

## Executive Committee

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Vice Chair, **Wendi Godwin**  
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General Counsel, **Michael Adrian**  
LathropGPM  
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Genentech

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Immunophotonics

### Justin Arnold

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### Jackson Benefield

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### Jeffrey A. Biskup

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### Scott Brown

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### Ratan Chopra

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### Christi Dixon

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### Jordan Feuerborn

Merck

### Dominie Garcia

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### Marcus Smith

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Sandberg Phoenix

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### Kevin Webb

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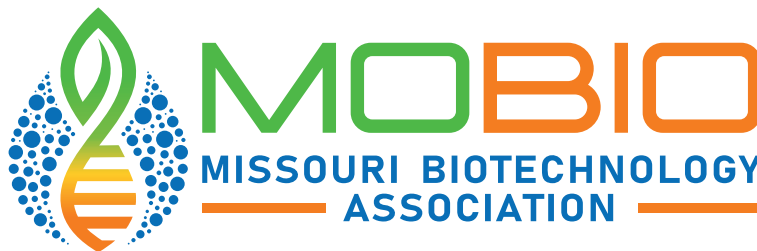
Medicine and Biosciences

### Jeffrey Williams

Bayer

### Kimberly Young

KC Animal Health Corridor



Dear Colleagues & Friends,

On behalf of the Missouri Biotechnology Association (MOBIO), it is my great pleasure to welcome you to Missouri's exclusive statewide association dedicated to advancing the life sciences industry. As the Chairman of MOBIO, I am thrilled to have you join our diverse and dynamic community of businesses, higher education institutions, researchers, start-ups, leaders, and innovators in life sciences R&D and commercialization. Together, we unite, cultivate, and propel Missouri's bioscience ecosystem to new heights.

At MOBIO, our mission is clear: to champion the growth and enrichment of the life sciences across Missouri while serving as a trusted, bipartisan voice in Jefferson City and Washington, D.C. Your membership connects you to a powerful network designed to support your endeavors. I encourage you to explore how MOBIO aligns with your needs.

- **Collaboration:** We foster industry leading collaboration opportunities designed to advance life sciences efforts for the entire state of Missouri and beyond.
- **Connection:** Engage with thought leaders, policymakers, entrepreneurs, and investors through meaningful business-to-business opportunities at regional, national, and international levels.
- **Innovation:** MOBIO continues to explore next generation technologies and scientific breakthroughs that provide value to our entire life sciences ecosystem.
- **Visibility:** Amplify your achievements through MOBIO's Progress e-newsletter, MOBIO.org updates, discounted trade shows, and conference participation.
- **Workforce Development:** Tap into PROSPER, our initiative to inspire and educate Missouri's future life sciences talent.
- **Advocacy:** Benefit from MOBIO's deep relationships with public and private sector leaders as we guide and support you through the legislative process.
- **Savings:** No-fee access for top-tier discounts on laboratory supplies, shipping, insurance, and more.

On a personal note, I have enjoyed being a member of MOBIO for the last eight years. There has never been a more critical time for life sciences organizations to work together in this new era of global competition. Missouri is a state of CHAMPIONS where the Chiefs, Cardinals, and Royals have provided the ultimate example of building high-performance teams. I'd ask that you join our team and bring that "athlete mindset" with you!

Once again, welcome to MOBIO. I look forward to seeing your impact as part of our vibrant community. #MOBIOcollaboration

Sincerely,

A handwritten signature in black ink, appearing to read "Christopher W. Kennedy".

Christopher W. Kennedy

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 clear and strategic focus that supports the enrichment and growth of the life sciences in Missouri. This focus is evident in our commitment to:

### **Science and Advocacy**

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

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

- Provide consistent representation in the State Capitol
- Defend companies, large and small
- Obtain and safeguard the public investment
- Secure state funding for Missouri's life science industry
- Contribute guidance and support throughout the legislative process
- Assist in neutralizing bills with unfavorable or unintended consequences

MOBIO's collective voice is strong. We consistently deliver 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 membership network of diversified thought leaders
- Business leaders with policymakers
- Entrepreneurs with investors
- Members to more significant 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 more than an association. It is a catalyst, accelerating growth and leveraging high-value relationships for our vibrant life sciences community.

