



SAVINGS WEEK

**Day 2: Finance &
Insurance Tools**

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 to ensure:

- 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



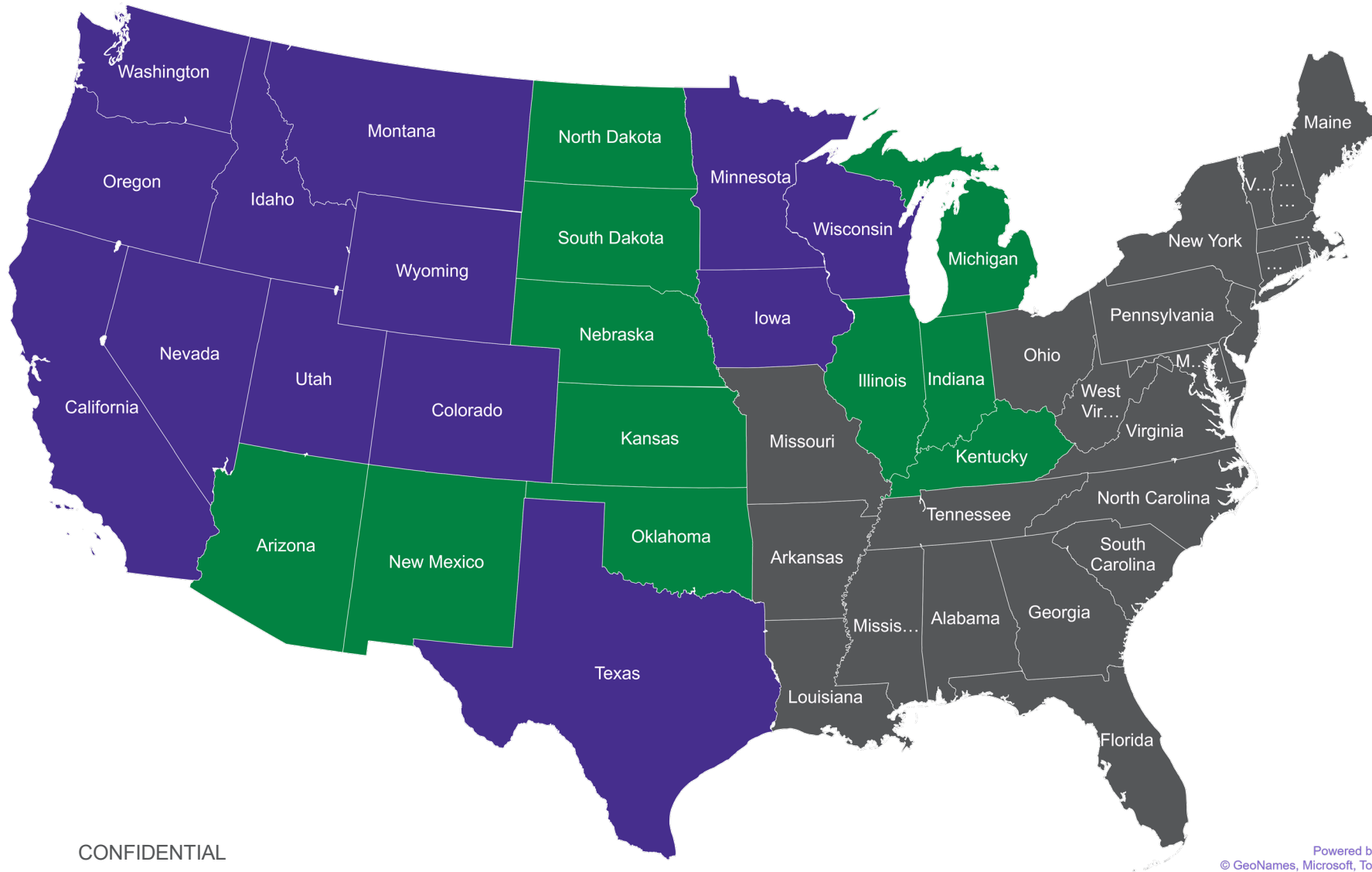
**Anna Baskina,
Senior Manager,
BIO Business Solutions**



**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

Endorsing State Life Science Associations



Today's presenters



Brex

Gaby Levey

Startup Partnerships Manager



Brex for BIO & State Life Science Association Members: Scale Smarter, Spend Better

Financial Tools Built for Life Sciences Startups



LET'S GROW TOGETHER

The #1 financial stack for startups.



Quick Poll — What's Your #1 Finance Pain Point?

💡 **Question:** What's the biggest challenge your finance team faces today?

Medicinal Genomics - Scaling Finance with Brex

About Medicinal Genomics

A biotech company using genomics to improve cannabis testing and safety.

