



Member Exclusive Cost-Savings Program

bio.org/save



\$705 M

Aggregate
Savings in 2021



\$870 M

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



4,700

Companies
Participating

About

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

How does it work?

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

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

Why is BIO Business Solutions right for me?



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

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



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

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



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

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



More savings. More research.

How do I sign up?

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



(888) 246-1728

save@bio.org

bio.org/save

Trusted and Preferred by Biotech Leaders



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

– ISAAC YOUNG

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



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

– KEITH MURPHY

Founder & CEO, Viscient Biosciences



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

– LYNN CILINSKI

Vice President & Controller, MacroGenics, Inc.



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

– KARTHIK RAMACHANDRAN

Co-Founder & Chief Operations Officer, Likarda LLC

Real Savings

A company in CA with
130 employees saved

\$752,968

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

A company in MA with
27 employees saved

\$300,399

on lab supplies and
equipment alone.

A company in MN with
11 employees saved

\$101,320

on just insurance
and lab supplies.

A company in PA with 6 employees saved

\$50,861

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

A company in NC with 2 employees saved

\$18,559

on lab supplies and waste removal.

Browse the cost-savings options...



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



AMERICAN LABORATORY TRADING

15% off Refurbished Lab Equipment

AON

Comprehensive Management
Liability Programs

AON

10% off Workforce Consulting Services

avantor™
delivered by VWR™

75% off Lab Supplies

 **Brex**

Corporate Credit Card
with Tailored Rewards

CHUBB®

10% off Business Insurance

CleanHarbors®

40% off Lab Waste Removal

 **Mercer**

Bundles on Small Group
Health Insurance Plans



15% off Microscope Systems & More

odp
BUSINESS SOLUTIONS™

Up to 75% off Office Supplies

 **PSCBiotech®**

10% off Quality & Validation
Professional Services

 **PSCSoftware®**

15% off Cloud QMS

 **ShareVault®**

Share documents. Simply, securely.

25% off File & Cloud-Based Sharing

UniFirst

UNIFORMS SERVICES SOLUTIONS

50% off Workwear/
Cleanroom Services

United
Van Lines

Moving/Storage Discounts



UPS Healthcare

Quality Focused. Patient Driven.

Up to 74% of 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



Utilize ADP's expertise with a R&D study to review your life science research activities.



Is Your Company Performing R&D Activities?

The term “research and development” is broad and includes creating or improving engineering processes, developing or improving a product, developing computer software and more. While not an exhaustive list, here are a few R&D activities that generally qualify for the federal tax credit.

The information provided in this document is for informational purposes only and not for the purpose of providing legal, accounting or tax advice.

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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.**

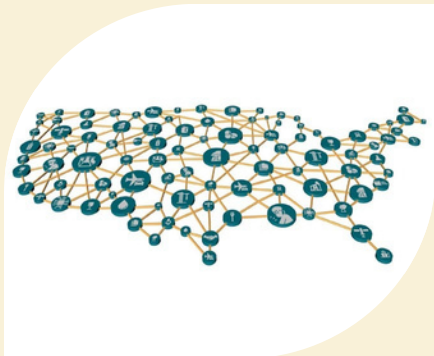
Developing, modifying, designing, supporting or supervising research activities for:

- product design, development, and testing new scientific theories and research methods
- prototypes of new products or extending the shelf life of existing products
- creation of therapeutics, repurposing or reformulating existing drugs
- designing wearables and digital health devices to monitor health and physical activity
- establishing new technologies to further telemedicine
- innovation in robotics, artificial intelligence or other new technology into existing products
- designing new drugs, chemical compounds or medical devices
- new or unique blending technology or delivery systems for compounds or medicines design and execution in experiments or trials

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 for the life sciences.



Benefits

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



Aon Human Capital Solutions 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 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.



As the delivery channel of Avantor, VWR serves as a leading global provider of product and service solutions to laboratory and production customers in the pharmaceutical, biotechnology, industrial, education, government and healthcare 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



Brex, 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

**60,000 POINT
SIGNUP BONUS**

**NO FEES
OR MINIMUMS**

Tailored Rewards and Points Multipliers

3X

**ON LAB
SUPPLIES**

7X

**ON CONFERENCE
REGISTRATION**

4X

**ON
TRAVEL**

**HIGHER CREDIT
LIMITS**
than traditional cards

**NO PERSONAL
GUARANTEE**
or collateral
requirements

**SEAMLESS
INTEGRATION**
with popular
accounting systems

**5-MINUTE
APPLICATION
PROCESS**
(completely online)
with instant access
to virtual 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



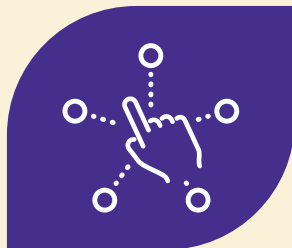
A program that helps businesses reopen and maintain health and safety standards.



