



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



"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...



Always Designing
for People®

Waived Fees & 25% off HR Solutions



Always Designing
for People®

R&D Tax Credit Assessments

Airgas Healthcare
an Air Liquide company

Discounts on Packaged
Gas & Equipment



Comprehensive Management
Liability Programs

AON

10% off Workforce Benchmarks &
Compensation Surveys

AON

10% off Workforce Benchmarks &
Compensation Surveys



Travel, Expense & Corporate
Credit Cards

CHUBB®

10% off Business Insurance

CleanHarbors®

Up to 40% off Lab Waste Removal



Up to 15% off Microscope Systems



Discounts on Nikon BioImaging
Lab Services

odp
BUSINESS SOLUTIONS™

Up to 75% off Office Supplies



10% off Quality & Validation
Professional Services



35% off Cloud Quality
Management Software



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



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



Product



Manufacturing
Process



Software



Invention



Technique



Formula

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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.

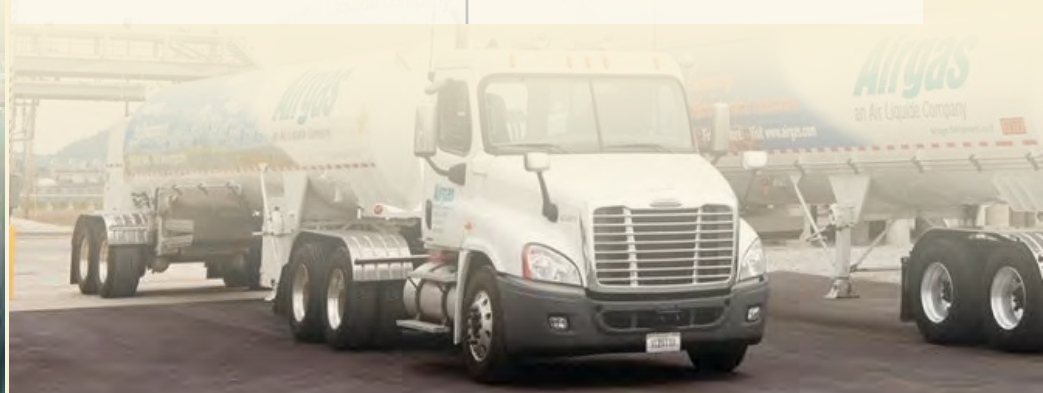
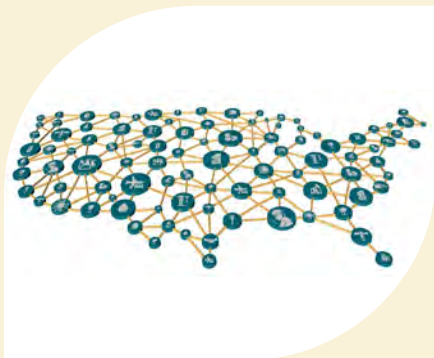
ADP will:

- 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)

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
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.



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 Travel & Expense

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.

A SINGLE TRAVEL & EXPENSE SOLUTIONS

Flights, hotels, & car rentals all in one place and with pre-negotiated discounts.

AUTOMATION THAT SAVES YOU TIME

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

5-MINUTE APPLICATION PROCESS

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

CHUBB®

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



Benefits

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

[Learn More](#)

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



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

Benefits

35-40%

off list price on disposal

15-20%

off list price on transportation and materials

35%

off list price on labor charges

Full Online Services Capability

Track Waste

Manage Profiles

View and Download all Reporting Data

Streamline Data Gathering Process

Full Pricing Transparency



Assist with training for compliance with State and Federal Laws



Robust recycling capability for waste and unused products



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

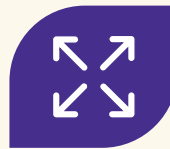
15% OFF

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

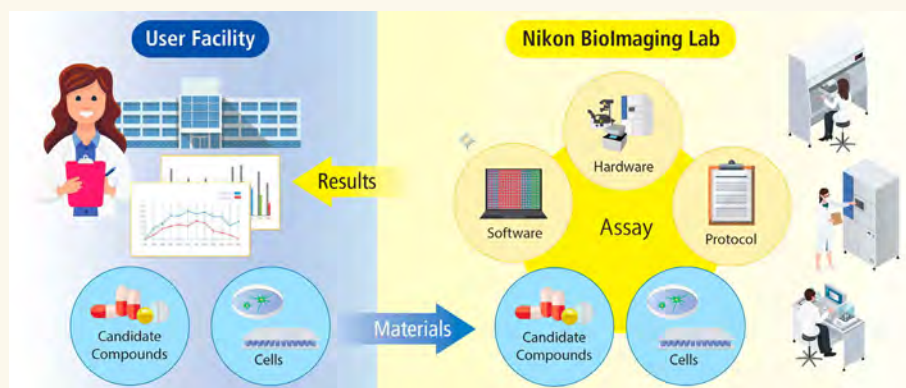
Industry-leading
microscope systems
and software solutions

