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Dear Friends,

Missouri Biotechnology Association (MOBIO) Board of Directors and members invite you to join our active life sciences community dedicated to improving lives around the world through active engagement beginning here at home in Missouri.

MOBIO provides our members' support and enrichment to develop big ideas into bold innovations, products, and services. Always championing the life sciences, MOBIO is a trusted resource, advocating to enrich a pro-business pro-science legislative policy. MOBIO cultivates a welcoming environment for business development while enhancing your work through meaningful networks for members including; events, person to person connections, and cost savings preferred provider programs. MOBIO amplifies your success and provides access to essential industry channels.

MOBIO's 18-year history and consistent active membership speak to their efforts to champion and impact our industry. We believe in the integrity, value, and results that MOBIO contributes to each of us. We invite you to join today.

Sincerely,

Tom Schwaller, Board Chair

## **MOBIO Overview**

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 largest 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 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 to research, science, and 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:

- 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.

## Executive Committee

Chairman      **Tom Schwaller**  
Vice President, Sales  
Labconco

Treasurer      **John D. Bucksath**  
CEO  
KCAS Bioanalytical & Biomarker Services

General Counsel      **Michael Adrian**  
Partner  
LathropGPM

Secretary

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Assistant Vice Chancellor  
Medical Public Policy  
Washington University in Saint Louis

**Besty Boedeker**  
District Director of the Center for  
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St. Louis community College

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Director, Nonclinical Consulting  
Latham Biopharm Group

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U.S. Public Affairs & State  
Government Relations  
Pfizer

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Elixell Therapeutics

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Government Affairs  
Horizon

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Economic Development  
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and  
CEO  
Missouri Innovation Center

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Director, State Government Affairs  
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BioSTL

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Director, State Government Affairs  
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**Al Zimmerman**

Senior Business Director  
Novus International

## **Membership List**

Addison Biological Laboratory  
Advantage Capital Partners  
AgriThority  
Agrivida  
Amgen  
Antibody Research Corporation  
Aptimmune  
Arch Oncology  
ARCO Construction  
Array Bridge  
Avadel Pharmaceuticals  
Bayer Crop Science  
Benson Hill  
BioGenerator - St. Louis  
BioNexus KC  
BioSTL  
Boehringer Ingelheim  
BRDG Park  
Bristol Myers Squibb  
Brookside Administrative Operations Services  
Bryan Cave LLP  
BSA Life Structures  
Cannon Design  
Canopy Biosciences  
Cell Origins  
Central Bank and Trust  
Confluence  
CoverCress  
CRB Consulting Engineers  
CSL Behring  
Custom Sensors  
Donald Danforth Plant Science Center  
Elemental Enzymes  
Eli Lilly and Company  
ELIXELL  
Endovac Animal Health  
Engineering Surveys and Services  
Ethical & Independent Review Services  
Excite Pharma Services  
Fimbrion  
Fisher Scientific Company  
Galera Therapeutics, Inc.

Gateway Pharmacology Laboratories  
Genentech  
Grail  
GSK  
Hemco Corporation  
HERA  
HOK  
HORIZON  
Immunophotonics  
Infinity Laboratories  
Inotiv  
Inovatia Laboratories LLC  
Intra-Cellular Therapies  
Johnson & Johnson  
Kansas City University  
KCAS  
KWS Gateway Research Center  
Labconco Corporation  
Latham BioPharm Group  
LathropGPM  
Lee Biosolutions, Inc.  
Likarda  
Mallinckrodt Pharmaceuticals  
Matatu  
McCarthy  
McCownGordon Construction  
mdgroup  
MediBeacon  
Merck  
Mercy Technology Services  
Metro Park Warehouse  
Missouri Corn Growers Association & Corn Merchandising Council  
Missouri Farm Bureau Federation  
Missouri Innovation Center  
Missouri Soybean Association  
Missouri Southern State University  
Missouri State University  
Mitochondria in Motion  
MRIGlobal  
Mycorrhizal Applications  
NewLeaf Symbiotics  
Novus International, Inc  
Pfizer  
PGAV

PhRMA  
ProteXase Therapeutics  
Sanofi  
Sinclair Research Center, Inc.  
Sirona DX  
Springfield Business Development Corporation  
St. Louis Community College  
Stowers Institute for Medical Research  
Tarlton Corporation  
TEN Healthcare  
The Law Office of Randolph Bretton  
Ultragenyx Pharmaceutical  
University of Health Sciences & Pharmacy in St. Louis  
University of Missouri System  
VaxNewMo  
Vertex  
Washington University in St. Louis

# Membership Application



☐ New

☐ Renewal

Date: \_\_\_\_\_

Company / Organization Name

Address

Company Web Site

Address 2 / Suite

City/State/Zip

# of Employees in Missouri / # Worldwide

Phone

Fax

**MAIN COMPANY REPRESENTATIVE:** (As the designated company representative for MOBIO, your responsibilities include receiving all official correspondence, paying membership dues and updating company information.)

