



SAVINGS WEEK

by

BIO Business Solutions®

The largest cost savings program for
the life sciences industry.

Biotechnology Innovation Organization (BIO) Overview

Largest advocacy association representing the Life Sciences Community



John F. Crowley
President & CEO

BIO Business Solutions: A Membership Benefit

What is it?

21 pre-negotiated contracts that members can use at no additional cost

BIO performs the due diligence and ensures:

- All products and services are available to all members
- Favorable rates are achieved through the leverage of all members
- Regularly updated terms that follow industry trends

LEVERAGE

Lab & Facilities



HR & Insurance



Corporate Services



BIO Business Solutions® Team



**Jeff Vallerga, Vice President,
Business Development**
Affiliate Support - Midwest



**Tamy Dalal, Vice President,
Business Solutions**
Partner, Marketing, Financials



**Jim Seymour, Regional
Business Development
Manager**
Affiliate Support – East Coast



**Neil Lynch, Regional
Business Development
Manager**
Affiliate Support – West



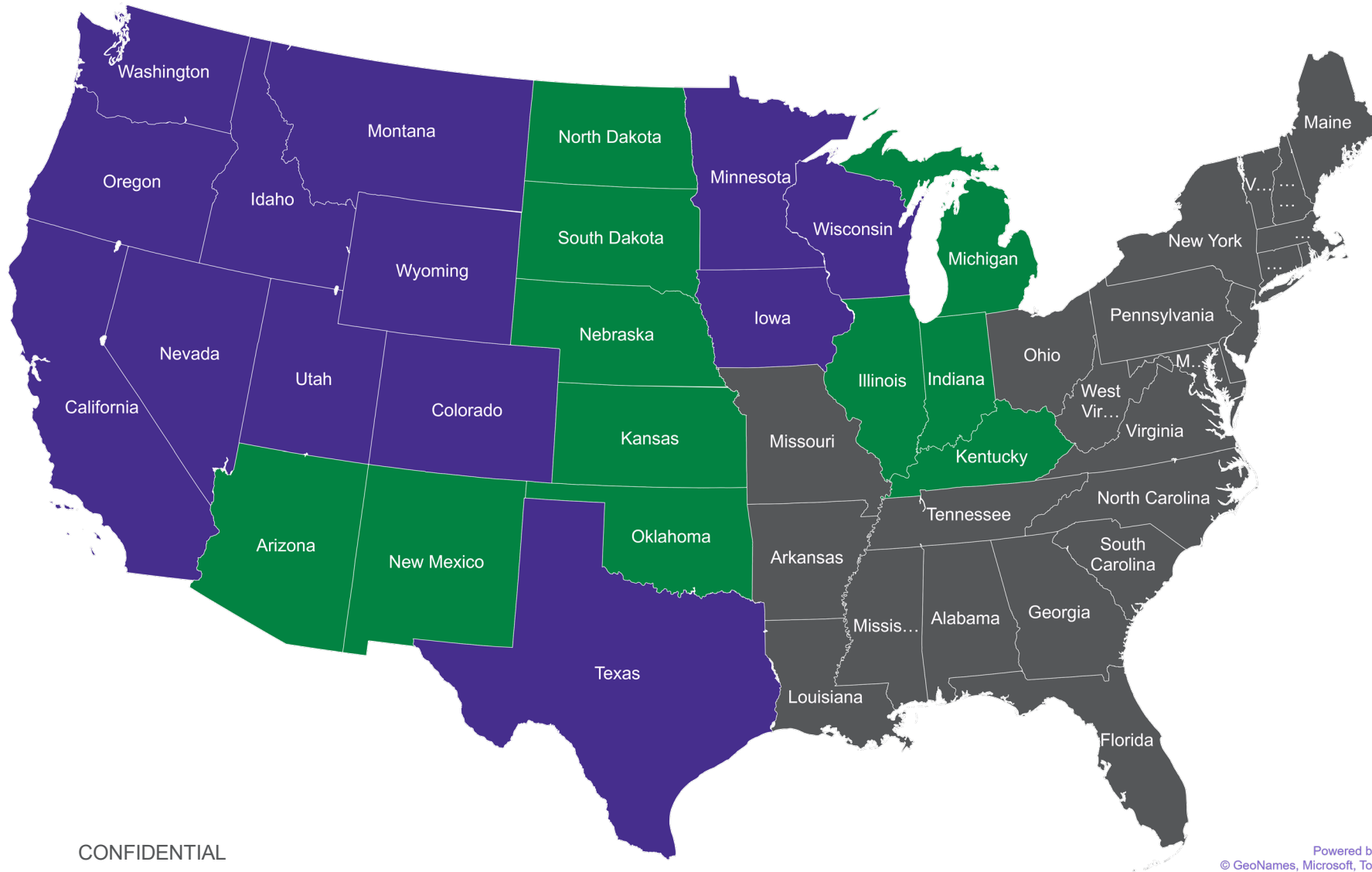
**Anna Baskina,
Senior Manager,
BIO Business Solutions**