The Challenge

Manual expense reviews were slowing the finance team, making it difficult to scale effectively.

The Brex Solution

- Empowered managers to review only exceptions
- Real-time spend compliance enforcement via mobile
- Integrated with NetSuite for seamless month-end close

Results

- Saved 10+ hours/week on approvals
- Faster, more efficient month-end close
- Stronger compliance visibility

“The increased efficiencies of Brex help us close the month faster, allowing us to scale faster.”

— Arlene Barbieri, Corporate Financial Controller, Medicinal Genomics

Phase Genomics - Centralizing Spend with Brex Travel

About Phase Genomics

A life sciences company enabling chromosome-scale genome analysis.

The Challenge

Needed to centralize travel booking and gain visibility into distributed team spending.

The Brex Solution

- Implemented Brex Travel for seamless global bookings
- Integrated travel, card spend, and policy enforcement
- Enabled real-time tracking and streamlined reconciliation

Results

- Unified travel + card spend into one platform
- Reduced reconciliation time and errors
- Same or better pricing compared to external booking tools

“We love Brex Travel because it makes it easier for everyone to book travel, and it's connected to the card and approval flow.” — Jason Brown, Director of Operations, Phase Genomics

How Brex Solves Your Pain Points

👉 You said...

- **Manual expense tracking?** → Brex auto-generates receipts, categorizes expenses, and integrates directly with NetSuite/QuickBooks.
- **Slow reconciliation?** → Brex syncs transaction data in real time, helping teams close books 10x faster.
- **Limited spend control?** → Brex offers 40x higher card limits with customizable controls at the merchant/category level.
- **Lack of visibility?** → Brex Empower provides live budgets, mobile policy enforcement, and unified dashboards.

💡 **Result:** Less busywork, faster decision-making, and full control of your financial stack.

Why Member Companies Choose Brex

Maximize Your Runway

- Earn up to 7x points on business spend
- Access \$400K+ in SaaS & services discounts
- Manage liquidity with 4.9% APY treasury accounts

Save Time, Move Faster

- Automate expenses and close books 10x faster
- Real-time budgets and policy alerts
- Native integrations with QuickBooks, NetSuite, and more

Scale with Confidence

- Get up to 40x higher card limits
- Control global spend across 210+ countries
- Built-in card and travel controls for compliance

Built for Life Sciences Startups

- Trusted by Medicinal Genomics, Phase Genomics, and 56K+ startups
- Backed by Brex support and founder community



Brex at a Glance



Business Account

- \$6M FDIC coverage
- 4.9% APY on cash via money market fund
- Free ACH, wires, and fast vendor payments



Corporate Card

- 40x higher limits than legacy cards
- Category-level controls and real-time spend alerts in Slack, WhatsApp, etc
- Earn up to 7x points on rideshare, travel, restaurants



Brex Travel

- Book flights, hotels, and cars all in-platform
- Same or better pricing vs. public sites
- 24/7 human support



Brex Empower

- Real-time budgeting and spend visibility
- Automated expense categorization and compliance with 50+ HRIS integrations
- Auto-sync QuickBooks, NetSuite, and others to close books quickly and accurately



Rewards & Perks

- Redeem points for cash, travel, or statement credit
- Over \$180k in startup discounts (AWS, Notion, HubSpot, Stripe)
- Billboard and PR campaigns possibilities



All-in-One Financial Stack, Built for Startups

Exclusive Offer for BIO and State Life Science Association Member Companies

Boost Your Spending Power

- Get 50k bonus statement credit points when you deposit \$50,000
- Additional 50k bonus points after you spend \$3,000
- Up to 40x higher card limits than legacy banks

Earn More on Every Purchase

- 7x rewards on Conference Tickets, 2x on Lab Supplies
- Redeem as statement credit, cash back, airline miles

Unlock \$180k+ in Savings

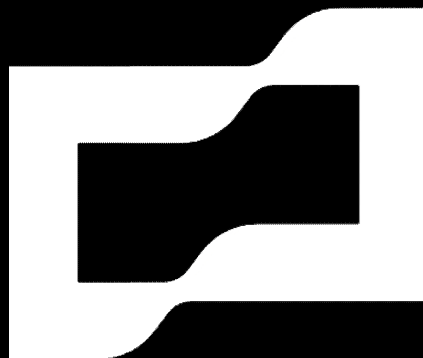
- Access exclusive Brex Perks including:
 - \$5,000 off AWS
 - \$2,500 off OpenAI
 - 30% off Hubspot
 - 6 months free of Notion Plus + unlimited AI

 Priority white-glove onboarding support, and access to investor/founder network, weekly community events and weekly industry newsletter



September Only – Just for Members

Get an additional 25k points when you activate your account as part of BIO Savings Week.



