



# Member Exclusive Access to Trusted Life Science Providers

[bio.org/save](https://bio.org/save)

A photograph of three scientists in a laboratory setting. A woman in the foreground is looking through a microscope, while a man and another woman stand behind her, looking on. The lab is filled with various pieces of equipment and glassware.

# Unlock the BIO Preferred Provider Network

## About:

BIO Business Solutions® is the largest cost-savings program for the life science industry—providing BIO and state life science association members with exclusive, industry-specific pricing on essential business services. From insurance, finance, and travel to lab products, waste management, regulatory services, and more, members gain streamlined access to the resources that help their companies run efficiently and grow.

## How It Works:

BIO pools the purchasing power of thousands of life science companies to negotiate competitive pricing and favorable terms on the supplies and services critical to innovation. Participation is free for BIO and state life science association members, and companies can use one, some, or all available partner programs.



Join BIO or a state life science association —  
**Membership starts here**



Browse lab, business, and operations solutions —  
**Explore member-ready services**



Tell us what you need —  
**BIO connects you to preferred providers**



Start saving and driving growth —  
**Discounts reinvested into science**

## Member Snapshot:

“Through BIO Business Solutions®, we saved over \$810K on lab products, imaging, and shipping. Those savings went directly back into our research.”

— California-based biotech developing Duchenne muscular dystrophy therapies

## Sign Up and Get Started

Participation is free for BIO and state affiliate members. Getting started is simple:

Email Us: [save@bio.org](mailto:save@bio.org) | Visit: [bio.org/save](https://bio.org/save)

# Why BIO Business Solutions®

## Members Get

- **Instant access to a comprehensive suite of services**—from lab supplies and office essentials to compliance, travel, and critical shipping solutions trusted by industry peers.
- **Confidence in expert-led due diligence**—all agreements are reviewed, enhanced, and re-negotiated regularly to secure competitive rates and member-friendly terms.
- **Flexibility to build a program that fits**—whether you're a virtual biotech or a fully operational lab, select the providers that serve your needs today and expand as you grow.

## Annual Savings in Action

**CA biotech**  
(130 employees):

**\$752,970 saved**

across insurance, lab,  
supplies, waste removal  
& recruitment services

**MA research company**  
(25 employees):

**\$300,400 saved**

on lab supplies  
& capital equipment

**MN emerging biotech**  
(10 employees):

**\$101,320 saved**

on business insurance  
& lab equipment

**PA startup**  
(5 employees):

**\$50,860 saved**

on communications  
& research supplies

**NC virtual biotech**  
(2 employees):

**\$18,560 saved**

on lab supplies  
& waste removal

**Your  
Purchasing  
Power  
Multiplied**

**\$700M+**  
total annual  
savings

**\$830M+**  
total annual spend



Outpacing what nearly  
any single company could  
negotiate independently.

## Impact to the Industry:

We negotiate so you can innovate. Every purchase helps strengthen the innovation economy and fuels BIO's advocacy for policies that accelerate research, discovery, and growth. Your participation drives meaningful impact across the life science ecosystem.

# Explore Your Member Savings Portfolio

A view of the categories members can access through BIO Business Solutions®

## Laboratory Research & Facilities



Lab supplies  
& capital equipment



Specialized gases  
& equipment



Refurbished  
lab equipment



Lab waste  
removal



Microscope systems  
& imaging solutions



Regulatory  
inspection services



Equipment contract  
consolidation



Lab apparel  
& cleanroom services

## Risk Management & Insurance



Insurance carrier &  
business owner's policies



Insurance broker –  
D&O, cyber, employee  
benefits & more

## Business Operations & Corporate Services



Payroll & benefits



Corporate  
credit card



Business travel  
management



Office supplies



Shipping & logistics



Moving services

## Specialized Services



R&D tax credits



Fractional leadership  
placement



Inspection  
management software



Secure document  
sharing



# The Nation's Largest and Leading Program for Laboratory Supplies

## Benefits

We support you with exclusive access to discounted pricing, free shipping on customizable solutions and rebates.