**Dalexi Carrillo,
Director,
Communications & Data Analysis**



BIO Business Solutions® BD Team



■ Neil
■ Jeff
■ Jim



Jeff Vallergera
480-543-9423
jvallergera@bio.org



Neil Lynch
202-365-6745
nlynch@bio.org



Jim Seymour
845-239-3325
jseymour@bio.org

Today's presenters



American Laboratory Trading (ALT)

Carrie Kleinle

Director, Product Marketing & Partner Engagement





WE BUY | WE SELL | WE REFURBISH

**Empowering Scientific Breakthroughs
Tomorrow by Maximizing Value Today**



**Optimize Resource Management,
Maximize Financial Returns,
and Reduce Waste**

alt.bio

What's the biggest hurdle
in sourcing lab instruments?

Budget
Availability

All of the Above!





WE BUY AND SELL USED LABORATORY EQUIPMENT

THE ALT DIFFERENCE

- ✓ **LIFETIME Support**
- ✓ **Refurbished to OEM Specs**
- ✓ **50–80% Off Retail**
- ✓ **Up to 1 Year Warranty**
- ✓ **Largest Inventory**
- ✓ **Surplus Strategy**

SCIENCE NOW, PAY LATERSM OPTIONS

1 Form – 1 Day Turnaround

Buy & Sell Used Lab Equipment

Exclusive Savings for BIO & State Affiliate Members

- ✓ Annual \$1500 Gift Card
- ✓ 15% Off List Price
- ✓ Free 1 Year Warranty
- ✓ Quarterly Promotions
- ✓ Free Desktop Valuation Report
- ✓ Turn Surplus Into Cash or Credit
- ✓ Preferred Rates for *Science Now, Pay Later*SM



Ready to transform your asset management? Let ALT assist you in developing a surplus strategy that drives efficiency and profitability.

Optimize Resource Management, Reduce Waste, and Maximize Financial Returns

We offer options ranging from cash, auction, and consignment. There are no upfront costs for asset evaluation, logistics, marketing, or auction setup!

alt.bio



SCIENCE NOW, PAY LATERSM

1 Form • 1 Day Turnaround

ALT Capital Pay-Over-Time Solutions:

ALT Pay

Payment options from
12-60 months

ALT13

Divide the price by 12 and
add 1 additional payment
(13 months total)

ALT UPay

Academic institutions and
hospitals can split P-card
payments

Customized terms for newer, pre-revenue and established companies.

We'd Love to Hear From You:

Presenter:
Carrie Kleinle

Director, Product Marketing
and Partner Engagement

ckleinle@alt.bio



alt.bio
860-691-2213



Thank You for Your Time!