Questions or Ready to Get Started?

Open a (free \$0) Brex account via brex.com/bio

Reach out to me via email glevey@brex.com to schedule a demo or claim your offer

ADP Tax Credits

Jose Arellano

Senior Director of Channel Strategy



YOUR ROADMAP TO CLAIMING R&D TAX CREDITS

ADP SmartCompliance®

Tuesday September 9th, 2pmEST



Always Designing
for People®

YOUR PRESENTER



JOSE ARELLANO – ADP R&D TAX CREDITS

Sr. Director of Channel Strategy, ADP Compliance Solutions

Jose is a business leader at ADP with over 18 years of experience helping companies grow through strategic partnerships, tax credit incentives, and innovative workforce solutions.

In his current role as Sr. Director of Channel Strategy at ADP, he focuses on enabling partners to unlock new opportunities, drive client success, and strengthen long-term relationships.

“I believe business is personal, and my people-first mindset has guided me in building trusted networks with CPAs, banks, brokers and business advisors across the country. My career began in sales, and over the years I’ve grown into a strategist who empowers others to succeed — whether that’s a small business owner navigating HCM, Tax Credits and compliance or a partner looking to expand their practice.”

LAYING THE GROUNDWORK

Federal R&D Tax Credit ¹



FEDERAL R&D TAX CREDIT

The **Federal R&D Tax Credit** is a general business credit established in 1981 and made permanent in 2015.

- Designed to encourage U.S. expenditures in **engineering, physical, biological, and computer sciences**
- **May be claimed retroactively;** businesses can generate a refund of taxes previously paid and carry forward unused credits up to 20 years
- Additional options may be available based on the **2023 Inflation Reduction Act**



MAY BE MONETIZED BY OFFSETTING:

1. Regular tax liability for all businesses; or
2. Payroll tax (employer's Social Security portion of FICA) for businesses in their first five years of generating gross receipts AND gross receipts of less than \$5 million/year (\$500K/year credit limit).

**R&D Tax credit is a permanent tax credit
for companies to claim every year**

¹ See 26 U.S. Code Section 41 (2016); Protecting Americans from Tax Hikes Act of 2015, Consolidated Appropriations Act 2016 (P.L. 114-113), Division Q, H.R. 2029, 114th Congress (2015-2016).

WHAT ACTIVITIES AND INDUSTRIES QUALIFY FOR R&D TAX CREDITS?

ANY BUSINESS WITH ACTIVITIES MEETING THE REQUIREMENTS DEFINED BY TAX CODE² (AKA THE FOUR-PART TEST, ETC.) MAY QUALIFY FOR R&D CREDITS.



TYPICAL QUALIFYING INDUSTRIES

- Biotechnology/Pharmaceutical
- Software/Tech
- Engineering
- Manufacturing

TYPICAL QUALIFYING ACTIVITIES

- Product
- Manufacturing process
- Invention
- Technique
- Software
- Formula

² See 26 U.S. Code Section 41 (2016); Protecting Americans from Tax Hikes Act of 2015, Consolidated Appropriations Act 2016 (P.L. 114-113), Division Q, H.R. 2029, 114th Congress (2015-2016). IRC § 41 – Qualified Research Activities

DETERMINING ELIGIBILITY FOR R&D TAX CREDITS

Research that satisfies a statutory “**Four-Part Test**” qualifies for the federal tax credit

1	2	3	4
PERMITTED PURPOSE	TECHNOLOGICAL IN NATURE	ELIMINATION OF UNCERTAINTY	PROCESS OF EXPERIMENTATION
<p>The activity must relate to the development or improvement of either the Functionality, Performance, Reliability or Quality of a new and improved business component:</p> <ul style="list-style-type: none">▪ Product▪ Process▪ Software▪ Formula▪ Technique and/or▪ Invention	<p>The activity performed must fundamentally rely on principles of:</p> <ul style="list-style-type: none">▪ Physical or Biological Science,▪ Engineering, and/or▪ Computer Science	<p>The activity must be intended to discover information to eliminate uncertainty concerning the:</p> <ul style="list-style-type: none">▪ Capability,▪ Method, and/or▪ Design	<p>The activity must be evaluated or tested in some method, such as:</p> <ul style="list-style-type: none">▪ Modeling▪ Simulation▪ Trial and error▪ Conceptualization

Source: <https://www.irs.gov/businesses/research-credit>



COSTS THAT QUALIFY FOR R&D TAX CREDITS



WAGES

- For personnel who conduct, directly supervise, and/or directly support qualified activities.
- If **80%** of their activities are qualified, then **100%** of the wages are qualified.



