



# Member Exclusive Cost-Savings Program



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

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



"BIO's Cost Savings Program provided our company outstanding benefits as we expanded into a new laboratory space. We obtained significant savings on lab equipment, supplies, and services during this time and we continue to get the support we need."

– **DAVID PEREIRA**

*Lead Applications Scientist, Phase Scientific*

## 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 Benchmarks &  
Compensation Surveys



delivered by VWR™

Up to 75% off Lab Supplies



BIOTECH EXEC

LIFE SCIENCE EXECUTIVES On Demand

Executive Search & Management Consulting



Travel, Expense & Corporate Credit Cards

**CHUBB**®

10% off Business Insurance



Up to 40% off Lab Waste Removal



Business Travel Management Services



Up to 15% off Microscope Systems & More



Discounts on Nikon Bioluminescence Lab Services



Up to 75% off Office Supplies



10% off Quality & Validation Professional Services



35% off Cloud Quality Management Software



Share documents. Simply, securely.

25% off File & Cloud-Based Sharing



SU GROUP LLC • EST 1982

Equipment Service Contract Consolidation

**UniFirst**

UNIFORMS SERVICES SOLUTIONS

Up to 50% off Workwear/Cleanroom Services



Moving/Storage Discounts



Quality Focused. Patient Driven.

Up to 74% off Shipping

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



# 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<sup>®</sup>**, 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



[Get Started](#)



# 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



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ADP, the ADP logo and Always Designing for People are registered trademarks of ADP, Inc. All other marks are the property of their respective owners. Copyright (C) 2023 ADP, Inc. All rights reserved.

## 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.

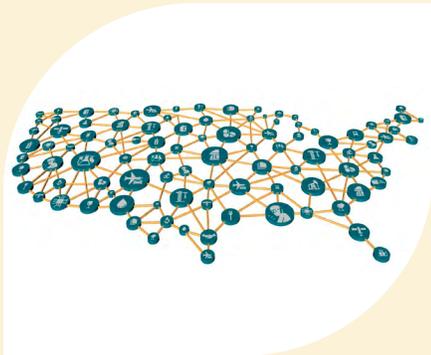
## ADP will review your organizations activities to determine if they meet the IRS requirements to be eligible for the credit.

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)

**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
<b>FREE</b> one-year equipment warranty	<b>20%</b> discount on surplus services
<b>15%</b> no-hassle discount on list price	<b>10%</b> bonus on standard consignment split
<b>10%</b> additional discount on sale items	<b>10%</b> 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

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.



A leading global provider of product and service solutions to laboratory and production customers in the pharmaceutical and biotechnology 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

 <b>NO HAZARDOUS MATERIALS HANDLING FEE</b>	 <b>NO FEES</b> on third party purchases	 <b>NO MINIMUM ORDER REQUIRED</b>
 <b>NO SHIPPING CHARGES</b> for products shipped from any of Avantor's regional distribution centers	 <b>EXCLUSIVE ACCESS</b> to contracted pricing	Proprietary <b>INVENTORY AND PLANNING SOFTWARE</b> at no charge
 <b>HOT LIST FLEXIBILITY</b> pricing for high volume items commonly ordered can be added to the hot list to match your company's local pricing	 <b>E-COMMERCE REBATE</b> if most of your orders are placed online	 <b>GROWTH INCENTIVE REBATES</b> on annual core spend



LIFE SCIENCE EXECUTIVES

On Demand

# C-Suite Executive Consulting and Placement



Powered by our **IGNITE Network**  
**400+** exceptional operating executives bringing a wealth of industry knowledge, strategic expertise, industry connections, and a proven track record of driving companies to success.

“BiotechExec has accelerated our commercialization and science faster in four months versus the previous three years.”

