Dear Friends,

Missouri Biotechnology Association (MOBIO) Board of Directors and members invite you to join our active life sciences community dedicated to improving lives around the world through active engagement beginning here at home in Missouri.

MOBIO provides our members' support and enrichment to develop big ideas into bold innovations, products, and services. Always championing the life sciences, MOBIO is a trusted resource, advocating to enrich a pro-business pro-science legislative policy. MOBIO cultivates a welcoming environment for business development while enhancing your work through meaningful networks for members including; events, person to person connections, and cost savings preferred provider programs. MOBIO amplifies your success and provides access to essential industry channels.

MOBIO’s 18-year history and consistent active membership speak to their efforts to champion and impact our industry. We believe in the integrity, value, and results that MOBIO contributes to each of us. We invite you to join today.

Sincerely,

Tom Schwaller, Board Chair
MOBIO Overview

Missouri Biotechnology Association (MOBIO) is the only statewide membership group that speaks with one voice to advance and champion the life sciences in Jefferson City, across the state and even in Washington, D.C. MOBIO represents largest and broadest cross-section of life science organizations including businesses, higher education, medical research, start-ups, agri-science and related firms involved in research, development, and commercialization of the life sciences. MOBIO serves to connect, develop, and advance the state’s bioscience community.

MOBIO members benefit from a strategic focus to support the enrichment and growth of the biosciences in Missouri through:

Science and Policy

MOBIO advocates for Missouri’s life sciences and technology sectors. Maintaining a sophisticated understanding of current dynamics, MOBIO serves as your trusted voice for bipartisan engagement and leadership within the Missouri State Capitol.

MOBIO forges meaningful relationships between public and private sector leaders to:

- Defend companies large and small
- Obtain and safeguard public investment
- Secure state funding for Missouri’s life science industry

The strength of MOBIO’s collective voice consistently delivers a compelling message to advance pro-science, pro-business legislative policy.

BIO Business Development

MOBIO cultivates a welcoming climate to research, science, and technological innovation and business while encouraging industry attraction, expansion, and entrepreneurship in Missouri.

Connections

MOBIO connections make a difference, specializing in meaningful business-to-business engagements and bridging:

- A network of diversified thought leaders
- Business leaders with policymakers
- Entrepreneurs with investors
- Members to greater market potential
Members connect at regional, national, and international levels with science, education, and commercial networks to advance business and enrich the industry.

MOBIO is the catalyst, accelerating growth and leveraging high-value relationships for our vibrant life sciences community.

Workforce Advancement
MOBIO aggressively pursues and engages opportunities that reach, educate, and inspire the future workforce. We fortify the strength of Missouri's life science culture through

- Progressive technology to promote STEM careers in workforce development
- Securing investments for biotech’s educational allies
- Providing a platform for career exploration

Member Savings
MOBIO saves members real money, providing access to numerous partner organizations that offer significant discounts on relevant industry products and services. All MOBIO members are entitled to preferred purchasing power. There is NO fee to participate.

Through the preferred member partner programs last year:

- MOBIO members saved over 3 million dollars.
- Individual members reported saving of 35-40%, with annual savings in the hundreds of thousands of dollars.

MOBIO members receive discounts on:

- Laboratory Supplies
- Office Supplies
- Shipping, Moving, and Storage
- Environmental Services
- Insurance
- Laboratory gases
**Promotion and Visibility**

MOBIO is the state's primary life sciences ambassador, communicating Missouri's life sciences story and amplifying your success into essential industry channels.

Members receive current industry-related articles, state legislative updates, and event information through:

- The *Progress* e-newsletter
- MOBIO.org website

**Trusted Resource**

MOBIO is a trusted partner and resource for the life sciences industry in Missouri. We have become a trusted voice in the science and technology sectors through our unwavering commitment to innovation. MOBIO members join and renew their memberships each year to ensure that the Missouri Biotechnology Association continues to enrich the biosciences economy and secure a favorable legislative position.