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



INSEPTION 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



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

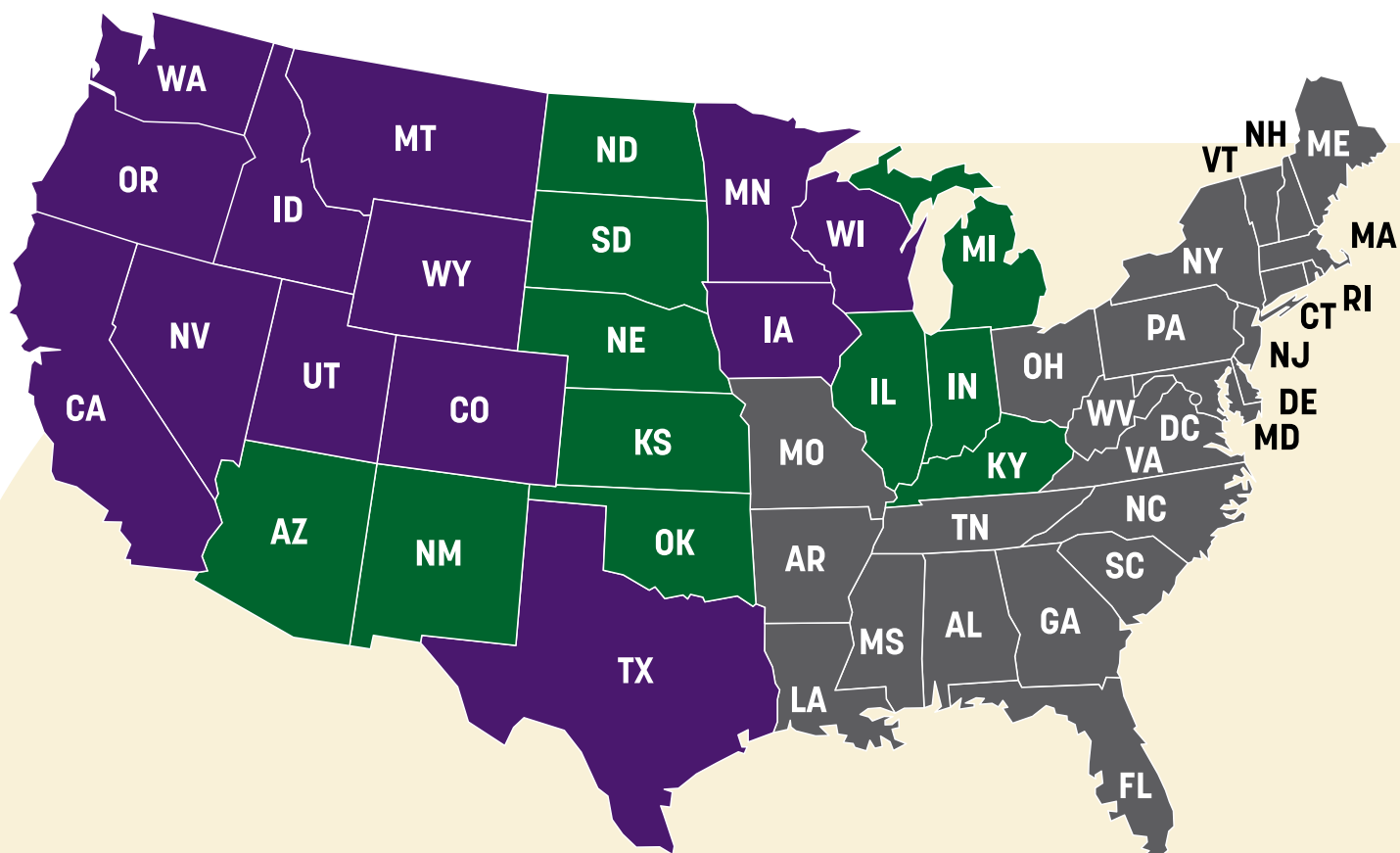


UPS Healthcare™
Cold Chain
Packaging



UPS Store Business
Services discounts
and other Value
added services

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



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