



*The largest cost savings
program for the life sciences
industry.*

BIO Savings Week: Discover What's Next Day 1: Build & Operate

September 16, 12:30 PM (ET)

Moderator:

- David Mosley, Regional Director, Business Development, BIO

Speakers:

- Jayson Bernstein, Managing Director, American Laboratory Trading (ALT)
- Billy Lin, Senior Product Management Analyst, Lab Logistics, UPS Healthcare
- Robert Salmon, Regional Sales Manager, West Coast, SU Group
- Dalton Speelman, National Account Manager – Life Science, Airgas Healthcare
- Andy Wilson, Director of Strategic Alliances, VWR, part of Avantor

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



VWR, part of Avantor

Andy Wilson

andy.wilson@avantorsciences.com





The Changing Landscape of Life Science Procurement

How the VWR BIO Program can help Participants Save, Simplify and Scale

Andy Wilson | Director of Strategic Alliances

VWR BIO Program



VWR Savings Week Presentation

POLL QUESTION

What is your organization's biggest laboratory purchasing challenge today?

A.

Managing costs and demonstrating savings

B.

Keeping critical products available

C.

Simplifying ordering and managing multiple suppliers

D.

Managing inventory with limited staff and resources

What's Changing for Customers

Customers want stronger cost control, supply continuity and less administrative burden:

1

Measurable Savings

- Clear reporting of cost savings
- Savings opportunities across all categories of business
- Ongoing evaluation identifying savings opportunities

2

Reliability in Supply

- Product availability
- Continuity planning, minimize disruptions
- Access to alternatives

3

Simplicity in Procurement

- Supplier consolidation
- Pre-negotiated pricing
- Time savings in procurement

4

Proactive Communication

- Timely guidance
- Early Visibility
- Market dynamics intel

What's Challenging for Customers

What is becoming more difficult and where companies commonly lose value:

- 1 Doing more with less
- 2 Managing fragmented and diverse suppliers
- 3 Ensuring continuity through supply and manufacturing changes
- 4 Evaluating unit price vs. total cost of product acquisition
- 5 Supplier and product decisions being made in a silo

VWR BIO Program – Differentiation

Savings are strongest when pricing, service, technology and local support work together:

MEMBER SAVINGS

Product and process savings realized through the program

DEDICATED SUPPORT

Local representatives, specialists, supplier partners

VALUE-ADDED SERVICES

Inventory programs, sourcing assistance, product conversions and purchasing tools

ACTIVE PARTNERSHIP

Regular engagement including business & process reviews, KPI packages

✓ Participant Success Story

A VWR BIO Program participant consolidates purchasing to take advantage of BIO pricing, generating cost and process savings. Product selection support, inventory management, and customer-specific stocking arrangements further streamline operations, while reduced shipping costs and VWR's first-class logistics deliver additional savings.

VWR BIO Program – Savings

VWR is combining pricing, technology, services and process reviews:

01

Targeted Pricing

- Harnessing \$600 million in collective purchasing power
- Negotiating on customers' behalf
- Flexibility to negotiate locally to meet a customers' diverse product needs.

02

Connected Technology

- Streamlined ordering through B2B integration and e-commerce
- Value-added services that improve efficiency
- Broad product selection to meet diverse business needs

03

Operational Services

- Customized inventory solutions
- Product and delivery planning tailored to customer needs
- Supply chain excellence for reliable, efficient fulfillment

04

Processes Improvement

- Regular business reviews to align priorities and identify opportunities
- KPI reporting packages to track performance and savings
- Inventory planning to support availability and reduce excess stock

Call to Action

Early engagement in the VWR BIO Program creates more opportunities to save, simplify purchasing, and reduce risk.

Your Next Steps:

Not yet a BIO State Affiliate member? Connect with your local affiliate to explore membership.

Already a member? Contact your local VWR sales representative to enroll in the VWR BIO Program.

Already participating? Schedule a review with your VWR representative to identify additional savings and support opportunities.

Andy Wilson

Director, Strategic Alliances

m 619 208 9762

andy.wilson@avantorsciences.com

Airgas Healthcare

Dalton Speelman

dalton.speelman@airgas.com



Airgas[®]
an Air Liquide company

BIO Savings Week

September 2026

THIS DOCUMENT IS PUBLIC





Welcome to Airgas: Partnering with BIO & Life Sciences Organizations across the US

Welcome to Airgas. We are your dedicated partner in supporting Life Sciences, research, and supply continuity. Our mission is to ensure your critical lab operations run smoothly with reliable gas supply, innovative inventory solutions, and expert local support tailored to your unique facility needs.

