



# COST SAVINGS FOR LIFE SCIENCES

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Dear BIO Member,

Happy New Year! I am writing today about an important BIO membership benefit that I hope you take advantage of this year - BIO Business Solutions® (BBS). Through this world-class cost-savings program, BIO pools the purchasing power of thousands of life science companies like yours so that they can save on business-critical products and services.

This is an important membership benefit. Our industry continues to uplift people's lives, but 2022 brought economic pressures, namely inflation, funding difficulties for emerging companies, and the lingering effects of the pandemic. **Yet last year alone, BIO Business Solutions helped 4,700 companies save over \$705 million dollars.** Those savings went back into building companies and developing game-changing products that improve the health of people and our planet.

I know firsthand the benefits of BIO Business Solutions. As the co-founder and former CEO of GlycoMimetics, a clinical-stage biotechnology company, I understand the challenges of bringing ideas and products to market and the importance of being cost-conscious, and I know how BBS can help to meet a company's operational needs. BBS' pre-vetted lab and administrative programs, agreeable terms, and significant savings on products and services— lab supplies, insurance, office products, and more – can make a big difference to biotech companies.

**That's why I encourage you to explore BIO's cost-savings programs. I am certain that you will find at least one service you need or are thinking about upgrading. And, if you already enjoy the advantages of one program, think about how much you could be saving by adding another.**

Patients and communities benefit from the important work that BIO members do every day. That's why our goal is to provide you with the resources and support to grow and achieve your goals.

If you are interested in a walk-through of your savings opportunities, please respond directly to BIO's Vice President of Business Development, Peter Frey ([pfrey@bio.org](mailto:pfrey@bio.org)). If this falls under the duties of another colleague, please forward this email and suggest they contact [pfrey@bio.org](mailto:pfrey@bio.org).

Thank you for your consideration and once again, Happy New Year!

Rachel King  
BIO CEO

Forward this Message



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## Other Savings Opportunities

- Shipping
- HR - Payroll, Health Benefits, 401K
- Uniforms & Garments
- Business Insurance
- Cleanroom Services
- Office Supplies
- Lab Supplies & Freight
- Office/Employee Relocation
- Document Sharing
- R&D Tax Credit Assessments
- Microscope Systems
- Audits & Gap Analyses
- Regulatory Affairs
- Waste Remediation
- Corporate Credit Card
- Quality Assurance
- Project Management
- Packaged/Bulk Gas

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**Biotechnology Innovation Organization (BIO)**  
1201 New York Avenue NW, Suite 1300, Washington, DC 20005-3972

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