



SAVINGS WEEK

Day 4 – Ops, Logistics & Travel

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



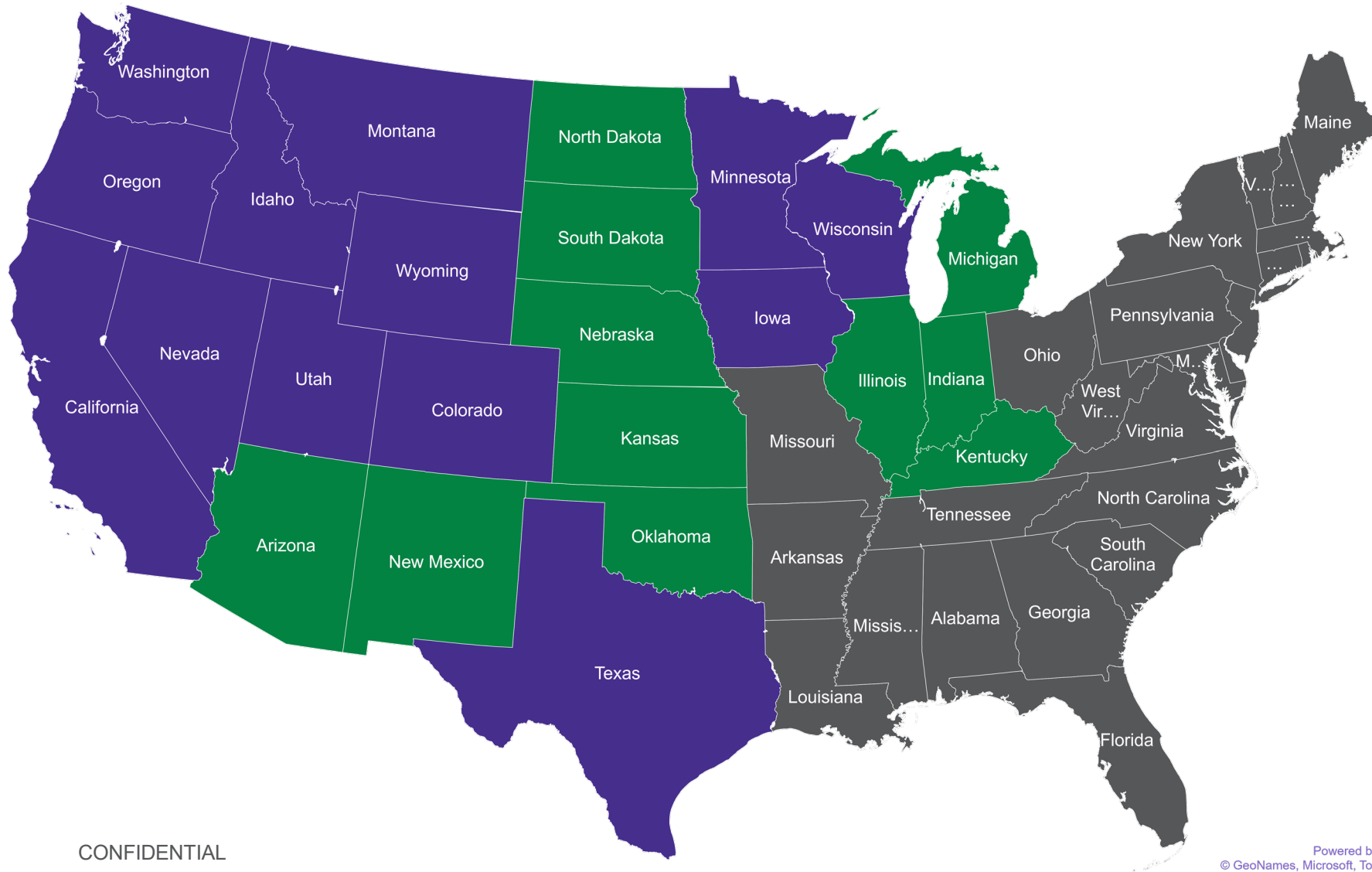
**Anna Baskina,
Senior Manager,
BIO Business Solutions**