Airgas: Powering Life Science Innovation & Supply Continuity

- **High Demand:** There is a critical need for guaranteed supply continuity of USP/NF grade gases, including CO₂, LN₂, Argon, and O₂, to protect cGMP spaces.
- **Sustainability Push:** Organizations are actively reducing Scope 3 emissions via localized gas distribution networks.
- **Digital Operations:** Labs are transitioning to telemetry-driven digital inventory tracking for better visibility.

Managing Critical Lab products in a Complex world

Managing critical lab inputs comes with significant hurdles:

- **Supply Volatility:** Facilities must navigate market tightness in critical inputs like CO₂, Argon and Helium.
- **Regulatory Rigor:** Strict compliance is required for maintaining ultra-cold temperatures and an unbroken chain of custody.

Common Mistake #1

-Treating gases as a basic commodity rather than a process-critical raw material.

Common Mistake #2

-Relying on manual checks or solely on the supplier, which often leads to mid-experiment gas run-outs and high emergency freight fees or shut downs

Airgas Differentiates Itself Through Advanced Technology, Access & On-Site Expertise

- **Infrastructure Expertise:** We provide turnkey gas storage design and installation assistance for scaling laboratories.



- **On-Site Support:** We offer Total Gas Management for seamless delivery and routine safety checks.
 - Ez-Gaz Monitoring on your critical infrastructure

- **Process Upgrades:** Tank sizing conversions significantly cut gas loss and reduce your facility's cylinder footprint and employees handling cylinders.

BIO & Airgas Relationship: Member Benefits



**Member
Success**



Our Relationship your Benefit



In the last few months Airgas and BIO have been able to onboard new & transition existing to the BBS structure finding savings for multiple members.

- **Dedicated Experts:** Consult with local Life Science Specialists and engineers.

- **Member Savings:** Access exclusive GPO contract pricing on gases, equipment, and PPE.
- **Value-Add:** Receive complimentary gas safety audits and lab efficiency assessments.

**Schedule a 15-minute Airgas Gas Discussion or
Safety Audit**



Thank you

American Laboratory Trading (ALT)

Jayson Bernstein

jayson@alt.bio



BUILD & OPERATE BIO SAVINGS WEEK

September 16, 2026

ALT is BIO's preferred provider for premium refurbished equipment and surplus lab solutions, helping members maximize returns, reduce costs, and advance research more efficiently.



What's Changing?

- What are life science companies asking for right now?
- What trends are you seeing?

- Maximizing capital while controlling costs.
- Delaying new purchases for cost-effective alternatives.
- Choosing refurbished for savings and faster availability.
- Adapting to changing lab footprints.
- Monetizing surplus equipment as a financial asset.

“What can we recover from equipment we no longer need?”

Challenges

1

Not planning equipment needs strategically

- Upfront purchases can strain capital.
- Overlooking financing options.
- Untapped value in surplus equipment.
- Strategic equipment acquisition needs planning.

2

Companies buying equipment while surplus assets sit idle.

WHAT'S DIFFERENT?

Refurbished Equipment:

Premium equipment with up to 3-year warranties, technical support, and trusted brands.

More Ways to Acquire:

Purchase, finance, trade in, or consign equipment and combine acquisition with surplus recovery.

Payment Planning:

Preserve working capital and acquire equipment now with flexible terms and no personal guarantees.



Acquire → **Finance** → **Use** → **Upgrade** → **Recover Value**

HOW MEMBERS BENEFIT

15% Off List Price

Free 1 Year Warranty

Quarterly Promotions

Free Desktop Valuation Report

Turn Surplus Into Cash or Credit

Preferred Rates for Science Now, Pay Later ®

and more...

BIO SAVINGS
+
ALT EXPERTISE
+
ALT CAPITAL
+
ASSET RECOVERY

Bio
Business
Solutions®

What's one thing
life science companies
should be thinking about
over the next 12 months?



Thank you!
American Laboratory Trading
alt.bio



SU Group

Robert Salmon

rsalmon@su-group.com



Control service costs. Protect lab uptime.

