



# *SAVINGS WEEK*

## **Day 5 – BIO Business Solutions Overview & Avantor Spotlight**

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**

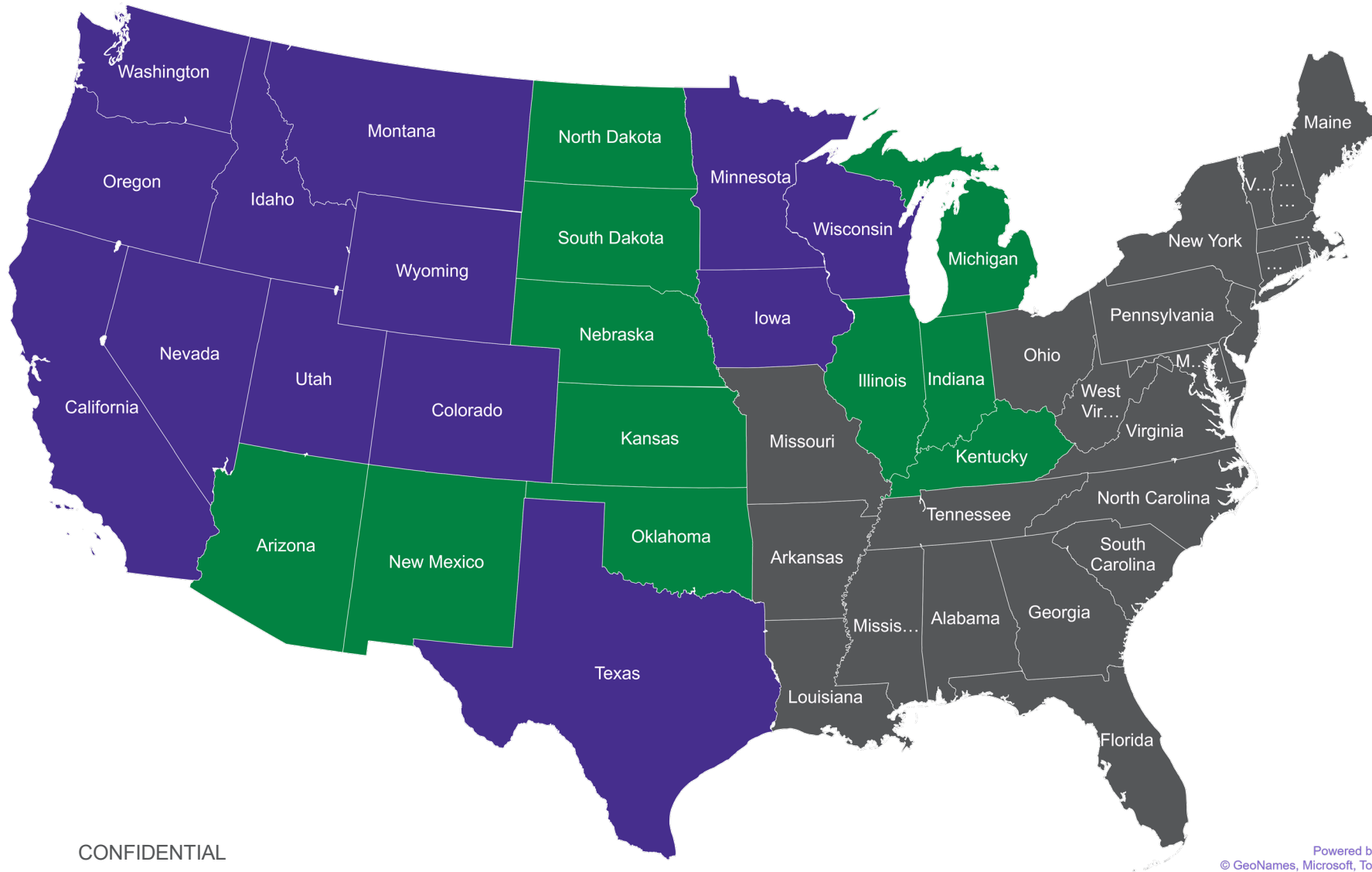


**Dalexi Carrillo,  
Director,  
Communications & Data Analysis**





# BIO Business Solutions® BD Team



■ Neil  
■ Jeff  
■ Jim



**Jeff Vallergera**  
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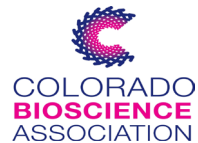


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# Endorsing State Life Science Associations