CONTRACT RESEARCH

- 65%** of outside vendor costs conducting/supporting qualified research activities.
- Must be paid hourly, T&M, or Cost Plus (Fixed Fee doesn't qualify)
 - Must own some IP rights to the vendor's activities



SUPPLIES

Tangible raw materials **used in research activities** that are not capitalized or depreciated (excludes capitalized equip.).



CLOUD COMPUTING

Cloud computing for software development or testing from an unrelated third party where the servers are not located at the taxpayer's location.

COMMON MYTHS

WHY companies do not capture R&D Tax Credits

“Our activities
aren’t innovative
or groundbreaking.”

“We **don’t track**
our time.”

“We **don’t document**
our work.”

“Our **customers pay**
for our projects.”

“We are a **S-Corp**
or a Partnership.”

“We **aren’t**
profitable.”

“This will **trigger**
an audit.”

“This will be too
time-consuming.”

TRUST AN INDUSTRY EXPERT TO CAPTURE R&D TAX CREDITS

ADP'S APPROACH TO R&D TAX CREDITS



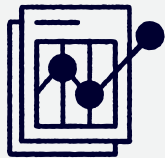
END-TO-END SERVICE

We work closely with you and your Accountant to provide end-to-end R&D Tax Credit tax services services including a complimentary assessment to review tax returns, wages, supplies, expenditures and third-party contracts to determine credit eligibility and credit estimate.



THE R&D TAX CREDITS LANDSCAPE

We help navigate R&D Tax Credit complexity for you.



HOW WE MOVE FORWARD

We conduct and provide a credit analysis with final credit estimation, guidance on filing and provide audit support on captured ADP R&D Tax and State Credits. Our study is supported by a success-based fee structure with flexible invoicing.



ADP R&D TAX CREDITS FOR BIO AND STATE ASSOCIATION MEMBERS

Service and support

FULL CREDIT ANALYSIS AND CREDIT DELIVERY



COMPLIMENTARY ASSESSMENT

Consultation includes:

- Review tax returns, wages, supplies, expenditures, contracts to determine credit estimate
- Project credit utilization
- Project ROI estimation

FULL CREDIT ANALYSIS

We assign a dedicated tax specialist to conduct an intensive study to:

- Quantitative analysis of payroll/financial data, Predict ROI
- Quantitative analysis of eligible activities and utilization of credit

ANALYSIS AND CREDIT DELIVERY

We deliver the intensive study to client/accountant including:

- Data analysis document
- Final credit valuation
- Detailed guidance and Tax Credit Partnership on filing
- **Audit support** on ADP R&D Tax Credits captured

ADP FUELS YOUR BUSINESS GROWTH

4,000+

ADP Tax Credit
clients nationally¹

\$6B

ADP has helped clients capture
more than \$6 billion in
aggregate tax credits and
incentives since 2017¹

Examples ¹ of R&D Tax Credits captured			
VIDEO GAME DEVELOPER <ul style="list-style-type: none">▪ \$1M in annual revenue▪ 20 Employees▪ \$141K in credits over three years▪ Payroll and income tax offset	PHARMACEUTICAL <ul style="list-style-type: none">▪ \$689K in credits over four years▪ 665 Employees▪ Income tax offset, innovation reinvestment	MANUFACTURING <ul style="list-style-type: none">▪ \$8M in annual revenue▪ \$1.6M in tax credits over four years▪ \$394K in state tax credits▪ 250 Employees▪ Income tax offset	BIOTECHNOLOGY <ul style="list-style-type: none">▪ \$3M in annual revenue▪ 28 Employees▪ \$250K in credits for current year▪ Payroll withholding offset

¹ ADP Internal Data



SHAREABLE RESOURCES

ADP SMARTCOMPLIANCE® FOR R&D TAX CREDITS

- [R&D Tax Credits Myths Debunked](#)

READ OUR LATEST ARTICLES

- [What's New for R&D Tax Credits](#)
- [R&D Tax Credit: What It Is and How to Claim It](#)

LEARN MORE ABOUT THE BIO-ADP PROGRAM

- <https://www.bio.org/save/adp-tax-credits>

ADP SmartCompliance®

SAVINGS ACHIEVED THROUGH R&D TAX CREDITS



US Pharmaceuticals is a contract manufacturing organization (CMO), private label manufacturer and distributor of over-the-counter pharmaceuticals. Their products sell through major retail pharmacies — including Walgreens, Rite-Aid and CVS — as private label brands and through institutional healthcare distributors. Unaware that the availability of R&D tax credits that could help reduce the company's tax liability was resulting in a missed opportunity to put money back into the business. Dinesh Patel, president, shares his story with ADP®.