### COST SAVINGS UP TO 75%

### COMPETITIVE PRICING



No Hazardous Materials Handling Fee



No Fees on Third-Party Purchases



No Minimum Order Required



Exclusive BIO-Dedicated Customer Service Team to Assist



No Shipping Charges  
for products shipped from any of Avantor's regional distribution centers



Discounts on All Avantor Services



E-Commerce Rebate  
if most of your orders are placed online



Growth Incentive Rebates

From discovery to commercialization, Avantor is setting science in motion to create a better world.



# One-Stop, Full-Service HR Partner to Help You Attract and Retain Talent

## Two Great Ways to Partner with ADP

**Exclusive discounts for members!**

Supporting companies of all sizes with HCM platforms to scale hiring, payroll, insurance, benefits, retirement and compliance with confidence.

- 1 Leverage the award-winning ADP RUN Solution for HR, benefits and compliance.
- 2 Move to a co-employment arrangement with ADP TotalSource®, the nation's largest Certified Professional Employer Organization (PEO), designed to help your business increase efficiencies.

## Benefits

- Save time on HR tasks with a **dedicated HR pro**
- Cash in on **R&D tax credits**
- Comprehensive benefit package to help you **attract and retain workers**
- **Promote safety** with risk & safety guidance, Workers' Comp insurance, loss control, claims support, and get well soon program
- **Payroll, tax and HR compliance** for every location

| Payroll for 1-49 Employees                                                                                                                                                                        | Payroll for 50+ Employees                                                                                                                                  |
|---------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|------------------------------------------------------------------------------------------------------------------------------------------------------------|
| <ul style="list-style-type: none"> <li>✓ Finding &amp; Hiring employees</li> <li>✓ Payroll, Full Level Tax filing and compliance support</li> <li>✓ Workers' Comp and 401k Integration</li> </ul> | <ul style="list-style-type: none"> <li>✓ Payroll</li> <li>✓ Benefits</li> <li>✓ Compliance</li> <li>✓ Workforce Management</li> <li>✓ And more.</li> </ul> |

Innovation in Customer Service



[Learn More](#)



# Research & Development Tax Credits: You're innovating but are you leaving money on the table?

## Is Your Company Performing R&D Activities?

Whether you're developing, modifying, designing, supporting or supervising research activities, here are just a few R&D activities that generally qualify for the federal tax credit.

## Typical Qualifying Activities

- Product
- Manufacturing Process
- Software
- Invention
- Technique
- Formula

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## Benefits

- **20% off** ADP R&D tax credit standard published rates as part of your membership
- **A free initial assessment** to estimate the potential federal & state R&D tax credits for which your company may be eligible
- **Refund/credit clause** included in every R&D tax credit engagement
- **R&D study reviewing potential qualified expenses** delivered by a team of experienced tax professionals; and
- **Access to ADP's team of R&D experts** who are trained to help you maximize your credits.

**ADP will review your organizations activities to determine if they meet the IRS requirements to be eligible for the credit.**

ADP will:

- 1 Review your payroll and qualified expenditures in the U.S.,
- 2 Evaluate additional eligibility options if your business performs activities on a "contract basis" for another party, and
- 3 Confirm that your business is able to claim R&D Tax Credits.

We will determine if your organization is:

- A. Profitable (has tax liability),
- B. Willing to carry forward the credit (expecting to be profitable), or
- C. A new business (has less than 5 years of gross receipts and under \$5M in revenue)

Source: SOI Tax Stats - Corporation Research Credit | Internal Revenue Service (irs.gov)

**Airgas Healthcare**  
an Air Liquide company

# Always There With Exclusive Savings and Supply Chain Reliability

## Benefits



**10-25% OFF** discounts on cryogenic equipment, gas distribution equipment, and safety products



**HOT LIST** with medical and specialty gas-grade argon, carbon dioxide, helium, and nitrogen plus custom gases tailored to specific member needs

