

A woman with dark hair in a bun, wearing a light blue 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 sheet of paper with a white pen. The background is a dark blue hexagonal pattern. A large, curved, light blue and green graphic element separates the top and bottom sections of the image.

Member COST SAVINGS PROGRAM



**Business
Solutions®**

More savings. More research.

bio.org/save/Virginia

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 \$724 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 ➔

save@bio.org ➔



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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.



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Browse the cost-savings options...

Through its partnership with BIO, VABIO 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

AON
Empower Results®



Competitive Premiums

avantior
delivered by **VWR**



75% off Lab Supplies

Brex



Tailored Rewards & No Fees

CHUBB



10% off Business Insurance

CleanHarbors



40% off Lab Waste Removal

Mercer



Small Group Health Insurance

Nikon



15% off Microscope Systems

**Office
DEPOT**



80% off Office Supplies

PSCBiotech



15% off QMS

ShareVault
Share documents. Simply, securely.



20% off VDR / File Sharing

UniFirst **U1st**
Uniforms • Services • Solutions



Up to 50% off Workwear / Cleanroom

United
Van Lines



Moving / Storage Discounts

ups

UPS Healthcare



Up to 74% off Shipping

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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

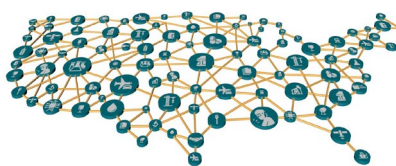
of medical-grade nitrogen, helium, argon, & carbon dioxide, plus custom offerings tailored to specific member needs

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



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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



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GET STARTED →



Aon is 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



COMPETITIVE PRICING

Members benefit from multiple carriers competing for their 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 for members.

INSURANCE PARTNERS

AIG
Arch
AXIS
Beazley
Chubb
Hiscox
Zurich
Allied World
Monitor

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



GET STARTED →





As the channel brand 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 FUEL
SURCHARGES**



**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



GET STARTED 



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

**WAIVED CARD FEES
FOR LIFE**

(\$60 per card per year)

TAILORED REWARDS AND POINTS MULTIPLIERS

3X

on Lab Supplies

7X

on Conference Registrations

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



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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)



Business 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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More savings. More research.

GET STARTED →



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

BENEFITS



Wide array of
**HEALTH, DENTAL, VISION,
AND LIFE INSURANCE**
plan options available



Access to UnitedHealthcare's
**BROAD PREFERRED
PROVIDER NETWORK**



**AFFORDABLE
CARE ACT-
COMPLIANT**



**CONVENIENT,
easy-to-use
web-based platform**



**REDUCED
administrative
costs**



**SIMPLE
and convenient
ongoing benefits
management and
administration**



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GET STARTED →



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



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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 as well as a variety of professional services that enable life science companies to efficiently deliver their products to regulated industries.

BENEFITS

15%

discount from list price

**ACE Essentials | ACE
AuditUtopia**

**45 DAY
FREE TRIAL**

**ACE Essentials | ACE
AuditUtopia**

10%

discount

All professional services



ACE Essentials

Pre-configured, pre-validated, cloud-based electronic quality management software solution for startups, and small to mid-sized life science companies. Includes policies and SOPs that ensures a smooth transition from a paper based system to an fully operating electronic quality management system.



Adaptive Compliance Engine (ACE)

Single-platform, 21 CFR Part 11 compliant, and highly configurable electronic quality management system (eQMS) with real-time tracking, management, and reporting of all compliance, quality, and operational activities. Includes features supporting quality events (CAPAs, Deviations, OOS, etc.), inspection management, audit management, document management, product lifecycle management, learning management, and reporting and analytics.



AuditUtopia

Single platform audit and inspection management solution that streamlines regulatory and client inspections. Features include the ability to manage and track requests, real time scribe notes, auditor archives, chatrooms and private chats, in-system and email notifications, configurable reports and dashboards, and more.



Professional Services

Subject Matter Experts that provide high quality and reliable consulting services at a cost-effective price. Division that serves as a seamless extension of life science companies. Professional services include Regulatory Affairs, Technical Writing, Audit, Commissioning, Qualification, and Validation (CQV), Computer System Validation (CSV) and IT, Calibration, Engineering, and Project Management Support.



GET STARTED ➔



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



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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



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GET STARTED →



United Van Lines, America's #1 Mover®, offers a full range of moving and storage solutions, including corporate, laboratory, residential, local, long-distance and international moves. United has a network of more than 300 agent locations across the country, including Humboldt Storage and Moving.

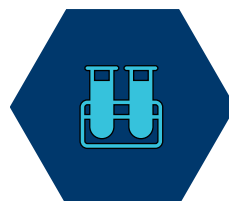
BENEFITS



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



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



Special pricing on UPS' Proactive Response



UPS Capital Flexible Parcel Insurance



UPS Temperature True® Packaging



UPS Store Business Services discounts and other Value added services

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