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



BIO Business Solutions® BD Team



■ Neil
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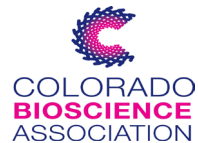


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Endorsing State Life Science Associations



Today's presenters



**CORPORATE
TRAVELER™**



UPS Healthcare



ODP Business Solutions

Sarah Glazier

Senior Contract Sales Manager



BIO Business Solutions Member Benefit Program



The ODP Corporation

Through its operating companies **Office Depot, LLC; ODP Business Solutions, LLC; and Veyer, LLC,**

The ODP Corporation empowers every business, professional, and consumer to achieve more every day.

ODP Business Solutions

ODP Business Solutions is a leading provider of business products and services, catering to organizations of all sizes.

Formerly part of Office Depot, it focuses on delivering tailored solutions for office supplies, furniture, technology, and print services. With a commitment to efficiency and innovation, ODP Business Solutions helps businesses streamline operations, reduce costs, and stay productive.

Office Depot Retail Stores

ODP Business Solutions offers a **Buy Online, Pick Up In Store (BOPIS)** service, providing customers with a convenient way to shop.

This service allows businesses to order essential office supplies, furniture, and technology online and pick them up at a nearby Office Depot retail store, often on the same day. Perfect for businesses needing fast, flexible solutions!

Veyer

Veyer is a supply chain and logistics-focused business under The ODP Corporation.

It specializes in providing innovative and efficient solutions to streamline the movement of goods and services.

Veyer leverages advanced technologies and expertise to optimize supply chain operations, ensuring timely delivery and enhanced efficiency for businesses across various industries.

Solutions to Fit Your Needs

Office Supplies



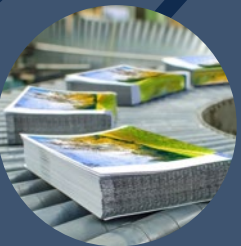
Furniture



Breakroom / Facilities



Print & Promo



Technology



Hospitality



What's in It for You?

- **BIO Business Solutions Program Saves you time and money with pre-negotiated prices and discounts**
- **Discounts up to 50%** on ODP Business stocked items
- **Additional Savings:** Exclusive monthly specials, coupons, and limited-time offers
- **Free Delivery** on qualifying orders over \$30
- **Pick up in store** buy online and pick up in Office Depot / Office Max store
- **Categories:** Office supplies, furniture, facilities, breakroom, technology, and more!

ODP Business Solutions website is designed to provide a seamless and efficient purchasing experience for our customers.

Our **dashboard features** offer robust tools to help you streamline your procurement process, including:

- **Personalized Dashboard:** Access a customized view of your account, recent orders, and frequently purchased items.
- **Order Tracking:** Monitor the status of your orders in real time, from placement to delivery.
- **Spend Analytics:** Gain valuable insights into your purchasing patterns with detailed spend reports and analytics.
- **Approval Workflows:** Set up multi-level approval processes to ensure compliance with your organization's procurement policies.
- **Custom Catalogs and Favorites:** Create tailored product lists and favorites for quick, repeat ordering.
- **User Management:** Easily add or manage users, assign roles, and set purchasing limits to maintain control and visibility.

With these features, the ODP Business Solutions website empowers your organization to save time, control costs, and make informed purchasing decisions.

Online Dashboard On Demand

UTILIZATION STATISTICS

Spend Analysis ▾

By Year

By Category

By Ship To

By Cost Center

Select Cart Savings

KPI

Aging Report

Diversity Spend

Store Spend

Average Order Savings

Green Spend



ODP Business Solutions Select Cart

Benefits:

- Educates users
- Promotes best program practices
- Product compliance
- Green initiatives

Best Value = Contract Items

Smart Value = Lower Cost Alternates

Greener Alternate = Sustainable Alternates

You requested this item

But you can save \$2.85 by choosing this item.