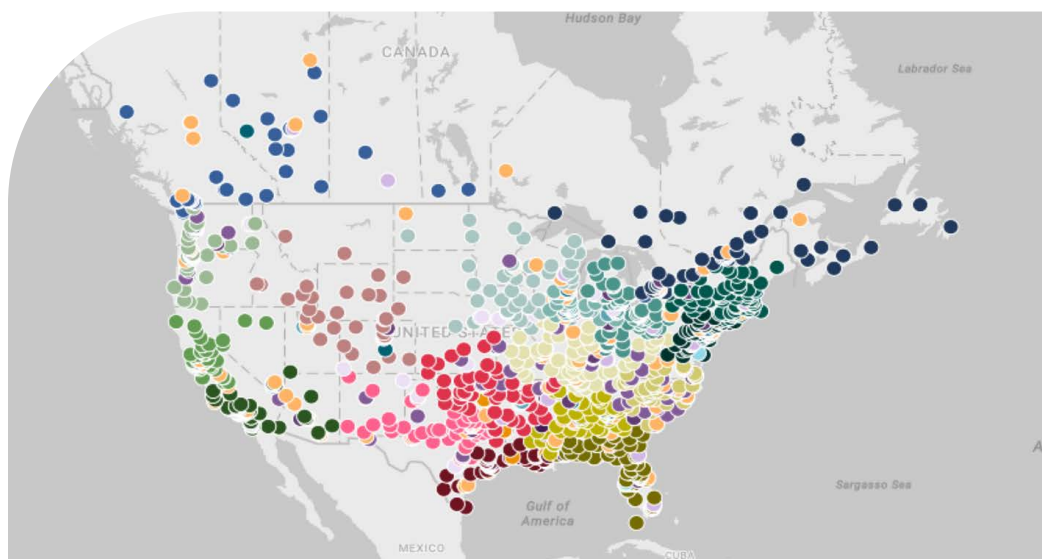


**CUSTOMIZED AGREEMENT**  
with guaranteed terms and savings



### FULL RANGE OF SUPPLY MODES

Cylinders, liquid cylinders, MicroBulk, bulk and on-site gas generation, as well as dry ice service



**Business  
Solutions®**  
More savings.  
More research.

[Learn More](#)



# Full-Service Provider for Surplus Lab Equipment Services & Premium Refurbished Equipment

## Benefits



Their team understands the unique challenges of scientific innovation and provides tailored payment options that allow labs to scale efficiently.

— NanoNeurosciences

| Equipment Purchase                                                                                                                                               | Surplus Strategy Services                                                                                                                 |
|------------------------------------------------------------------------------------------------------------------------------------------------------------------|-------------------------------------------------------------------------------------------------------------------------------------------|
|  <b>FREE</b><br>one-year equipment warranty                                     |  <b>10% DISCOUNT</b><br>discount on surplus services   |
|  <b>15% NO HASSLE DISCOUNT</b><br>on list price                                 |  <b>FREE</b><br>desktop valuation report on lab assets |
|  <b>ANNUAL \$1,500 GIFT CARD</b><br>for all BIO and State Association members |  <b>10% REBATE</b><br>on buyer's premium             |

- ✓ Science Now, Pay Later<sup>®</sup> flexible payment solutions on ALT purchases.
- ✓ Waived processing fees and/or deferred payment options for member companies.
- ✓ One easy form and one-day turnaround to stay on budget and focus on research.



# C-Suite Executive Consulting and Placement

## BiotechExec's Solution



### Powered by our IGNITE Network

#### 500+ exceptional operating executives

bringing a wealth of industry knowledge, strategic expertise, industry connections, and a proven track record of driving companies to success.



With multiple BiotechExec experts added to our team, we have accomplished more in four months than we had in the previous three years.