SU Group

Rob Salmon, West Regional Manager

Ric Kunnert, Regional Sales Manager





SU Group LLC

History

Established in 1982, Specialty Underwriters pioneered the comprehensive equipment maintenance management program (EMMP) concept as a flexible alternative to full cost service contracts.

Experience

Serves various corporations, governmental bodies, educational institutions, medical facilities, high technology industries and other organizations nationwide for over 42 years!





SU Group Partnership

Saving Money Is Easier Than Raising Money

- 15-30% off eligible lab/research equipment service agreements and/or maintenance contracts through the SU consolidation program.
- **The SU Group does not repair any equipment but utilizes the current vendor of choice whenever possible.**
- The SU Program offers several ways to communicate with vendors depending on the ideal way to integrate with the current in-house process.
- Dedicated team that performs a no fee financial analysis for members so they can understand the exact savings the partnership can provide.

A vertical rectangular panel with a blue background featuring abstract, overlapping curved lines and a subtle grid pattern. The word "Video" is centered in white.

Video



Comparison

Current Program

- Multiple Service Agreements/ T&C's
- Multiple Points of Contact
- Multiple Expiration Dates
- Multiple Price Increases

SU Group

- One Master Agreement
- One Contact
- One Anniversary Date
- Consolidated Pricing
- Online Reporting
- Significant Measurable Cost Savings

Case Study



Gates Biomanufacturing Facility

Our relationship with SU Group spans nearly a decade, and their value to our operation is clear: peace of mind, simplicity, and cost savings.

Peace of Mind

SU Group serves as our single point of contact for all lab equipment service needs—from preventive maintenance to urgent repairs. One call or email to their team sets everything in motion. They coordinate directly with OEMs, ensuring fast, expert response and minimal disruption.

Simplicity

With over 1,000 assets across four departments, managing service contracts and requests is complex. SU Group simplifies it all. Their tagging system clearly shows coverage and contact info, and they handle coordination across multiple vendors and equipment types—removing guesswork and streamlining service management.

Cost Savings

They consistently provide better value than OEM premium service contracts—without sacrificing quality. Their buying power and experience allow us to save significantly, which is critical in today's budget-conscious environment.

Mike Caffrey, Facilities Director, Gates Biomanufacturing Facility

How to Obtain a Quote?



SU Quote and Implementation Process

- Schedule a Zoom Call with Ric/Rob to discuss your current equipment and service needs.
- Data Sharing – The SU team will require data to provide a quote that matches your current contracts coverage levels.
- Quote Delivery – This quote is item by item so there is no question of where/when the savings is coming from.
- Implementation – Schedule meetings with all people involved in calling for service to understand the current process and design an easily integrated process with SU.
- Quarterly Meetings – Quarterly meetings are scheduled to address any unforeseen challenges.

How to Contact Rob and Ric



Contact Information

- Rob Salmon - rsalmon@su-group.com 414-588-4300
- Ric Kunnert – rkunnert@su-group.com 262-951-1821
- Website – www.su-group.com

PSC Biotech

Brandon Clough

Managing Director of Operations – Central Region





PSCBiotech[®]

Contact PSC at:
Sales@biotech.com
PSCBio@biotech.com

 Website
www.biotech.com
www.pscsoftware.com

LOCATIONS



United States

Headquarters: Los Angeles, CA

Other Office Locations: San Francisco, CA. San Diego, CA. Dallas, TX. St. Louis, MO. Chicago, IL. Indianapolis, IN. Madison, WI. Columbus, OH. Washington, D.C, York, PA. Raleigh, NC. Phoenix, AZ. Seattle, WA. Houston, Austin, Dallas, TX. Denver, CO. Orlando, FL. Puerto Rico.

