

What is BIO Business **Solutions Program?**

BIO is best known for world-class advocacy, education, and events BUT did you know that BIO also operates the largest cost-savings program for the life sciences industry, BIO Business Solutions®? Life sciences companies across North America saved more than \$511 million last year on lab and office essentials.

HOW DOES IT WORK?

BIO Business Solutions pools the purchasing power of thousands of life sciences companies to negotiate bulk pricing and favorable terms. Companies large and small can enjoy the great rates and benefits that come with having close to \$600 million in purchasing power behind them. That's a lot of leverage!



Why is BIO Business Solutions right for me?

WE'VE GOT YOU COVERED.

Whether you are operating a lab or law firm, BIO Business Solutions offers cost savings on the supplies you order on a regular basis. From lab supplies and equipment to insurance and office supplies, we've got you covered!

WE DO THE DUE DILIGENCE.

As our program and purchasing power continue to grow, we continue to renegotiate with out current costsavings partners to ensure we are offering the most competitive rates and terms. You can be confident that your contract terms are not only guaranteed year after year, but are also being reviewed and enhanced on a regular basis.

IT'S WHAT WE DO BEST.

Saving you money is what we are good at - we've been doing this for over 25 years. We have a team in place to manage this program around the clock... VERY few companies can say the same. Let our team, and the savings offered, free up your time and budget dollars for the most important work you do - feeding, fueling, and healing the world.

How do I sign up?

Give our team a call and we'll be happy to get you started. The good news is that participation is free for BIO members and signing up is painless. Just give us a call and let us know what you'd like to save money on, and we'll do the rest!



(888) 246-1728











bio.org/save



What your peers are saying about BIO Business Solutions...

"We are using programs for things like office supplies and lab supplies and the savings come out to about 200k a year. That's money we've been able to invest right back into our research so BIO Business Solutions® has definitely been a great choice for us."

— **DAVE LAWRENCE**, CBO, Acorda Therapeutics



– KEITH MURPHY, Founder and CEO, Viscient Biosciences





"Our company has been using the BIO-VWR National Program since 2006. Our analysis showed over a 46% savings on lab supplies last year with additional savings on freight, fuel surcharges, hazardous material handling fees, as well as earned cash-back rebates that are also part of the program. We couldn't be happier."

— LYNN M. CILINSKI, Vice President, Controller & Treasurer at MacroGenics, Inc.

"With BIO Business Solutions", the due diligence has been done and the discounts negotiated for us. We now have the same buying power as much larger companies..."

— KARTHIK RAMACHANDRAN, VP & Founder, Likarda LLC



Real Savings

A company in CA with 130 employees SAVED \$752,968 last year on insurance, lab supplies, waste removal, and recruitment services.

A company in MA with 27 employees SAVED \$300,399 last year on lab supplies and equipment alone.

A company in MN with 11 employees SAVED \$101,320 last year on just insurance and lab supplies.

A company in PA with 6 employees SAVED \$50,861 last year on news distribution, file sharing services, and lab supplies.

A company in NC with 2 employees SAVED \$18,559 last year on lab supplies and waste removal.



Browse the cost-savings options...



Discounts on Packaged Gas & Equipment



15% off Refurb Lab Equipment



Competitive Premiums



75% off Lab Supplies



12% off Recruitment Marketing



Tailored Rewards & No Fees



10% off Business Insurance



40% off Lab Waste Removal



Moving / Storage Discounts



Small Group Health Insurance



15% off Microscope Systems



80% off Office Supplies



15% off QMS



15% off Scientific Literature Access



Discounted Fees and Quotes



20% off VDR / File Sharing



Up to 50% off Workwear/Cleanroom



Up to 74% off Shipping





Airgas. Healthcare

an Air Liquide company

Airgas, an Air Liquide company, is the largest U.S. supplier of industrial, medical, specialty gases, dry-ice, and nitrous oxide.