— Founder & President,  
Biotech Company

### Our Solution

|   |                                                      |
|---|------------------------------------------------------|
| ✓ | Experienced matched domain experts                   |
| ✓ | Flexible contracts                                   |
| ✓ | Leadership in place in less than one month           |
| ✓ | Value-based and efficient solutions to save cost     |
| ✓ | National network with remote and hybrid work options |

## Benefits

### 10% DISCOUNT on BiotechExec's menu of services:

- Hourly Advisory Services
- Fractional or Contract CXO Placement
- Full-time Placement or conversion from Contract
- Board Director, Scientific Advisory Board, and Key Opinion Leader (KOL) Placement
- Consulting Assessments, Projects, etc.
- Precision Match – discovery, assessment and candidate matching
- Business Viability Assessment and Business Planning
- Plus, a complimentary first executive advisory session (up to 90 minutes)


[Learn More](#)



# The Corporate Credit Card for the Life Sciences



Tailored Credit Card Rewards, Brex Business Account, and Expense Management

[View Full Details](#)

## Benefits

**100,000 POINT  
SIGN UP BONUS**

for the Brex Bank Account  
and Credit Card

**NO FEES OR MINIMUMS**

**2X**

on Lab Supplies

**7X**

on Conference  
Registration

**4X**

on Travel



### INDUSTRY LEADING YIELD

Brex business account  
earns high yield with  
same-day liquidity and  
is FDIC-insured.



### 5-MINUTE APPLICATION PROCESS

Completely online with  
instant access to  
business account and/or  
virtual credit cards.



### AUTOMATION THAT SAVES YOU TIME

Automatic spend and  
reimbursement  
approvals based on your  
expense policy and  
automatic receipt  
generation.



### NO ANNUAL CREDIT CARD FEES

foreign transaction  
fees, or fees for  
additional cards.



**Business  
Solutions®**  
More savings.  
More research.

[Learn More](#)

**CHUBB®**

# Delivering risk management and insurance protection tailored to the unique needs of life sciences organizations

## Benefits



### SPECIALIZED TEAMS

Over 100 experts dedicated to life sciences, focused on the risks that matter most to your business.



### PROVEN EXPERIENCE

More than 25 years working with companies of all sizes, from start-ups to global leaders, and from concept to commercialization.



### GLOBAL REACH

Offices in 54 countries and the ability to support your business in over 200 countries.



### RISK CONSULTANTS

Experts who take the time to understand the uniqueness of your operation and offer solutions to keep your business safe and protected.



### CLAIMS PROFESSIONALS

Dedicated experts who exclusively handle life science claims, so they have a deep understanding of your specialized business.



### FINANCIAL STRENGTH

Stable and reliable, so you can count on us when it matters most.



# Safe, economical and environmentally sound waste disposal

## Benefits

Compliance with Local, State and Federal Laws

Robust Recycling capability for waste and unused products

Disposal facilities in all 50 states, Canada, and Puerto Rico

### Sustainability by the Numbers

- A Total Recordable Incident Rate (TRIR) under 1
- More than 4 billion gallons of wastewater treated
- Nearly 1.7 million metric tons of materials recycled
- 235 million gallons of used oil collected and processed
- 2x the amount of greenhouse gas emissions avoided than generated

#### Streamlined Online Services

- ✓ Profile Management
- ✓ Management Reports
- ✓ Drum Scheduling
- ✓ Inventory Management

#### Emergency Response

Clean Harbors can rapidly deploy experienced, fully certified workers to meet the needs of any incident.

- ✓ Emergency lab packs
- ✓ Emergency spill clean up
- ✓ Chemical and hazardous material spills
- ✓ Biological and infectious materials
- ✓ Hurricane, earthquake and storm damage
- ✓ Over-the-road incidents



**DISCOUNTED**  
Disposal Prices



**DISCOUNTED**  
Transportation  
& Materials Pricing



**DISCOUNTED**  
Labor Charges



**Business Solutions®**  
More savings.  
More research.

[Learn More](#)



# Providing members with tailored travel solutions, exclusive cost savings, and 24/7 expert support.

## Smarter Travel Starts Here:

We help you build a customized travel management program, including:

- ✓ **A user-friendly booking platform** for easy management
- ✓ **Access to preferred rates** on flights, hotels & rental cars
- ✓ **Policy customization** to streamline approvals & compliance

## Benefits

Members gain access to a full-service global travel management company, designed to simplify and optimize your business travel.