Additional States with

Technicians: Utah, Virginia, South Carolina, Connecticut, Oregon, Mississippi, Maryland, New Jersey, Michigan, Maryland

Canada

Headquarters: Toronto, CAN



Europe / United Kingdom

Headquarters: Ireland

Other Locations: Germany, Switzerland, Spain, Italy, France, Poland, Netherlands, Belgium, United Kingdom

Asia

Headquarters: Singapore

Other Locations: Beijing, Shanghai, Taiwan, Japan, Malaysia, Philippines, India

Middle East

Headquarters: Tel Aviv, Israel

Other Locations: Dubai

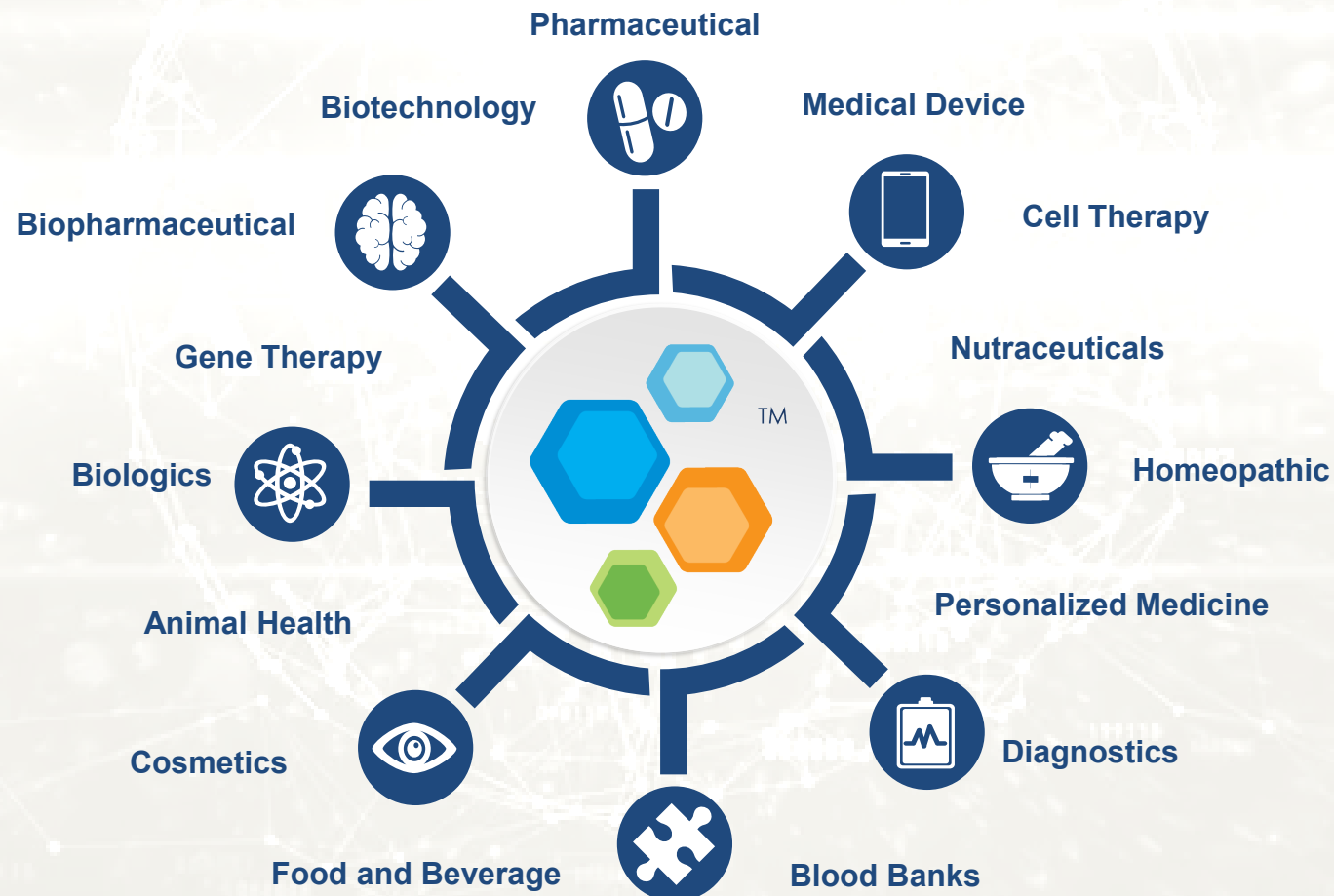
Australia

Headquarters: Melbourne

Other Locations: Brisbane, Sydney

INDUSTRIES WE SERVE

We support a wide range of industries, including Pharma, Biotech, and Medical Device industries. We also support other industries that fall under Regulatory guidance, such as Cosmeceuticals, Nutraceuticals, and Compounding Pharmacies.



Professional Services – Small to Midsized Companies



Quality Assurance & Compliance

- Specialized Support – Set-up and oversight
- QA Review (GLP, GMP, GCP)
- Risk Assessments
- EM Program Analysis/Creation
- Microbiology / QC Laboratory Consulting

- Supplier Auditing
- FDA / EMA Mock Inspections
- SOP's/Document/Forms
- Report Writing
- Technical Document Writing Expertise
- Deviation / CAPA

Regulatory Support

- Regulatory Submissions
- PAI and Gap Assessment Audits
- FDA Audit Responses
- 483/Warning Letter Remediation
- Grant Writing

Professional Services – Small / Midsized and Large Companies



Commissioning, Qualification, & Validation

- Greenfield CQV Projects
- New Production Suite Commissioning
- Decommissioning
- Method Transfers and/or Validation
- Manufacturing and QC Lab Equipment Validation
- Facilities & Utilities Commissioning

Computerized Systems Validation

- Enterprise System Validation
- Equipment and Instrument Software Validation
- Risk Assessment
- Data Integrity
- CSV Policies and Procedure

Metrology Support

ISO 17025 Accredited

- Metrology plan review and preparation
- Field instrument calibration