### **Workforce Development**

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

PROSPER is a new MOBIO workforce development initiative dedicated to Partnering Resources, Opportunities, & Students for Powerful Employment Results. We proudly partner with Missouri Southern State University and MOSO Caps in the Science 2 Jobs (S2J) program. Additionally, we collaborate with BioSTL and BioNexus KC in the BIOTECH for MO program. PROSPER directly supports these programs and functions as a bridge extending additional assistance to rural and underserved communities within Missouri.

### **Member Savings**

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

Last year, MOBIO members saved over **3 million dollars**. Individual members report saving 35-40% and annual savings in the hundreds of thousands of dollars with the preferred member partner program.

MOBIO members receive discounts on the following:

- Laboratory Supplies
- Office Supplies
- Document Sharing
- 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
- Event sponsorship opportunities to increase exposure to a targeted audience
- Notifications and discounted participation in trade shows and conferences for business growth

### **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 annually 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. MOBIO membership benefits all companies in the bioscience industry, regardless of size or line of business.

# MOBIO 2024 Board of Directors

## Executive Committee

Chairman	<b>Christopher Kennedy</b> CEO Pacific Genetech
Vice Chair	<b>Wendi Godwin</b> Director of US Regulatory Affairs Boehringer Ingelheim
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General Counsel	<b>Michael Adrian</b> Business Transactions Partner LathropGPM
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Division of Research, Innovation, and  
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**Scott Brown**  
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**John Bucksath**  
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Vice President Research & Economic  
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**John Land**

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CIC St. Louis

**Tim McCoy**

Director of Strategy  
Tarlton Corporation

**Quinten Messbarger**

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Missouri Innovation Center

**Sean Morris**

President and CEO  
Amplifi Vascular

**Roy Pura**

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CSL Behring

**Dennis Ridenour**

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**Karla Roeber**

Vice President, Government and  
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Donald Danforth Plant Science  
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**Marcus Smith**

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**Tracey Truitt**

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**Dean Van Galen**

President  
Missouri Southern State University

**Kevin Webb**

Chief Operating Officer  
API Innovation Center

**Robert A. White**

Dean College of Biosciences  
Kansas City University of  
Medicine and Biosciences

**Jeffrey (Jeff) Williams**

Deputy Director of Midwest State &  
Local Government Affairs  
Bayer

**Kimberly Young**

President  
KC Animal Health Corridor

## Membership Directory

Aclaris Therapeutics  
Addison Biological Laboratory  
Amgen  
Amplifi Vascular  
Antibody Research Corporation  
API Center  
Aptimmune  
Arc Technologies Group  
ARCO Construction Company, Inc.  
Array Bridge Inc.  
Avadel Pharmaceuticals  
Bayer - U.S. Crop Science  
Benson Hill  
BIO  
BioGenerator - St. Louis  
Biokyowa Inc  
BioNexus KC  
BioSTL  
Boehringer Ingelheim Vetmedica, Inc.  
BRDG Park  
Bristol Meyers Squibb  
Cell Origins  
Central Bank  
CIC St. Louis  
Clark, Richardson & Biskup Consulting Engineers (CRB)  
COBB Refrigeration and Laboratory Service  
CoverCress Inc.  
CSL Behring  
Donald Danforth Plant Science Center  
Eli Lilly and Company  
Endovac Animal Health LLC  
Fairfield Labs  
Fimbrion Therapeutics  
Fisher Scientific Company, LLC  
Future Fuels  
GenAssist  
Genentech  
GRAIL  
GSK  
Hemco  
HIVE  
Illumina, Inc.  
Immunophotonics