### For Businesses Just Getting Started

#### Start-up Travel Programs

- **WAIVED STARTUP FEE**  
Get set up at no cost
- **WAIVED ANNUAL MANAGEMENT FEE**  
More value, no extra charges
- **WAIVED LINE OF CREDIT**  
Book on account with ease



### Growing Businesses

#### Scaling Travel Programs

- **WAIVED STARTUP FEE**  
Get set up at no cost
- **REDUCED ANNUAL MANAGEMENT FEE**  
More savings, more value
- **\$500 TRAVEL VOUCHER**  
A little extra for your next trip
- **WAIVED LINE OF CREDIT**  
Book on account with ease

More than just travel—your dedicated partner in business travel management

When you partner with Corporate Traveler, you don't just get a travel provider—you get a team that understands the unique needs of your industry.



**Business Solutions®**  
More savings.  
More research.

[Learn More](#)



# Preferred Risk & Insurance Broker

NFP, an Aon company, works with life science organizations to help identify, manage, and mitigate risk across every stage of growth. Eligible members gain access to NFP's specialized expertise and negotiated program advantages.

## Benefits



Preferred pricing, typically 10–25% below market benchmarks.



Dedicated life sciences advisory teams.



Access to broad insurance markets and carrier relationships



Risk and governance advisory support

| Solutions |                                     |
|-----------|-------------------------------------|
| ✓         | Property & Casualty                 |
| ✓         | Executive & Transactional Liability |
| ✓         | Cyber & Technology Risk             |
| ✓         | Employee Benefits & HR Solutions    |

## Why NFP?

NFP serves as an advocate and advisor—helping life science leaders make informed decisions that support resilience, innovation, and long-term success.



# A global leader in precision optics— manufacturing its own glass to ensure uncompromising quality

## Benefits

**15% OFF**

select BIO customized  
microscope packages

**7% OFF**

individual  
Nikon items

**5% OFF**

third party  
products



**1 YEAR**

Full Warranty on Systems



**5 YEAR**

Warranty on Microscopes



**15% OFF**

a wide variety of Warranty Extension Programs



**FREE**

on-site customized training



**FULLY INTEGRATED**

flexible customized packages for expediting discovery to  
commercialization – easily scaled up for larger operations

## Nikon BioImaging Lab (NBIL) Benefits

The Nikon BioImaging Lab (NBIL) provides contract research services for microscope-based imaging and analysis.

### 7% DISCOUNT:

- Imaging, data analysis, and assay development
- Consumable supplies
- Lab occupancy fee and equipment use



**Business  
Solutions®**  
More savings.  
More research.

[Learn More](#)



# A leading provider of business services and supplies, products and technology solutions

## Benefits

### DEEP DISCOUNTS

on Office Depot's Best Value List of preferred products

### FREE DELIVERY

on qualifying orders

### EXCLUSIVE DISCOUNTS

on HP ink & toner

## Complete Office Solutions



### OFFICE SUPPLIES

The right supplies for office, home, and hybrid working models



### BREAKROOM

Coffee brewers, cups, plates, cutlery, healthy snacks, and water coolers



### TECHNOLOGY

Storage, digital protection, and lifecycle management



### PRINT & PROMO

Marketing materials, apparel, branded kits, and safety signage



### CLEAN & SANITIZE

Disinfectant cleaners, sanitizer stations, air purifiers, and touchless soap dispensers



**Business Solutions®**  
More savings.  
More research.

[Learn More](#)



# Expert Support Across Quality and Regulatory Operations

## Benefits

### PSC Biotech® frequently used services:

Commissioning,  
Qualification  
and Validation (CQV)  
Planning, Document  
Generation and  
Execution Support



Computer System  
Validation  
and Assurance



Regulatory  
Affairs



Quality  
Assurance



Audits and  
Gap Analysis



Metrology /  
Calibration



Engineering



Project  
Management



Staff  
Augmentation

PSC Biotech provides solutions  
for all your complex needs.

**10%  
DISCOUNT**  
on all professional  
services



# Trusted for Innovative and Customer-Focused Life Science Quality Management



Modern eQMS  
with built-in AI to  
support compliant,  
efficient quality  
operations.

## Early-stage and startup teams

Launch your business with **ACE Starter™**, featuring pre-validated workflows designed to help early-stage teams establish quality quickly and confidently. This is a solid foundation for document control, training, and core processes.

