



SAVINGS WEEK

Day 2 – Core Business Operations Support

by

BIO Business Solutions®

The largest cost savings program for
the life sciences industry.

BIO Business Solutions: A Membership Benefit

What is it?

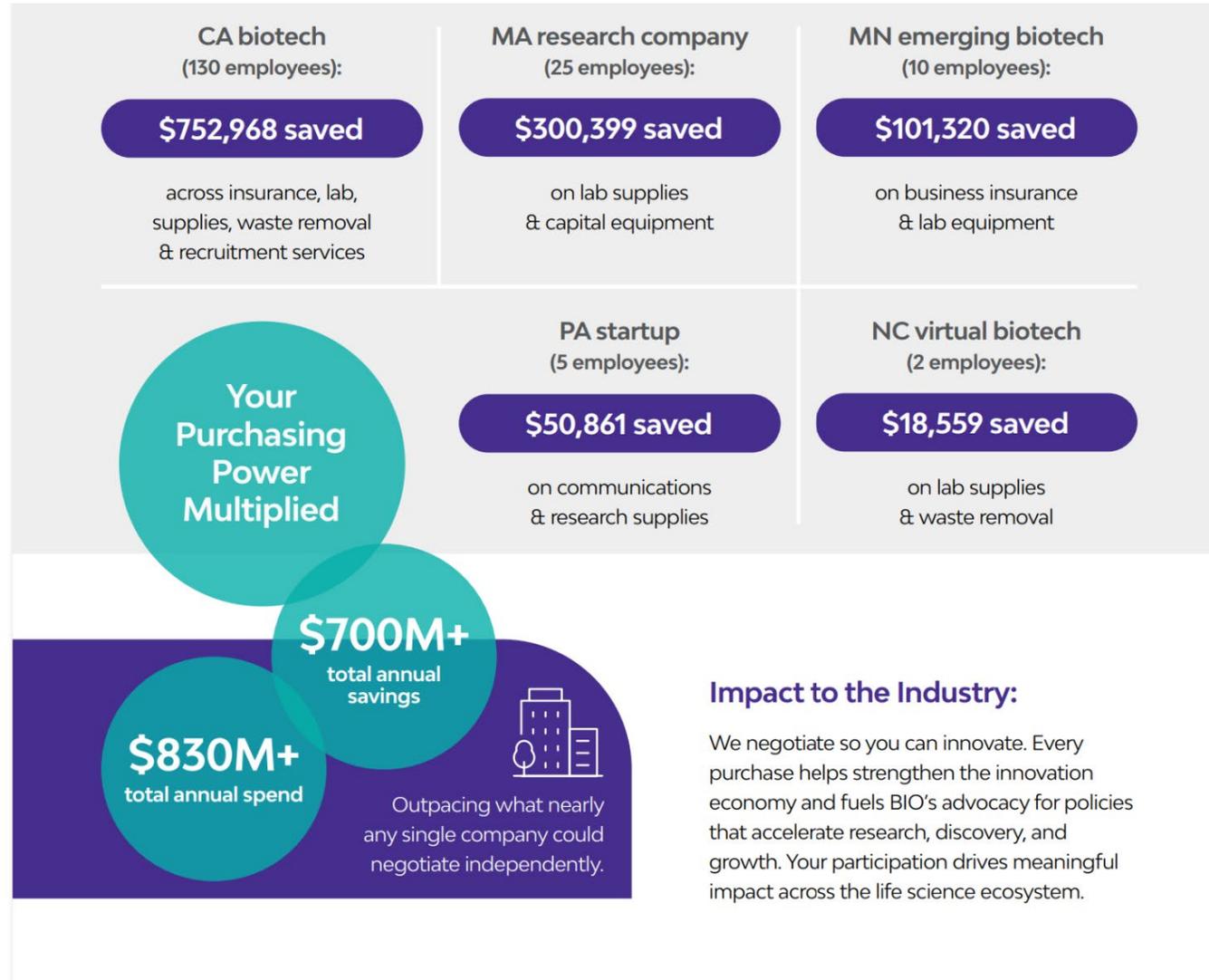
21 pre-negotiated contracts that members can use at no additional cost

BIO performs the due diligence and ensures:

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

LEVERAGE

BBS Participant Savings



Lab & Facilities



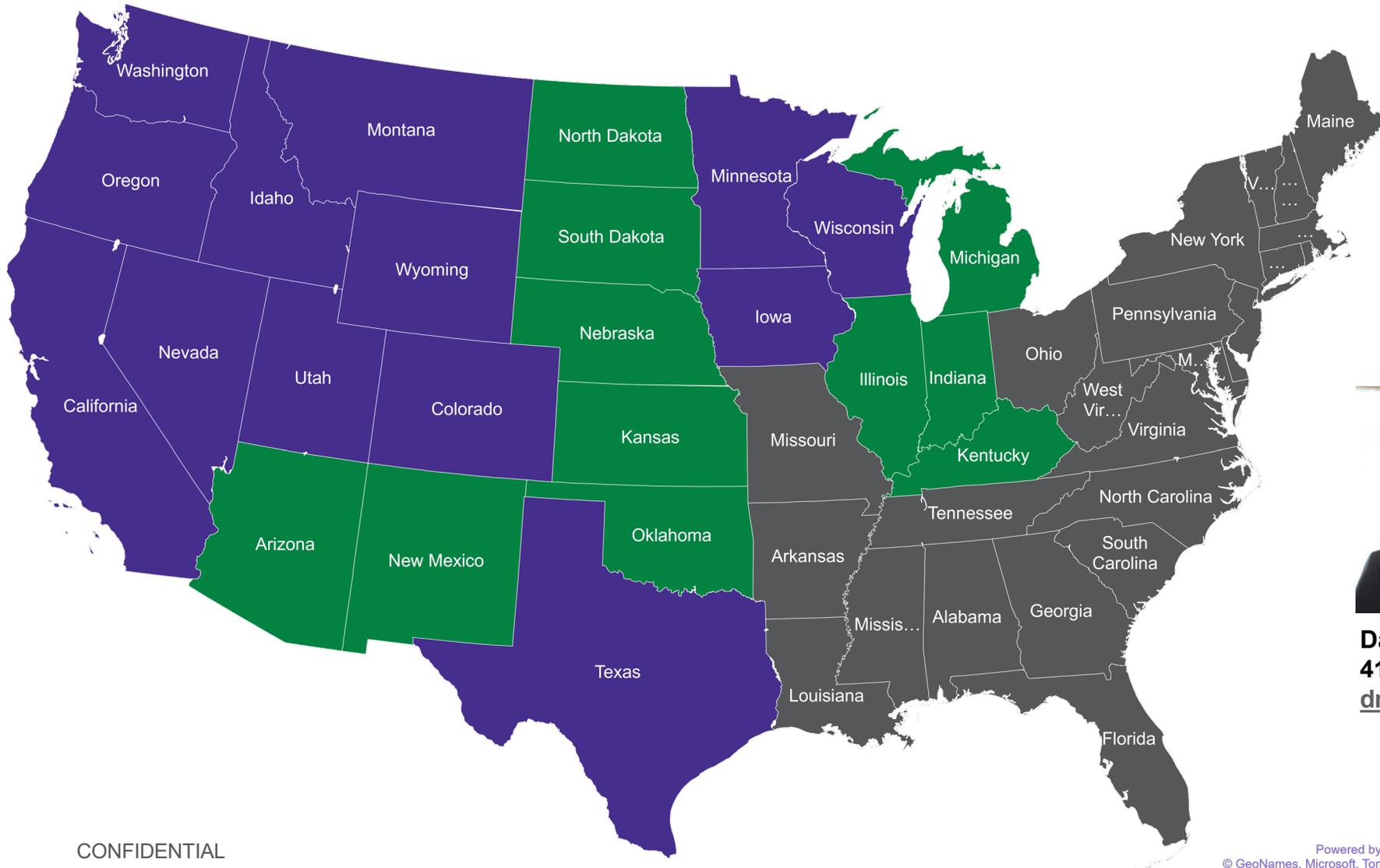
HR & Insurance



Corporate Services



BIO Business Solutions® BD Team



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- Jeff
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Today's presenters