– Founder & President, Biotech Company

## Benefits

**10% DISCOUNT** on BiotechExec’s menu of services:

- Hourly Advisory Services
- Fractional or Contract CXO Placement
- Full-time Placement or conversion from Contract
- Board Director, Scientific Advisory Board, and Key Opinion Leader (KOL) Placement
- Consulting Assessments, Projects, etc.
- Precision Match – discovery, assessment and candidate matching consulting sessions
- Business Viability Assessment and Business Planning
- Plus, a complimentary first executive advisory session (up to 90 minutes).

## BiotechExec’s Solution

### The Problem

**Hard to find** domain experts with **track records** of success

Long-term contracts with **high risk**

Average exec search takes **9–12 months**

**High cost** to engage top executives

**Shortage** of expertise in most locales

### Our Solution



**Experienced** matched domain experts



**Flexible** contracts



Leadership in place in **less than one month**



Value-based and efficient solutions to **save cost**



**National network** with remote and hybrid work options



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 Expense Management

**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.

### 5-MINUTE APPLICATION PROCESS

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

### AUTOMATION THAT SAVES YOU TIME

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

### NO ANNUAL CREDIT CARD FEES

foreign transaction fees, or fees for additional 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](http://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.

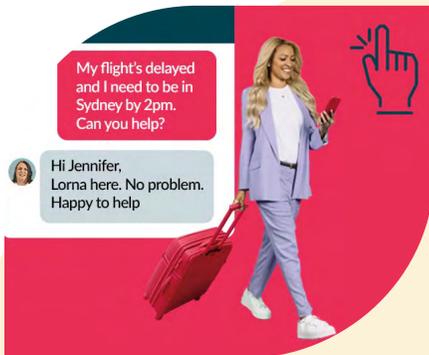
### Emergency Response

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



Providing members with tailored travel solutions, exclusive cost savings, and 24/7 expert support.



Members gain access to a full-service global travel management company, designed to simplify and optimize your business travel.

## Smarter Travel Starts Here:

We help you build a **customized travel management program**, including:

- **A USER-FRIENDLY BOOKING PLATFORM** for easy management
- **ACCESS TO PREFERRED RATES** on flights, hotels & rental cars
- **Policy customization** to streamline approvals & compliance

## Benefits

### Start-up Travel Programs

For businesses just getting started.



- **Waived startup fee** – Get set up at no cost
- **Waived annual management fee** – More value, no extra charges
- **Waived line of credit** – Book on account with ease

### Scaling Travel Programs

For growing businesses.



- **Waived startup fee** – Get set up at no cost
- **Reduced annual management fee** – More savings, more value
- **\$500 travel voucher** – A little extra for your next trip
- **Waived line of credit** – Book on account with ease

**More than just travel—your dedicated partner in business travel management**

When you partner with Corporate Traveler, you don't just get a travel provider—you get a team that understands the unique needs of your industry.



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

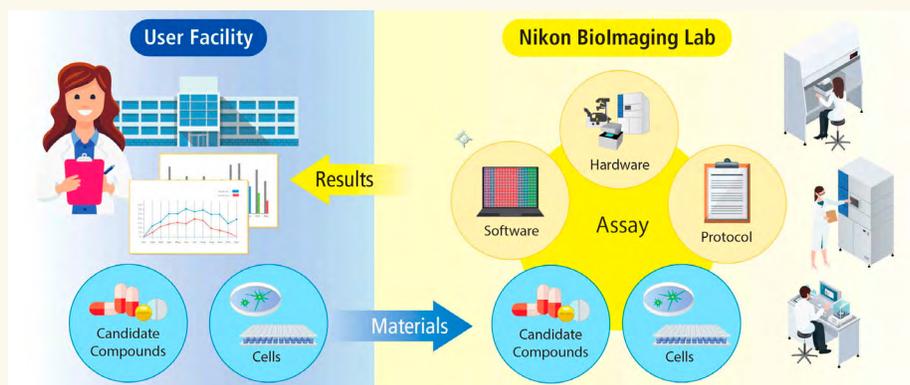
# 7% DISCOUNT

- 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
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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



**ACE Starter™** provides all the critical tools that early-stage and startup companies need. With six pre-validated workflows, ACE Starter™ ensures compliance while simplifying document tracking, training assignments, and reporting.



