

Bio BUSINESS SOLUTIONS

BIO represents more than 1,100 biotechnology companies, academic institutions, state biotechnology centers and related organizations in all 50 U.S. states and 33 other nations. BIO members are involved in the research and development of health care, agricultural, industrial and environmental biotechnology products.

The main activities of BIO include:

- **Government relations for the biotechnology industry**
- **Communications to promote biotechnology's successes and importance to the general public**
- **Capitol Formation: Business development to provide opportunities to develop partnering, investment, and management successes**
- **Capitol preservation: Discounts on products and services from major suppliers to the industry, through the BIO Business Solutions program.**

The BIO Business Solutions programs are open to all members of BIO and to members of the 29 State and regional associations that endorse the programs.

There is no charge for a member company to utilize any of the programs—they are offered as a benefit of membership.



VWR INTERNATIONAL in the Mid-West

VWR International is a leader in the global research laboratory industry with worldwide sales of \$3.0 billion US dollars. VWR's business is highly diversified across a spectrum of products and services, customer groups and geography. The company offers more than 750,000 products and services, from more than 5,000 manufacturers, to over 250,000 customers throughout North America and Europe. VWR's primary customers work in the pharmaceutical, life science, chemical, technology, food processing and consumer product industries.

Our **strong local presence in the Mid-West** gives you unprecedented support from local sales representation, customer service support and logistical distribution excellence. Our 265,000 sq. ft. Chicago, IL Distribution Center and state-of-the art Customer Service Call Center is in the heart of the Mid-West biotech corridor.



Our Vision:

To be the most successful distributor for people engaged in science

VWR is uniquely qualified to deliver an overall program of substantial value to BIO/MOBIO members of all sizes.

We are pleased to present you with this opportunity to work together for operational efficiencies and savings and look forward to **"Exceeding Your Expectations."**

BIO and MOBIO have partnered with VWR International to support your vital laboratory supply, equipment and chemical requirements. BIO has negotiated extremely aggressive pricing on the entire VWR product offering. In addition, BIO has arranged for special pricing agreements through VWR from many of the leading manufacturers, plus many other member-only benefits.

Agreement Benefit Highlights

- **Pricing based on a total annual spend of over \$50 million from 500 companies nationally**
- **Hot list of over 500 items, with industry best pricing and savings of up to 75% from list**
- **Hot list flexibility- pricing for your local high volume items can be added**
- **Special Cost Plus pricing on general branded equipment items with list price of over \$1,100**
- **E-commerce rebate if most of your orders are placed online (60% min)**
- **Dedicated BIO Customer Service Team at 1-800-897-7054**
- **No minimum order required**
- **Next-day delivery and NO shipping charges from our Chicago IL RDC**
- **Detailed reporting of quarterly usage and performance**
- **Special pricing agreements with major manufacturers: BD Biosciences, Nalge Nunc Bio Products, Mallinckrodt Baker, Mediatech, Hyclone, Revco, Cardinal Healthcare and Microflex**



The Missouri Biotechnology Association (MOBIO) is a statewide nonprofit trade association that serves all Missouri organizations interested in the life sciences. MOBIO's mission is to promote, educate and support research, development and commercialization of the life sciences in Missouri using the tools of modern biotechnology.

MOBIO is composed of a broad cross-section of companies, institutions of higher education, research organizations and related firms involved in research, development and commercialization of the biotechnology and biomedical science industry. MOBIO members promote economic development in Missouri by supporting life science research and practical applications that benefit the general population.



Through its new partnership with BIO, MOBIO now offers its members the opportunity to take advantage of the savings with the VWR Program and the many other BIO Business Solutions programs.

There is no fee for MOBIO members to utilize any of the programs and BIO membership is not a requirement for MOBIO members.

A percentage of the dollars spent each year will be given back to BIO and MOBIO. These dollars help to support important local and national initiatives and programs which these two organizations champion.

**For more information or to enroll
Call your local VWR Sales
Representative, BIO, MOBIO or
VWR BIO HOTLINE at 800-897-
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AND



AND



**Equals –
a Strategic Partnership for Laboratory
Supplies, Equipment and Chemicals**

**Designed to
SAVE YOU MONEY!**

Join the **over 500 biotech companies** already taking advantage of the savings offered through BIO and VWR.