The Mercer Affinity Small Group Insurance (ASG) is a set of health insurance plans designed specifically for small companies.



Wide array of Health, Dental, Vision, and Life Insurance plan options available



Choice of a variety of carriers and preferred provider networks based on your state

Benefits

AFFORDABLE CARE ACT-COMPLIANT

MULTIPLE-CARRIER QUOTING

Compare plans and pricing from local and national carriers

REDUCED
administrative costs

CONVENIENT
easy-to-use, web-based benefits management and administration





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

Benefits

15% OFF

select BIO customized microscope packages

7% OFF

individual Nikon items

5% OFF

third party products

Free installation, unless specified on quote

1 YEAR

Full Warranty on Systems

5 YEAR

Warranty on Microscopes

15% OFF

a wide variety of Warranty Extension Programs

SPECIAL PRICING

on Contract Imaging Services



FREE

on-site customized training



FULLY INTEGRATED

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



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

Benefits

Up to
75%

off regular prices
on our Best Value List
of preferred products

FREE DELIVERY

on qualifying orders

**EXCLUSIVE
DISCOUNTS**

on HP ink
& toner

Total Office Solutions



OFFICE SUPPLIES

The right supplies
for office, home,
and hybrid
working models.



BREAKROOM

Coffee brewers,
cups, plates,
cutlery, healthy
snacks, and
water coolers



TECHNOLOGY

Storage, digital
protection,
and lifecycle
management



PRINT & PROMO

Marketing materials, apparel,
branded kits, and safety signage



CLEAN & SANITIZE

Disinfectant cleaners, sanitizer
stations, air purifiers, and
touchless soap dispensers



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



Benefits

10% DISCOUNT

on all professional services

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



PSC Biotech® frequently used services:

- Commissioning, Qualification and Validation (CQV) Planning, Document Generation and Execution Support
- Computer System Validation and Assurance
- Regulatory Affairs
- Quality Assurance
- Audits and Gap Analysis
- Calibration
- Engineering
- Project Management
- And more!



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

Benefits

**35%
DISCOUNT**

on initialization fee for
PSC Software® services

**21-DAY
FREE TRIAL**

of ACE® and
AuditUtopia®

**10%
DISCOUNT**

on configuration
services



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



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



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



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

Benefits

25%

discount on
12 month
ShareVault PRO
product

5%

additional discount
on subscription
terms of two or
more years

NO COST

connectors to BOX,
DropBox, SharePoint/
O365, Google Drive &
DocuSign

A software platform with life specific features:



DUE DILIGENCE

M&A, Fundraising, Partnering
and Licensing



CORPORATE REPOSITORY

Eliminate document scatter in silos
and duplication, establish good
corporate governance and compliance



REGULATORY SUBMISSIONS

eCTD support, integrated viewer
streamlines preparation and review



INSEPCION READINESS

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

Document security and management with Life Science Specific Features



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

Benefits

Uniform and facility service savings of 30-50%

1 WEEK

complimentary
service upon new
agreement execution

NO PRICE INCREASES FOR 3 YEARS

CUSTOMER FAVORABLE TERMS



FREE

lab coat pressing
included with
rental program



FREE

company and
name emblems on
initial installation



**CLEANROOM
GARMENTS**

with UHF Chip
Technology



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

Benefits

Local, long-distance,
and international

MOVING SOLUTIONS

Laboratory, office,
and employee

RELOCATIONS

Regulatory compliant,
climate-controlled

SPECIMEN RELOCATION

for laboratory moves

GUARANTEED PICKUP AND DELIVERY

to minimize downtime
on all relocations



U.S. DOT No. 077949



UPS Healthcare

Quality Focused. Patient Driven.

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

Benefits

Save up to
74%

on UPS Next Day Air[®]
services

Save up to
59%

on UPS 2nd Day Air[®]
services

Save up to
59%

on UPS 3 Day Select
services[®]

Save up to
51%

on UPS Ground[®]
Commercial services

Save up to
44%

on UPS Ground[®]
Residential services

Save up to
68%

on UPS Worldwide
International Services



UPS Capital
Flexible Parcel
Insurance



UPS Healthcare[™]
Cold Chain
Packaging



UPS Store Business
Services discounts
and other Value
added services