



Member Exclusive Cost-Savings Program



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

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



"BIO's Cost Savings Program provided our company outstanding benefits as we expanded into a new laboratory space. We obtained significant savings on lab equipment, supplies, and services during this time and we continue to get the support we need."

– DAVID PEREIRA

Lead Applications Scientist, Phase Scientific

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...



Always Designing
for People®

Waived Fees & 25% off HR Solutions



Always Designing
for People®

R&D Tax Credit Assessments



an Air Liquide company

Discounts on Packaged Gas & Equipment



AMERICAN LABORATORY TRADING

15% off Refurbished Lab Equipment



Comprehensive Management Liability Programs



10% off Workforce Benchmarks &
Compensation Surveys



delivered by VWR™

Up to 75% off Lab Supplies



LIFE SCIENCE EXECUTIVES On Demand

Executive Search & Management Consulting



10% off Business Insurance



Up to 40% off Lab Waste Removal



Business Travel Management Services



Up to 15% off Microscope Systems & More



Discounts on Nikon Biolimaging Lab Services



Up to 75% off Office Supplies



10% off Quality & Validation Professional Services



35% off Cloud Quality Management Software



Share documents. Simply, securely.

25% off File & Cloud-Based Sharing



SU GROUP LLC • EST 1982

Equipment Service Contract Consolidation



UNIFORMS SERVICES SOLUTIONS

Up to 50% off Workwear/Cleanroom Services



Moving/Storage Discounts



UPS Healthcare

Quality Focused. Patient Driven.

Up to 74% of Shipping

bio.org/save



One-stop, full-service HR partner to help you attract and retain talent.



Employee benefits, payroll, R&D tax credits, HR, Workers' Comp, and more.

Two Great Ways to Partner with ADP:

1 Move to a co-employment arrangement with ADP TotalSource®, the nation's largest Certified Professional Employer Organization (PEO), designed to help your business increase efficiencies.

Benefits:

- Save time on HR tasks with a **dedicated HR pro**
- Cash in on **R&D tax credits**
- Comprehensive benefit package to help you **attract and retain workers**
- **Promote safety** with risk & safety guidance, Workers' Comp insurance, loss control, claims support, and get well soon program
- **Payroll, tax and HR compliance** for every location

2 Partner with ADP for payroll and tax to make getting to payday so much easier on you.

Payroll for 1-49 Employees

- Payroll processing
- Taxes calculated and paid on your behalf
- Federal, state, and local compliance support

Payroll for 50+ Employees

- Payroll
- Benefits
- Compliance
- Workforce Management
- And more.

Exclusive discounts for members!

Innovation in Customer Service



ADP TotalSource
★★★★★ 127 reviews



Research & Development Tax Credits: You're innovating but are you leaving money on the table?



Is Your Company Performing R&D Activities?

Whether you're developing, modifying, designing, supporting or supervising research activities, here are just a few R&D activities that generally qualify for the federal tax credit.

Typical Qualifying Activities



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Benefits:

- **20% off** ADP R&D tax credit standard published rates as part of your membership
- **A free initial assessment** to estimate the potential federal & state R&D tax credits for which your company may be eligible
- **Refund/credit clause** included in every R&D tax credit engagement
- **R&D study reviewing potential qualified expenses** delivered by a team of experienced tax professionals; and
- **Access to ADP's team of R&D experts** who are trained to help you maximize your credits.

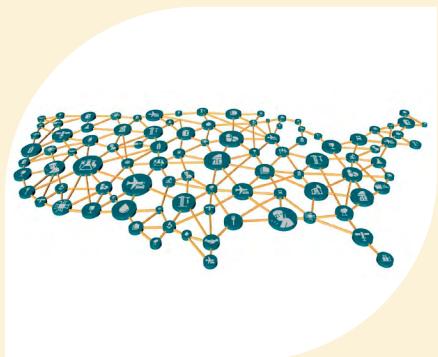
ADP will review your organizations activities to determine if they meet the IRS requirements to be eligible for the credit.