UPS Healthcare



Corporate Traveler

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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 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 Trails & Patient Meetings
- ✓ Airlift Analysis
- ✓ Sunshine Act/HIPAA and GCP Compliance
- ✓ JP Morgan and Other Conferences

Life Sciences Experts – BIO Members



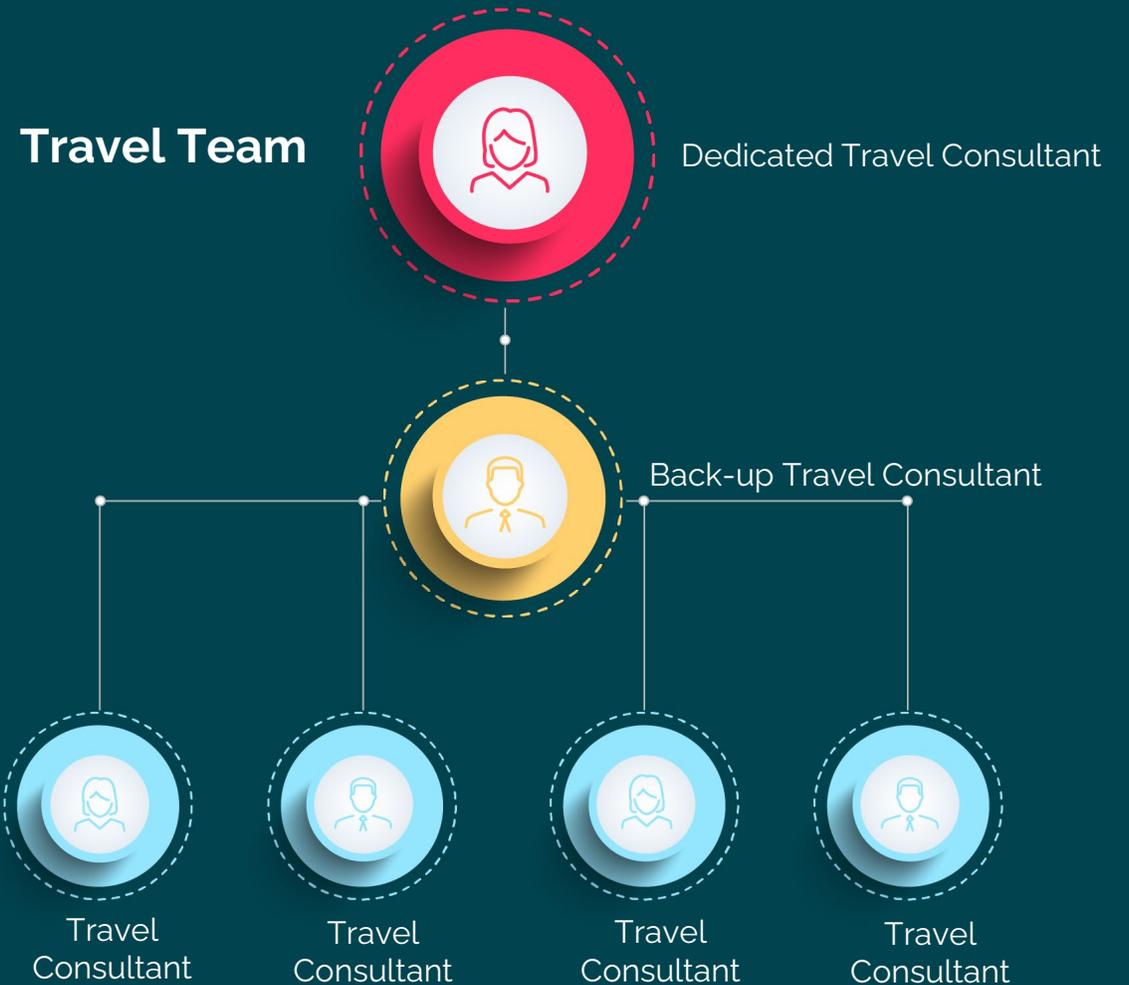
Existing Partners



+ 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
- Experts in Compliance & Sensitive information



Online booking platform:



Self-Serve and book in under 5 minutes



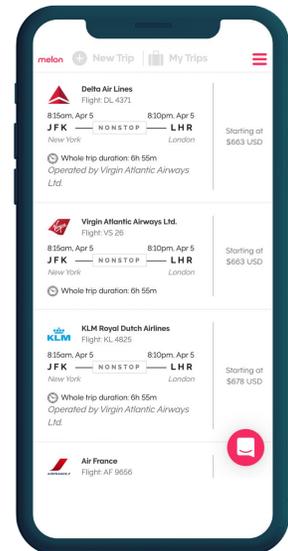
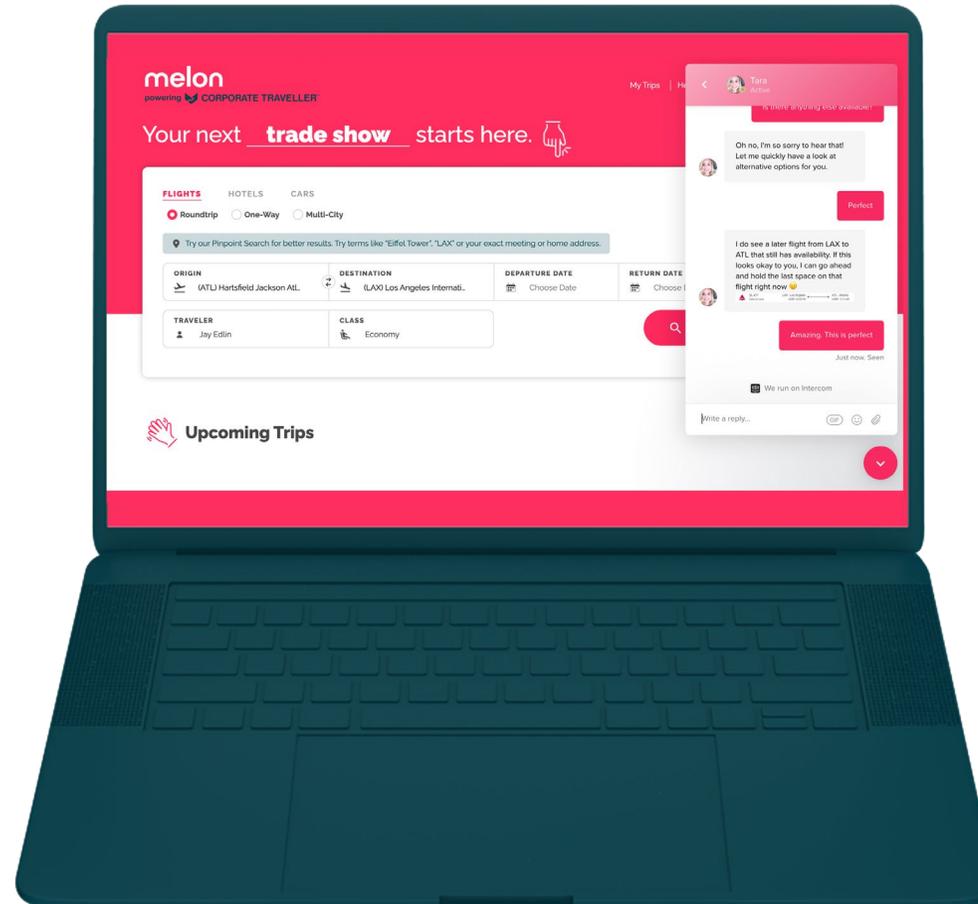
Human support 24/7/365 – average customer response time of 90 seconds



Consolidation, visibility and expense policy approvals



Arrange & manage travel for others



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 Corporate Traveler at:
Bio@corporatetraveler.us

Thank you!



ODP Business Solutions

Sarah Glazier

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BIO Business Solutions Member Benefit Program



CREATED FOR

The ODP Corporation

Through its operating companies Office Depot and ODP Business Solutions empowers every business, professional and consumers to achieve more everyday.

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!

Solutions to Fit Your Needs

Office Supplies



Furniture



Breakroom / Facilities



Print & Promo



Technology



Hospitality



Lines of Business

- Furniture
- Cleaning, facility, and breakroom
- Office supplies
- Technology
- Print, Promo, and Apparel

Key Services

- Coffee and water
- Customized delivery
- Cybersecurity and data/network protection
- Managed Print Services
- Mobile device management
- On-site repairs and maintenance (technology)
- Installation (furniture and technology)
- Project management (furniture and space design)
- Site assessments
- Shredding and file storage
- Software as a service (SaaS)

What's in It for You?

