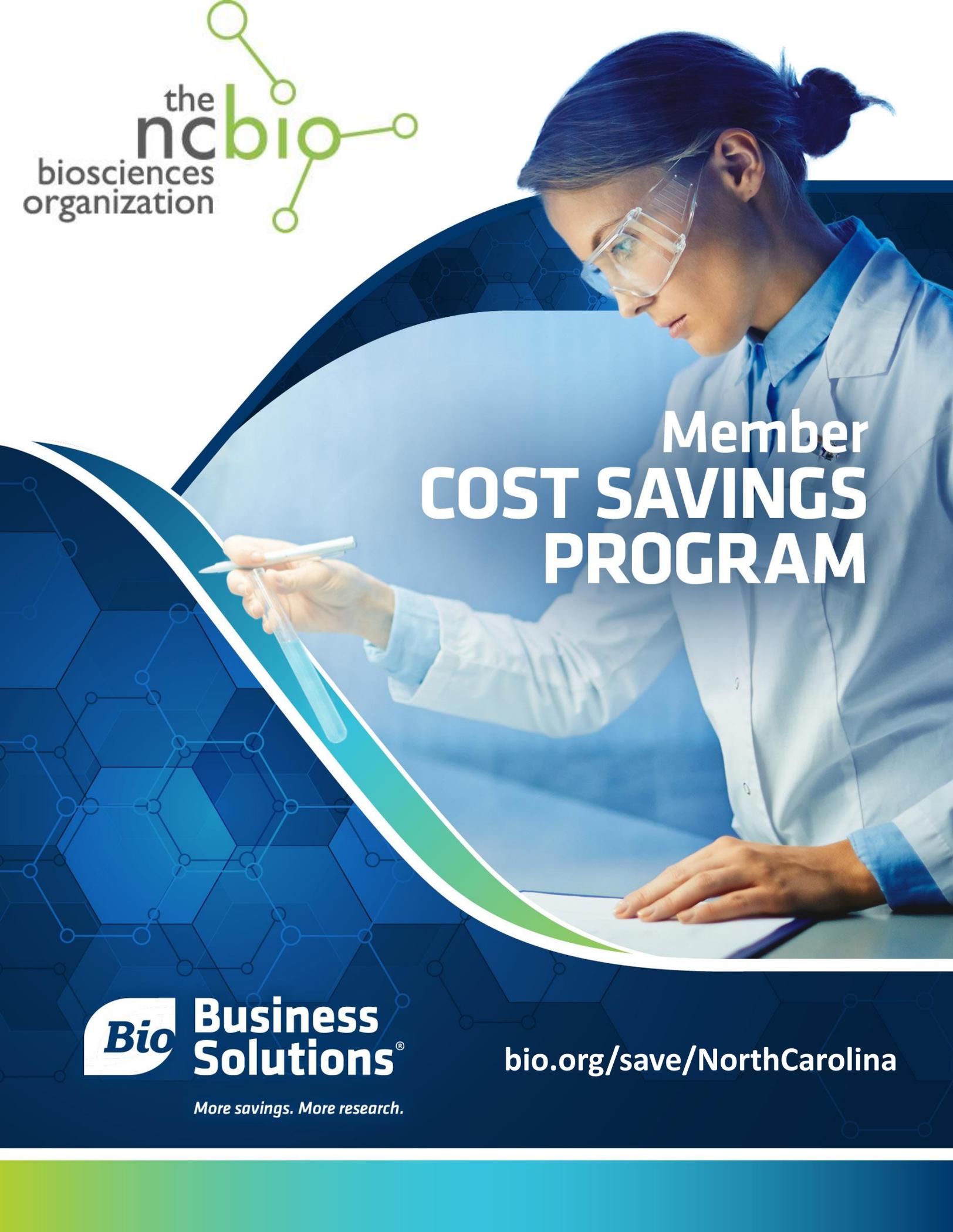


the  
**ncbio**  
biosciences  
organization



# Member **COST SAVINGS PROGRAM**

**Bio** **Business  
Solutions**<sup>®</sup>

*More savings. More research.*

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

## 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)



More savings. More research.

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

## 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.



More savings. More research.

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

## Browse the cost-savings options...

Through its partnership with BIO, NCBio 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

**PSCBiotech**



15% off QMS

**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

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

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

# 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

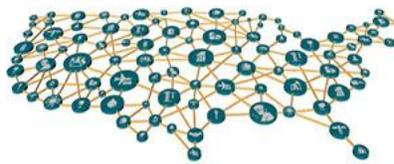
of medical-grade nitrogen, helium, argon, & carbon dioxide, plus custom offerings tailored to specific member needs

### 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



**Bio Business Solutions**  
More savings. More research.

GET STARTED →

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



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



GET STARTED →



Empower Results®

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



GET STARTED →



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



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



More savings. More research.