CURRENT ITEM	OFFICE DEPOT BRAND SMART ALTERNATIVE
 Post-it® Super Sticky Notes, 3" x 3", Rio de Janeiro, Pack Of 12 Pads Item # 544458	 Office Depot® Brand Sticky Notes, 3" x 3", Assorted Deep Colors, 100 Sheets Per Pad, Pack Of 12 Item # 843796
Your Price: \$19.94 /pack Qty: 1	Your Price: \$17.09 /pack <input type="checkbox"/> Choose this item.

→

But you can save \$12.44 by choosing this item.

CURRENT ITEM	SMART VALUE ITEM
 Hammermill® Paper, Copy Plus MP, Ledger Size (11" x 17"), 20 Lb, Ream Of 500 Sheets, Case Of 5 Reams Item # 297197	 Office Depot® Copy And Print Paper, Ledger Size (11" x 17"), 20 Lb, Ream Of 500 Sheets, Case Of 5 Reams Item # 536648
Your Price: \$76.49 /case Qty: 1	Your Price: \$64.05 /case <input type="checkbox"/> Choose this item.

→

But this item is eco-preferable

CURRENT ITEM	GREENER ALTERNATIVE
 HP 43X, Black Original Toner Cartridge (C8543X) Item # 743161	 Office Depot® Brand 43X Remanufactured High-Yield Toner Cartridge Replacement For HP 43X Black Item # 164107
Your Price: \$337.99 /each Qty: 1	Your Price: \$209.99 /each <input type="checkbox"/> Choose this item.

Cancel [REPLACE CHECKED ITEMS](#)

Benefits Summary

- Savings through pre-negotiated discounts
- No cost to participate in the program.
- We do not charge customers to have access to their account. In other words, you can add as many users as you need and access reporting tools and reports all at no charge.
- We offer pricing flexibility to assist you in achieving your savings goals. We pride ourselves on delivering tailored solutions that meet the unique requirements of each of our clients.
- Dedicated Account Management Team: Our dedicated team is here to support you and your associates every step of the way. Whether you have questions, need product information, suggestions, or even assistance with our website, our account managers are readily available to provide the help you need. **Say goodbye to the hassle of hunting down a sales associate – our team is just a call or email away.**
- **Reporting**
 - Quarterly Business Reviews
 - Dashboard and ADHOCK

Participation is quick, easy, and free!
Once signed up, you'll unlock all benefits for BIO and Affiliate members.

- **Get Started:**
- **Start shopping today:** Visit [ODP Business Solutions](https://odpbusiness.com) to register, shop online, and check out with your credit card.
- **Account Billing?** Email us at bio@odpbusiness.com
- **Need more information? Simply drop us an email at bio@odpbusiness.com and one of our team members will be in touch.**

September ODP Coupon



odpbusiness.com
888.263.3423



Gear up for a summer of savings

Save more when you stock up on supplies with ODP®.

\$25 OFF

YOUR QUALIFYING
\$200 MINIMUM PURCHASE

Coupon Code 82242635

Valid at odpbusiness.com from 07/1/2025-09/30/2025. Excludes technology. Other exclusions apply. See last page for details.

Corporate Traveler

Matt Curry, Principal Account Executive

Dave Tucker, Principal Account Executive



Welcome Aboard



Who we are

- Partner travel agency for BIO and state life science association members
- Specialists in Life Science Travel
- Member Companies Receive Exclusive Savings & Discounts





**Is your business
Taking off?**



Who We Are



Mission

At Corporate Traveler, our mission is to empower companies to achieve their business goals through smarter, more streamlined travel solutions. We're dedicated to **reducing** costs, **optimizing** resources, and **enhancing** the travel experience for your team, because when travel works better, business works better.

