



*More savings. More research.*

# Member Exclusive Cost-Savings Program



[bio.org/save](https://bio.org/save)



**\$705 M**

Aggregate  
Savings in 2021



**\$870 M**

Total annual Spend Exceeds Almost Every  
Standalone Company's Overall Purchasing



**4,700**

Companies  
Participating

## About

BIO Business Solutions® is the **largest cost-savings program for the life science industry**, offering BIO and state affiliate members exclusive, industry-specific offers on a variety of general business solutions, such as insurance, finance and PEO, as well as access to lab products, waste management services and more—all in one place and tailored to save your company time and money.

## How does it work?

BIO Business Solutions® pools the purchasing power of thousands of life science companies to negotiate **competitive pricing and favorable terms** on supplies and services critical to their success.

There is **no charge** for BIO and state affiliate members to participate, and companies can utilize one, some or all of the special pricing arrangements.

## Why is BIO Business Solutions right for me?



**Instant access  
to a rich portfolio  
of services.**

From lab equipment and office supplies to HR and shipping services, we've got you covered on the **services life science companies need and are used by industry peers** on a regular basis.



**The due diligence  
is done by industry  
experts.**

We renegotiate with company partners to ensure that we offer the **most competitive rates and terms**. Not only are your contract terms guaranteed year-to-year, but rest assured that they are reviewed and enhanced regularly.



**Tailor the offerings  
to your business  
model.**

Whether you are operating a lab or virtual biotech company, our suite of services can be packaged to **fit your business needs**. Use them all or just a few. As your business grows, simply add to your list of discounted services.



*More savings. More research.*

## How do I sign up?

Participation is free for BIO and state affiliate members and signing up is painless. Just give us a call or send us an email and let us know what you'd like to save money on. We'll do the rest!



**(888) 246-1728**

**save@bio.org**

**bio.org/save**

# Trusted and Preferred by Biotech Leaders



"Companies are going to get more of a response as a member of BIO through these programs because they're seen as part of a large customer as opposed to a small company that's trying to make it on its own."

– ISAAC YOUNG

GxP Procurement & Supplier Management Senior Director, Sangamo Therapeutics, Inc.



"The BIO Business Solutions program offers excellent options that help me attain the goal of sparing cash, which drives us successfully to our other goals... It will save you time and money!"

– KEITH MURPHY

Founder & 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 CILINSKI

Vice President & Controller, 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

Co-Founder & Chief Operations Officer, Likarda LLC

## Real Savings

A company in CA with  
130 employees saved

**\$752,968**

on insurance, lab supplies,  
waste removal, and recruitment services.

A company in MA with  
27 employees saved

**\$300,399**

on lab supplies and  
equipment alone.

A company in MN with  
11 employees saved

**\$101,320**

on just insurance  
and lab supplies.

A company in PA with 6 employees saved

**\$50,861**

on news distribution, file sharing services,  
and lab supplies.

A company in NC with 2 employees saved

**\$18,559**

on lab supplies and waste removal.

## Browse the cost-savings options...



Waived Fees & 25% off HR Solutions



Discounts on Packaged Gas & Equipment



15% off Refurbished Lab Equipment



Comprehensive Management Liability Programs



10% off Workforce Consulting Services



75% off Lab Supplies



Corporate Credit Card with Tailored Rewards



10% off Business Insurance



40% off Lab Waste Removal



Bundles on Small Group Health Insurance Plans



15% off Microscope Systems & More



Up to 75% off Office Supplies



10% off Quality & Validation Professional Services



15% off Cloud QMS



25% off File & Cloud-Based Sharing



50% off Workwear/Cleanroom Services



Moving/Storage Discounts



Up to 74% off Shipping



## One-stop, full-service HR partner to help you attract and retain talent.



Employee benefits, payroll, R&D tax credits, HR, Workers' Comp, and more.

## Two Great Ways to Partner with ADP:

- 1 **Move to a co-employment arrangement with ADP TotalSource®, the nation's largest Certified Professional Employer Organization (PEO), designed to help your business increase efficiencies.**

### Benefits:

- Save time on HR tasks with a **dedicated HR pro**
- Cash in on **R&D tax credits**
- Comprehensive benefit package to help you **attract and retain workers**
- **Promote safety** with risk & safety guidance, Workers' Comp insurance, loss control, claims support, and get well soon program
- **Payroll, tax and HR compliance** for every location

- 2 **Partner with ADP for payroll and tax to make getting to payday so much easier on you.**

#### Payroll for 1-49 Employees

- Payroll processing
- Taxes calculated and paid on your behalf
- Federal, state, and local compliance support

#### Payroll for 50+ Employees

- Payroll
- Benefits
- Compliance
- Workforce Management
- And more.