## Growing organizations

As a validated, ready-to-use eQMS, **ACE Essentials®** brings together quality workflows, including document control, training, quality and asset management, and reports. With both pre-built workflows and configurable workflows, teams can go live fast while maintaining continuous compliance as they grow.

## Established firms and global operations

**ACE Enterprise®** is a highly configurable system built to support complex, regulated environments across multiple sites and regions. It combines advanced quality workflows, end-to-end inspection management, supplier oversight, EBR, and more features, all within a single, scalable platform.

## Benefits

**EVALUATION  
AVAILABLE**

Explore Before  
Licensing

**LOWER-COST**

ACE Starter Package

**15% DISCOUNT**

ACE Essentials  
& ACE Enterprise

**UP TO  
35% DISCOUNT**

on services bundled  
with ACE



[Learn More](#)



# Protect the Data That Determines Your Next Milestone

Securely manage clinical, regulatory, and investor-grade data without slowing research, fundraising, or partnerships.

## Exclusive Member Offer

Built for regulated, IP-heavy life science environments.

**25% DISCOUNT**

on 12 month ShareVault PRO product

**5% ADDITIONAL DISCOUNT**

on subscription terms of two or more years

**NO COST**

connectors to BOX, DropBox, SharePoint/O365, Google Drive & DocuSign

## Benefits

Document security and management with life science specific features:



### DUE DILIGENCE

M&A, Fundraising, Partnering and Licensing



### CORPORATE REPOSITORY

Eliminate document scatter in silos and duplication, establish good corporate governance and compliance



### REGULATORY SUBMISSIONS

eCTD support, integrated viewer streamlines preparation and review



### INSPECTION READINESS

Manage eTMF clinical trial documents with 21 CFR Part 11 and HIPAA-aligned controls



See How Life Science Teams Share Smarter

[Learn More](#)



# The Industry Leader for Lab/Research Equipment Maintenance

**FREE Cost Analysis**

## What To Expect

SU Group offers the most innovative, flexible, and comprehensive equipment maintenance & management services program available. The SU Program utilizes your current vendors and matches the OEM terms and conditions, including PMs and all corrective maintenance. Contact us now for a complimentary financial analysis.

**15-30%  
OFF**

**Eligible lab/research equipment service agreements and/or maintenance contracts**

With SU Group, customers receive unparalleled service with these product features:



**COST SAVINGS**



**CONSOLIDATION**



**CONVENIENCE**



**CONTROL**

Categories of Eligible Instrumentation include...

- General Laboratory
- Clinical/R&D Lab
- Molecular Biology
- Cell Biology
- Protein Analysis
- Imaging/Microscopy
- Genomics/Proteomics
- Biochemical Analysis
- ...and much more

## Protective Apparel, Cleanroom, & Facility Support

### Benefits



#### 30-50% OFF

uniform and  
facility services



#### 2 WEEK complimentary

service upon new  
agreement execution



#### NO PRICE INCREASES

for 3 Years



#### NO CHARGE

lab coat pressing  
included with rental  
program



#### NO CHARGE

company and name  
emblems on initial  
installation



Cleanroom garments  
with UHF CHIP  
TECHNOLOGY



Customer friendly  
terms & conditions



Cleanroom inventory  
management



Dedicated  
customer  
service team



Full range of first aid  
and safety programs



**Business  
Solutions®**  
More savings.  
More research.

[Learn More](#)



# Moving and storage solutions, including corporate and laboratory moves.

## Benefits



Local, long-distance, and international moving solutions.



Laboratory, office, and employee relocations.



Regulatory compliant, climate-controlled specimen relocations for laboratory moves.