How we can help your members

- ✓ Scaling for hypergrowth
- ✓ Streamlining policy & approval workflows
- ✓ 24/7 support on phone, email, or chat
- ✓ Cost savings on travel spend
- ✓ Improved employee & traveler experience

And we know all about:

- ✓ Advisory Boards
- ✓ Consultant Meetings
- ✓ FDA Hearings
- ✓ Recruiting Events
- ✓ Clinical Trials & Patient Meetings
- ✓ Airlift Analysis
- ✓ Sunshine Act/HIPAA and GCP Compliance
- ✓ JP Morgan and Other Conferences

Life Sciences Experts – BIO Members



Existing Partners

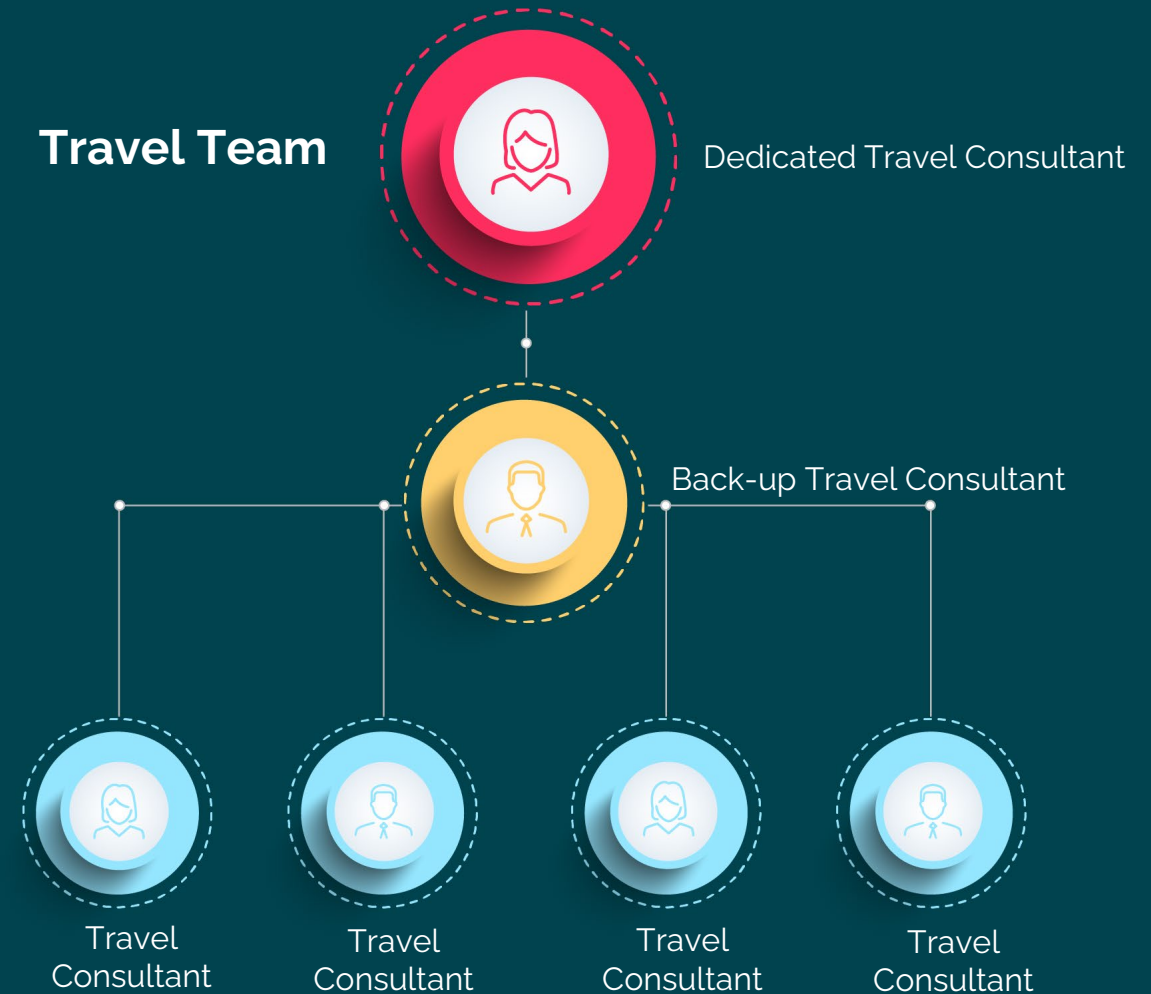


+ Many More

ELEVATED SERVICE

- Dedicated VIP Support
- Rapid 24/7 After-hours Support
- Calls answered in 3-5 rings. No voicemails. 2-min chat.
- Guest Travel, Group Booking & Hotel Room Block Support
- Experience with sensitive