ADP will:

- Review your payroll and qualified expenditures in the U.S.,
- Evaluate additional eligibility options if your business performs activities on a "contract basis" for another party, and
- Confirm that your business is able to claim R&D Tax Credits. We will determine if your organization is:
 - A. Profitable (has tax liability),
 - B. Willing to carry forward the credit (expecting to be profitable), or
 - C. A new business (has less than 5 years of gross receipts and under \$5M in revenue)

Source: SOI Tax Stats - Corporation Research Credit | Internal Revenue Service (irs.gov)

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
FREE one-year equipment warranty	20% discount on surplus services
15% no-hassle discount on list price	10% bonus on standard consignment split
10% additional discount on sale items	10% rebate on buyer's premium



A leading global professional services firm providing a broad range of risk, retirement, and health solutions.

Benefits

**Directors
and Officers
Liability
Insurance**

**Fiduciary
Liability
Insurance**

**Crime
Liability
Insurance**

**Employment
Practices
Liability
Insurance**

**Cyber
Liability
Solutions**

Benefit from

MULTIPLE CARRIERS

competing for your business without
sacrificing coverages or enhancements.

OUTSTANDING COVERAGE

Pre-negotiated, state-of-the-art coverage
enhancements specific for life science
companies with expansive and unique benefits.

**The coverages offered by Aon under the
BIO Cyber Panel for Network Security and Privacy Liability include:**

Affirmative coverage
for clinical trials data
restoration

**Broad Business
Interruption coverage**
contemplating supply
chain contingencies in
addition to IT
infrastructure

**Business Interruption
coverage** to include
interruption of operations
due to an order from
FDA or other similar
regulatory body

**Expansive Claim
coverage**, including
all forms of alternative
dispute resolution and
investigations to include
express language for
FDA proceedings and
foreign equivalent



Provides human capital services spanning the areas of employee rewards, talent assessment, workforce performance, and analytics.



Perks

10% DISCOUNT

on consulting fees in the following practice areas:

- Employee rewards
- Sales force compensation & effectiveness
- Talent assessment tools & strategy
- Total rewards strategy & optimization
- Workforce analytics
(e.g., DE&I metrics & pay equity)

Aon Human Capital Solutions is home to the Radford Global Compensation Database and a large team of industry focused consultants uniquely suited to support all life sciences size and stage organizations.

Get a **7.5% discount** on compensation survey participation and access select Aon articles and research, including proprietary insights from the Radford Global Compensation Database.



A leading global provider of product and service solutions to laboratory and production customers in the pharmaceutical and biotechnology industries. Avantor's portfolio is used in virtually every stage of the most important research, development and production activities in the industries they serve.

Benefits

SAVINGS OF UP TO 75% FROM LIST

Hot list of more than 8,000 items

SPECIAL PRICING

on capital equipment items with list price of over \$1,100

 NO HAZARDOUS MATERIALS HANDLING FEE	 NO FEES on third party purchases	 NO MINIMUM ORDER REQUIRED
 NO SHIPPING CHARGES for products shipped from any of Avantor's regional distribution centers	 EXCLUSIVE ACCESS to contracted pricing	 Proprietary INVENTORY AND PLANNING SOFTWARE at no charge
 HOT LIST FLEXIBILITY pricing for high volume items commonly ordered can be added to the hot list to match your company's local pricing	 E-COMMERCE REBATE if most of your orders are placed online	 GROWTH INCENTIVE REBATES on annual core spend



LIFE SCIENCE EXECUTIVES

On Demand



**Powered by our
IGNITE Network**

400+ exceptional
operating executives
bringing a wealth of
industry knowledge,
strategic expertise,
industry connections,
and a proven track
record of driving
companies to
success.

"BiotechExec has
accelerated our
commercialization and
science faster in four
months versus the
previous three years."

– Founder & President,
Biotech Company

C-Suite Executive Consulting and Placement

Benefits

10% DISCOUNT on BiotechExec's menu of services:

- Hourly Advisory Services
- Fractional or Contract CXO Placement
- Full-time Placement or conversion from Contract
- Board Director, Scientific Advisory Board, and Key Opinion Leader (KOL) Placement
- Consulting Assessments, Projects, etc.
- Precision Match – discovery, assessment and candidate matching consulting sessions
- Business Viability Assessment and Business Planning
- Plus, a complimentary first executive advisory session (up to 90 minutes).