**Exclusive discounts for BIO members!**

**Innovation in  
Customer Service**

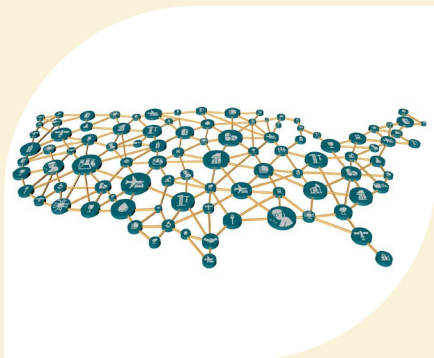


ADP TotalSource  
★★★★★ 127 reviews



**Airgas Healthcare**  
an Air Liquide company

**One of the largest U.S. suppliers  
of industrial, medical and specialty  
gases, dry ice, and more.**



## Benefits

**10-25%**

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

### HOT LIST

of medical and specialty  
gas grade nitrogen, helium,  
argon, and carbon dioxide,  
plus custom offerings  
tailored to specific  
member needs

### CUSTOMIZED AGREEMENT

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

### FULL RANGE OF PRODUCT SUPPLY

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



**A full-service provider of premium refurbished lab equipment and surplus equipment management services for the life sciences.**



## Benefits

Surplus Strategy Services	Equipment Purchase
<b>FREE</b> one-year equipment warranty	<b>20%</b> discount on surplus services
<b>15%</b> no-hassle discount on list price* <small>*Agilent factory-refurbished equipment excluded</small>	<b>10%</b> bonus on standard consignment split
<b>10%</b> discount on all Agilent Certified Pre-Owned products	<b>10%</b> rebate on buyer's premium



**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**

Benefit from  
**MULTIPLE CARRIERS**  
competing for your 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.

### **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





**Aon Human Capital Solutions provides human capital services spanning the areas of employee rewards, talent assessment, workforce performance and analytics.**



## Perks

### 10% DISCOUNT

**on consulting fees in the following practice areas:**

- Employee rewards
- Sales force compensation & effectiveness
- Talent assessment tools & strategy
- Total rewards strategy & optimization
- Workforce analytics (e.g., DE&I metrics & pay equity)



Aon is home to the Radford Global Compensation Database and a large team of industry focused consultants uniquely suited to support all life sciences size and stage organizations.

Get a **7.5% discount** on compensation survey participation and access select Aon articles and research, including proprietary insights from the Radford Global Compensation Database.



As the delivery channel 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 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 FLEXIBILITY**  
pricing 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



**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**

**NO FEES  
OR MINIMUMS**

### Tailored Rewards and Points Multipliers

**3X**

**ON LAB  
SUPPLIES**

**7X**

**ON CONFERENCE  
REGISTRATION**

**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

**CHUBB®**

**Providing cost-effective risk management and insurance protection tailored to the unique needs of biotechnology companies.**



## Benefits

- **TEAMS** dedicated to “life sciences” who are aware of the risks most prominent to your business.
- **EXPERIENCE** working with a wide range of businesses, from start-ups to global operations, concept to commercialization.
- **MULTINATIONAL CAPABILITIES** and global reach with offices in 54 countries, and the ability to do business in more than 200 countries in the places where you do business.
- **RISK ENGINEERS** that take the time to understand the uniqueness of your operation and offer solutions to keep your business safe and protected.
- **CLAIMS PROFESSIONALS** who work tirelessly to reimburse you fairly and quickly in the event of a covered claim.
- **FINANCIALLY STABLE** and predictable, so you know we will be here when you need us most.

[Learn More](#)

Chubb is the marketing name used to refer to subsidiaries of Chubb Limited providing insurance and related services. For a list of these subsidiaries, please visit our website at [www.chubb.com](http://www.chubb.com). Insurance provided by ACE American Insurance Company and its U.S.-based Chubb underwriting company affiliates. All products may not be available in all states. Coverage is subject to the language of the policies as actually issued. Surplus lines insurance sold only through licensed surplus lines producers. Chubb, 202 Hall's Mill Road, Whitehouse Station, NJ 08889-1600.



One of 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 price on disposal

**15-20%**

off list price 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



Assist with training for compliance with State and Federal Laws



Robust recycling capability for waste and unused products



A program that helps businesses reopen and maintain health and safety standards.





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



**Wide array of Health, Dental, Vision, and Life Insurance plan options available**



**Choice of a variety of carriers and preferred provider networks based on your state**

## Benefits

### AFFORDABLE CARE ACT-COMPLIANT

### MULTIPLE-CARRIER QUOTING

Compare plans and pricing from local and national carriers

**REDUCED**  
administrative costs

**CONVENIENT**  
easy-to-use, web-based benefits management and administration





**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**

**1 YEAR**

Full Warranty on Systems

**5 YEAR**

Warranty on Microscopes

**15% OFF**

a wide variety of Warranty Extension Programs

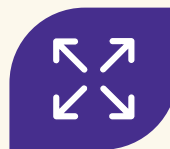
**SPECIAL PRICING**

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



**A leading provider of business services and supplies, products and technology solutions to small, medium, and enterprise businesses.**

## Benefits

Up to  
**75%**  
off regular prices  
on our Best Value List  
of preferred products

**FREE DELIVERY**  
on qualifying orders

**EXCLUSIVE  
DISCOUNTS**  
on HP ink  
& toner

## Total Office Solutions



### OFFICE SUPPLIES

The right supplies  
for office, home,  
and hybrid  
working models.



