

Karolis Urbanavičius

Nuo: Kara Nelson <knelson@bio.org>
Išsiųsta: trečiadienis 2022 m. balandis 6 17:44
Kam: Andrius Šliužas; Adela Wilson
Kopija: Karolis Urbanavičius; Marcel Kaminstein
Tema: RE: [-EXTERNAL-] Enterprise Lithuania - procurement of access to BIO Convention

Dear Andrius,

Thank you, please find the total price below.

Total price: \$26,000 (BIO does not charge a VAT so listed price is complete total)

- 9 Premier Access passes (\$2,700 each): \$24,300
- 1 General Access pass (\$1,700 each): \$1,700

Thanks for sending the contract when it is ready.

Kind regards,

Kara Nelson

Independent International Outreach Consultant for BIO

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Biotechnology Innovation Organization (BIO)

This communication is being sent from an email address of the Biotechnology Innovation Organization (BIO), as it is coming from the contractor working as an independent marketing consultant to BIO. The person sending the email is an independent contractor to BIO. To further its objective, BIO relies on both its professional staff as well as independent contractors. These contractors/consultants, who are extremely valuable to BIO's overall success, can have various areas of expertise, related to various regions of the world, particular sectors of the industry, or unique to certain conferences. They, therefore, serve as advisors, representatives or consultants to BIO, as their titles indicate, but they are independent contractors helping BIO to meet its goals.



From: Andrius Šliužas <a.sliuzas@verslilietuva.lt>
Sent: Wednesday, April 6, 2022 10:40 AM
To: Kara Nelson <knelson@bio.org>; Adela Wilson <awilson@bio.org>
Cc: Karolis Urbanavičius <k.urbanavicius@verslilietuva.lt>; Marcel Kaminstein <mkaminstien@bio.org>
Subject: RE: [-EXTERNAL-] Enterprise Lithuania - procurement of access to BIO Convention

Dear Kara,

I wanted to clarify that we are not yet ready to receive the invoice. Like in previous year, we have a strict procurement procedure that we must follow (as we are a government agency).

Our procurement process is the following:

1. Get confirmation that you are only supplier (done)
2. We ask for a quote what we need (e.g. what would be the price of X amount of access passes) and you write in email form that the total price will be XX USD incl VAT. (we are at this step right now)

3. We sign a contract , which outlines the total price and what we receive
4. You issue the invoice that we pay

Therefore, would you be able to send us the total price of what we specified, meaning for 9 premier access passes and 1 general access pass?

When we will sign the contract, I will send the information of the name / address (we are restructuring this week and next week we will officially change our name to Innovation Agency).

Best regards,
Andrius

From: Kara Nelson <knelson@bio.org>
Sent: Wednesday, April 6, 2022 5:33 PM
To: Andrius Šliužas <a.sliuzas@verslilietuva.lt>; Adela Wilson <awilson@bio.org>
Cc: Karolis Urbanavičius <k.urbanavicius@verslilietuva.lt>; Marcel Kaminstein <mkaminstien@bio.org>
Subject: RE: [-EXTERNAL-] Enterprise Lithuania - procurement of access to BIO Convention

Dear Andrius,

Thank you for your note. We will get this invoice to you shortly. To confirm, what name and address should BIO include on the invoice? Additionally, please find the specification document attached with edits.

BIO does not charge a VAT and therefore we will not be able to include that on the invoice. Rates will be as follows:

- 9 Premier Access passes at \$2,700 each
- 1 General Access pass at \$1,700 each

Thank you for confirming your address and name for invoice above.

Kind regards,

Kara Nelson
Independent International Outreach Consultant for BIO

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Biotechnology Innovation Organization (BIO)

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From: Andrius Šliužas <a.sliuzas@verslilietuva.lt>
Sent: Wednesday, April 6, 2022 10:18 AM
To: Adela Wilson <awilson@bio.org>
Cc: Kara Nelson <knelson@bio.org>; Karolis Urbanavičius <k.urbanavicius@verslilietuva.lt>
Subject: [-EXTERNAL-] Enterprise Lithuania - procurement of access to BIO Convention

Dear Adela,

I am writing regarding Bio International Convention 2022, which will take place in June 13-16, 2022. We have initiated our procurement process and we would like to ask to provide a price incl. VAT for the following (this can be provided in an email):

- 9 premier access registration passes and 1 general access pass for participating in “BIO International Convention 2022” (more information is attached in the technical specification).

Please provide this information by latest 2022-04-12 10 am. Lithuanian time.

Best regards,



ANDRIUS ŠLIUŽAS
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High Tech Industries | Export Department
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Start, grow and export with “Enterprise Lithuania”!

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