BiotechExec's Solution

The Problem

Hard to find domain experts
with **track records** of success

Long-term contracts
with **high risk**

Average exec search
takes **9-12 months**

High cost to engage
top executives

Shortage of expertise
in most locales

Our Solution



Experienced matched
domain experts



Flexible contracts



Leadership in place in
less than one month



Value-based and efficient
solutions to **save cost**



National network with remote
and hybrid work options



The Corporate Credit Card for the Life Sciences, empowers customers to spend less time on end of month closes and more time on life changing R&D.



Benefits

100,000 POINT SIGN UP BONUS

for the Brex Bank Account and Credit Card

NO FEES OR MINIMUMS

Tailored Credit Card Rewards, Brex Business Account, and Expense Management

3X

ON LAB SUPPLIES

7X

ON CONFERENCE REGISTRATION

4X

ON TRAVEL

INDUSTRY-LEADING YIELD

Brex business account earns high yield with same-day liquidity and is FDIC-insured.

5-MINUTE APPLICATION PROCESS

Completely online with instant access to business account and/or virtual credit cards.

AUTOMATION THAT SAVES YOU TIME

Automatic spend and reimbursement approvals based on your expense policy and automatic receipt generation.

NO ANNUAL CREDIT CARD FEES

foreign transaction fees, or fees for additional cards.



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.

35-40%
off list price on disposal

Full Online Services Capability

- Track Waste
- Manage Profiles
- View and Download all Reporting Data
- Streamline Data Gathering Process
- Full Pricing Transparency

15-20%

off list price on transportation and materials



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.

35%
off list price on labor charges

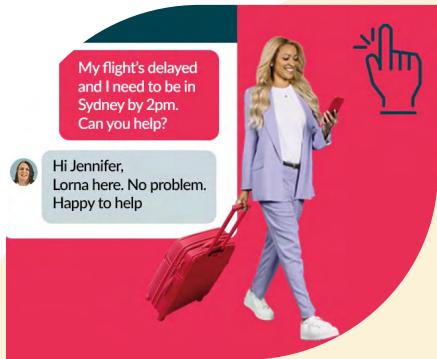
Emergency Response

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



Providing members with tailored travel solutions, exclusive cost savings, and 24/7 expert support.



Members gain access to a full-service global travel management company, designed to simplify and optimize your business travel.

Smarter Travel Starts Here:

We help you build a **customized travel management program**, including:

- **A USER-FRIENDLY BOOKING PLATFORM** for easy management
- **ACCESS TO PREFERRED RATES** on flights, hotels & rental cars
- **Policy customization** to streamline approvals & compliance

Benefits

Start-up Travel Programs

For businesses just getting started.



- **Waived startup fee** – Get set up at no cost
- **Waived annual management fee** – More value, no extra charges
- **Waived line of credit** – Book on account with ease

Scaling Travel Programs

For growing businesses.



- **Waived startup fee** – Get set up at no cost
- **Reduced annual management fee** – More savings, more value
- **\$500 travel voucher** – A little extra for your next trip
- **Waived line of credit** – Book on account with ease

More than just travel—your dedicated partner in business travel management

When you partner with Corporate Traveler, you don't just get a travel provider—you get a team that understands the unique needs of your industry.



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 Microscops

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

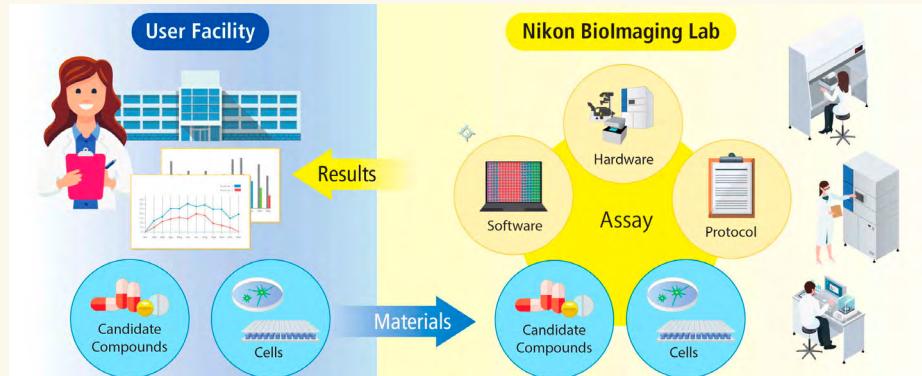
Industry-leading microscope systems and software solutions