### BREAKROOM

Coffee brewers,  
cups, plates,  
cutlery, healthy  
snacks, and  
water coolers



### TECHNOLOGY

Storage, digital  
protection,  
and lifecycle  
management



### PRINT & PROMO

Marketing materials, apparel,  
branded kits, and safety signage



### CLEAN & SANITIZE

Disinfectant cleaners, sanitizer  
stations, air purifiers, and  
touchless soap dispensers



**A seamless extension of your company to assist you in producing the highest quality products.**



## Benefits

### **10% DISCOUNT** on all professional services

Tailored and cost-efficient project assistance for all your quality, systems, and regulatory needs.



#### **PSC Biotech® services:**

- Commissioning, Qualification and Validation (CQV) Planning, Document Generation and Execution Support
- Computer System Validation and Assurance
- Regulatory Affairs
- Quality Assurance
- Audits and Gap Analysis
- Calibration
- Engineering
- Project Management
- And more!



**Provides industry-leading real-time quality management software to ensure regulatory compliance goals are met while reducing business costs.**

## Benefits

**35%  
DISCOUNT**

on initialization fee for  
PSC Software® services

**21-DAY  
FREE TRIAL**

of ACE® and  
AuditUtopia®

**10%  
DISCOUNT**

on configuration  
services



**ACE Enterprise™** is a software solution that can automate any workflow process that your organization has developed or conceptualized to accelerate the success of your organization. There are no limits to the capabilities. ACE Enterprise comes with all the ACE Essentials workflows and adds: Assessment, Risk Matrices, Regulatory Profiles, Inspection, Document Request, Interview Request, Daily Summary Notes, Near Miss, Observation, Response, Supplier, Supplier Audit, Internal Audit, Audit Finding, Validation Plan, Validation Suite, Validation Case, Validation Step, Validation Execution, Product, Bill of Materials, Electronic Signatures, and full API Integration capabilities.



**ACE Essentials®** is a turn-key electronic Quality Management System (eQMS) that is one fully integrated and compliant quality, document, and learning management solution. ACE Essentials helps highly regulated industry startups and small businesses efficiently and economically switch to cloud-based software.



**AuditUtopia®** captures, tracks, communicates, and sorts audit activities as a real-time Inspection Audit Management System used to host inspections and audits that is trusted by life science companies worldwide. With AuditUtopia®, you can streamline your inspection process, improve response time for requests and minimize the hassles of inspections to focus on what matters most, your company's work.





## Secure, manage and control your documents through all stages of growth.

### Benefits

**25%**

discount on  
12 month  
ShareVault PRO  
product

**5%**

additional discount  
on subscription  
terms of two or  
more years

**NO COST**

connectors to BOX,  
DropBox, SharePoint/  
O365, Google Drive &  
DocuSign

### A software platform with life specific features:



#### DUE DILIGENCE

M&A, Fundraising, Partnering  
and Licensing



#### CORPORATE REPOSITORY

Eliminate document scatter in silos  
and duplication, establish good  
corporate governance and compliance



#### REGULATORY SUBMISSIONS

eCTD support, integrated viewer  
streamlines preparation and review



#### INSEPTION READINESS

Manage eTMF clinical trial docs,  
with 21CFR11 and HIPAA compliance

### Document security and management with Life Science Specific Features



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



**CLEANROOM  
GARMENTS**

with UHF Chip  
Technology



Offers a full range of moving and storage solutions, including corporate and laboratory moves. United has a network of more than 300 agent locations across the country, including Humboldt Storage and Moving.



## Benefits

Local, long-distance,  
and international

**MOVING  
SOLUTIONS**

Laboratory, office,  
and employee

**RELOCATIONS**

Regulatory compliant,  
climate-controlled

**SPECIMEN  
RELOCATION**

for laboratory moves

**GUARANTEED  
PICKUP AND DELIVERY**

to minimize downtime  
on all relocations



U.S. DOT No. 077949



**UPS Healthcare**

Quality Focused. Patient Driven.

**Deliver critical shipments with care  
and receive the logistics expertise  
of a quality-focused and patient-  
driven organization.**

## Benefits

Save up to

**74%**

on UPS Next Day Air®  
services

Save up to

**59%**

on UPS 2nd Day Air®  
services

Save up to

**59%**

on UPS 3 Day Select  
services®

Save up to

**51%**

on UPS Ground®  
Commercial services

Save up to

**44%**

on UPS Ground®  
Residential services

Save up to

**68%**

on UPS Worldwide  
International Services



UPS Capital  
Flexible Parcel  
Insurance



UPS Healthcare™  
Cold Chain  
Packaging



UPS Store Business  
Services discounts  
and other Value  
added services