# Today's presenter





# Avantor

Andy Wilson

Director, Strategic Alliances



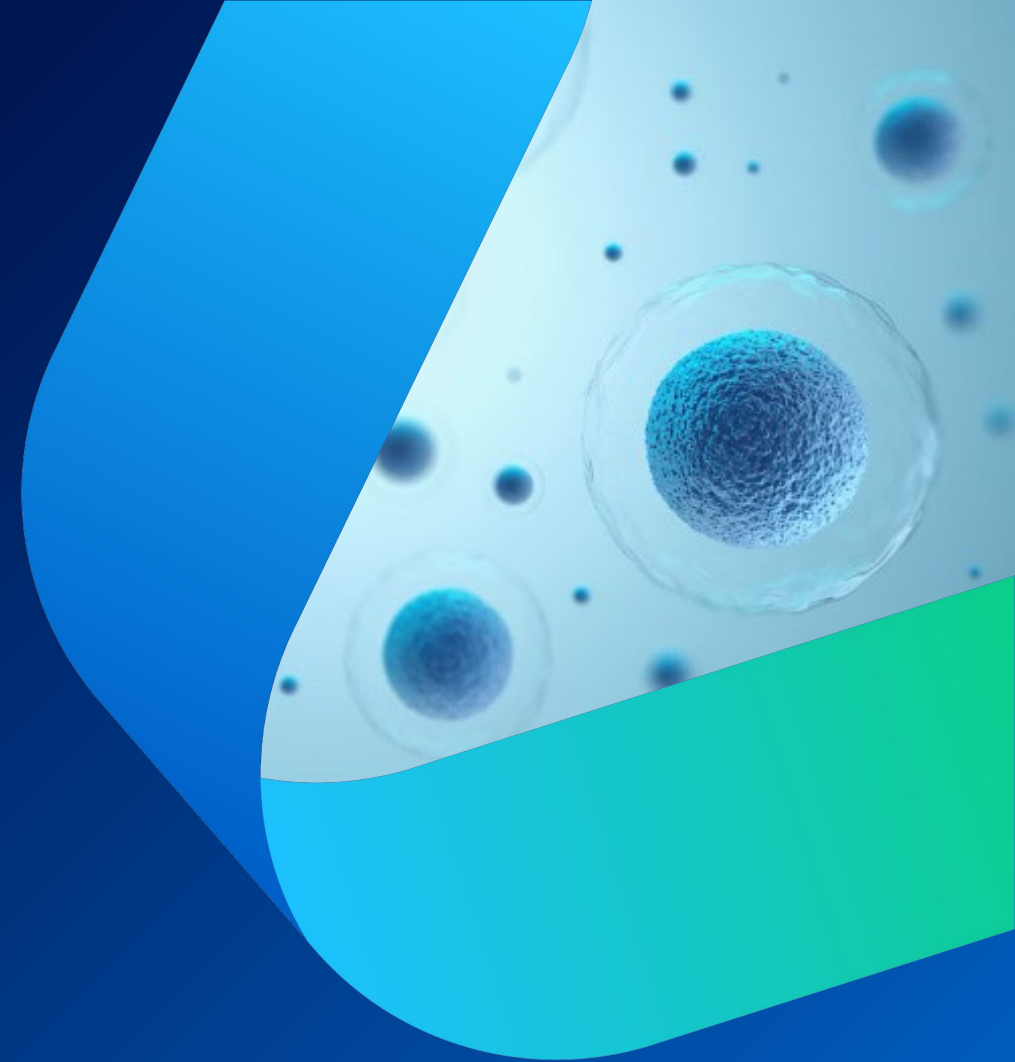


# Savings Week!

## Avantor's BIO Cost Savings Program Overview

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September 12<sup>th</sup> 2025



# Who We Are?



Avantor

# Two Complementary Segments



**LABORATORY SOLUTIONS**

**~2/3 of Business**



**BIOSCIENCE PRODUCTION**

**~1/3 of Business**

# An Industry-Leading Partner

## A LEADING PARTNER FOR LABS

**#1/#2**

GLOBAL PARTNER FOR  
LAB CONSUMABLES

.....

SERVING  
**20 OF TOP 20**  
PHARMA COMPANIES

.....

ACCESS TO  
**3,700+**  
ORGANIZATIONS  
THROUGH BIO CONSORTIUM

## OFFERING HIGH-QUALITY SOLUTIONS

**MILLIONS**

OF OFFERINGS FROM PROPRIETARY  
& 3RD- PARTY SOURCES

.....