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



ACE Starter™ provides all the critical tools that early-stage and startup companies need. With six pre-validated workflows, ACE Starter™ ensures compliance while simplifying document tracking, training assignments, and reporting.



ACE Essentials® provides an array of pre-configured workflows and standard operating procedures (SOPs) to ensure that businesses have a fully compliant, ready-to-go quality management system right from the start. Companies are equipped with features such as document management, training management, deviation investigation and CAPA management, analytical reporting, and much more.



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.



Share documents. Simply, securely.

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



INSEPTION READINESS

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



The industry leader for lab/research equipment maintenance. Thousands of organizations take advantage of the cost savings, consolidation, convenience and control offered by SU Group.

Benefits

15-30% OFF
eligible lab/research equipment
service agreements and/or
maintenance contracts

**DEDICATED
SALES TEAM**
specifically focused on
life science companies

What To Expect

SU Group offers the most innovative, flexible and comprehensive equipment maintenance & management services program available today.

The SU Program utilizes your current vendors and matches the OEM terms and conditions as well as your PM schedules, and the financial analysis is complimentary.

With Specialty Underwriters, customers will receive unparalleled service with these product features:



COST SAVINGS



CONSOLIDATION



CONVENIENCE



CONTROL

Categories of Eligible Instrumentation include...

General Laboratory | Clinical/R&D Lab | Molecular Biology | Cell Biology | Protein Analysis

Imaging/Microscopy | Genomics/Proteomics | Biochemical Analysis

...and much more



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

Regulatory compliant, climate-controlled

SPECIMEN RELOCATION

for laboratory moves

Laboratory, office, and employee

RELOCATIONS

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





No Lab? Your Company Can Still Save.

- Do you order office supplies or ship products?
- Are you evaluating your business insurance, HR administration, or health benefits?
- Do you share confidential documents with third parties?

BIO Business Solutions® pools the purchasing power of thousands of life science companies to provide cost-savings on a variety of business-critical services.

Save on these services and more through your BIO or state life science association membership.

Who Can Save

- ✓ Life science companies without an in-house lab operation
- ✓ Technology companies
- ✓ Member companies that provide services to biotech companies
- ✓ Companies that partner with CROs for research activities
- ✓ Virtual labs
- ✓ Start-Ups
- ✓ Subsidiary of a company from outside of the US
- ✓ R&D life science companies

Cut costs on services your company uses every day...



Business Travel Management Services



UPS Healthcare

Quality Focused. Patient Driven.

Shipping and logistics services



Corporate credit card services



Always Designing
for People®

R&D tax credit services



Executive Search &
Management Consulting



Office supplies, breakroom,
and technology



Office and employee
relocation

Save on specialized business services, too...

Protect your business with...

- Property & casualty insurance
- Directors & Officers insurance
- Errors & Omissions insurance
- Cyber Liability Solutions



CHUBB®

Enhance the employee experience with...

- HR benefit plans & PEO
- Human capital solutions & trends
- Travel & expense management - flights, hotels, & car rentals all in one place



Always Designing
for People®



Receive guidance and expertise on...

- Submitting grant applications
- Preparing for an FDA inspection
- Pre-configured workflows & ready-to-use SOPs
- QMS regulations for start-ups
- Computer system validation



What's in it for me?



Access to favorable pricing and terms. Save up to 50% on core business services.



The due diligence, negotiations, and preferred agreement terms are executed by industry experts.



Purchasing power by belonging to the industry's largest cost-savings program.



Business Solutions®
More savings.
More research.

