



Missouri Biotechnology Association (MOBIO) is the only statewide membership group that speaks with one voice to advance and champion the life sciences in Jefferson City, across the state, and in Washington, D.C. MOBIO represents the most extensive and broadest cross-section of life science organizations, including businesses, higher education, medical research, start-ups, agri-science, and related firms involved in research, development, and commercialization of the life sciences. MOBIO serves to connect, develop, and advance the state's bioscience community.

MOBIO members benefit from a strategic focus to support the enrichment and growth of the biosciences in Missouri through:

Science and Policy

MOBIO advocates for Missouri's life sciences and technology sectors. Maintaining a sophisticated understanding of current dynamics, MOBIO serves as your trusted voice for bipartisan engagement and leadership within the Missouri State Capitol.

MOBIO forges meaningful relationships between public and private sector leaders to:

- Defend companies, large and small
- Obtain and safeguard the public investment
- Secure state funding for Missouri's life science industry

The strength of MOBIO's collective voice consistently delivers a compelling message to advance pro-science, pro-business legislative policy.

BIO Business Development

MOBIO cultivates a welcoming climate for research, science / technological innovation, and business while encouraging industry attraction, expansion, and entrepreneurship in Missouri.

Connections

MOBIO connections make a difference, specializing in meaningful business-to-business engagements and bridging:

- A network of diversified thought leaders
- Business leaders with policymakers
- Entrepreneurs with investors
- Members to greater market potential

Members connect at regional, national, and international levels with science, education, and commercial networks to advance business and enrich the industry.

MOBIO is the catalyst, accelerating growth and leveraging high-value relationships for our vibrant life sciences community.

Workforce Advancement

MOBIO aggressively pursues and engages opportunities that reach, educate, and inspire the future workforce. We fortify the strength of Missouri's life science culture through

- Progressive technology to promote STEM careers in workforce development
- Securing investments for biotech's educational allies
- Providing a platform for career exploration

Member Savings

MOBIO saves members real money, providing access to numerous partner organizations that offer significant discounts on relevant industry products and services. All MOBIO members are entitled to preferred purchasing power. There is NO fee to participate.

Through the preferred member partner programs last year:

- MOBIO members saved over 3 million dollars.
- Individual members report saving 35-40%, with annual savings in the hundreds of thousands of dollars.

MOBIO members receive discounts on the following:

- Laboratory Supplies
- Office Supplies
- Shipping, Moving, and Storage
- Environmental Services
- Insurance
- Laboratory gases

Promotion and Visibility

MOBIO is the state's primary life sciences ambassador, communicating Missouri's life sciences story and amplifying your success into essential industry channels.

Members receive current industry-related articles, state legislative updates, and event information through:

- The *Progress* e-newsletter
- MOBIO.org website

Trusted Resource

MOBIO is a trusted partner and resource for the life sciences industry in Missouri. We have become a trusted voice in the science and technology sectors through our unwavering commitment to innovation. MOBIO members join and renew their memberships each year to ensure that the Missouri Biotechnology Association continues to enrich the biosciences economy and secure a favorable legislative position.

Join Today

Join other entrepreneurs, educators, business professionals, and government officials today to protect and advance life science in Missouri. All companies in the bioscience industry, no matter their size or line of business, benefit from membership with MOBIO.

MOBIO 2023 Board of Directors

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Horizon

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BioSTL

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Dean College of Biosciences
Kansas City University

Pamela Xaverius

Vice President of Research &
Scholarly Activity
University of Health Sciences &
Pharmacy in St. Louis

Kimberly Young

President
KC Animal Health Corridor



Enabling Innovation

MOBIO Laboratory Supply Agreement



We're Excited to Partner with You

As your primary supplier of laboratory products, the Fisher Scientific channel gives you access to the largest portfolio of biotech suppliers and products. Enjoy special pricing on everyday scientific supplies, safety products, equipment, chemicals, reagents, and more.