**Join Today**

Join other entrepreneurs, educators, business professionals, and government officials today to protect and advance life science in Missouri. All companies in the bioscience industry, no matter their size or line of business, benefit from membership with MOBIO.
Executive Committee

Chairman  
**Tom Schwaller**  
Vice President, Sales  
Labconco

Treasurer  
**John D. Bucksath**  
CEO  
KCAS Bioanalytical & Biomarker Services

General Counsel  
**Michael Adrian**  
Partner  
LathropGPM

Secretary

**Robert Blaine**  
Assistant Vice Chancellor, Medical Public Policy  
Washington University in Saint Louis

**Robert P. Casillas, Ph.D.**  
Director, Nonclinical Consulting  
Latham Biopharm Group

**Jeffrey W. Craver**  
Principal  
Advantage Capital Partners

**Bill Turpin**  
Associate Vice Chancellor, Economic Development  
University of Missouri and  
CEO  
Missouri Innovation Center

**Bradley Westmoreland**  
Senior Manager, State Government Affairs  
Genentech

**Drue Duncan**  
Director, U.S. Public Affairs and State Government Relations  
Pfizer
Board of Directors

Lu Alleruzzo
Immunophotonics

Jeffrey A. Biskup
CRB Consulting Engineers

Betsy Boedeker
BioBench CRO

Damon Broyles MD
Mercy Technology Services

David Coleman
HOK

Bernd Eichenmueller Ph.D.
Boehringer Ingelheim Animal Health

Joe Flynn
Inotiv

Ted Guhr
Tarlton Corporation

W Scott Hine
Novus International

Benjamin Johnson
BioSTL

Kevin Johnson
Amgen

Kyle Kamrath
Vertex Pharmaceuticals

Christopher Kennedy
ELIXELL

Steve Knorr
Endovac Animal Health

Berend Koops
Merck

Allen Kunkel
Missouri State University

Daniel Lacy
McCownGordon Construction

David Lustig
Celgene

Jason Manello
RubinBrown

Mark McIntosh Ph.D.
University of Missouri

Ronan Molloy
Innovation Stockyard

Russell Odegard
DYNALABS

John Pieper, PharmD
St. Louis College of Pharmacy

Roy Pura
CSL Behring

Dennis Ridenour
BioNexus KC

Karla Roeber
Donald Danforth Plant Science Center

Jim Sageser
Metro Park Warehouses

Pam Sharitz-Tesch
MRIGlobal
Pam Sharitz-Tesch
MRIGlobal

Dave Tierney
Bayer

John Valenti
Sanofi

Robert A. White, Ph.D.
Kansas City University

Susan Zalenski
Johnson & Johnson

Al Zimmerman
Novus International
Membership List

Addison Biological Laboratory
Advantage Capital Partners
  AgriThority
  Agrivida
  Amgen
Antibody Research Corporation
  Array Bridge Inc.
  Bayer Crop Science
  BioNexus KC
  BioGenerator - St. Louis
  BioSTL
  Boehringer Ingelheim
Brookside Administrative Operations
  Services CannonDesign
  Celgene Corporation
  Cell Origins
  Central Bank and Trust
  Chippendale Consulting
  CRB Consulting Engineers
  Confluence
  CSL Behring
  Custom Sensors
Donald Danforth Plant Science Center
  DynaLabs
  Endovac Animal Health
  Elemental Enzymes
  Eli Lilly and Company
  ELIXELL
  Excite Pharma Services
  Fimbrion
Fisher Scientific Company
Galera Therapeutics, Inc.
Gateway Pharmacology Laboratories
  Genentech
  Geneoscopy
  Hemco Corporation
  HERA
  Heritage Biologics
  HOK
  Immunophotonics
  Innovation Stockyard
  Inotiv
Inovatia Laboratories LLC
Johnson & Johnson
Kansas City University KCAS
KWS Gateway Research Center
Labconco Corporation
LathropGPM
Lee Biosolutions, Inc.
Likarda
Matatu
McCownGordon Construction
MediBeacon
Merck
Mercy Technology Services
Metro Park Warehouse
Missouri Corn Growers Association & Corn Merchandising Council Missouri Farm Bureau Federation
Missouri Innovation Center
Missouri Soybean Association
Missouri State University
Mitochondria in Motion
MRIGlobal
Novus International, Inc
PGAV
PhRMA
Sanofi
Sinclair Research Center, Inc.
Sirona DX
Springfield Business Development Corporation
St. Louis College of Pharmacy
St. Louis Community College
Stowers Institute for Medical Research
The Law Office of Randolph Bretton
Ultragenyx Pharmaceutical University of Missouri System Vertex
Washington University in St. Louis
# Membership Application

- **New**  - **Renewal**  - **Date:** ______________________

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<thead>
<tr>
<th>Company/Organization Name</th>
<th>Address</th>
<th>Company Web Site</th>
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<tr>
<th>Address 2 / Suite</th>
<th>City/State/Zip</th>
<th># of Employees in Missouri / # Worldwide</th>
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**MAIN COMPANY REPRESENTATIVE:** (As the designated company representative for MOBIO, your responsibilities include receiving all official correspondence, paying membership dues and updating company information.)