**GMP-Grade**  
LAB MATERIALS FOR RESEARCH

.....

**>100 GxP**  
& ISO-CERTIFIED MANUFACTURING AND  
DISTRIBUTION FACILITIES HANDLING  
REGULATED PRODUCTS

## ENABLING CUSTOMER INNOVATION

**2,500+**

ASSOCIATES ON-SITE AT CUSTOMER  
LOCATIONS

.....

INCREASING INNOVATIVE  
OFFERINGS IN  
**High-Growth**  
APPLICATIONS

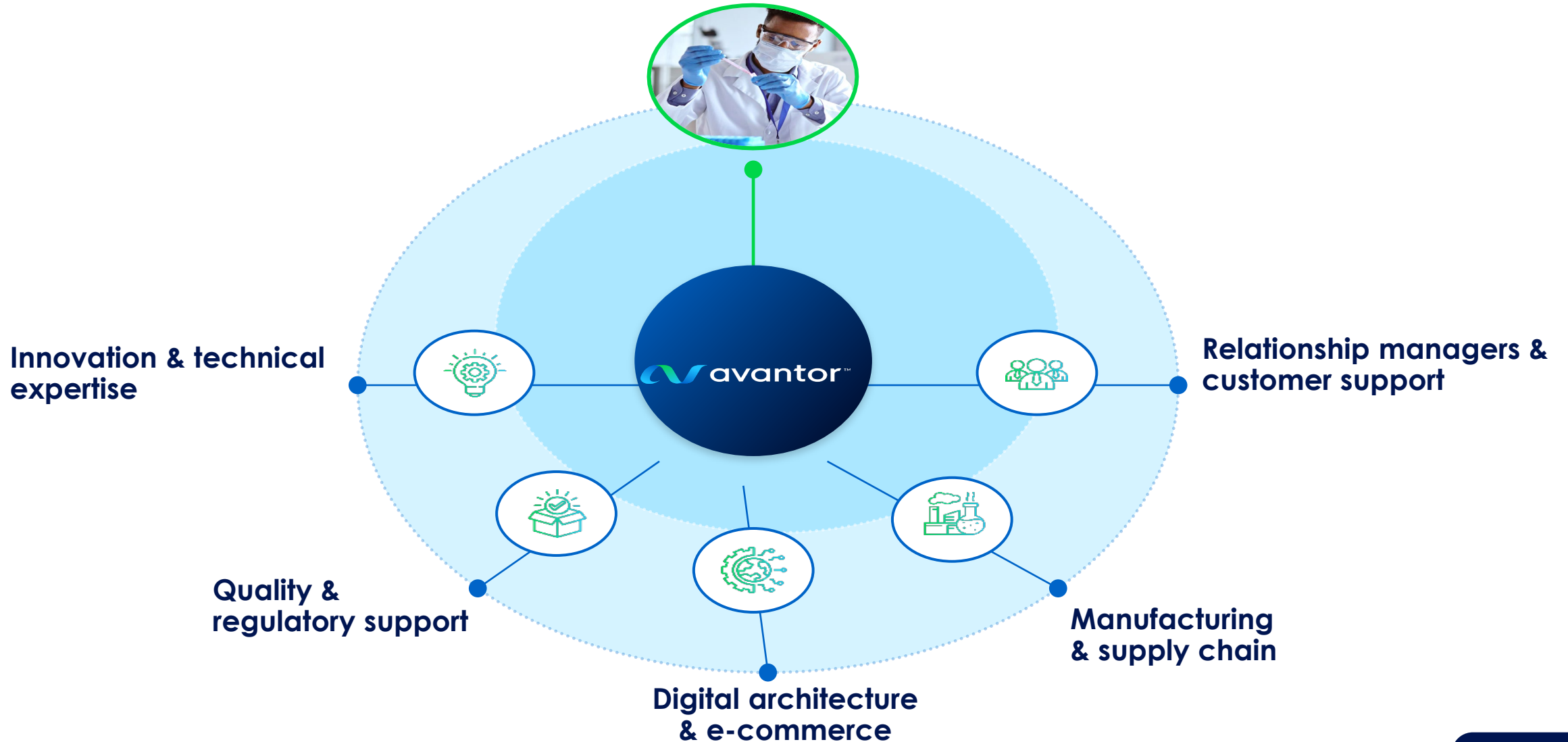
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**Digital Solutions**  
TO RETURN TIME TO SCIENCE