Your Contract Benefits

Proactive Account Management

Your local Fisher Scientific account representative, along with life sciences, safety, and chemical specialists, will provide personalized support for all your work, including:

- Custom business reviews
- Service level and usage reports
- Contract implementation and compliance guidance
- Process improvement

Commodity Discounts

Spend less with competitive pricing on the products you purchase most frequently through:

- Significant discounts based on your association's collective volume
- Additional discounts provided for your specific high-volume items

Continuous Cost Improvement

Reduce your costs by consolidating vendors, standardizing products, and combining asset-based services, plus save even more with:

- A guaranteed initial credit line
- Discounted rates on equipment and instrument leases and service agreements
- Low-cost alternatives for a variety of products

Logistics and Delivery

We make it easy for you to get what you need when you need it with:

- No-cost shipping for most orders*
- Products stocked in state-of-the-art distribution centers
- Next-day delivery for most items ordered before 2 p.m.
- Customized inventory management solutions to ensure product availability

Industry-Leading Website

Easily find the products and services you need on fishersci.com with:

- Easy order management
- Advanced search capabilities
- Detailed information and documentation
- eProcurement solutions and integrations
- Customized high-volume product list for each member

* Excludes products that require special handling (refrigerated or frozen products), ice charges, rush shipments, and equipment delivered with "white glove" service.

Programs to Help You Thrive

Take advantage of customized programs that fit your needs, from start-up to scale-up.



New Lab Start-Up

Get your new lab off to a productive start with special offers on an extensive range of products from leading brands. We can take you from empty shelves to a fully functioning lab with less hassle and worry.

unity lab services

Unity™ Lab Services

Let our experienced service consultants help you optimize your business processes with assessments, e-commerce initiatives, and inventory and chemical management. Plus, we'll help you outsource non-core functions and stay focused on science.



Sustainability Program

We support your sustainable green initiatives and look for novel ways to continually improve our business processes to help protect the environment.

Products for All Your Applications

Access more than 1.7 million products from trusted, leading brands that provide solutions to your most pressing needs.

Exclusive Alliances

We partner with major manufacturers to give you easy access to high-demand products at competitive prices.

Leading Life Sciences Portfolio

We offer more than 300,000 antibodies, plus innovative stem cell technologies, RNAi, and a complete line of products for genomics, proteomics, and cell biology.

Third-Party Products

Even if we don't normally carry a product you need, we can still get it for you through our Encompass program — the most comprehensive third-party procurement program in the industry.

Fine and High-Purity Chemicals

Choose from leading brands of organic and inorganic chemicals and reagents that are purified, processed, and conveniently packaged by application.

Safety Products and Services

Find all the lab safety, facility safety, and cGMP production products you need to meet your requirements.

People to Support Your Goals

No matter when you need help, our friendly customer service team and award-winning sales force are available.

Account Management Team

Your Fisher Scientific sales representative will provide maximum support as part of our customer-focused Account Management Team.

Life Sciences Specialists

Fisher Scientific life sciences specialists stay current with the newest products and technologies to provide solutions to your toughest application-based technical questions.

Chemical Specialists

With extensive chemistry backgrounds and training, Fisher Scientific chemical specialists can answer your questions about our entire selection of chemicals and provide technical support.

Safety Specialists

Fisher Scientific safety specialists can help you find and properly use the right personal protective equipment and safety items, and they'll promote long-term safety through on-site training and support for federal safety and OSHA guidelines.

Customer Service Representatives

Our customer service representatives can answer availability and ordering questions and provide the latest information on pricing, availability, and delivery. Call 1-800-766-7000 to get in touch.

We're Working to Help You Grow

As part of the Missouri Biotechnology Association (MOBIO), the Fisher Scientific channel is a vital hometown partner to Missouri's life sciences community. All MOBIO members can generate significant ROI from cost-saving Fisher Scientific discounts on essential industry products. The 100% satisfaction guarantee, 1% price improvement guarantee, customer focus, and support make us the best in class for the MOBIO pooled purchasing program. MOBIO members always prosper using the Fisher Scientific partner program.



"The Fisher Scientific channel sets the standard among equipment providers for the Missouri life sciences community. MOBIO members utilizing the MOBIO/Fisher Scientific program report saving over \$5 million annually, a reflection that routinely runs 60–70% off the retail price. With the Fisher Scientific team's attention to detail and outstanding customer service, which includes specialists on the ground and employed in Missouri, the Fisher Scientific channel is the right partner for MOBIO members."