<table>
<thead>
<tr>
<th>Name</th>
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**COMPANY CONTACTS:** (All contacts below must be completed before application can be approved)

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<thead>
<tr>
<th>CEO/President</th>
<th>Email</th>
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<th>Business Development</th>
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<th>Government Affairs Director</th>
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**INDUSTRY SEGMENT AND MARKET FOCUS:** (Please choose primary industry segment)

**Market Focus**

- Biopharmaceutical
- Industrial Biotechnology
- Agricultural Biotechnology
- Diagnostics
- Medical Device
- Animal Bioscience
- Drug Discovery
- Therapeutics
- Renewable Fuels

**Research/Professional Advisors/Finance/Services – Market Focus**

- Academic/Research
- CRO
- Gen. Contractor/Bio Construction
- Diagnostics
- Hospital/Health Care
- Internet/Software
- Marketing/Communications
- Real Estate
- Venture Capital
- Accounting
- Bioinformatics
- Economic Development
- Finance
- Insurance
- Legal/Intellectual Property
- Non-Profit/Life Sciences Support
- Recruitment
- Other (Please Specify) ______________________
MEMBERSHIP CATEGORIES:

Life Science Industry Membership Type / Annual Dues (Check One)

- Key Stakeholder .................................................. $25,000
- Platinum Level (500+ employees) ......................... $10,000
- Diamond Level (300-499 employees) ..................... $7,500
- Gold Level (200-299 employees) ......................... $5,000
- Silver Level (101-199 employees) ....................... $2,500
- Bronze Level (50-100 employees) ....................... $1,250
- 26-49 employees ................................................. $1,000
- Pharma / BioPharma Non-Resident ..................... $1,000
- 11-25 employees ............................................... $750
- 4-10 employees .................................................. $500
- 1-3 employees ................................................... $250

PAYMENT:

Make checks payable to Missouri Biotechnology Association. Dues are valid for one year, and recur on a calendar year basis from January through December. The Federal Tax ID # for MOBIO is 43-1908699

Please consider submitting a check for membership dues over $1,000.

Dues Amount $ _____________ ☐ Check Enclosed

☐ Credit Card Payment: ☐ VISA ☐ MasterCard ☐ American Express

Credit Card # ________________________________

CVV Number: ________________________________

Exp. Date (XXX/XX): __________________________

Name on Card ________________________________

Signature: ________________________________

MOBIO does not accept Discover

Please complete form and mail or fax to:
Mr. Kelly Gillespie
President & CEO
MOBIO
PO Box 148
428 East Capitol Avenue
Jefferson City, MO 65102-0148
Phone: (573) 761-7600
Fax: (573) 761-7601
kelly@mobio.org
We’re Excited to Partner with You

As your primary supplier of laboratory products, the Fisher Scientific channel gives you access to the largest portfolio of biotech suppliers and products. Enjoy special pricing on everyday scientific supplies, safety products, equipment, chemicals, reagents, and more.

Your Contract Benefits

Proactive Account Management
Your local Fisher Scientific account representative, along with life sciences, safety, and chemical specialists, will provide personalized support for all your work, including:

- Custom business reviews
- Service level and usage reports
- Contract implementation and compliance guidance
- Process improvement

Commodity Discounts
Spend less with competitive pricing on the products you purchase most frequently through:

- Significant discounts based on your association’s collective volume
- Additional discounts provided for your specific high-volume items

Continuous Cost Improvement
Reduce your costs by consolidating vendors, standardizing products, and combining asset-based services, plus save even more with:

- A guaranteed initial credit line
- Discounted rates on equipment and instrument leases and service agreements
- Low-cost alternatives for a variety of products

Logistics and Delivery
We make it easy for you to get what you need when you need it with:

- No-cost shipping for most orders*
- Products stocked in state-of-the-art distribution centers
- Next-day delivery for most items ordered before 2 p.m.
- Customized inventory management solutions to ensure product availability

Industry-Leading Website
Easily find the products and services you need on fishersci.com with:

- Easy order management
- Advanced search capabilities
- Detailed information and documentation
- eProcurement solutions and integrations
- Customized high-volume product list for each member

* Excludes products that require special handling (refrigerated or frozen products), ice charges, rush shipments, and equipment delivered with “white glove” service.
Programs to Help You Thrive

Take advantage of customized programs that fit your needs, from start-up to scale-up.