Name

Phone

Fax

Title

Email

**COMPANY CONTACTS:** (All contacts below must be completed before application can be approved)

CEO/President

Email

Phone

CTO/CSO

Email

Phone

Business Development

Email

Phone

Government Affairs Director

Email

Phone

Other

Email

Phone

**INDUSTRY SEGMENT AND MARKET FOCUS:** (Please choose primary industry segment)

**Market Focus**

☐ Biopharmaceutical

☐ Diagnostics

☐ Drug Discovery

☐ Industrial Biotechnology

☐ Medical Device

☐ Therapeutics

☐ Agricultural Biotechnology

☐ Animal Bioscience

☐ Renewable Fuels

**Research / Professional Advisors / Finance/Services – Market Focus**

☐ Academic/Research

☐ Marketing/Communications

☐ Finance

☐ CRO

☐ Real Estate

☐ Insurance

☐ Gen. Contractor/Bio Construction

☐ Venture Capital

☐ Legal/Intellectual Property

☐ Diagnostics

☐ Accounting

☐ Non-Profit/Life Sciences Support

☐ Hospital/Health Care

☐ Bioinformatics

☐ Recruitment

☐ Internet/Software

☐ Economic Development

☐ Other (Please Specify) \_\_\_\_\_



# Membership Application



## MEMBERSHIP CATEGORIES:

### Life Science Industry Membership Type / Annual Dues (Check One)

- |   |  |
|---|--|
| <input type="checkbox"/> Key Stakeholder.....\$25,000                   | <input type="checkbox"/> Bronze Level (50-100 employees).....\$1,250 |
| <input type="checkbox"/> Platinum Level (500+ employees).....\$10,000   | <input type="checkbox"/> 26-49 employees.....\$1,000                 |
| <input type="checkbox"/> Diamond Level (300-499 employees).....\$ 7,500 | <input type="checkbox"/> Pharma / BioPharma Non-Resident.....\$1,000 |
| <input type="checkbox"/> Gold Level (200-299 employees).....\$ 5,000    | <input type="checkbox"/> 11-25 employees.....\$750                   |
| <input type="checkbox"/> Silver Level (101-199 employees).....\$ 2,500  | <input type="checkbox"/> 4-10 employees.....\$500                    |
|   | <input type="checkbox"/> 1-3 employees.....\$250                     |

## PAYMENT:

Make checks payable to Missouri Biotechnology Association. Dues are valid for one year, and recur on a calendar year basis from January through December. The Federal Tax ID # for MOBIO is 43-1908699

Please consider submitting a check for membership dues over \$1,000.

Dues Amount \$ \_\_\_\_\_ ☐ Check Enclosed

☐ Credit Card Payment: ☐ VISA ☐ MasterCard ☐ American Express

Credit Card # \_\_\_\_\_

CVV Number: \_\_\_\_\_

Exp. Date (XX/XX): \_\_\_\_\_

Name on Card \_\_\_\_\_

Signature: \_\_\_\_\_

MOBIO does not accept Discover

Please complete form  
and mail or fax to:  
**Mr. Kelly Gillespie**  
Executive Director  
**MOBIO**  
PO Box 148  
Jefferson City, MO 65102-0148  
Phone: (573) 690-9267  
kelly@mobio.org



# 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](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.

# 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](http://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.

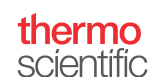
## Early Stage

- 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](http://fishersci.com)

Fax an order: 1-800-926-1166

Call customer service: 1-800-766-7000

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19-2393 ZT 12/19



## Participation Letter

Missouri Biotechnology Association (“MOBIO”) and Fisher Scientific Company L.L.C. (“Fisher”) are parties to a Master Laboratory Supply Agreement effective February 15<sup>th</sup>, 2013 (the “Agreement”), under which members of MOBIO who sign this Letter of Commitment may purchase laboratory products from Fisher at discounts established by the agreement between MOBIO and Fisher.