Kelly Gillespie
President & CEO MOBIO
MOBIO.org

Remember, what makes MOBIO's program unique is that all transportation logistics charges are waived. MOBIO members will never pay hazardous charges, ice charges, fuel surcharges, direct ship fees, or integrity packaging fees. That's easily another 8% savings, and a straightforward benefit for those responsible for paying the bills and stretching budgets.

Tailored Solutions to Help You Grow

Stay focused on science with resources, knowledge, and experience to support your growing enterprise.

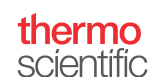
Early Stage

- New Lab Start-Up Program
- Lab design and needs assessment
- Compliance and audit services
- Planning and project management
- Stockroom management services
- On-site inventory and replenishment program
- Flexible financing, including start-up options and leasing programs
- Training and consulting

Later Stage

- Cost optimization and standardization services
- Procurement solutions (supply chain management, business process, and system integration)
- Cleanroom consulting and products
- Packaging and distribution services
- Scale-up, marketing, and sales support services
- Unity™ Lab Services (chemical and inventory management)

Featured Suppliers



 For more information on MOBIO:
mobio.org | 573-690-9267

In the United States

Order online: fishersci.com

Fax an order: 1-800-926-1166

Call customer service: 1-800-766-7000

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Member Exclusive Cost-Savings Program



bio.org/save



\$705 M

Aggregate
Savings in 2021



\$870 M

Total annual Spend Exceeds Almost
Every Standalone Company's Overall
Purchasing



4,700

Companies
Participating

About

BIO Business Solutions® is the largest cost-savings **program for the life science industry, offering** BIO and state affiliate members exclusive, industry-specific offers on a variety of general business solutions, such as insurance, finance and PEO, as well as access to lab products, waste management services and more—all in one place and tailored to save your company time and money.

How does it work?

BIO Business Solutions® pools the purchasing power of thousands of life science companies to negotiate **competitive pricing and favorable terms on** supplies and services critical to their success.

There is no charge for BIO and state affiliate members to participate, and companies can utilize one, some or all of the special pricing arrangements.

Why is BIO Business Solutions right for me?



**Instant access
to a rich portfolio
of services.**

From lab equipment and office supplies to HR and shipping services, we've got you covered **on the services life science companies need and are used by** industry peers on a regular basis.



**The due diligence
is done by industry
experts.**

We renegotiate with company partners to ensure that we offer **the most competitive rates and** terms. Not only are your contract terms guaranteed year-to-year, but rest assured that they are reviewed and enhanced regularly.



**Tailor the offerings
to your business
model.**

Whether you are operating a lab or virtual biotech company, our suite of services can be packaged **to fit your business needs. Use** them all or just a few. As your business grows, simply add to your list of discounted services.



More savings. More research.

How do I sign up?

Participation is free for BIO and state affiliate members and signing up is painless. Just give us a call or send us an email and let us know what you'd like to save money on. We'll do the rest!



(888) 246-1728

save@bio.org

bio.org/save

Trusted and Preferred by Biotech Leaders



"Companies are going to get more of a response as a member of BIO through these programs because they're seen as part of a large customer as opposed to a small company that's trying to make it on its own."

– ISAAC YOUNG

GxP Procurement & Supplier Management Senior Director, Sangamo Therapeutics, Inc.



"The BIO Business Solutions program offers excellent options that help me attain the goal of sparing cash, which drives us successfully to our other goals... It will save you time and money!"

– KEITH MURPHY

Founder & CEO, Viscient Biosciences



"Our company has been using the BIO-VWR National Program since 2006. Our analysis showed over a 46% savings on lab supplies last year with additional savings on freight, fuel surcharges, hazardous material handling fees, as well as earned cash-back rebates that are also part of the program. We couldn't be happier."

– LYNN CILINSKI

Vice President & Controller, MacroGenics, Inc.



"With BIO Business Solutions®, the due diligence has been done and the discounts negotiated for us. We now have the same buying power as much larger companies..."

– KARTHIK RAMACHANDRAN

Co-Founder & Chief Operations Officer, Likarda LLC

Real Savings

A company in CA with
130 employees saved

\$752,968

on insurance, lab supplies,
waste removal, and recruitment services.

A company in MA with
27 employees saved

\$300,399

on lab supplies and
equipment alone.

A company in MN with
11 employees saved

\$101,320

on just insurance
and lab supplies.