Travel Team



Online booking platform:



Self-Serve and book in under 5 minutes



**Human support 24/7/365 –
average customer response time of 90
seconds**



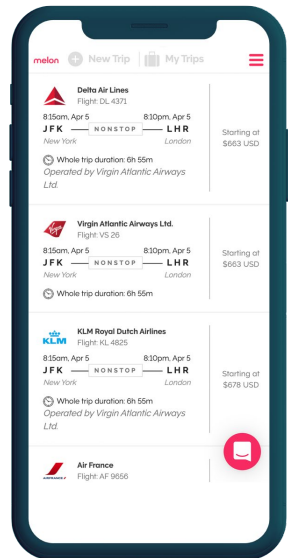
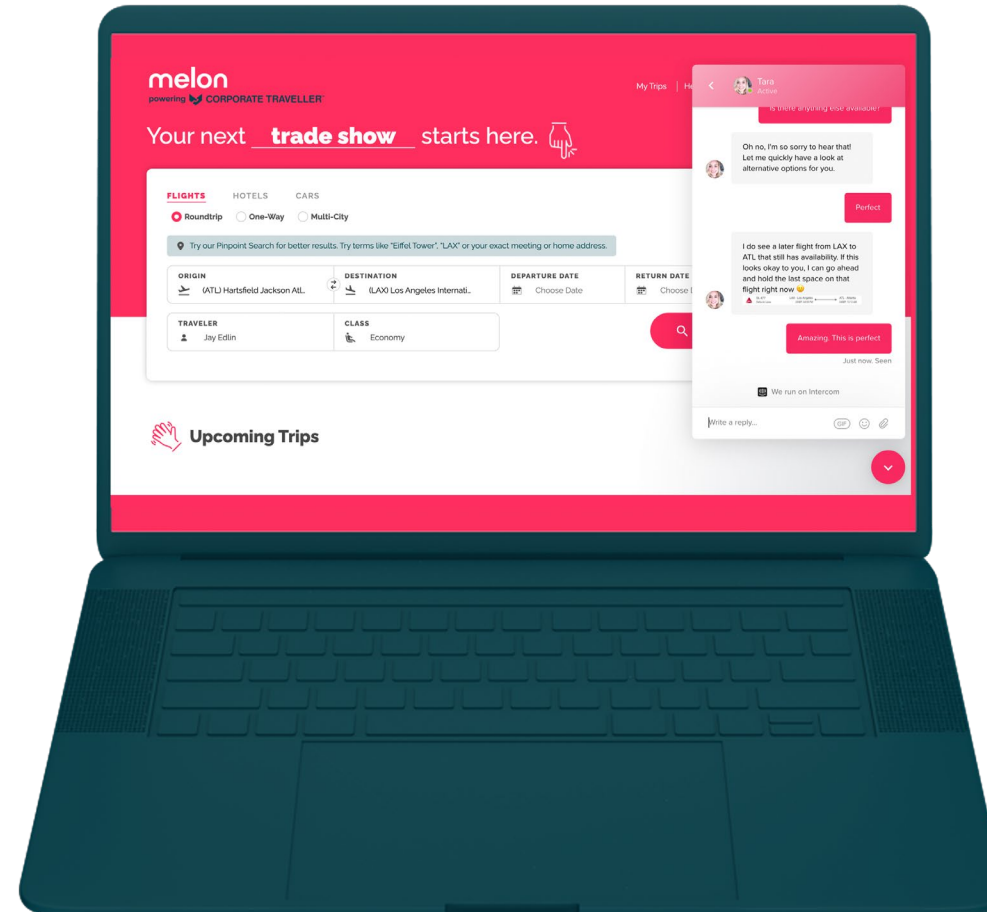
**Consolidation, visibility and expense policy
approvals**



Arrange & manage travel for others



Elite Preferred Vendor of Concur Travel



Eliquent Life Sciences – Scaling with Service

Who: Eliquent Life Sciences, a full-cycle life sciences consulting company.