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IMPETUS AG  
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Inovatia Laboratories LLC  
Intact Genomics  
Johnson & Johnson  
Kansas City Animal Health Corridor  
Kansas City Area Development Council  
Kansas City University  
KCAS  
Labconco Corporation  
Latham BioPharma Group  
LathropGPM  
Likarda  
Mallinckrodt  
McCarthy  
MediBeacon, LLC  
Medix  
Merck  
Mercy  
Metro Park Warehouse  
Missouri Baptist University  
Missouri Corn Growers Association & Corn Merchandising Council  
Missouri Innovation Center  
Missouri Southern State University  
Missouri Soybean Association  
Missouri Soybean Merchandising council  
Missouri State University  
MRIGlobal  
NewLeaf Symbiotics  
Novus International, Inc  
Omniose  
Pacific Genetech  
Panome Bio Inc  
Pfizer  
PGAV  
PhRMA  
Precision AI Biosciences  
Sanofi US  
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St. Louis Community College  
Stowers Institute for Medical Research  
Tarlton Corporation  
TEN Healthcare  
University of Health Sciences & Pharmacy in St. Louis

## Membership Directory

University of Missouri System

Varro Bio

Vertex Pharmaceuticals

Washington University in St. Louis



# Enabling **Innovation**

MOBIO Laboratory Supply Agreement





# 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

**Ansell**

**applied biosystems**

**AXYGEN**  
A Corning Brand

**BD**

**biotechne**

**BioTek**

**CONTEC**

**CORNING**

**cytiva**

**DURAN WHEATON KIMBLE**

**DUPONT**

**eppendorf**

**eurofins  
mwg|operon**

**fisherbrand**

**fisher  
chemical**

**gibco**

**Hoefer**  
Where Electrophoresis Gels

**invitrogen**

**Kimberly-Clark  
PROFESSIONAL**

**Millipore  
Sigma**

**METTLER TOLEDO**

**Promega**

**SARTORIUS**

**Texwipe**  
An ITW Company

**thermo scientific**

# 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. On average, MOBIO members save 40% off list prices on their purchases.

## Your Contract Benefits

### Customized for MOBIO Members

- 2% growth incentive on franchise products
- Absorbed freight for all products\*
- Customized high volume list
- 30-day no-hassle return policy
- No surcharges on fuel, hazardous materials, ice, direct ship fees, or integrity packaging fees

### 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](http://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.

# 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.

# Products for All Your Applications

Find the products you need from the brands you trust. Choose from an industry-leading portfolio of more than 1.7 million products from over 6,500 suppliers.

## **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.

## **Production Products and Services**

Count on us as your secure, reliable source for products from top brands and value-added services to support your production needs, from development through clinical phases, to full-scale production.

## **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 contamination control products you need to meet your requirements.

# Programs to Help You Thrive

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



## New Lab Start-Up Program

Get your new lab off to a productive start with special offers on an extensive range of products from leading brands. Go from empty shelves to a fully functioning lab with less hassle and worry. Visit [fishersci.com/newlab](https://fishersci.com/newlab) to learn more.

unitylab 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. Visit [fishersci.com/unitylabservices](https://fishersci.com/unitylabservices) to learn more.



## Sustainability Program

We support your sustainability goals and look for novel ways to continually improve our business processes to help protect the environment. Look for the icon to find products that are part of our Greener Choice program. Visit [fishersci.com/sustainability](https://fishersci.com/sustainability) to learn more.



## Supplier Diversity Program

Grow your spend with small and diverse businesses and keep your research on track. We'll work with you to build a custom plan and help you measure and track your spend in specific diversity categories. Visit [fishersci.com/supplier-diversity](https://fishersci.com/supplier-diversity) to learn more.



## Thermo Fisher Financial Solutions

Count on our team of experts to help you easily and affordably acquire the equipment you need to maintain access to the most advanced technology. The Thermo Fisher Financial Solutions team partners with you to develop financing options tailored to your needs while supporting your goals and budget.