The undersigned member of MOBIO (“Member”) hereby agrees as follows:

1. Upon acceptance of this Letter of Commitment by Fisher, Member will receive the discounts from Fisher provided in the Agreement, subject to all of the other terms and conditions of such Agreement, which are specifically incorporated herein by reference and agreed to by Member.
2. Each Member will be entitled to create their own additional unique high volume Catalog Product list, and each custom high volume Product list will consist of the individual Member’s top one hundred (100) items. Member has designated the Catalog Products listed in Attachment A to this Letter of Commitment as its list of high volume items and has received a quotation from Fisher of the prices shown in Attachment A for the remainder of the calendar year of the date of execution of this Letter of Commitment. Thereafter, these prices shall be adjusted at the beginning of each calendar year in accordance with any list price changes. At Member’s request, on an annual basis, Fisher shall provide to individual Members an updated version of their customized high volume Catalog Product list showing the new net prices. The Products comprised in Attachment A shall be subject to review between the parties on an annual basis.
3. All pricing shall be subject to increase in the event that the price extended hereunder results in a price below Fisher’s cost plus 15%, in which event the price charged shall be Fisher’s cost plus 15%. In the event that Fisher’s cost for a Catalog Product increases within a calendar year more than 5%, the resulting price increase shall be passed through to Member.
4. Member agrees to consider Fisher Scientific as a primary supplier and make every effort to look first to Fisher Scientific for their requirements for laboratory supplies and related products under the pricing and other terms of the Agreement;
5. Member consents to Fisher disclosing to MOBIO summary information about Member’s purchases under the Master Laboratory Supply Agreement for the purpose of MOBIO administering that Agreement;
6. Member’s participation under the Agreement shall be on a calendar year basis. Participation shall automatically renew for additional periods of 12 months subject to Member giving written notice of non-renewal not later than sixty (60) days prior to the end of the relevant calendar year. Member shall be entitled to terminate this Agreement for cause at any time in the event that Fisher is in default of its obligations and fails to cure such default within sixty (60) days after written notice of such default;
7. Member’s participation under the Agreement may be terminated by MOBIO if Member fails to maintain its membership or participation in MOBIO (as the case may be);
8. Member’s participation under the Agreement may be terminated by Fisher in the event that Member is in default of Member’s obligations under the Agreement and fails to cure such default within sixty (60) days after written notice of such default.





9. Fisher and Member agree to keep the terms and conditions of this Agreement confidential and shall not share any of the information contained herein, including, but not limited to Product pricing, to any third party.
10. Neither Fisher nor Member may use any of the other party's name(s), logo(s) or mark(s) in any public communication or press release, or for any other marketing or promotional purpose, without such other party's express prior written consent or as a result of such person's response to a published recruitment advertisement or independent general employment search.
11. For the term of this Agreement and a period of six (6) months thereafter, neither Fisher nor Member shall hire or solicit for hire in any capacity any person employed by the other party within six (6) months prior to such hire or solicitation for hire, except upon such other party's express written consent.
12. Member acknowledges and agrees that it will not utilize funds from a Federal health care program for the purchase of Products from Fisher.
13. Member further acknowledges that MOBIO receives an administrative fee from Fisher for management of this program.

Submitted, as Member, by:

**Member  
Company  
Name**

**Fisher Scientific Company L.L.C.**

**Signature**

**Signature**

**Name**

**Name**

**Title**

**Title**

**Date**

**Date**

**Phone**

**Email**

**Fisher Account Numbers:**

A female scientist with dark hair in a bun, wearing a white lab coat and clear safety goggles, is shown in profile. She is holding a test tube with blue liquid in her right hand and writing on a large, curved, light-blue screen with a white pen. The background is a dark blue with a hexagonal molecular pattern. The text "Member COST SAVINGS PROGRAM" is overlaid on the right side of the image.

# Member COST SAVINGS PROGRAM



*More savings. More research.*

[bio.org/save/Missouri](http://bio.org/save/Missouri)

## What is BIO Business Solutions Program?

BIO is best known for world-class advocacy, education, and events BUT did you know that BIO also operates the largest cost-savings program for the life sciences industry, BIO Business Solutions®? Life sciences companies across North America saved more than \$590 million last year on lab and office essentials.