A smarter approach to life-science equipment service agreements

BIO SAVINGS WEEK WEBINAR

Rob Salmon • West Coast Representative

SU Biotech Division



Life-science teams want savings without disruption

What companies are asking for now

- **Lower total cost** Meaningful reductions against current full-service agreements.
- **Service continuity** Keep trusted OEMs and service providers where they work best.
- **Less administration** One contract, one phone number for vendors and renewals.
- **Clearer risk** Understand what is covered, through a single portal and company.

The winning model balances cost, uptime and simplicity.

Four trends are reshaping service decisions

- | | | |
|----|----------------------------|---|
| 01 | OEM price pressure | Annual increases are making automatic renewals harder to defend. |
| 02 | Lean lab operations | Small teams need dependable uptime without more vendor management. |
| 03 | Mixed portfolios | Multiple manufacturers create inconsistent terms, dates and coverage. |
| 04 | Greater scrutiny | Finance and procurement often want documented savings and predictable exposure. |

Fragmentation makes the real cost hard to see

What becomes difficult

- Different renewal dates
- Different coverage terms
- Different approval paths
- Different vendor contacts

Result: reactive decisions and limited negotiating leverage

The hidden problem

The organization may know the price of each agreement—without knowing the portfolio's total cost, duplicated coverage or retained repair risk.

More contracts do not always mean more protection.



WHAT'S A CHALLENGE?

Challenges often occur before renewals

- 1 Renewing one instrument at a time**

This protects the status quo and hides portfolio leverage.
- 2 Comparing price without normalizing coverage**

A lower quote may shift exclusions or risk back to the lab.
- 3 Starting too late**

Teams lose time to collect asset data and evaluate alternatives.
- 4 Limited performance visibility**

Labs often lack centralized reporting on service calls, response times, repair costs and vendor performance.

BEST PRACTICE

Begin 90 days before the renewal.

WHAT'S DIFFERENT?

SU turns individual agreements into one managed portfolio

1

Inventory

Assets, agreements, renewal dates and service needs

2

Analyze

Coverage, service history, cost and repair exposure

3

Design

A tailored program that preserves required service

4

Manage

SU coordinates vendors and pays service per occurrence

Technology + capability

Data-driven portfolio analysis supports underwriting, program design and measurable comparison.

Process improvement

One renewal calendar, one decision framework and one point of coordination.

The model adds support around the service itself

Dedicated support

- **Single point of contact** Coordination across covered assets and service providers.
- **Vendor continuity** Retain the qualified service resources your lab relies on.

Value-added services

- **Portfolio administration** Agreement consolidation, renewal visibility and service coordination.
- **Ongoing optimization** Review portfolio changes, results and future renewal opportunities.

HOW MEMBERS BENEFIT

Members gain savings, support and a clear next step

15–30%

potential savings on current
full-service agreements

Dedicated support

A single point of coordination helps
reduce administrative burden while
protecting required service levels.

Member success example

A research-university core lab used a
portfolio review to identify savings while
maintaining service continuity across a
diverse equipment base.

YOUR NEXT STEP

Schedule a 20-minute portfolio review

Bring your current agreement list and upcoming renewal dates.

LET'S CONNECT

UPS Healthcare

Billy Lin

billylin@ups.com





UPS HEALTHCARE x BIO

Proud BBS Partner Since 2020

September 2026





WHAT'S CHANGING?



TODAY'S SUPPLY CHAIN CHALLENGES

Complex problems require powerful solutions

Supply chains are becoming more complex,
yet the need for supply chain resiliency is more
necessary than ever before

.....

Accessing logistics information from multiple systems
to make informed decisions is cumbersome and time
consuming

.....

Identifying, capturing and maintaining
accurate and timely data is challenging

WHAT'S IMPORTANT TO LABS?



- ✓ **Successful first-time pickup with fast delivery**



- ✓ **Accelerated turnaround time**



- ✓ **Specimen stability and viability**



- ✓ **Improved lab operating efficiency and visibility**



- ✓ **Enhanced patient experience**

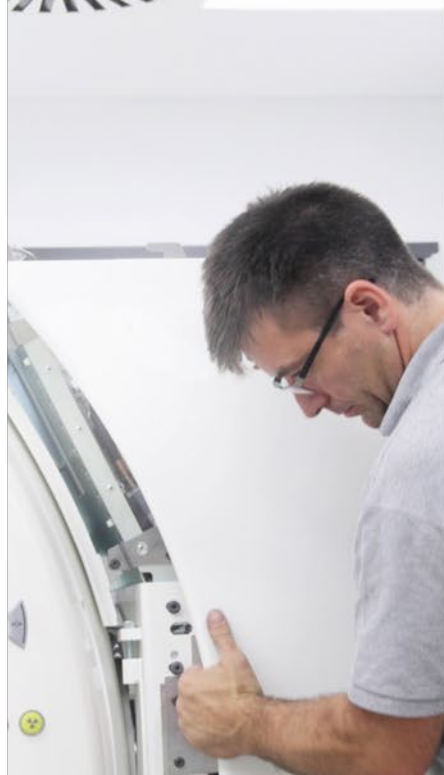


WHAT'S CHALLENGING?