## We're Working to Help You Grow

As one of the most proven and tangible benefits to Missouri Biotechnology Association (MOBIO) members, the Fisher Scientific channel is an essential partner providing expertise and value across 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, 100% absorbed transportation costs, customer focus, and support make the Fisher Scientific channel the best in class for the MOBIO pooled purchasing program. MOBIO members always prosper using the Fisher Scientific partner program.

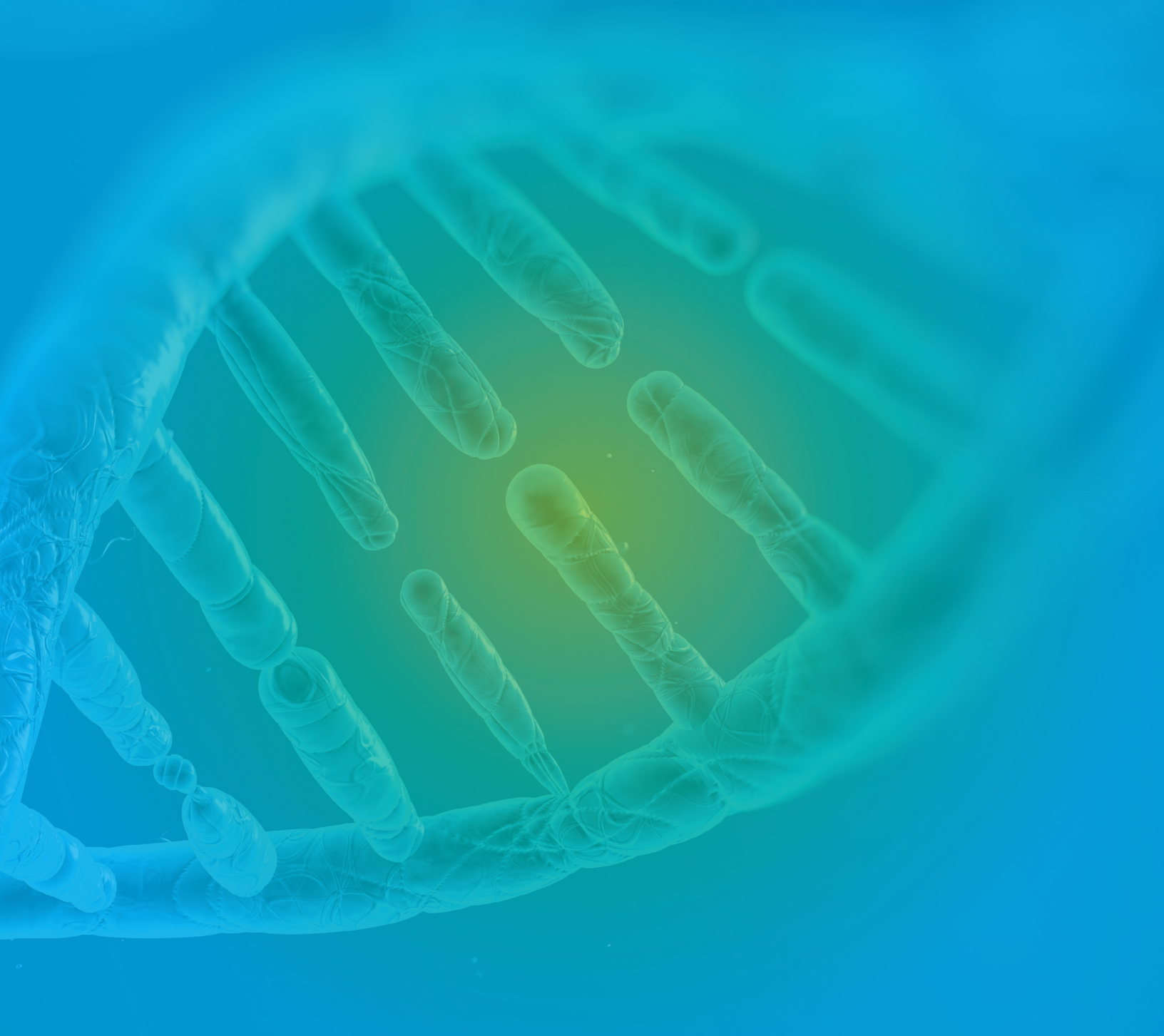


"The Fisher Scientific channel sets the standard among equipment providers for the Missouri life sciences community. MOBIO members utilizing the MOBIO and Fisher Scientific program report saving over \$5 million annually, a reflection that routinely runs 45 to 60% off the retail price. With the Fisher Scientific team's attention to detail and outstanding customer service, which includes specialists on the ground and employed in Missouri, the Fisher Scientific channel has been the best partner for MOBIO members for the last 12 years."

### Kelly Gillespie

President & CEO, MOBIO  
[MOBIO.org](https://mobio.org)





For more information on MOBIO  
[mobio.org](https://mobio.org) | 573-690-9267

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# Member Exclusive Cost-Savings Program



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



**\$700 M**

Aggregate  
Savings



**\$830 M**

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



**4,500+**

Companies  
Participating