### HOW DOES IT WORK?

BIO Business Solutions pools the purchasing power of thousands of life sciences companies to negotiate bulk pricing and favorable terms. Companies large and small can enjoy the great rates and benefits that come with having close to \$600 million in purchasing power behind them. That's a lot of leverage!



## Why is BIO Business Solutions right for me?

### WE'VE GOT YOU COVERED.

Whether you are operating a lab or law firm, BIO Business Solutions offers cost savings on the supplies you order on a regular basis. **From lab supplies and equipment to insurance and office supplies, we've got you covered!**

### WE DO THE DUE DILIGENCE.

As our program and purchasing power continue to grow, we continue to renegotiate with our current cost-savings partners to ensure we are offering the most competitive rates and terms. **You can be confident that your contract terms are not only guaranteed year after year, but are also being reviewed and enhanced on a regular basis.**

### IT'S WHAT WE DO BEST.

**Saving you money is what we are good at – we've been doing this for over 25 years.** We have a team in place to manage this program around the clock... VERY few companies can say the same. Let our team, and the savings offered, free up your time and budget dollars for the most important work you do – feeding, fueling, and healing the world.

## How do I sign up?

Give our team a call and we'll be happy to get you started. The good news is that participation is free for BIO members and signing up is painless. Just give us a call and let us know what you'd like to save money on, and we'll do the rest!



(888) 246-1728

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

[save@bio.org](mailto:save@bio.org) ➔



**BIO Business Solutions®**

*More savings. More research.*

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



## What your peers are saying about BIO Business Solutions...



"We are using programs for things like office supplies and lab supplies and the savings come out to about 200k a year. That's money we've been able to invest right back into our research so BIO Business Solutions® has definitely been a great choice for us."

— DAVE LAWRENCE, CBO, Acorda Therapeutics



"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 and 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 M. CILINSKI, Vice President, Controller & Treasurer at 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, VP & Founder, Likarda LLC

### Real Savings

A company in CA with 130 employees **SAVED \$752,968** last year on insurance, lab supplies, waste removal, and recruitment services.

A company in MA with 27 employees **SAVED \$300,399** last year on lab supplies and equipment alone.

A company in MN with 11 employees **SAVED \$101,320** last year on just insurance and lab supplies.

A company in PA with 6 employees **SAVED \$50,861** last year on news distribution, file sharing services, and lab supplies.

A company in NC with 2 employees **SAVED \$18,559** last year on lab supplies and waste removal.



**Business Solutions®**

More savings. More research.

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

## Browse the cost-savings options...

Through its partnership with BIO, Missouri Biotechnology Association (MOBIO) offers its members the opportunity to take advantage of the BIO Business Solutions® programs listed below. Click on the company name to learn more. There is no fee for the members to participate.

**Airgas Healthcare**  
an Air Liquide company



Discounts on Packaged Gas & Equipment

**ALT**  
AMERICAN LABORATORY TRADING



15% off Refurb Lab Equipment

**CHUBB**



10% off Business Insurance

**CleanHarbors**



40% off Lab Waste Removal

**humboldt**  
relax. and get moving.



Moving / Storage Discounts

**Nikon**



15% off Microscope Systems

**Office  
DEPOT**



80% off Office Supplies

**PSCBiotech**



15% off QMS

**SIS** | RESEARCH SOLUTIONS  
REPRINTS DESK



15% off Scientific Literature Access

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



20% off VDR / File Sharing

**UniFirst U1st**  
Uniforms • Services • Solutions



Up to 50% off Workwear / Cleanroom

**ups**

**UPS Healthcare**



Up to 74% off Shipping

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

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

# Airgas Healthcare

an Air Liquide company

Airgas, an Air Liquide company, is the largest U.S. supplier of industrial, medical, specialty gases, dry-ice, and nitrous oxide.