Guaranteed pickup and delivery to minimize downtime on all relocations



# The Expertise and Network to Deliver End-to-End Solutions

## Benefits



**UP TO 75%**  
on UPS Next Day Air®  
services



**UP TO 75%**  
on UPS 2nd Day Air®  
services



**UP TO 75%**  
on UPS 3 Day Air®



**UP TO 53%**  
on UPS Ground®  
Commercial services



**UP TO 49%**  
on UPS Ground®  
Residential services



**UP TO 68%**  
on UPS Worldwide  
International services

**InsureShield® Shipping Protection** – Package protection for high-value and critical shipments

**UPS® Premier** – Priority handling and enhanced visibility for time- and temperature-sensitive healthcare shipments.

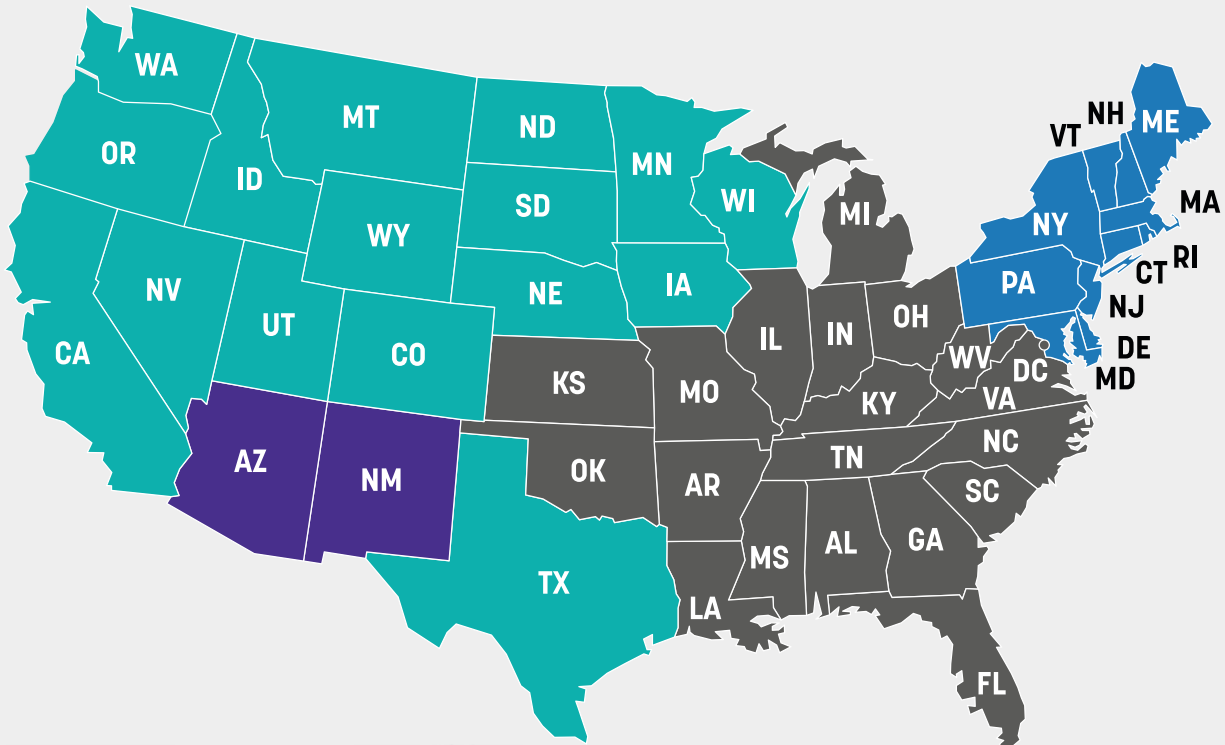
**The UPS Store Business Services** – Discounts and other value added services



[Learn More](#)

# Here to Help You Get Started

Connect With Your Regional Business Development Partner



David Mosley  
[dmosley@bio.org](mailto:dmosley@bio.org)



Jeff Vallergera  
[jvallergera@bio.org](mailto:jvallergera@bio.org)



Jim Seymour  
[jseymour@bio.org](mailto:jseymour@bio.org)



Bill Wivell  
[wwivell@bio.org](mailto:wwivell@bio.org)

**Bio** **Business Solutions®**  
More savings.  
More research.

## Sign Up and Get Started

Participation is free for BIO and state affiliate members. Getting started is simple:

Email Us: [save@bio.org](mailto:save@bio.org) | Visit: [bio.org/save](https://bio.org/save)