## About

BIO Business Solutions® is the **largest cost-savings program for the life science industry**, offering BIO and state life science association 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 life science association 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.



## 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](mailto:save@bio.org)

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



## Trusted and Preferred by Biotech Leaders



"Our company has been using the BIO-Avantor 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.*



"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*



"When we were a small company, it was important to stretch our dollars. Now, as a large company, BIO's Cost-Savings Program is an even more important solution for us. We save over \$1 million each year."

– **WILLIAM NEWELL**

*CEO, Sutro Biopharma*

## 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...

**Airgas Healthcare**  
an Air Liquide company

Discounts on Packaged  
Gas & Equipment

**ALT**  
AMERICAN LABORATORY TRADING

15% off Refurbished Lab Equipment

**CHUBB®**

10% off Business Insurance

**CleanHarbors®**

Up to 40% off Lab Waste Removal

**Nikon®**

Up to 15% off Microscope Systems  
& More

**Nikon®**

Discounts on Nikon BioImaging  
Lab Services

**odp**  
BUSINESS SOLUTIONS™

Up to 75% off Office Supplies

**PSCBiotech®**

10% off Quality & Validation  
Professional Services

**PSCSoftware®**

35% off Cloud Quality  
Management Software

**ShareVault®**  
Share documents. Simply, securely.

25% off File & Cloud-Based Sharing

**UniFirst**  
UNIFORMS SERVICES SOLUTIONS

Up to 50% off Workwear/  
Cleanroom Services

**United**  
Van Lines

Moving/Storage Discounts

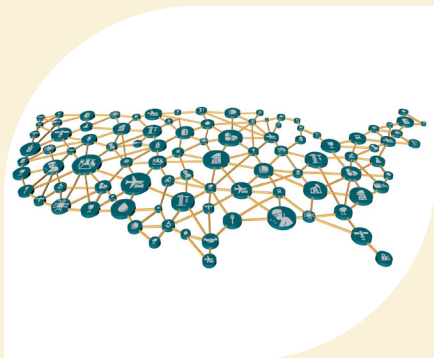
**UPS** **UPS Healthcare**  
Quality Focused. Patient Driven.