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



**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



**GET STARTED →**

[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)

**Bio Business Solutions®**

More savings. More research.

GET STARTED →

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



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



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



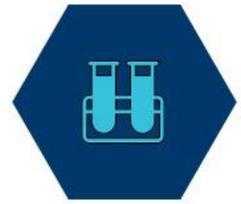
**PREFERRED DISCOUNTS**  
on all moving needs  
for members



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



**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



GET STARTED →



PSC Software provides electronic quality management and inspection management software solutions that enable life science companies to efficiently deliver their products to regulated industries. PSC Biotech also provides customized solutions for computer systems validation projects.



### ACE Essentials

Pre-configured, cloud-based, turn-key, ready-to-use quality management software solution that comes with pre-configured, validated work flows that are 21 CFR Part 11 compliant and includes SOPs. Ideal solution for companies moving from paper based to electronic.



### Adaptive Compliance Engine (ACE)

A single-platform, scalable and highly-configurable enterprise quality management system, 21 CFR Part 11 compliant. real-time tracking, management, and reporting of all compliance, quality, and operational activities.



### AuditUtopia

AuditUtopia® is a real-time inspection management system for tracking and managing inspections. Improve response time for inspection requests.



### Computer System Validation (CSV) Services

Integrates and validates new and existing systems to improve efficiency across sites, working with multiple ERP, QMS, BMS, VMS and other systems to ensure processes are functional and in full compliance with FDA and EMA guidelines.

## BENEFITS

**15%**  
discount from list price  
ACE Essentials | ACE  
AuditUtopia

**45 DAY  
FREE TRIAL**  
ACE Essentials | ACE  
AuditUtopia

**10%**  
discount CSV Services  
10% DISCOUNT on training of supplemental training beyond the first 8 free hours.  
10% DISCOUNT on development of new, custom ACE® features.



**GET STARTED** →



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™



**GET STARTED →**

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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



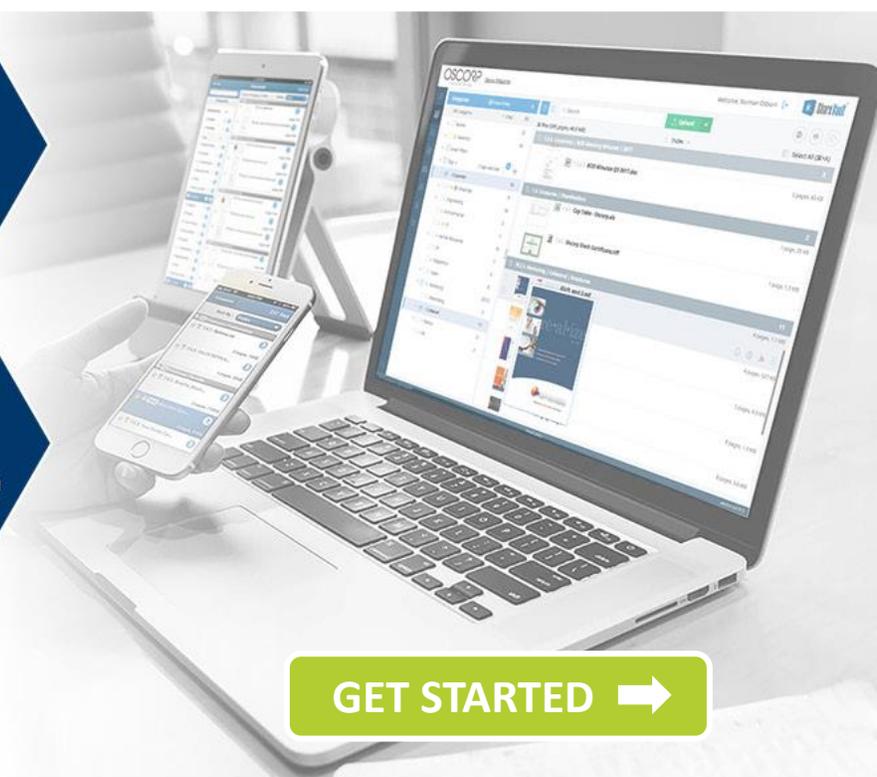
Creation of document index available at no cost



Migration services from existing VDRs at no cost



Assistance with high-performance uploads at no cost



GET STARTED →



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



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



**GET STARTED** →

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



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



**Special pricing on UPS' Proactive Response**



**UPS Capital Flexible Parcel Insurance**



**UPS Temperature True<sup>®</sup> Packaging**



**UPS Store Business Services discounts and other Value added services**



**GET STARTED →**



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** →