**ACE Essentials®** provides an array of pre-configured workflows and standard operating procedures (SOPs) to ensure that businesses have a fully compliant, ready-to-go quality management system right from the start. Companies are equipped with features such as document management, training management, deviation investigation and CAPA management, analytical reporting, and much more.



**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.



Share documents. Simply, securely.

**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



### INSEPCION READINESS

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



The industry leader for lab/research equipment maintenance. Thousands of organizations take advantage of the cost savings, consolidation, convenience and control offered by SU Group.

## Benefits

### 15-30% OFF

eligible lab/research equipment service agreements and/or maintenance contracts

### DEDICATED SALES TEAM

specifically focused on life science companies

### What To Expect

SU Group offers the most innovative, flexible and comprehensive equipment maintenance & management services program available today.

The SU Program utilizes your current vendors and matches the OEM terms and conditions as well as your PM schedules, and the financial analysis is complimentary.

With Specialty Underwriters, customers will receive unparalleled service with these product features:



**COST SAVINGS**



**CONSOLIDATION**



**CONVENIENCE**



**CONTROL**

### Categories of Eligible Instrumentation include...

General Laboratory | Clinical/R&D Lab | Molecular Biology | Cell Biology | Protein Analysis

Imaging/Microscopy | Genomics/Proteomics | Biochemical Analysis

...and much more



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



[Get Started](#)



**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

## No Lab? Your Company Can Still Save.

- **Do you order office supplies or ship products?**
- **Are you evaluating your business insurance, HR administration, or health benefits?**
- **Do you share confidential documents with third parties?**

BIO Business Solutions® pools the purchasing power of thousands of life science companies to provide cost-savings on a variety of business-critical services.

Save on these services and more through your BIO or state life science association membership.

### Who Can Save

- ✓ Life science companies without an in-house lab operation
- ✓ Technology companies
- ✓ Member companies that provide services to biotech companies
- ✓ Companies that partner with CROs for research activities
- ✓ Virtual labs
- ✓ Start-Ups
- ✓ Subsidiary of a company from outside of the US
- ✓ R&D life science companies

### Cut costs on services your company uses every day...



Business Travel Management Services



Shipping and logistics services



Corporate credit card services



R&D tax credit services



Executive Search & Management Consulting



Office supplies, breakroom, and technology



Office and employee relocation

## Save on specialized business services, too...

### Protect your business with...

- Property & casualty insurance
- Directors & Officers insurance
- Errors & Omissions insurance
- Cyber Liability Solutions

**AON**

**CHUBB®**

### Enhance the employee experience with...

- HR benefit plans & PEO
- Human capital solutions & trends
- Travel & expense management - flights, hotels, & car rentals all in one place



**AON**

**Brex**

### Receive guidance and expertise on...

- Submitting grant applications
- Preparing for an FDA inspection
- Pre-configured workflows & ready-to-use SOPs
- QMS regulations for start-ups
- Computer system validation