Up to 74% off Shipping

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

**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.**



## Benefits

Surplus Strategy Services	Equipment Purchase
<b>FREE</b> one-year equipment warranty	<b>20%</b> discount on surplus services
<b>15%</b> no-hassle discount on list price	<b>10%</b> bonus on standard consignment split
<b>10%</b> additional discount on sale items	<b>10%</b> 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](http://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**



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

### 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





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

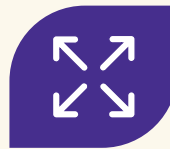
**15% OFF**

a wide variety of Warranty Extension Programs



**FREE**

on-site customized training



**FULLY INTEGRATED**

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



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

## Benefits

# 7% DISCOUNT

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

## Additional Perks

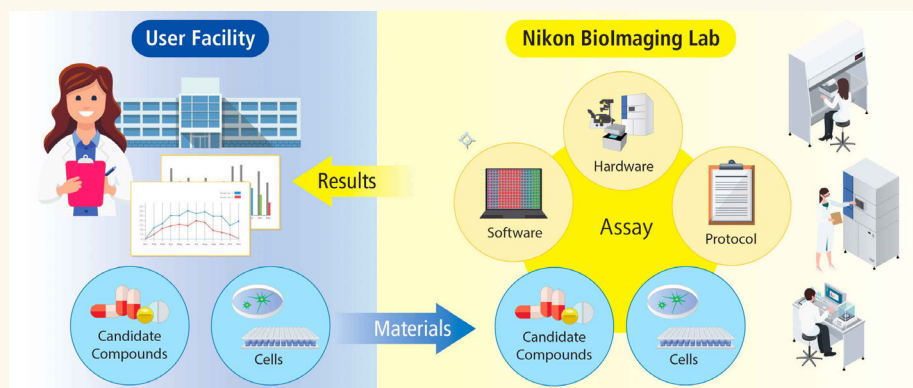
Industry-leading  
microscope systems  
and software solutions

Streamlined, automated,  
and AI-supported  
high-content imaging  
and analysis

Access to biologists and  
imaging professionals for  
experimental design and  
project consulting

Mix and match  
services and service  
levels to meet your  
research needs and  
budget

**Visit a NBIL onsite to  
conduct your research  
or submit your samples  
and leverage the  
expertise of imaging  
professionals.**





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

### Benefits

#### DEEP DISCOUNTS

on ODP'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





**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!



**Trusted cloud quality management software purposely built for the needs of life science companies.**

## Benefits

**35%  
DISCOUNT**  
on a one-time  
implementation cost

**10%  
DISCOUNT**  
on Annual License Fee

**21-DAY  
FREE TRIAL**  
Try Before You Buy



Accelerate your time to compliance with our pre-configured off the shelf Quality Management Software developed with over 15 years of industry experience. Wow your team with a 2 week launch time for your FDA compliance documents, training, and quality event management software.



**ACE® Enterprise** is a configurable Quality Management Software trusted by 10,000+ users. Modernize global quality management with a solution that brings together documents, training, quality processes, supplier management, batch execution, and more in a single cloud platform.



Put your best foot forward during Regulatory Inspections with AuditUtopia Powered by ACE. Reduce request fulfillment time by 50% through streamlined front room/backroom communication and request fulfillment. Proactively prepare for inspections with FDA Regulatory Profile Access!



**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

## 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



### INSEPCION READINESS

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



Provides a range of apparel, including traditional uniforms, industrial wear, protective clothing, cleanroom gowning and “corporate casual” attire.

## Benefits

**30-50%  
OFF**

uniform and facility  
services

**2 WEEK**

complimentary  
service upon new  
agreement execution

**NO PRICE  
INCREASES  
FOR 3 YEARS**



**FREE**

lab coat pressing  
included with  
rental program



**FREE**

company and  
name emblems on  
initial installation



**CLEANROOM  
GARMENTS**

with UHF Chip  
Technology



**CUSTOMER  
FRIENDLY  
TERMS &  
CONDITIONS**



**CLEANROOM  
SOLUTIONS &  
DISINFECTANTS**



**DEDICATED  
CUSTOMER  
SERVICE  
TEAM**





**Moving and storage solutions,  
including corporate and laboratory  
moves, with a network of more than  
300 agent locations across the country.**