BENEFITS

10-25%

discounts on cryogenic equipment, gas distribution equipment, and safety products

CUSTOMIZED AGREEMENT

for renewal, removal, and remedy, with guaranteed terms and savings

HOTLIST

of medical-grade nitrogen, helium, argon, & carbon dioxide, plus custom offerings tailored to specific member needs

FULL RANGE OF PRODUCT SUPPLY

cylinders, dewars, microbulk, bulk, and pipeline, as well as dry-ice service









ALT is a full-service provider of premium refurbished lab equipment and surplus equipment management services for the life sciences.

BENEFITS

Equipment Purchase

FREE

one-year equipment warranty

15%

no-hassle discount on list price*

*Agilent factory-refurbished equipment excluded

5%

discount on all Agilent Certified Pre-owned products, up to a maximum of \$1,500

Surplus Strategy Servicces

20%

discount on surplus services 10%

bonus on standard consignment split

5%

bonus on seller's premium in auctions









Aon is a leading global professional services firm providing a broad range of risk, retirement and health solutions.

BENEFITS

Directors and Officers Liability Insurance

Fiduciary Liability
Insurance

Crime Liability Insurance

Employment
Practices Liability
Insurance

Cyber Liability
Solutions



COMPETITIVE PRICING

Members benefits from multiple carriers competing for their business, without sacrificing coverages or enhancements.



OUTSTANDING COVERAGE

Pre-negotiated, state-of-the-art coverage enhancements specific for life science companies with expansive and unique benefits for members.

INSURANCE PARTNERS

AIG
Arch
AXIS
Beazley
Chubb
Hiscox
Zurich
Allied World
Monitor

The coverages offered by Aon under the BIO Cyber Panel for Network Security and Privacy Liability include:

Affirmative coverage for clinical trials data restoration

Broad Business Interruption coverage contemplating supply chain contingencies in addition to IT infrastructure

Business Interruption coverage to include interruption of operations due to an order from FDA or other similar regulatory body

Expansive Claim coverage, including all forms of alternative dispute resolution and investigations to include express language for FDA proceedings and foreign equivalent









As the channel brand of Avantor, VWR serves as a leading global provider of product and service solutions to laboratory and production customers in the pharmaceutical, biotechnology, industrial, education, government and healthcare industries. Avantor's portfolio is used in virtually every stage of the most important research, development and production activities in the industries they serve.

BENEFITS

SAVINGS OF UP TO 75% FROM LIST

Hot list of more than 8,000 items

SPECIAL PRICING

on capital equipment items with list price of over \$1,100



NO FUEL SURCHARGES



NO HAZARDOUS MATERIALS HANDLING FEE



NO FEES on third party purchases



NO MINIMUM ORDER REQUIRED



NO SHIPPING CHARGES for products shipped from any of Avantor's regional distribution centers



EXCLUSIVE ACCESS to contracted pricing



Proprietary INVENTORY AND PLANNING SOFTWARE at no charge



HOT LIST FLEXIBILITYpricing for high volume items commonly ordered can be added to the hot list to match your company's local pricing



E-COMMERCE REBATE if most of your orders are placed online



GROWTH INCENTIVE REBATES on annual core spend







BioSpace is the largest Life Science news & careers site in the U.S. and your one source for comprehensive recruitment marketing and branding solutions in the industry!

EXCLUSIVE SAVINGS

Reach, engage, & hire top talent with BioSpace



Stay up to date with relevant news and insights



Leverage the BioSpace community and reach over half of the entire U.S. Life Sciences industry.







Brex, the Corporate Credit Card for the Life Sciences, empowers customers to spend less time on end of month closes and more time on life changing R&D.

BENEFITS

60,000

point signup bonus

WAIVED CARD FEES FOR LIFE

(\$60 per card per year)

TAILORED REWARDS AND POINTS MULTIPLIERS

3X

on Lab Supplies

7X

on Conference Registrations

4X

on Travel

HIGHER **CREDIT LIMITS**

than traditional cards

NO PERSONAL GUARANTEE

> or collateral requirements

SEAMLESS INTEGRATION

with popular accounting systems

5-MINUTE APPLICATION PROCESS

(completely online) with instant access to virtual cards













For more than 25 years, Chubb has been providing cost-effective risk management and insurance protection tailored to the unique needs of biotechnology companies.