- **BIO Business Solutions Program Saves you time and money with pre-negotiated prices and discounts**
- **DEEP Discounts** on most popular items, paper, ink, toner and breakroom products.
- **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

The screenshot displays three examples of smart alternatives for items in a cart. Each example consists of a 'CURRENT ITEM' panel and an alternative panel, with a blue arrow pointing from the current item to the alternative.

Example 1:
CURRENT ITEM: Post-it® Super Sticky Notes, 3" x 3", Rio de Janeiro, Pack Of 12 Packs. Item # 544458. Your Price: \$19.94 /pack. Qty: 1.
OFFICE DEPOT BRAND SMART ALTERNATIVE: Office Depot® Brand Sticky Notes, 3" x 3", Assorted Deep Colors, 100 Sheets Per Pad, Pack Of 12. Item # 343796. Your Price: \$17.09 /pack. Choose this item.
But you can save \$2.85 by choosing this item.

Example 2:
CURRENT ITEM: Hammermill® Paper, Copy Plus MP, Ledger Size (11" x 17"), 20 Lb, Ream Of 500 Sheets, Case Of 5 Reams. Item # 297197. Your Price: \$76.49 /case. Qty: 1.
SMART VALUE ITEM: Office Depot® Copy And Print Paper, Ledger Size (11" x 17"), 20 Lb, Ream Of 500 Sheets, Case Of 5 Reams. Item # 516640. Your Price: \$64.05 /case. Choose this item.
But you can save \$12.44 by choosing this item.

Example 3:
CURRENT ITEM: HP 43X, Black Original Toner Cartridge (C8543X). Item # 743101. Your Price: \$337.99 /each. Qty: 1.
GREENER ALTERNATIVE: Office Depot® Brand 43X Remanufactured High-Yield Toner Cartridge Replacement For HP 43X Black. Item # 162107. Your Price: \$209.99 /each. Choose this item.
But this item is eco-preferable.

At the bottom right, there is a 'Cancel' button and a 'REPLACE CHECKED ITEMS' button with a right-pointing arrow.

Introducing a smarter way to buy technology

HERE'S HOW ODP TECH CONNECT BENEFITS YOU

- Offers over 1.5 million SKUs from 700+ vendors
- Includes software solutions like Windows 11, and hardware including desktops and laptops
- Allows product configuration (Processor, RAM, hard drive options and more)
- Features related accessories and bundles for efficient procurement
- Enables use of existing ODP account billing and relationships seamlessly
- Cloud Services Analytics

HP Toner Cartridges

Off-brand or “compatible” toner cartridges may look similar to Original HP or certified remanufactured options, but independent testing shows they are often poor replacements and can introduce serious risks.

- **Higher Failure and Performance Issues**
 - **50% of tested non-Original cartridges** experienced performance issues or failed prematurely.
 - Potential consequences include:
 - Streaky or faded prints
 - Increased paper waste and reprints
 - Printer errors, downtime, and possible hardware damage
- **Total Cost of Ownership**
 - Shorter cartridge life and more frequent failures can lead to higher overall costs despite a lower purchase price.
- **Security & Data Protection**
- **Certified Security with Original HP & Trusted Remanufactured Cartridges**
 - Original HP and ISO/IEC 20243-certified solutions from reputable suppliers like ODP are designed to help protect:
 - **Cartridge chips** from tampering
 - **Sensitive data** processed through your print environment
 - **Printers and networks** from counterfeit products and potential cyberattacks
- **Off-Brand Risks**
 - Non-certified cartridges may:
 - Cartridge chip, sensitive data, printing equipment, and network stay protected from tampering, counterfeit products, or cyberattacks
 - Use insecure or cloned chips
 - Introduce vulnerabilities that can be exploited for unauthorized access
 - Bypass key security checks built into your printing ecosystem
- For a secure, sustainable, and cost-effective print environment, stick with **Original HP** or **ISO/IEC 20243-certified remanufactured cartridges from reputable partners like ODP.**