## 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

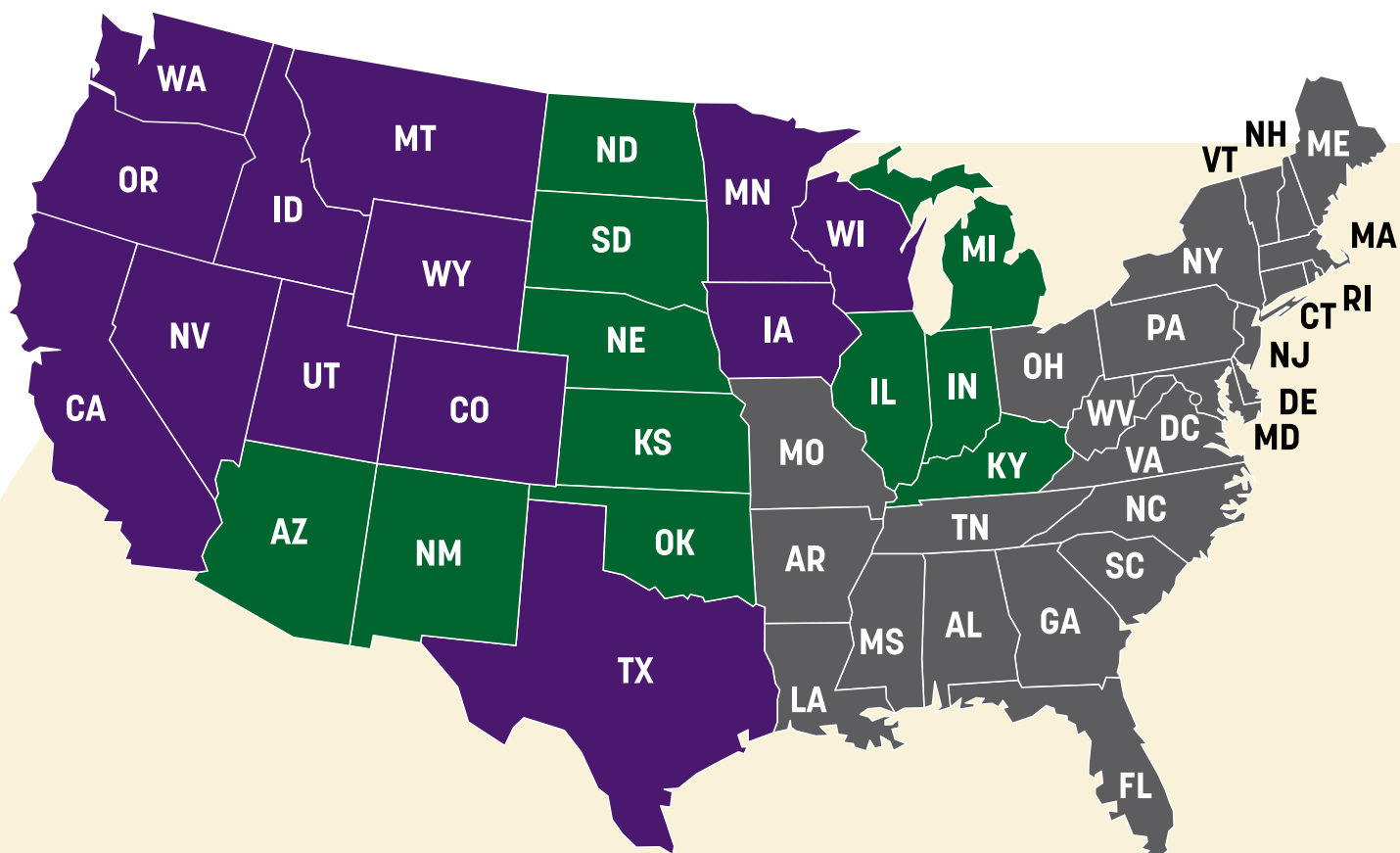


UPS Healthcare™  
Cold Chain  
Packaging



UPS Store Business  
Services discounts  
and other Value  
added services

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