BENEFITS

PROPERTY, CASUALTY, AND CYBER SECURITY INSURANCE:

COMPETITIVE PREMIUMS

for companies at all stages

DEDICATED LOSS CONTROL AND CLAIMS SPECIALISTS

for members

CLINICAL TRIALS, ERRORS AND OMISSIONS, PRODUCT, AND PROFESSIONAL **LIABILITY CYBER INSURANCE:**

> premium credit (subject to limitations)

LOW MINIMUM PREMIUMS

for early stage companies

ACCESS TO PROPRIETARY TOOLS

to assist in developing insurance values









Clean Harbors is the largest environmental services companies in North America that manages waste recycling and disposal for almost all waste streams - Lab, Chemical, and Bio-hazard.

BENEFITS

35-40%

off list on disposal

15-20%

off list on transportation and materials

35%

off list price on labor charges

FULL ONLINE SERVICES CAPABILITY

Track waste

Manage Profiles

View and Download all **Reporting Data**

> **Streamline Data** gathering Process

Full Pricing Transparency











Humboldt Storage and Moving, a United Van Lines agent, is a one-stop for all moving and storage needs including employee relocation, moving an office or lab, or an entire company.

BENEFITS



PREFERRED
DISCOUNTS
on all moving needs
for members



Local, long-distance, and international MOVING SOLUTIONS



Laboratory, office, and employee RELOCATIONS



Regulatory compliant, climate-controlled SPECIMEN RELOCATION







The Mercer Affinity Small Group Insurance (ASG) is a set of health insurance plans designed specifically for small companies underwritten by UnitedHealthcare®.

BENEFITS



Wide array of
HEALTH, DENTAL, VISION,
AND LIFE INSURANCE
plan options available



Access to UnitedHealthcare's BROAD PREFERRED PROVIDER NETWORK



AFFORDABLE CARE ACT-COMPLIANT



CONVENIENT, easy-to-use web-based platform



REDUCED administrative costs

SIMPLE
and convenient
ongoing benefits
management and
administration











Nikon is a market leader in optics instrumentation and the only microscope company to manufacture its own glass, ensuring the very finest quality assurance throughout production.

BENEFITS

15%

off select BIO customized microscope packages

7%

off individual **Nikon items**

5%

off third party products

FREE INSTALLATION, unless specified on quote

1YEAR

Full Warranty on Systems

5 YEAR

Warranty on Microscopes

15% OFF

a wide variety of Warranty Extension **Programs**

Special pricing on Contract **Imaging Services**



FREE on-site customized training



FULLY INTEGRATED flexible

customized packages for expediting discovery to commercialization easily scaled up for larger operations





Office DEPOT

Office Depot, Inc. is a leading provider of business services and supplies, products and technology solutions to small, medium, and enterprise businesses.







PSC Software provides electronic quality management and inspection management software solutions that enable life science companies to efficiently deliver their products to regulated industries.



ACE Essentials

Pre-configured, cloud-based, turn-key, ready-to-use quality management software solution that comes with pre-configured, validated work flows that are 21 CFR Part 11 compliant and includes SOPs. Ideal solution for companies moving from paper based to electronic.



Adaptive Compliance Engine (ACE)

A single-platform, scalable and highly-configurable enterprise quality management system, 21 CFR Part 11 compliant, realtime tracking, management, and reporting of all compliance, quality, and operational activities.



AuditUtopia

AuditUtopia® is a real-time inspection management system for tracking and managing inspections. Improve response time for inspection requests.



Computer System Validation (CSV) Services

Integrates and validates new and existing systems to improve efficiency across sites, working with multiple ERP, OMS, BMS, VMS and other systems to ensure processes are functional and in full compliance with FDA and EMA guidelines.