A company in PA with 6 employees saved

\$50,861

on news distribution, file sharing services,
and lab supplies.

A company in NC with 2 employees saved

\$18,559

on lab supplies and waste removal.

Browse the cost-savings options...



Discounts on Packaged Gas & Equipment



15% off Refurbished Lab Equipment



10% off Business Insurance



40% off Lab Waste Removal



15% off Microscope Systems & More



Up to 75% off Office Supplies



10% off Quality & Validation Professional Services



35% off Cloud QMS



25% off File & Cloud-Based Sharing



50% off Workwear/Cleanroom Services



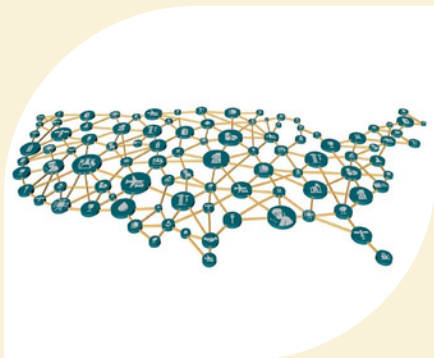
Moving/Storage Discounts



Up to 74% of Shipping

Airgas Healthcare
an Air Liquide company

One of the largest U.S. suppliers
of industrial, medical and
specialty gases, dry ice, and
more.



Benefits

10-25%

discounts on cryogenic
equipment, gas
distribution equipment,
and safety products

HOT LIST

of medical and specialty
gas grade nitrogen, helium,
argon, and carbon dioxide,
plus custom offerings
tailored to specific
member needs

CUSTOMIZED AGREEMENT

for renewal, removal, and
remedy, with guaranteed
terms and savings

FULL RANGE OF PRODUCT SUPPLY

cylinders, dewars,
MicroBulk, bulk, and
pipeline, as well as
dry-ice service





A full-service provider of premium refurbished lab equipment and surplus equipment management services for the life sciences.



Benefits

Surplus Strategy Services	Equipment Purchase
FREE one-year equipment warranty	20% discount on surplus services
15% no-hassle discount on list price* <small>*Agilent factory-refurbished equipment excluded</small>	10% bonus on standard consignment split
10% discount on all Agilent Certified Pre-Owned products	10% rebate on buyer's premium

CHUBB®

Providing cost-effective risk management and insurance protection tailored to the unique needs of biotechnology companies.



Benefits

- **TEAMS** dedicated to “life sciences” who are aware of the risks most prominent to your business.
- **EXPERIENCE** working with a wide range of businesses, from start-ups to global operations, concept to commercialization.
- **MULTINATIONAL CAPABILITIES** and global reach with offices in 54 countries, and the ability to do business in more than 200 countries in the places where you do business.
- **RISK ENGINEERS** that take the time to understand the uniqueness of your operation and offer solutions to keep your business safe and protected.
- **CLAIMS PROFESSIONALS** who work tirelessly to reimburse you fairly and quickly in the event of a covered claim.
- **FINANCIALLY STABLE** and predictable, so you know we will be here when you need us most.

[Learn More](#)

Chubb is the marketing name used to refer to subsidiaries of Chubb Limited providing insurance and related services. For a list of these subsidiaries, please visit our website at www.chubb.com. Insurance provided by ACE American Insurance Company and its U.S.-based Chubb underwriting company affiliates. All products may not be available in all states. Coverage is subject to the language of the policies as actually issued. Surplus lines insurance sold only through licensed surplus lines producers. Chubb, 202 Hall's Mill Road, Whitehouse Station, NJ 08889-1600.



One of the largest environmental services companies in North America that manages waste recycling and disposal for almost all waste streams – Lab, Chemical, and Bio-hazard.

Benefits

35-40%

off list price on disposal

15-20%

off list price on transportation and materials

35%

off list price on labor charges

Full Online Services Capability

Track Waste

Manage Profiles

View and Download all Reporting Data

Streamline Data Gathering Process

Full Pricing Transparency



Assist with training for compliance with State and Federal Laws



Robust recycling capability for waste and unused products



A program that helps businesses reopen and maintain health and safety standards.



A market leader in optics instrumentation and the only microscope company to manufacture its own glass, ensuring the very finest quality assurance throughout production.