## BENEFITS

### 10-25%

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

### HOTLIST

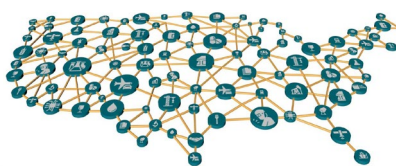
of medical-grade nitrogen, helium, argon, & carbon dioxide, plus custom offerings tailored to specific member needs

### 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



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

**GET STARTED →**





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

## BENEFITS

Equipment  
Purchase

**FREE**

one-year  
equipment warranty

**15%**

no-hassle discount  
on list price\*

\*Agilent factory-refurbished equipment excluded

**5%**

discount on all Agilent  
Certified Pre-owned products,  
up to a maximum of \$1,500

Surplus Strategy  
Services

**20%**

discount on  
surplus services

**10%**

bonus on standard  
consignment split

**5%**

bonus on seller's  
premium in auctions



**Business  
Solutions®**

More savings. More research.

**GET STARTED →**



For more than 25 years, Chubb has been providing cost-effective risk management and insurance protection tailored to the unique needs of biotechnology companies.

## BENEFITS

### PROPERTY, CASUALTY, AND CYBER SECURITY INSURANCE:

#### COMPETITIVE PREMIUMS

for companies at all stages

#### LOW MINIMUM PREMIUMS

for early stage companies

#### DEDICATED LOSS CONTROL AND CLAIMS SPECIALISTS

for members

#### ACCESS TO PROPRIETARY TOOLS

to assist in developing insurance values

### CLINICAL TRIALS, ERRORS AND OMISSIONS, PRODUCT, AND PROFESSIONAL LIABILITY CYBER INSURANCE:

# 10%

**premium credit**

(subject to limitations)



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Solutions®**

*More savings. More research.*

**GET STARTED →**





Clean Harbors is 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 on disposal

**15-20%**

off list 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 that will be  
applicable for waste  
and unused  
products



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Solutions®**

*More savings. More research.*

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Humboldt Storage and Moving, a United Van Lines agent, is a one-stop for all moving and storage needs including employee relocation, moving an office or lab, or an entire company.

## BENEFITS



**PREFERRED  
DISCOUNTS**  
on all moving needs  
for members



Local, long-distance,  
and international  
**MOVING SOLUTIONS**



Laboratory, office,  
and employee  
**RELOCATIONS**



Regulatory compliant,  
climate-controlled  
**SPECIMEN RELOCATION**  
for laboratory moves



**GET STARTED →**

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



Nikon is 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



**Business  
Solutions®**

More savings. More research.

**GET STARTED** →





Office Depot, Inc. is a leading provider of business services and supplies, products and technology solutions to small, medium, and enterprise businesses.

## BENEFITS

UP TO

**80%**

off over 1000 most frequently ordered items

**DEEP DISCOUNTS**

on copy, print, and finishing services

MORE THAN

**90,000**

items discounted below retail

**EXCLUSIVE DISCOUNTS**

on HP ink & toner



Flexibility to customize to fit your needs



Free delivery on qualifying orders



Exclusive member promotions



Same great price online or in-store



Dedicated account management



**Business Solutions®**

More savings. More research.

**GET STARTED** →



**PSC Software provides electronic quality management and inspection management software solutions that enable life science companies to efficiently deliver their products to regulated industries.**



### ACE Essentials

Pre-configured, cloud-based, turn-key, ready-to-use quality management software solution that comes with pre-configured, validated work flows that are 21 CFR Part 11 compliant and includes SOPs. Ideal solution for companies moving from paper based to electronic.



### Adaptive Compliance Engine (ACE)

A single-platform, scalable and highly-configurable enterprise quality management system, 21 CFR Part 11 compliant. real-time tracking, management, and reporting of all compliance, quality, and operational activities.



### AuditUtopia

AuditUtopia® is a real-time inspection management system for tracking and managing inspections. Improve response time for inspection requests.



### Computer System Validation (CSV) Services

Integrates and validates new and existing systems to improve efficiency across sites, working with multiple ERP, QMS, BMS, VMS and other systems to ensure processes are functional and in full compliance with FDA and EMA guidelines.

## BENEFITS

**15%**

discount from list price

ACE Essentials | ACE  
AuditUtopia

**45 DAY  
FREE TRIAL**

ACE Essentials | ACE  
AuditUtopia

**10%**

discount

All professional services,  
(CSV, regulatory affairs,  
technical writing, etc.)



**GET STARTED** 



## RESEARCH SOLUTIONS REPRINTS DESK

Research Solutions provides simplified and lowest cost access to the latest scientific literature through its popular SaaS research platform Article Galaxy.

### BENEFITS

#### Full-Text Access 24/7

Choose from 70M+ research papers delivered in minutes.

#### Literature Management

Never pay twice for the same article with a centralized library.