Why: The business expanded globally with a significant presence in the EU, Canada, and the US and covered a group of five different companies with five separate travel policies. They were facing a headache with travel planning.

What: Effectively tackle the travel of internal consultants and contractors without losing control.

How:

- Dedicated support with their CSM & Travel Manager meant we knew their company inside and out to deliver custom tailored recommendations
 - Melon – Online bookings in policy, reporting, & duty of care all in one place
 - Payment - streamlined billing for air, hotel, and car
- Worked with multiple business stakeholders with competing priorities to align through policy, approvals, & reporting

2016

Client since

240

Travelers (82% consultants)

55%

Self-serve bookings

"The transparency and the communication from the Corporate Traveler side really are key. That's what gets us over hurdles ensuring we communicate with each other."

Patrice Mistretta, Business Operations Manager @ Eliquent Life Sciences

BIO & State Life Science Association Member Offer

BIO Savings Week offer - We'd love to meet you this month!

You will unlock a special offer where you will receive a \$1,000 travel voucher if you sign on with Corporate Traveler before December 31st

Further Savings

- Discounted Fees
- Complementary line of credit usage
- Additional \$500 travel voucher for BIO Members

In 2024, we've helped life science organizations save over **\$640K** on their business travel, which generated **\$2.14 in savings for every \$1 spent on fees.**

+200%
ROI



Book a meeting with us!

Contact save@bio.org and the BIO business development team will put you in touch.

OR

Reach out directly to:

Ellah at Ellah.Seno@corporatetraveler.us

Thank you!



UPS Healthcare

Alina Mencias,

Americas Product Marketing & Go-to-Market Strategy





UPS HEALTHCARE x BIO

Proud BBS Partner Since 2020

September 2025



WHAT IS YOUR #1 LOGISTICS CHALLENGE?

Overcoming today's logistical challenges is key to unlocking tomorrow's biotech breakthroughs





**FROM YOUR PAIN POINTS TO
PROVEN SOLUTIONS**

UPS HEALTHCARE



VISION

To be the **world's most patient centric** supply chain company



MISSION





To **orchestrate complex supply chains** for the healthcare ecosystem to enable **best in class customer experience**



UPS HEALTHCARE STRATEGY

Where We Focus

We focus on customers with the most **complex healthcare logistics** needs:

-  Clinical
-  Pharmaceuticals
-  Labs and Diagnostics
-  Medical Devices

Our Approach

End-to-end product offering:

- Best-in-class **Quality** Assurance
- **Expand** into New Markets
- Focus on **Optimization**
- Delivering Best **Customer Experience**
- Develop **Innovative Services**
- Make **Precision Logistics** look easy



END-TO-END VISIBILITY

BIO MEMBERS UNLOCK PREFERRED RATES VIA SELF-SERVE TOOLS

JOIN NOW:



As a **BIO Business Solutions® preferred partner**, UPS Healthcare offers exclusive discounts and specialized support for biotech and life sciences companies.

Benefits include:

- Tiered shipping **discounts**
- **Custom logistics** for small-batch and specialty distribution
- **No contract required** to enroll
- **Direct support** for onboarding and solutions

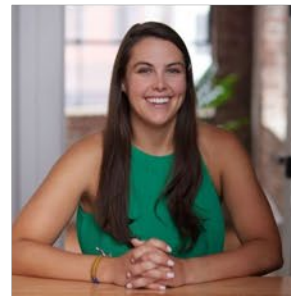


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Promo Code: CRBKAD4Q8



Alina Mencias

Marketing / Strategy

Oversees BIO Relationship

upshealthcareassociations@ups.com

WHY UPS HEALTHCARE - PHARMA INDUSTRY HIGHLIGHTS

1

Best-In-Class Quality & KPI Performance

With 99.9% cold-chain OTIF performance¹ - compared to a 7% industry wastage baseline - UPS virtually eliminates excursion-related write-offs, saving approximately \$700,000 per million doses shipped