BENEFITS

15%

discount from list price

ACE Essentials | **ACE AuditUtopia**

45 DAY FREE TRIAL

ACE Essentials | ACE AuditUtopia

10%

discount

All professional services, (CSV, regulatory affairs, technical writing, etc.)

More savings. More research.







Research Solutions provides simplified and lowest cost access to the latest scientific literature through its popular SaaS research platform Article Galaxy.

BENEFITS

Full-Text Access 24/7

Choose from 70M+ research papers delivered in minutes.

Literature Management

Never pay twice for the same article with a centralized library.

Compliance

Obtain the copyright-cleared version of record (VoR).

Purchase or rent

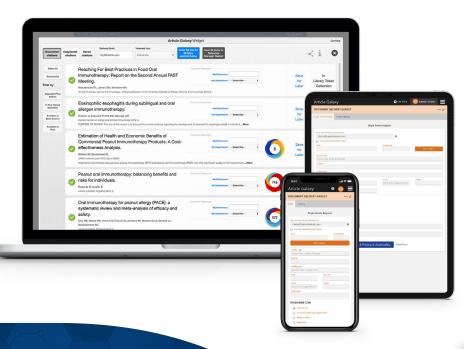
Any journal articleacross all major publishers.

Seamless Integration

Access content at the point of discovery on 70+ search portals.

Lowest Cost Acquisition

Filter for Open Access and subscriptions.



15% discount from list price **Article Galaxy Enterprise**

14 DAY FREE TRIAL

Article Galaxy Enterprise

20% reduction in article spend

Lowest Cost Acquisition







Scientist.com is an online marketplace for outsourced scientific services and products, offering researchers access to a platform with thousands of pre-qualified suppliers providing custom research services.

BENEFITS



SAVINGS

realized by receiving competitive price quotes from multiple suppliers



ACCESS

to the world's largest commercial CRO network - thousands of prequalified, registered suppliers



VENDOR CONSOLIDATION

- all contracting and billing managed by Scientist.com

CHOOSE FROM OVER 4,000 RESEARCH AREAS INCLUDING:

- Human Biological Samples
- Next Generation Sequencing (NGS)
- Custom Antibodies
- Compound Synthesis
- and thousands more



NO MINIMUM ORDER REQUIRED

Access to the latest scientific innovations on the Scientist.com Innovation Hub™







ShareVault makes it easy for companies to securely share confidential documents with third parties. The innovative cloud computing platform enables customers to manage critical time-sensitive and document-centric processes faster and easier.

BENEFITS

MINIMUM 20%

discount on ShareVault's primary products

MINIMUM

30%

savings off the standard pricing of ShareVault for **SharePoint**

MINIMUM

additional discount on subscriptions with terms of two or more years





UniFirst provides a range of apparel, including traditional uniforms, industrial wear, protective clothing, cleanroom gowning and "corporate casual" attire.

BENEFITS

UNIFORM AND FACILITY SERVICE SAVINGS OF 30-50%

1 WEEK

complimentary service upon new agreement execution

NO PRICE INCREASES FOR 3 YEARS

CUSTOMER FAVORABLE TERMS



FREE lab coat pressing included with rental program



FREE company and name emblems on initial installation



HYGIENICALLY
CLEAN GARMENTS
& UHF Chip technology







UPS healthcare combines small package and freight forwarding operations to offer healthcare-licensed distribution space, forward stocking locations (FSL) and time- and temperature-sensitive shipping solutions to manufacturers and contract research organizations in all clinical trials phase.

BENEFITS

SAVE UP TO

on UPS Next Day Air® services

SAVE UP TO

on UPS 2nd Day Air® services

SAVE UP TO

on UPS 3 Day Select services®

SAVE UP TO

on UPS Ground® **Commercial services**

SAVE UP TO

on UPS Ground® **Residential services** SAVE UP TO

on UPS Worldwide

International services



Special pricing on UPS' Proactive Response



UPS Capital Flexible Parcel Insurance



UPS Temperature True® **Packaging**



UPS Store Business Services discounts and other Value added services

TAT



More savings. More research.