KEY CHALLENGES FOR HEALTHCARE INDUSTRY



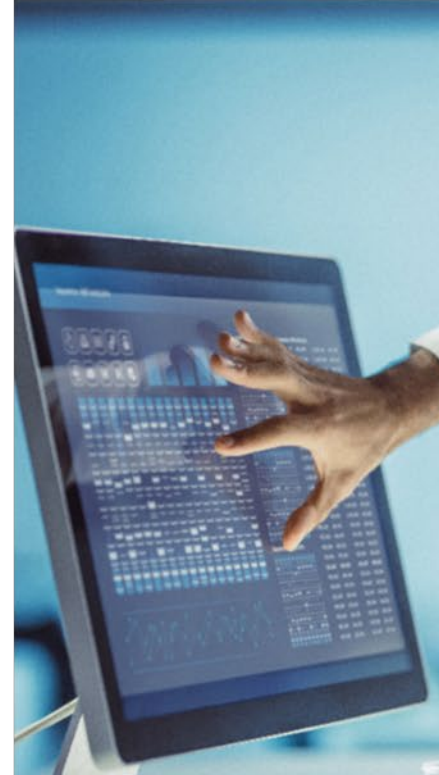
Lack of specialized solutions



Instrument maintenance and downtime



Inconsistent service quality



Suboptimal data management



Inefficient workflow



Healthcare players cannot afford
supply chain disruptions
for their most critical shipments



Patients and providers
depend upon your reliability

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



WHAT'S NEW WITH UPS HEALTHCARE

UPS® PREMIER WITH SENSOR LINKING CAPABILITIES

Advanced technology with ability to connect **customer-owned real time data loggers*** to their UPS® Premier shipments to share environmental data such as temperature and humidity



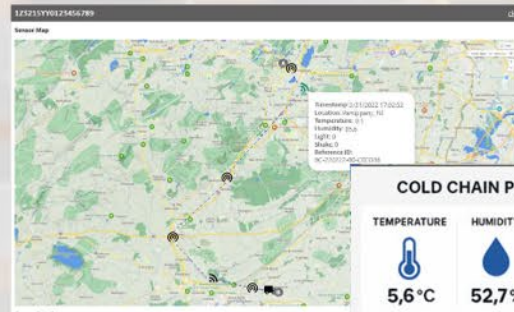
OR



+



Compatible with
**Premier Gold
or Silver**



Data visibility
– Similar to
Platinum



**Early data
driven alerts –
Faster Recovery**

**Current Integrators: Sensos & Tive. Coming Soon – OnAsset and Controlant*

Improves UPS® Premier capabilities while **lowering costs** for customers, by **seamlessly integrating existing devices**, and **improving recovery** of at-risk shipments

UPS HEALTHCARE GROWTH & INVESTMENT HIGHLIGHTS

Leading by continually investing in our healthcare capabilities, while competitors work to catch up



1. announced a \$48 million investment in 27 temperature-controlled freight cross-dock facilities 2. network is built to handle a full spectrum of pharma storage needs 3. KY facility deployed 24 autonomous mobile robots (AMRs) 4. dedicated Quality Assurance and Regulatory Affairs experts worldwide 5. scheduled to open a new hub at Clark International Airport in the Philippines later in 2026.

BIO 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 Std	Import	Import Std	
\$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



Billy Lin

Marketing Strategist

Oversees BIO Relationship

Healthcare Associations

upshealthcareassociations@ups.com

MOVING OUR WORLD FORWARD BY DELIVERING WHAT MATTERS™



UPS Healthcare

Quality Focused. Patient Driven.