2

Trusted Performance Record

UPS delivered over 1 billion COVID-19 vaccine doses with 99.9% on-time performance² - demonstrating proven, blockbuster-scale reliability

3

Scalable, Differentiated Capacity

18 million ft² of validated, healthcare-dedicated space worldwide² - featuring cold chain dock-to-cooler workflows that eliminate time-out-of-temperature (TOUT) excursions

4

Most Trusted Brand

13 of the world's top global pharmaceutical brands trust UPS for warehousing and distribution¹ - backed by seven consecutive years as a Gartner Magic Quadrant leader.



WHY UPS HEALTHCARE – MEDICAL DEVICE INDUSTRY HIGHLIGHTS



1

Best-In-Class Quality

One unified ISO 13485-certified eQMS across all facilities means **consistent, audit-ready compliance**¹ - no matter where your products are stored or shipped.



2

Operational Excellence

On-time receiving, shipping, and order accuracy above **99.9%** - delivering **unmatched reliability and compliance** for your high-value medical devices² - because in healthcare, **0.1% isn't a margin for error.**



3

Differentiated Capabilities

Locus autonomous mobile robots (AMRs) **double pick rates** - from ~45 to 90+ lines per hour - **without expanding footprint, boosting efficiency** while preserving **near-perfect accuracy**².



4

Most Trusted Brand

UPS **consistently ranks** at or **near the top of every major industry benchmark**², with these public-domain endorsements translating directly into **measurable value** for life sciences logistics programs

WHY UPS HEALTHCARE – LABORATORY INDUSTRY HIGHLIGHTS

1

Best-In-Class Quality

Point-to-point lab logistics with 24/7 ops, **full chain of custody**, and **specimen-level visibility** - preserving specimen integrity and **streamlining accessioning**.

2

Faster Clinical Decisions

With **early extract** access for all customers, UPS Healthcare Labport enables **same-morning results** - cutting turnaround time by up to 12 hours¹, **streamlining workflows**, and **accelerating clinical decisions**.

3

Differentiated Capabilities

UPS' exclusive Pickup Point Placards give central labs **unmatched control and visibility** with self-service setup, **standardized pickup times** across your enterprise, and **real-time monitoring** - driving consistency no competitor can match.

4

Most Trusted Brand

Ranked **#1 'Most Trustworthy' logistics company** by Newsweek (2025)¹ and recognized as a **Gartner Magic Quadrant leader** for seven consecutive years².

Giving labs a partner stakeholders already rely on.



UPS Healthcare
Quality Focused. Patient Driven.

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Source: ¹UPS.com, ²Gartner Magic Quadrant

SIGN UP TODAY & REACH OUT WITH ANY QUESTIONS!

JOIN NOW:



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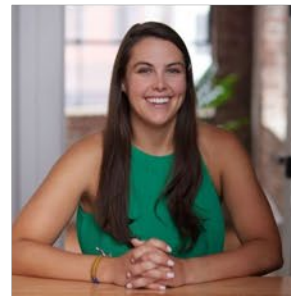


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Promo Code: CRBKAD4Q8



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MOVING OUR WORLD FORWARD BY DELIVERING WHAT MATTERS™



UPS Healthcare

Quality Focused. Patient Driven.

Today's presenters



**CORPORATE
TRAVELER™**



UPS Healthcare





Biotechnology
Innovation Organization

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Organization**

Biotechnology Research
Washington, DC

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21 connections work here

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Washington, District of Columbia

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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



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UPS Healthcare

Alina Mencias

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BIO Savings Week Schedule

Upcoming Sessions

- **Friday – BIO Business Solutions Overview & Avantor**

Previous Sessions

- **Monday – Lab Facilities & Regulatory Services**
 - American Laboratory Trading (ALT), SU Group, PSC Biotech
- **Tuesday – Finance & Insurance Tools**
 - Brex, ADP R&D Tax Credits, Aon Insurance and Human Capital Services
- **Wednesday – Software & Executive Strategy**
 - ShareVault, PSC Software, BiotechExec