#### Compliance

Obtain the copyright-cleared version of record (VoR).

#### Purchase or rent

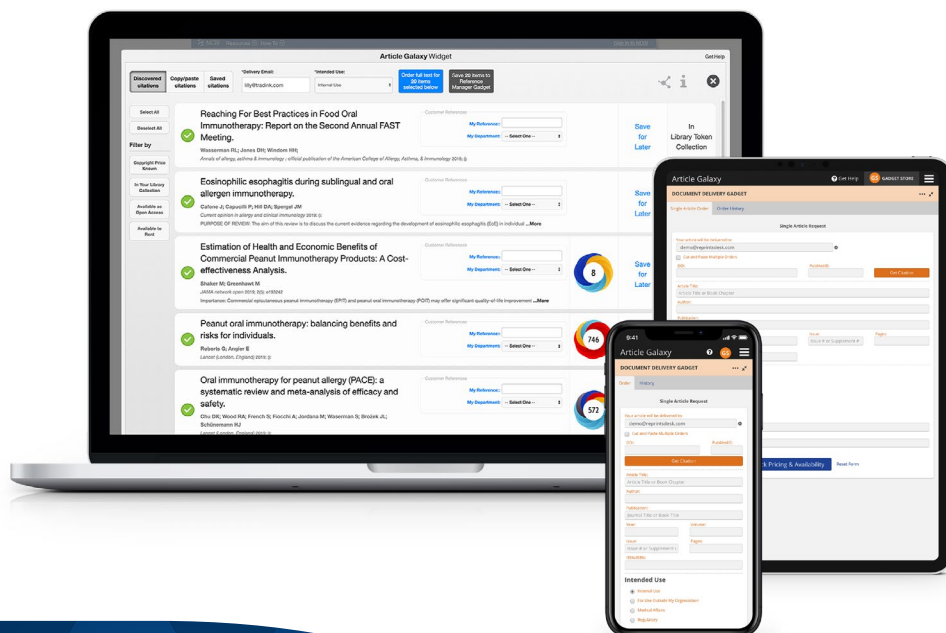
Any journal article—across all major publishers.

#### Seamless Integration

Access content at the point of discovery on 70+ search portals.

#### Lowest Cost Acquisition

Filter for Open Access and subscriptions.



# 15%

discount from list price  
Article Galaxy Enterprise

# 14 DAY FREE TRIAL

Article Galaxy Enterprise

# 20%

reduction in article spend  
Lowest Cost Acquisition



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More savings. More research.

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





Share documents. Simply, securely.

ShareVault makes it easy for companies to securely share confidential documents with third parties. The innovative cloud computing platform enables customers to manage critical time-sensitive and document-centric processes faster and easier.

## BENEFITS

MINIMUM

**20%**

discount on ShareVault's  
primary products

MINIMUM

**30%**

savings off the standard  
pricing of ShareVault for  
SharePoint

MINIMUM

**5%**

additional discount on  
subscriptions with terms of  
two or more years



eCTD tag  
structure  
available  
at no cost



Creation of  
document index  
available at  
no cost



Migration services  
from existing  
VDRs at  
no cost



Assistance with  
high-performance  
uploads at  
no cost



**Business  
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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



**HYGIENICALLY  
CLEAN GARMENTS**  
& UHF Chip technology



**Business  
Solutions®**

More savings. More research.

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## UPS Healthcare

UPS healthcare combines small package and freight forwarding operations to offer healthcare-licensed distribution space, forward stocking locations (FSL) and time- and temperature-sensitive shipping solutions to manufacturers and contract research organizations in all clinical trials phase.

### BENEFITS

<p>SAVE UP TO</p> <p><b>74%</b></p> <p>on UPS Next Day Air® services</p>	<p>SAVE UP TO</p> <p><b>59%</b></p> <p>on UPS 2nd Day Air® services</p>	<p>SAVE UP TO</p> <p><b>59%</b></p> <p>on UPS 3 Day Select services®</p>	<p>SAVE UP TO</p> <p><b>51%</b></p> <p>on UPS Ground® Commercial services</p>
<p>SAVE UP TO</p> <p><b>44%</b></p> <p>on UPS Ground® Residential services</p>	<p>SAVE UP TO</p> <p><b>68%</b></p> <p>on UPS Worldwide International services</p>		



**GET STARTED** 