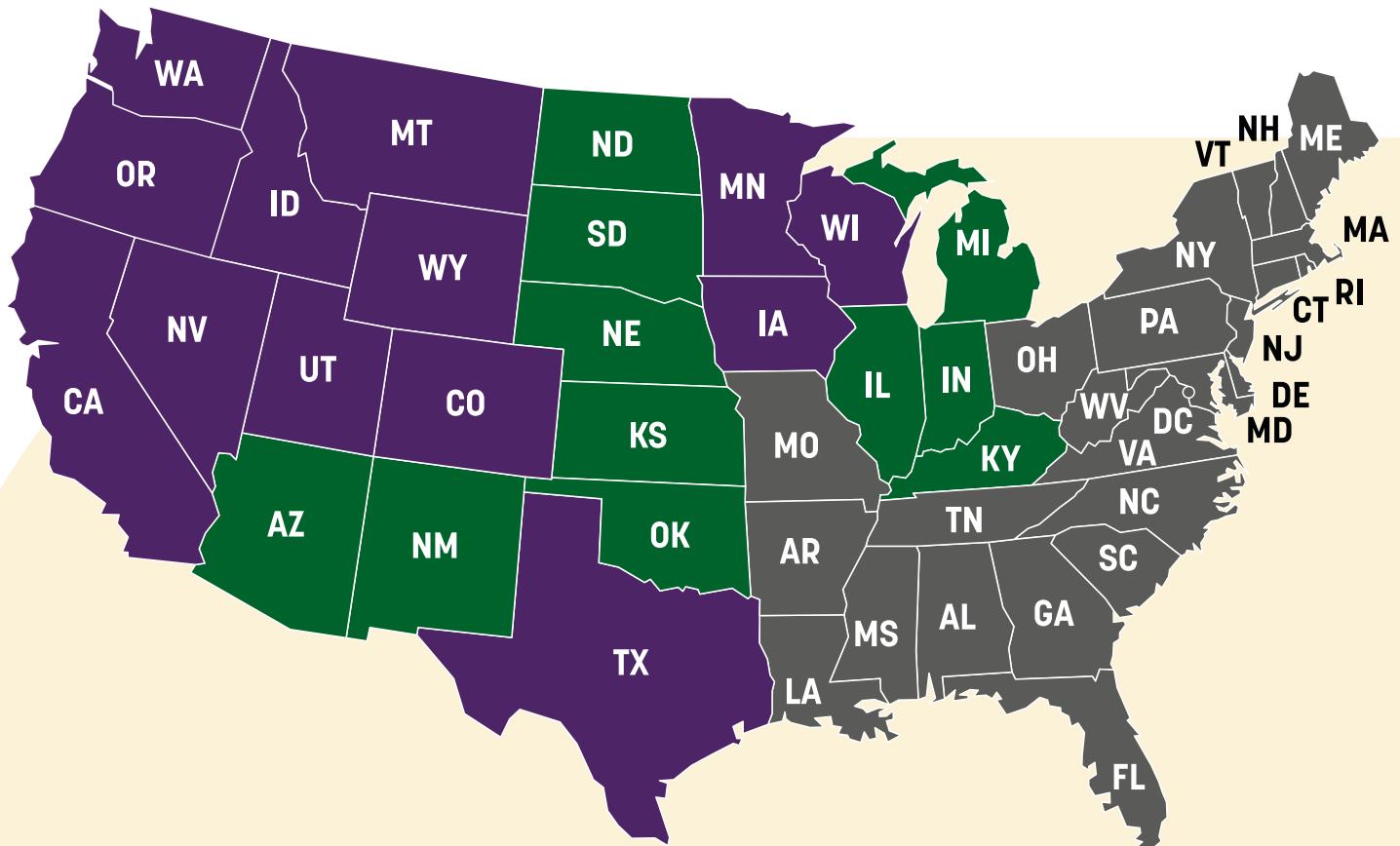
How do I sign up?

Participation is free for BIO and state life science association 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!

save@bio.org

bio.org/save

**Interested in learning more? Contact your
Regional Business Development Manager.**



Neil Lynch
Western Regional Business
Development Manager
nlynch@bio.org



Jeff Vallerga
Vice President,
Business Development
jvallerga@bio.org



Jim Seymour
Eastern Regional Business
Development Manager
jseymour@bio.org