Today's presenters: Contact Information



Andy Wilson

andy.wilson@avantorsciences.com



Dalton Speelman

dalton.speelman@airgas.com



Jayson Bernstein

jayson@alt.bio



Robert Salmon

rsalmon@su-group.com



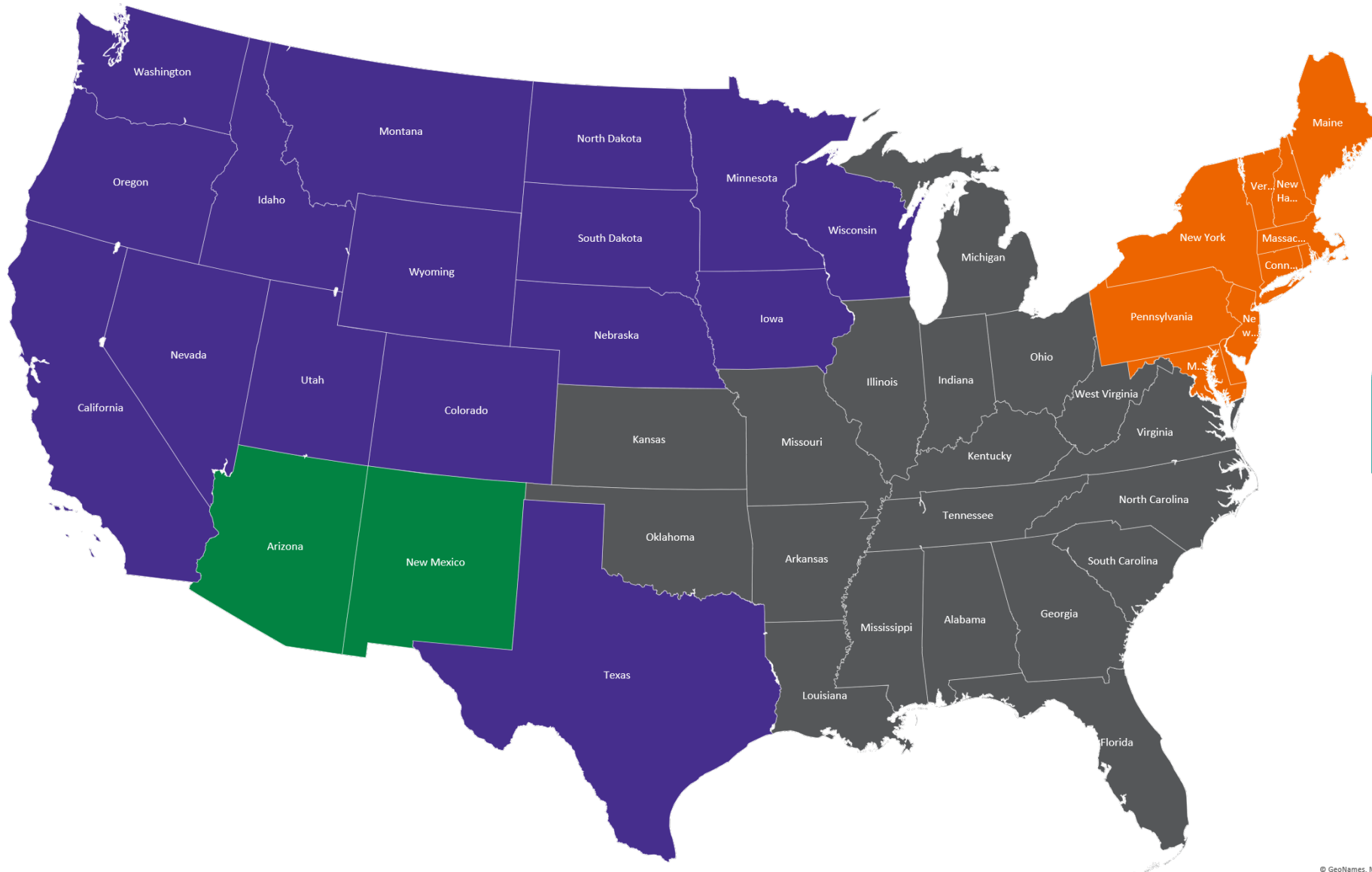
UPS Healthcare

Billy Lin

billylin@ups.com



BIO Business Solutions® BD Team Coverage



- David
- Jeff
- Jim
- Bill



Jeff Vallerger
480-543-9423
jvallerger@bio.org



David Mosley
415-350-9324
dmosley@bio.org



Jim Seymour
845-239-3325
jseymour@bio.org



Bill Wivell
202-450-0039
wwivell@bio.org