# Delivering Value

## LABORATORY SOLUTIONS



# Comprehensive Lab Solutions

## LAB SPECIALTY PRODUCTS

Avantor proprietary offerings



**Building a portfolio of proprietary solutions**

## ADVANCED LAB SERVICES

Services & Digital Solutions



- Inventory Manager
- Equipment Services
- Digital Laboratory Ecosystem
- On-site Customer Services
- Specialty Procurement Services

**Strengthening customer relationships**

## TOTAL SCIENCE SOLUTIONS

Third-party products



**Providing innovative comprehensive lab offerings**

# North America Distribution Network

- Approx. 2 million sq. ft. of warehouse space
- 8 Regional Distribution Centers in the U.S. and Canada
- 3 Local Service Centers
- Over 50 Storerooms on customer sites
- Over 8,000 suppliers
- Approx. 110,000 pallet places

- Distribution Centers (DC)
- Regional Distribution Centers (RDC)
- Local Distribution Centers (LDC)
- Manufacturing Sites



# Avantor and BIO Business Solutions



Life Science Supply Company

# Avantor and BBS



Avantor is the premier supplier of Life Science based goods and services of the BIO Business Solutions Program. The largest cost-savings program for the life sciences industry, operated by the Biotechnology Innovation Organization (BIO)



UPS Healthcare





# Avantor BIO Program Benefits



✓ **Competitive pricing** – receive the buying power of **Avantor's** largest contract

✓ **Growth Rebate** - **Avantor** also pays a 3% rebate based on sales growth over prior year

✓ **Freight incentives** – **Avantor** pays freight from all our Regional Distribution Centers, as well as fuel surcharges and hazardous material shipping fees

✓ **Discounts on Avantor Services** – **Avantor** provides discounts on services. In addition, Avantor pays the annual license fee for our Inventory Manager software

✓ **eCommerce Rebate** - **Avantor** pays an eCommerce rebate based on order lines going through an eCommerce platform

✓ **Dedicated Customer Care Team** - this team only supports our customers on the **Avantor** BIO Program and affords our BIO customers an extra level of support

# Program Value

- ✓ **MAXIMIZE SAVINGS:** Industry-leading pricing that reduces costs.
- ✓ **SAVE TIME:** Pre-negotiated terms
- ✓ **BOOST EFFICIENCY:** Streamlined supply chain so you can focus on core strengths.
- ✓ **RELIABLE SUPPORT:** Dedicated experts that adapt to your needs.

**The Avantor Bio Contract: Supporting your mission-critical needs with reliability and expertise**

# Savings for all Company Types and Sizes

## Small/Start-Up Size

### Nutraceutical

28% Savings  
on  
\$10,000 in Spend  
.....

### Microelectronics

33% Savings  
on  
\$93,000 in Spend  
.....

### Food and Beverage

37% Savings  
on  
\$17,000 in Spend  
.....

## Emerging/Mid-Size

### Agricultural

15% Savings  
on  
\$476K in Spend  
.....

### Cannabis

21% Savings  
on  
\$265,000 in Spend  
.....

### CDMO

16% Savings  
on  
\$255,000 in Spend  
.....

## Established/Large-Size

### Tissue Biotechnology

8.3% Savings  
on  
\$1.5M in Spend  
.....

### Reference Lab

8% Savings  
on  
\$9.3M in Spend  
.....

### CDMO / CRO

16% Savings  
on  
\$1.2M in Spend  
.....

- ✓ Significant savings on freight
- ✓ Extra earnings through growth and e-commerce rebates

# Getting Started with the Avantor Bio Contract

**Reach out to your local  
Avantor Sales Representative**



**Andy Wilson, Director, Strategic Alliances**

**858-603-2908**

**Andy.Wilson@avantorsciences.com**



**Tina Nuthulaganti, Director, Strategic Alliances**

**215-498-8753**

**Tina.Nuthulaganti@avantorsciences.com**



**Thank you for your time!**

Do you have questions?





# Today's presenters





**Biotechnology**  
Innovation Organization

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Organization**

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Washington, DC

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**BIO Business Solutions®**

Biotechnology Research  
Washington, District of Columbia

2K followers

✉ Message

✓ Following

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## Bio.News

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# Today's presenters



**Andy Wilson**

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# BIO Savings Week Recap

## 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
- **Thursday – Ops, Logistics & Travel**
  - ODP Business Solutions, Corporate Traveler, UPS Healthcare

Recordings will be available - <https://www.bio.org/webinars/bio-benefits>