Business Challenge

Unaware of qualifying R&D tax credits meant money was being left on the table that could be used to reinvest back into the company.



How ADP Helped

ADP's team of experts was able to identify qualifying tax credits retroactively for three years and will help determine eligibility moving forward.

A history with ADP

Prior to 1999, the company was much smaller — with approximately 10 to 15 employees — and we used to handle our own payroll. But as we grew past those numbers, I turned to ADP to handle that for us. Currently we're using the RUN Powered by ADP® platform and provide our employees with health insurance, 401(k) and worker compensation through ADP, too. So, I have a very long and successful history with the products and services that ADP offers.

Qualifying for tax credits

My experience with ADP has always been a positive one and what came next was just as welcome as it was unexpected. My new accountant contacted me and informed me that we might be eligible to qualify for existing R&D tax credits based on the type of projects we develop and work on. He did not have the time or resources to stay on top of the different types of credits available but suggested ADP could help. I was excited to learn this might be a possibility for the company and was very happy learn more about it.

Soon after, I was speaking with the ADP R&D tax credit team and they went into great detail how the tax credits — if eligible — can be beneficial to a company like mine as there was potential to save a substantial amount of money. They were very prepared and explained the various processes and resources ADP has in place that could help accurately determine our eligibility. Considering ADP's extensive experience of IRS regulations and tax knowledge, I felt confident they could identify credit opportunities — if any — available for us.

Quick facts

Company:

US Pharmaceuticals

Industry: Healthcare

Owner: Dinesh Patel

Employees: 46

Locations: 1

Headquarters:
Pittsburgh, Pennsylvania

Established: 1981

ADP Product:
RUN Powered by ADP

Website:
unipackinc.com



Always Designing
for People®

"Considering ADP's extensive experience of IRS regulations and tax knowledge, I felt confident they could identify credit opportunities — if any — available for us."

—Dinesh Patel President,
US Pharmaceuticals

Aon Risk Services

Max Conaboy, Senior Vice President

Natalie Marquess, Director – Growth, Life Sciences





Aon Life Sciences
Risk Capital & Human Capital
BIO Savings Week



Industry Expertise – Our Credentials

Leveraging Aon's Industry Expertise to Deliver Distinctive Value for BIO Business Solutions Participants

It is important to have a deep understanding of the dynamics of the industry in which you operate. We support Life Sciences companies at every stage of the life cycle.

With our global presence and regional hubs, we are able to offer **industry leading** solutions for BIO & State Association member companies.

We achieve this through industry insight, thought leadership, client conversations and benchmarking. This helps us enhance our risk capital and human capital capabilities to design the most appropriate solutions.

