



ARIZONA BIOINDUSTRY ASSOCIATION

A woman in a white lab coat and safety goggles is shown in profile, looking down at a document. She is holding a test tube in her right hand and a pen in her left hand. The background is a dark blue with a hexagonal pattern. A large, curved, light blue shape is overlaid on the image, containing the text 'Member COST SAVINGS PROGRAM'.

# Member COST SAVINGS PROGRAM



**Business  
Solutions®**

*More savings. More research.*

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

## 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 \$511 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 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](http://bio.org/save)

[save@bio.org](mailto: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.



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

## Browse the cost-savings options...

Through its partnership with BIO, Arizona BioIndustry Association (AZBio) 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

**BREX**



Tailored Rewards & No Fees

**BusinessWire**  
A Berkshire Hathaway Company



10% off News Distribution

**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

**scientist.com**



Discounted Fees and Quotes

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



20% off VDR / File Sharing

**UniFirst U1st**  
Uniforms • Services • Solutions



Up to 50% off Workwear / Cleanroom

**ups**



Up to 74% off Shipping

**vwr**  
part of avantor



75% off Lab Supplies



# 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

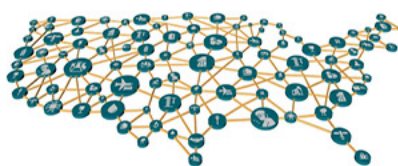
of medical-grade nitrogen, helium, argon, & carbon dioxide, plus custom offerings tailored to specific member needs

### 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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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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**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 benefits 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



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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 (\$600 value)

**WAIVED CARD FEES  
FOR LIFE**

(\$60 p/card p/year)

## TAILORED REWARDS AND POINTS MULTIPLIERS

**3X**

on Lab Supplies

**7X**

on Conference Registrations

**4X**

on Travel

5-minute application process (completely online)  
with instant access to virtual cards

No personal guarantee  
or collateral requirements



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**Business Wire, a Berkshire Hathaway company, is the global leader in news release distribution and regulatory disclosure.**

## BENEFITS

### **SPECIAL BUNDLED SERVICES**

(discounts on wire, multimedia,  
interactive media and more)

# 10%

**discount off Business Wire's  
standard published rates on  
news distribution services**

(domestic, specialty or international circuits)

# 10%

**discount off Business Wire's  
standard published rates  
on EDGAR products**



**News release  
measurement data  
via NewsTrak  
reports**



**Complimentary  
annual membership  
to Business  
Wire**



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

# CHUBB®

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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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



GET STARTED →



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 →**





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



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



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





Scientist.com is an online marketplace for outsourced scientific services and products, offering researchers access to a platform with thousands of pre-qualified suppliers providing custom research services.

## BENEFITS



**SAVINGS**  
realized by receiving  
competitive price  
quotes from multiple  
suppliers



**ACCESS**  
to the world's largest  
commercial CRO  
network - thousands of  
prequalified, registered  
suppliers



**VENDOR  
CONSOLIDATION**  
- all contracting and  
billing managed by  
Scientist.com

CHOOSE FROM OVER  
4,000 RESEARCH  
AREAS INCLUDING:

- Human Biological Samples
- Next Generation Sequencing (NGS)
- Custom Antibodies
- Compound Synthesis
- *and thousands more*



**NO MINIMUM ORDER REQUIRED**

Access to the latest scientific innovations  
on the Scientist.com Innovation Hub™

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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 from traditional uniforms and industrial wear to protective clothing and “corporate casual” attire.

## BENEFITS

Uniform and facility service **SAVINGS OF 30-50%**

### 1 WEEK

complimentary service upon  
new agreement execution

### 3 YEAR

agreement term  
& fixed pricing

### CUSTOMER

**FAVORABLE TERMS**



**FREE** lab coat pressing  
included with rental program



**FREE** company and name  
emblems on initial installation

**UniClean**  
Cleanroom Services

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

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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>		



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VWR, a wholly-owned subsidiary of Avantor, serves as a leading global provider of product and service solutions to laboratory and production customers. VWR's diverse portfolio includes over four million products and enables customer success through innovation, cGMP manufacturing, and a comprehensive service offerings.

## BENEFITS

HOT LIST OF MORE THAN  
**8,000 ITEMS**  
with savings of **UP TO 75%** from list

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



**NO FUEL  
SURCHARGES**



**NO HAZARDOUS  
MATERIALS  
HANDLING FEE**



**DISCOUNTS** on third  
party purchase fees



**NO MINIMUM ORDER  
REQUIRED**



**NO SHIPPING CHARGES**  
for products shipped  
from any of VWR's  
regional distribution  
centers



**DISCOUNTS** across the  
entire VWR product  
offering



Sophisticated VWR  
**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** ➔