Benefits

15% OFF

select BIO customized microscope packages

7% OFF

individual Nikon items

5% OFF

third party products

Free installation, unless specified on quote

1 YEAR

Full Warranty on Systems

5 YEAR

Warranty on Microscopes

15% OFF

a wide variety of Warranty Extension Programs

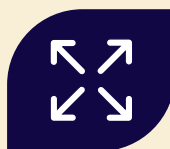
SPECIAL PRICING

on Contract Imaging Services



FREE

on-site customized training



FULLY INTEGRATED

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



A leading provider of business services and supplies, products and technology solutions to small, medium, and enterprise businesses.

Benefits

DEEP DISCOUNTS

on Office Supplies,
Furniture, Technology,
Breakroom & Facilities

FREE DELIVERY

on qualifying orders

EXCLUSIVE DISCOUNTS

on HP ink
& toner

Total 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



**A seamless extension of
your company to assist you
in producing the highest
quality products.**



Benefits

10% DISCOUNT

on all professional services

Tailored and cost-efficient project assistance for all your quality, systems, and regulatory needs.



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
- Calibration
- Engineering
- Project Management
- And more!



Provides industry-leading real-time quality management software to ensure regulatory compliance goals are met while reducing business costs.

Benefits

**35%
DISCOUNT**

on initialization fee for
PSC Software® services

**21-DAY
FREE TRIAL**

of ACE® and
AuditUtopia®

**10%
DISCOUNT**

on configuration
services



ACE® Enterprise is a highly configurable, electronic Quality Management System (eQMS) that can be configured to each organizations specific needs. Hosted with AWS, ACE Enterprise is a scalable single platform solution for all quality needs. Key capabilities include Document, Learning, Quality, Inspection, and Supplier management.



ACE Essentials® is a turn-key electronic Quality Management System (eQMS) that is one fully integrated and compliant quality, document, and learning management solution. ACE Essentials helps highly regulated industry startups and small businesses efficiently and economically switch to cloud-based software.



AuditUtopia® captures, tracks, communicates, and sorts audit activities as a real-time Inspection Audit Management System used to host inspections and audits that is trusted by life science companies worldwide. With AuditUtopia®, you can streamline your inspection process, improve response time for requests and minimize the hassles of inspections to focus on what matters most, your company's work.



Secure, manage and control your documents through all stages of growth.

Benefits

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

A software platform with life 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



INSEPCION READINESS

Manage eTMF clinical trial docs,
with 21CFR11 and HIPAA compliance

Document security and management with Life Science Specific Features



UniFirst provides a range of apparel, including traditional uniforms, industrial wear, protective clothing, cleanroom gowning and "corporate casual" attire.

Benefits

Uniform and facility service savings of 30-50%

1 WEEK

complimentary
service upon new
agreement execution

NO PRICE INCREASES FOR 3 YEARS

CUSTOMER FAVORABLE TERMS



FREE

lab coat pressing
included with
rental program



FREE

company and
name emblems on
initial installation



**CLEANROOM
GARMENTS**

with UHF Chip
Technology



Offers a full range of moving and storage solutions, including corporate and laboratory moves. United has a network of more than 300 agent locations across the country, including Humboldt Storage and Moving.

Benefits

Local, long-distance,
and international

MOVING SOLUTIONS

Laboratory, office,
and employee

RELOCATIONS

Regulatory compliant,
climate-controlled

SPECIMEN RELOCATION

for laboratory moves

GUARANTEED PICKUP AND DELIVERY

to minimize downtime
on all relocations



U.S. DOT No. 077949



UPS Healthcare

Quality Focused. Patient Driven.

Deliver critical shipments with care and receive the logistics expertise of a quality-focused and patient-driven organization.

Benefits

Save up to

74%

on UPS Next Day Air[®] services

Save up to

59%

on UPS 2nd Day Air[®] services

Save up to

59%

on UPS 3 Day Select services[®]

Save up to

51%

on UPS Ground[®] Commercial services

Save up to

44%

on UPS Ground[®] Residential services

Save up to

68%

on UPS Worldwide International Services



UPS Capital Flexible Parcel Insurance



UPS Healthcare[™] Cold Chain Packaging



UPS Store Business Services discounts and other Value added services