\$1.5B to \$2B U.S. premium dollars placed per year

More than 2,900 life sciences clients

300+ life sciences expert colleagues across the globe

Advising **more than 86%** of the NASDAQ Biotechnology Index

We advise **100%** of the top clinical research organizations

We advise **40 of the top 50** MedTech companies

We advise **19 of the top 20** Pharma and MedTech firms in the F500

We advise **7 of the top 10** medical device companies

We advise **43 of the top 50** pharmaceutical companies

We advise **96%** of Health Tech companies in the S&P 500

Industry Expertise

Where to Find More

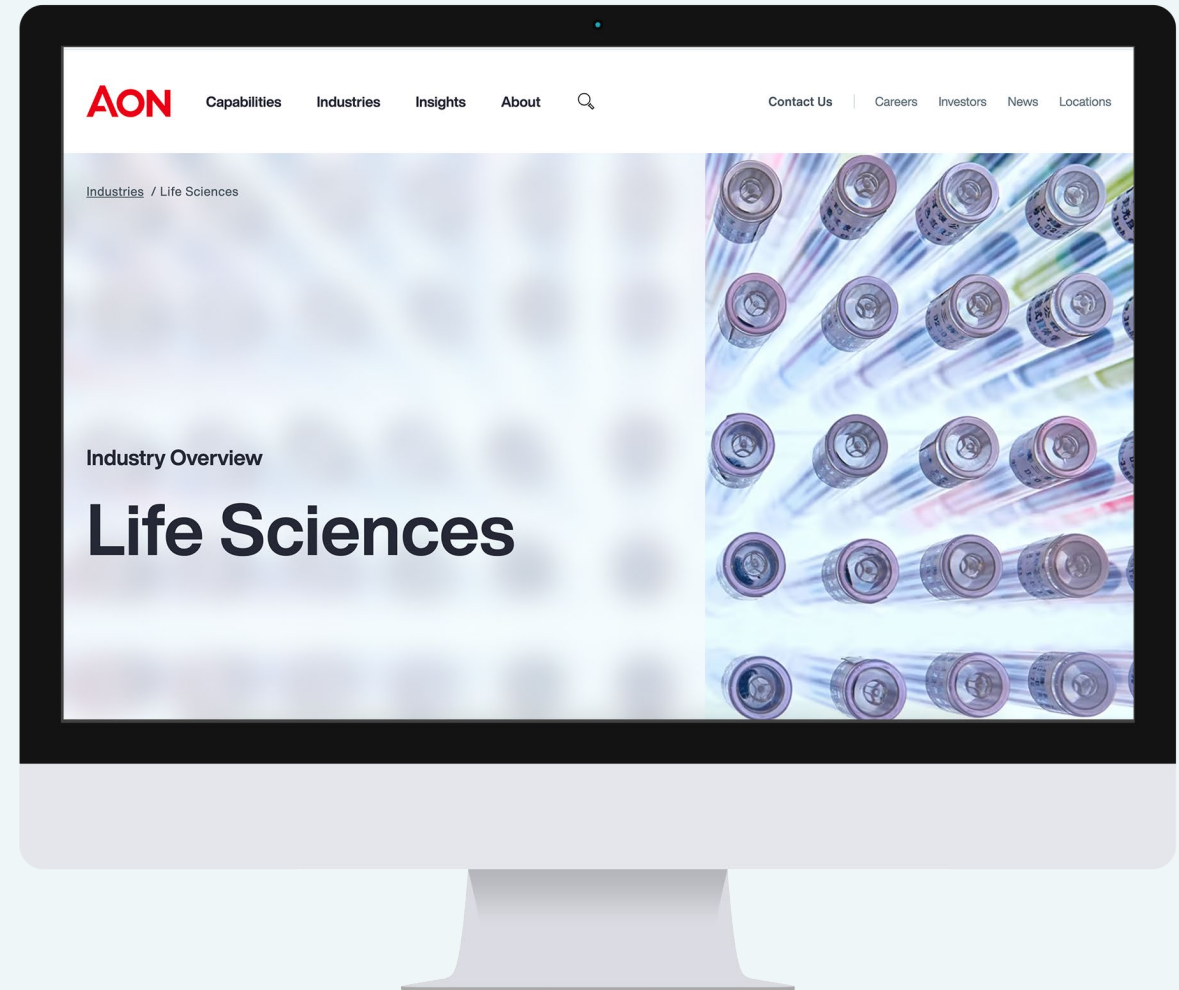
Access the latest Aon life sciences insights:

Aon Tools

- [Aon Global Supply Chain Diagnostic | Aon](#)
- [Cyber Quotient \(CyQu\) Evaluation | Aon](#)
- [Aon Workforce Resilience Assessment Tool](#)
- [Aon Risk Maturity Index 2.0](#)
- [Human Capital Analytics - Radford McLagan Compensation Database](#)

Thought Leadership

- [Top Risks Facing Life Sciences Organizations](#)
- [From Test Tubes to Terabytes: AI's Takeover of Life Sciences](#)
- [Navigating Mergers and Acquisitions Evolution in Life Sciences: Rethinking Risk and Insurance](#)
- [Risk Financing in the Life Sciences Industry](#)
- [Using Data to Close Workforce Gaps in Life Sciences Companies](#)
- [A Surge in Gene and Cell Therapies Raises Financing Questions](#)
- [On Aon's Look at the Rise and Risk of Weight Loss Medications](#)



Life Sciences — Commercial Insurance Continuum

Client Support at Every Stage

Risk	Discovery Preclinical	Clinical Phase 1	Clinical Phase 2 and 3	Regulatory Approval / Launch Preparation	Post Approval / Product Launch
Directors' & Officers' Liability	Initial Exposure	Private D&O or Public D&O (IPO/Reverse Merger)		Public D&O	
Employment Practices/ Fiduciary Liability/Crime	Initial Exposure	Executive Comp. & Liability / Growing Employee Base		Large Employee Base / Robust Employee Benefit Plans	
IP Liability	Initial Exposure	Clinical Product Status		Patents / IP Ownership possible challenges / infringement	
Key Man Life	Employee Key to Company Survival	VCs Require at Early Stage		Balance Sheet Protection	
Workers' Compensation	Employee Base	Small Employee Base		Medium / Large Employee Base	
General Liability/Umbrella/Auto	Initial Exposure			Auto Fleet for Sales Force	
Property	Office / Lab Equipment / R&D	Property / Raw Material Manufacturing		Property / Business Interruption	
Cyber	Initial Exposure	Network Security / Ransom		Network Security / Ransome / Business Interruption	
Product Safety/ Clinical Trials Liability	Clinical Trial Failure Coverage	U.S. Clinical Trials	International Clinical Trials	Product Liability / Product Recall	
Supply Chain/Transit Cargo		Raw Material Sources		Stock / Inventory 3 rd Party Logistics	Trade Credit / Business Continuity / ERM
Builder's Risk				Manufacturing Capacity	
Environmental				Environmental / Pollution Liability	