**New Lab Start-Up**
Get your new lab off to a productive start with special offers on an extensive range of products from leading brands. We can take you from empty shelves to a fully functioning lab with less hassle and worry.

**Unity™ Lab Services**
Let our experienced service consultants help you optimize your business processes with assessments, e-commerce initiatives, and inventory and chemical management. Plus, we’ll help you outsource non-core functions and stay focused on science.

**Sustainability Program**
We support your sustainable green initiatives and look for novel ways to continually improve our business processes to help protect the environment.

Products for All Your Applications

Access more than 1.7 million products from trusted, leading brands that provide solutions to your most pressing needs.

**Exclusive Alliances**
We partner with major manufacturers to give you easy access to high-demand products at competitive prices.

**Leading Life Sciences Portfolio**
We offer more than 300,000 antibodies, plus innovative stem cell technologies, RNAi, and a complete line of products for genomics, proteomics, and cell biology.

**Third-Party Products**
Even if we don’t normally carry a product you need, we can still get it for you through our Encompass program — the most comprehensive third-party procurement program in the industry.

**Fine and High-Purity Chemicals**
Choose from leading brands of organic and inorganic chemicals and reagents that are purified, processed, and conveniently packaged by application.

**Safety Products and Services**
Find all the lab safety, facility safety, and cGMP production products you need to meet your requirements.
People to Support Your Goals

No matter when you need help, our friendly customer service team and award-winning sales force are available.

Account Management Team
Your Fisher Scientific sales representative will provide maximum support as part of our customer-focused Account Management Team.

Life Sciences Specialists
Fisher Scientific life sciences specialists stay current with the newest products and technologies to provide solutions to your toughest application-based technical questions.

Chemical Specialists
With extensive chemistry backgrounds and training, Fisher Scientific chemical specialists can answer your questions about our entire selection of chemicals and provide technical support.

Safety Specialists
Fisher Scientific safety specialists can help you find and properly use the right personal protective equipment and safety items, and they’ll promote long-term safety through on-site training and support for federal safety and OSHA guidelines.

Customer Service Representatives
Our customer service representatives can answer availability and ordering questions and provide the latest information on pricing, availability, and delivery. Call 1-800-766-7000 to get in touch.

We’re Working to Help You Grow

As part of the Missouri Biotechnology Association (MOBIO), the Fisher Scientific channel is a vital hometown partner to Missouri’s life sciences community. All MOBIO members can generate significant ROI from cost-saving Fisher Scientific discounts on essential industry products. The 100% satisfaction guarantee, 1% price improvement guarantee, customer focus, and support make us the best in class for the MOBIO pooled purchasing program. MOBIO members always prosper using the Fisher Scientific partner program.

“The Fisher Scientific channel sets the standard among equipment providers for the Missouri life sciences community. MOBIO members utilizing the MOBIO/Fisher Scientific program report saving over $5 million annually, a reflection that routinely runs 60–70% off the retail price. With the Fisher Scientific team’s attention to detail and outstanding customer service, which includes specialists on the ground and employed in Missouri, the Fisher Scientific channel is the right partner for MOBIO members.”

Kelly Gillespie
President & CEO MOBIO
MOBIO.org

Remember, what makes MOBIO’s program unique is that all transportation logistics charges are waived. MOBIO members will never pay hazardous charges, ice charges, fuel surcharges, direct ship fees, or integrity packaging fees. That’s easily another 8% savings, and a straightforward benefit for those responsible for paying the bills and stretching budgets.
Tailored Solutions to Help You Grow

Stay focused on science with resources, knowledge, and experience to support your growing enterprise.

