to roughly 500 to 1,000 person-hours. To reduce start-up costs, some labs opt to forgo on-site, in-person consultation and purchase existing Standard Operating Procedures

(SOPs) that have already been validated in operational cannabis analysis labs. If this approach interests you, please refer to the document-only option outlined in [Appendix D](#).

For those who prefer in-person training and assistance to secure the lab's state license confidently, several service options are detailed in [Appendix A](#), [B](#), and [C](#). These outline a full-service approach, including methodology implementation, validation experimental protocols, and validation report authorship. Projects can customize their consulting services from Digamma by limiting the scope to specific analytical methods, stages of development, or a combination of both. If a Non-Disclosure Agreement (NDA) is necessary to share this information, please inform the Digamma team, and we will sign an appropriate agreement before proceeding with the information exchange.

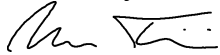
Digamma Management ensures the seamless operation of your laboratory with a strong emphasis on compliance, quality assurance, and quality control (QAQC). Our team expertly manages QAQC data, which is vital in the event of state audits or litigation, even if the lab is not directly involved. This data is the foundation of a successful analytical lab, as the ability to prove accuracy and defend reported results is crucial for maintaining licensing and operational integrity. Our team's deep technical expertise in analytical chemistry ensures reliable and accurate lab operations, including operating, maintaining, and repairing instruments.

In addition to our technical proficiency, Digamma Management brings extensive experience in handling laboratory liability and data disputes. Our team includes former lab directors and managers from the industry's largest and most established testing facilities, with over 13 years of experience. We have successfully defended analytical data in court and understand the impact reported data can have on long-term business relationships.

Please reach out to take the next step in advancing your start-up laboratory by discussing how Digamma's expertise can support your goals. Whether you wish to explore our services, review your current strategy, or propose adjustments, we are here to tailor an approach to meet your needs. Please let us know a convenient time to connect.

We look forward to collaborating with you and contributing to your company's continued growth and success.

Sincerely,



Marco Troiani
CEO
Digamma Consulting

Marc Whitlow
CFO
Digamma Consulting

APPENDIX A

DIGAMMA METHOD DEVELOPMENT AND VALIDATION PRICE SHEET

Analysis	Instrument	Person-Hours
Cannabinoids	UHPLC-PDA	80
Terpenes	HS-GC-MS	80
Solvents	HS-GC-MS	160
Pesticides I	UHPLC-MS-MS	320
Pesticides II	GC-MS-MS	240
Metals	ICP-MS	160
All Analyses	All Instruments	1,040

APPENDIX B

DIGAMMA VALIDATION ONLY PRICE SHEET

Analysis	Instrument	Person-Hours
Cannabinoids	UHPLC-PDA	40
Terpenes	HS-GC-MS	40
Solvents	HS-GC-MS	80
Pesticides I	UHPLC-MS-MS	160
Pesticides II	GC-MS-MS	120
Metals	ICP-MS	80
All Analyses	All Instruments	520

Before Digamma can assign an analytical method to the Appendix B price point, our consultants must first assess the current method to evaluate its completion and the robustness of the data generated by any pre-existing methodologies. If the laboratory prefers to bypass this verification, they may sign a waiver releasing Digamma from any responsibility for the quality of the data produced by the method. For this reason, we strongly recommend using Digamma's previously validated and licensed methods outlined in Appendix A. However, we remain flexible and are committed to accommodating the client lab's specific needs and budget.

APPENDIX C

DIGAMMA TRAINING PRICE SHEET

Subject	Roles	Hours
Sample Intake	Sampler, Techs, Analysts	32
Sample Prep Technique	Tech,s Analyst, Managers	64
Data Management	Analysts, Managers	48
Quality Management	Analysts, Managers	32
Method Development	Analysts, Managers	32
Method Validation	Analysts, Managers	48
LC Maintenance	Analysts, Managers	16
GC Maintenance	Analysts, Managers	32
Lab Inventory	All	16
Lab Safety	All	16
All Analyses	All Instruments	336

APPENDIX D

DIGAMMA STANDARD DOCUMENTS

Below is the pricing menu for Standard Operating Procedures (SOPs) and accompanying documentation without additional consultation or instruction. Each SOP is available in multiple versions, tailored by analyte, instrument type, manufacturer, and state-level quality requirements. For the listed purchase price, the client lab will receive all validated versions of a method's SOP from Digamma's database, which typically includes 6 to 30 variations, depending on the method. As Digamma continues to support labs seeking state licensure nationwide, our collection of validated SOPs is continually expanding.

Document
Cannabinoids
Terpenes
Solvents
Pesticides I
Pesticides II
Metals
Quality Manual
Foreign Matter
Moisture
Water Activity
Intake & Inventory
Sampling