Life Sciences – Human Capital Continuum

Client Support at Every Stage

Startup

- **Initial compensation reference points**
- Executive compensation review
- Establish job definitions and leveling criteria

Development Phase or Pre-Clinical

- **Assessment of cash and equity-compensation plans**
- Initial health and benefits engagement

Private to Public Transition

- Salary structure design
- **Equity retention analysis**
- Incentive plan design
- Disclosure preparation
- Retirement and benefit plan design

Clinical or Regulatory Approval

- Governance review
- **Compensation transition strategy**
- Talent assessments
- Workforce optimization
- Inclusion and diversity analysis

Commercialization

- Sales incentive plans
- Equity guidelines
- Pay equity
- Job architecture

Acquisition or Merger Ready

- M&A Solutions
- **Total rewards optimization**
- Employee sentiment
- Communications

Radford Global Compensation Database (RGCD)

Comprised of more than 6,700 companies and 20 million incumbents globally from all industries, **the Radford Global Compensation Database (RGCD) is the leading source of compensation data**

6,700+

Participating
Firms

3,500+

Private
Companies

20.5M+

Million
Employees

103

Countries with
Reported Results

13,400+

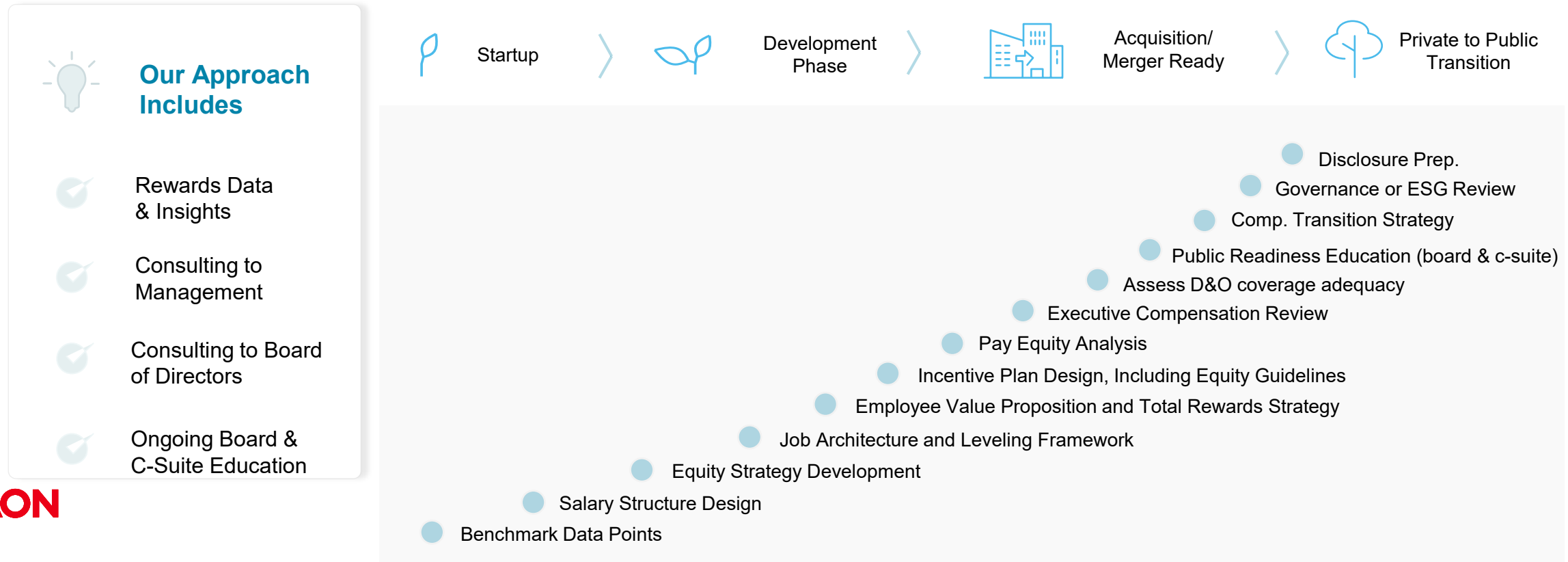
Highly Targeted
Jobs and Levels

- **High Quality, Fresh Data** – We are participation only, we never crowd-source data or use third party data. This means our data accurately reflects current market practice.
- **Data Updated Quarterly** – Clients consistently have access to the most recent compensation data, key to staying ahead of competition in the fast-paced technology talent market.
- **Go-to data provider** – Our extensive list of participants includes a wide range of companies with particularly deep focus in the technology, life sciences, and financial services industries.
- **Real Customer Service** – All clients have access to a dedicated support team which includes an Account Manager and Survey Consultant (data and platform expert).
- **Market Leading Technology** – Benchmarks delivered through our Radford Network in seconds.