Why ODP

- Dedicated Account Management Team
 - 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.
 - Design Services
- ODP Private Delivery Fleet
 - Service you can trust
 - Delivered by our ODP Business uniformed delivery person, NOT a contractor
- Pricing Flexibility
 - We understand that each organization has unique savings goals. That's why we offer pricing flexibility to tailor solutions that meet your specific requirements. Our goal is to provide cost-effective options that optimize both efficiency and savings.
- Free participation
 - Participating in the ODP Business program comes at no cost to you. There are no charges for accessing your account, adding users, or utilizing our reporting tools. We believe in providing transparent and accessible services to our clients.
- Product Availability and Peace of Mind
 - ODP Business offer a vast assortment of products, **from trusted industry leading manufactures** that include office supplies to furniture, technology, cleaning essentials, and breakroom supplies.
 - One-Stop shop Our comprehensive range ensures that all your business needs are met under one roof
 - Are imitation products worth the gamble?
- Advanced Reporting Tools
 - Our state-of-the-art dashboard reporting system, ODP Business, provides real-time insights into your purchasing data, enabling data-driven decision-making.
 - E-procurement system – punch out catalogue



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](#) 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.**

UPS Healthcare

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UPS HEALTHCARE x BIO

Proud BBS Partner Since 2020

March 2026



WHAT IS YOUR #1 LOGISTICS CHALLENGE?

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



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

MEMBERS UNLOCK PREFERRED RATES VIA SELF-SERVE TOOLS



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**
- **InsureShield Shipping Protection** for high-value critical shipments
- **UPS Premier** allows for priority handling and enhanced visibility
- **The UPS Store Business Services** for value added services
- **Custom logistics** for small-batch and specialty distribution
- **No contract required** to enroll
- **Direct support** for onboarding and solutions

Gross Weekly Revenue Band	Domestic									International			
	Next Day	2 Day	3 Day	GND C 1-20	GND C 21-50	GND C 51+	GND R 1-20	GND R 21-50	GND R 51+	Export	Export Stnd	Import	Import Stnd
\$25,000.00 and up	75%	75%	75%	42%	53%	53%	39%	44%	49%	68%	30%	50%	30%
\$15,000.00 - \$24,999.99	74%	74%	74%	40%	51%	52%	37%	42%	47%	67%	25%	49%	25%
\$10,000.00 - \$14,999.99	73%	73%	73%	38%	49%	50%	35%	40%	45%	66%	20%	48%	20%
\$5,000.00 - \$9,999.99	72%	72%	72%	36%	47%	48%	33%	38%	43%	65%	19%	46%	19%
\$1,500.00 - \$4,999.99	68%	68%	68%	34%	45%	46%	31%	36%	41%	60%	17%	44%	17%
\$500.00 - \$1,999.99	65%	65%	65%	30%	41%	42%	29%	34%	39%	55%	16%	42%	16%
\$0.01 - \$499.99	62%	62%	62%	27%	38%	39%	26%	31%	36%	55%	15%	40%	15%

Gross Weekly Revenue Band	Domestic Hundredweight					
	Next Day	2 Day A.M.	2 Day	3 Day	Ground	
\$25,000.00 and up	30%	30%	30%	30%	25%	
\$15,000.00 - \$24,999.99	25%	25%	25%	25%	20%	
\$10,000.00 - \$14,999.99	20%	20%	20%	20%	15%	
\$5,000.00 - \$9,999.99	20%	20%	20%	20%	15%	
\$1,500.00 - \$4,999.99	20%	20%	20%	20%	15%	
\$500.00 - \$1,999.99	20%	20%	20%	20%	15%	
\$0.01 - \$499.99	20%	20%	20%	20%	15%	

JOIN TODAY AND MAKE SURE YOUR UPS ACCOUNT IS LINKED!

JOIN NOW:



www.savewithups.com/bio



800-325-7000

Bid #: P700041358
Promo Code: DQGH8VMG7



Alina Mencias
Marketing Strategist
Oversees BIO Relationship
Healthcare Associations
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.

MOVING OUR WORLD FORWARD BY DELIVERING WHAT MATTERS™



UPS Healthcare

Quality Focused. Patient Driven.



Stay up-to-date!

 Follow us 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](#)

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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.

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