- Chamber mapping services
- Temperature mapping, Equipment Auditing, Metrology Management, Metrology Training, Custom Instrumentation Process Assistance
- Paperless Documentation Processing (ACE)



Equipment / System Sales and Rental

- Lives International – Thermal Mapping Equipment
- CLiMET Air Particular
- GASPOROX – Headspace Analysis and Leak Detection

Equipment Rental & Sales

- Thermocouple systems
- Wired Validation Loggers
- Wireless Loggers
- Non-viable Particle Counters
- Temperature Wells
- Viable Particle Counters
- Steam quality test kit



Advantages of PSC Biotech



- **Company Profile:** Experienced team with a world of expertise (~600+ employees worldwide)
- **Client Base:** Have worked with over 1000 clients in 50+ different countries
- **Proven Reputation:** Effective and efficient track record in GMP project.
- **Proven track record** for delivering turnkey CQV services
- **Local, Reliable Team:** Permanent, experienced Experts. Trained in latest Risk Based C&Q practices and digitalized validation (ValGenesis, Kneat, ACE, and others)
- Apply latest science & risk-based C&Q approaches to execute efficiently, reducing cost and allowing faster project turnaround
- **Metrology Expertise:** Full-service metrology laboratories with equipment and calibration services

BIO & State Life Science Member Benefits

Member Offer

10% off

- All Consulting Services



Contact & Next Steps

Email: sales@biotech.com

Your Strategic Partner in Life Sciences
Global Compliance. Local and Trusted Expertise.

Or go to **biotech.com** to learn more

Today's presenters





Stay up-to-date!

 Follow on LinkedIn



Subscribe (www.bio.org/bionews)

Bio.News

Receive the best resource for the biotech industry with Bio.News, the only weekly newsletter at the intersection of biotech, politics and policy.

Today's presenters: Contact Information

- American Laboratory Trading (ALT)
 - Carrie Kleinle - ckleinle@alt.bio
- SU Group
 - Rob Salmon - rsalmon@su-group.com
- PSC Biotech
 - Brandon Clough - bclough@biotech.com