Case Study - IPO Roadmap

Aon assists companies in rapidly transforming their compensation programs to enter life as a public company with all the appropriate **executive compensation, director compensation, equity award and corporate governance protocols in place.**

- **Create and complete an IPO checklist:** We'll walk you through all the key issues to consider in advance of an IPO.
- **Benchmark rewards at every phase of an IPO:** Leveraging our comprehensive proprietary surveys and robust database of public filings, we help companies pinpoint the best ways to reward key talent before, in anticipation of, and after an IPO.
- **New equity plan design:** We'll help you understand trends in the market, right-size your share request, and implement key design features, including evergreen provisions and employee stock purchase plans.



Case Study - Commercial Launch of a Breakthrough Pharmaceutical

Aon's approach to supply chain analysis, property insurance coverage, and business interruption valuations in the context of supporting a successful commercial product launch

Background

A venture-backed biotechnology company is preparing to launch its first FDA-approved drug. The company has invested significant capital and is transitioning from R&D to full-scale commercial operations.

Leadership is concerned about the complex risks associated with scaling up manufacturing, ensuring supply chain resilience, and protecting revenue streams against potential disruptions. They engage Aon to provide comprehensive risk advisory as they approach commercialization.

Aon Approach

Supply Chain Risk Analysis: Mapping end-to-end supply chains, identifying all critical suppliers, contract manufacturers, logistics providers, and distribution partners

Property Coverage Optimization: Compare existing property insurance against industry benchmarks, identifying gaps in coverage for high-value equipment, temperature-sensitive inventory, and transit exposures

Business Interruption Valuation: Work with finance and operations teams to model potential revenue loss scenarios, considering factors like production delays, supply chain interruptions, and regulatory holds

Benefits and Value

Supply Chain Risk Analysis: Gain a clear understanding of supply chain vulnerabilities and implement targeted risk controls, increasing resilience ahead of launch

Property Coverage Optimization: Secure comprehensive property insurance tailored to its evolving risk profile, supporting business continuity and investor confidence

Business Interruption Valuation: Financially protected against launch delays and supply chain disruptions, providing reassurance to investors and commercial partners.

Next Steps & Contacts

Natalie Marquess

Director – Growth, Life Sciences

Natalie.marquess@aon.com

415.696.8515

Max Conaboy

Senior Vice President, Life Sciences

Max.conaboy2@aon.com

570.407.1696

About Aon

Aon plc (NYSE: AON) exists to shape decisions for the better — to protect and enrich the lives of people around the world. Our colleagues provide our clients in over 120 countries and sovereignties with advice and solutions that give them the clarity and confidence to make better decisions to protect and grow their business.

Follow Aon on [LinkedIn](#), [Twitter](#), [Facebook](#) and [Instagram](#). Stay up-to-date by visiting the [Aon Newsroom](#) and sign up for News Alerts [here](#).

© Aon plc 2023. All rights reserved.

The information contained herein and the statements expressed are of a general nature and are not intended to address the circumstances of any particular individual or entity. Although we endeavor to provide accurate and timely information, and use sources we consider reliable, there can be no guarantee that such information is accurate as of the date it is received or that it will continue to be accurate in the future. No one should act on such information without appropriate professional advice after a thorough examination of the particular situation.

www.aon.com



Today's presenters





Biotechnology
Innovation Organization

Stay up-to-date!



Follow on LinkedIn



**Biotechnology Innovation
Organization**

Biotechnology Research
Washington, DC

93K followers



21 connections work here

✓ Following

View page



BIO Business Solutions®

Biotechnology Research
Washington, District of Columbia

2K followers

Message

✓ Following

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



Gaby Levey

glevey@brex.com



Jose Arellano

Jose.Arellano@adp.com



Max Conaboy

Max.conaboy2@aon.com

Natalie Marquess

Natalie.marquess@aon.com



BIO Savings Week Schedule

Upcoming Sessions

- **Wednesday – Software & Executive Strategy**
 - ShareVault, PSC Software, BiotechExec
- **Thursday – Ops, Logistics & Travel**
 - ODP Business Solutions, Corporate Traveler, UPS Healthcare
- **Friday – BIO Business Solutions Overview & Avantor Spotlight**

Previous Sessions

- **Monday – Lab Facilities & Regulatory Services**
 - American Laboratory Trading (ALT), SU Group, PSC Biotech