## What's in it for me?



**Access to favorable pricing and terms. Save up to 50% on core business services.**



**The due diligence, negotiations, and preferred agreement terms are executed by industry experts.**



**Purchasing power by belonging to the industry's largest cost-savings program.**



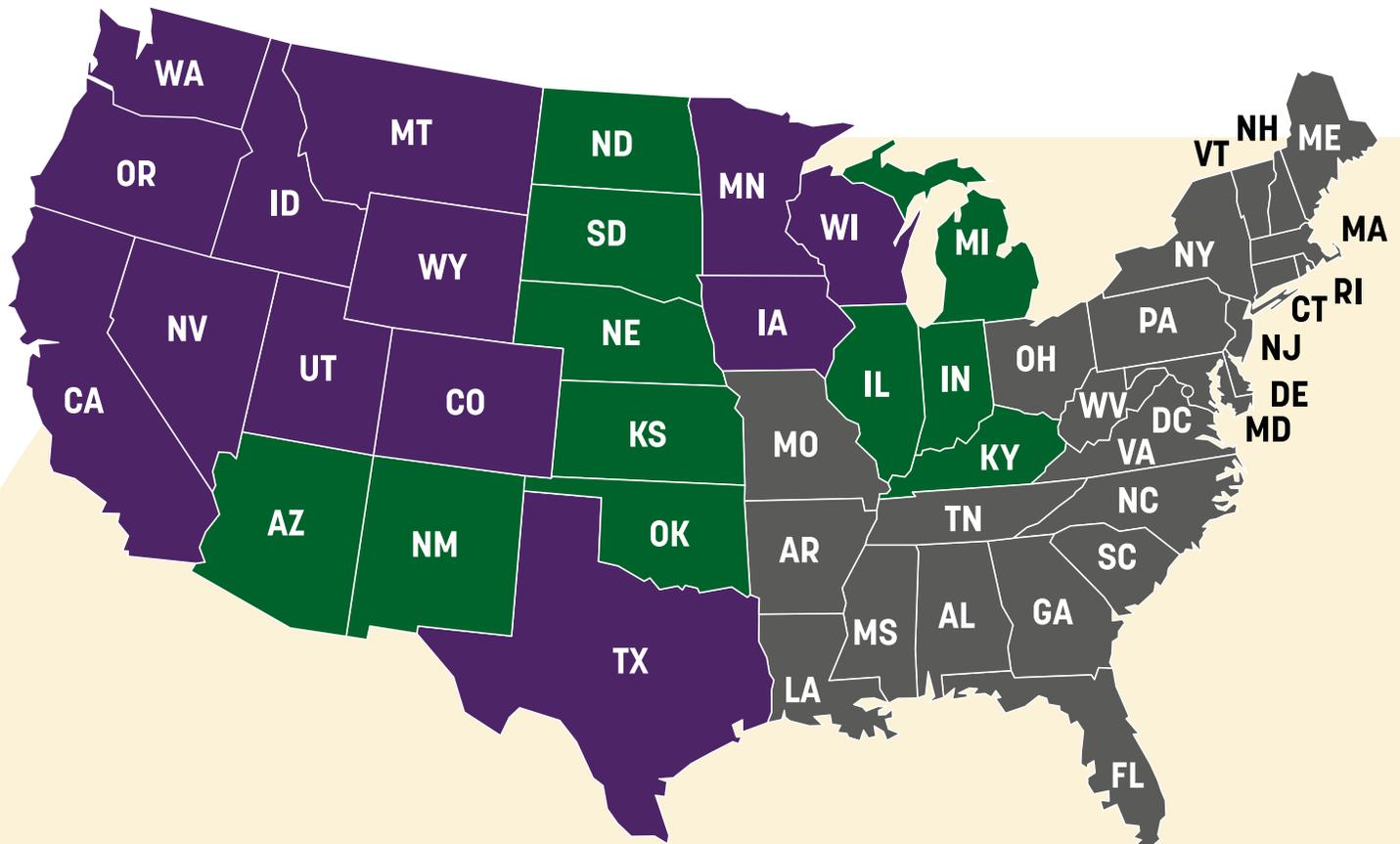
## How do I sign up?

Participation is free for BIO and state life science association 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!

[save@bio.org](mailto:save@bio.org)

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

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



**Neil Lynch**

*Western Regional Business  
Development Manager*

[nlynch@bio.org](mailto:nlynch@bio.org)



**Jeff Vallerga**

*Vice President,  
Business Development*

[jvallerga@bio.org](mailto:jvallerga@bio.org)



**Jim Seymour**

*Eastern Regional Business  
Development Manager*

[jseymour@bio.org](mailto:jseymour@bio.org)