**Early Stage**
- New Lab Start-Up Program
- Lab design and needs assessment
- Compliance and audit services
- Planning and project management
- Stockroom management services
- On-site inventory and replenishment program
- Flexible financing, including start-up options and leasing programs
- Training and consulting

**Later Stage**
- Cost optimization and standardization services
- Procurement solutions (supply chain management, business process, and system integration)
- Cleanroom consulting and products
- Packaging and distribution services
- Scale-up, marketing, and sales support services
- Unity™ Lab Services (chemical and inventory management)

**Featured Suppliers**

- Hoefer
- Ansell
- Applied Biosystems
- Axygen
- BD
- Biotechne
- BioTek
- Contec
- Corning
- Duran Wheaton Kimble
- Dupont
- Eppendorf
- Eurofins mwg|operon
- Fisherbrand
- Fisher Chemical
- GE Healthcare Life Sciences
- Gibco
- Invitrogen
- Kimberly-Clark
- MilliporeSigma
- Mettler Toledo
- Promega
- Sartorius
- Texwipe
- Thermo Scientific
Participation Letter

Missouri Biotechnology Association ("MOBIO") and Fisher Scientific Company L.L.C. ("Fisher") are parties to a Master Laboratory Supply Agreement effective February 15th, 2013 (the "Agreement"), under which members of MOBIO who sign this Letter of Commitment may purchase laboratory products from Fisher at discounts established by the agreement between MOBIO and Fisher.

The undersigned member of MOBIO ("Member") hereby agrees as follows:

1. Upon acceptance of this Letter of Commitment by Fisher, Member will receive the discounts from Fisher provided in the Agreement, subject to all of the other terms and conditions of such Agreement, which are specifically incorporated herein by reference and agreed to by Member.

2. Each Member will be entitled to create their own additional unique high volume Catalog Product list, and each custom high volume Product list will consist of the individual Member’s top one hundred (100) items. Member has designated the Catalog Products listed in Attachment A to this Letter of Commitment as its list of high volume items and has received a quotation from Fisher of the prices shown in Attachment A for the remainder of the calendar year of the date of execution of this Letter of Commitment. Thereafter, these prices shall be adjusted at the beginning of each calendar year in accordance with any list price changes. At Member’s request, on an annual basis, Fisher shall provide to individual Members an updated version of their customized high volume Catalog Product list showing the new net prices. The Products comprised in Attachment A shall be subject to review between the parties on an annual basis.

3. All pricing shall be subject to increase in the event that the price extended hereunder results in a price below Fisher’s cost plus 15%, in which event the price charged shall be Fisher’s cost plus 15%. In the event that Fisher’s cost for a Catalog Product increases within a calendar year more than 5%, the resulting price increase shall be passed through to Member.

4. Member agrees to consider Fisher Scientific as a primary supplier and make every effort to look first to Fisher Scientific for their requirements for laboratory supplies and related products under the pricing and other terms of the Agreement;

5. Member consents to Fisher disclosing to MOBIO summary information about Member’s purchases under the Master Laboratory Supply Agreement for the purpose of MOBIO administering that Agreement;

6. Member’s participation under the Agreement shall be on a calendar year basis. Participation shall automatically renew for additional periods of 12 months subject to Member giving written notice of non-renewal not later than sixty (60) days prior to the end of the relevant calendar year. Member shall be entitled to terminate this Agreement for cause at any time in the event that Fisher is in default of its obligations and fails to cure such default within sixty (60) days after written notice of such default;

7. Member’s participation under the Agreement may be terminated by MOBIO if Member fails to maintain its membership or participation in MOBIO (as the case may be);

8. Member’s participation under the Agreement may be terminated by Fisher in the event that Member is in default of Member’s obligations under the Agreement and fails to cure such default within sixty (60) days after written notice of such default.
9. Fisher and Member agree to keep the terms and conditions of this Agreement confidential and shall not share any of the information contained herein, including, but not limited to Product pricing, to any third party.

10. Neither Fisher nor Member may use any of the other party’s name(s), logo(s) or mark(s) in any public communication or press release, or for any other marketing or promotional purpose, without such other party’s express prior written consent or as a result of such person’s response to a published recruitment advertisement or independent general employment search.

11. For the term of this Agreement and a period of six (6) months thereafter, neither Fisher nor Member shall hire or solicit for hire in any capacity any person employed by the other party within six (6) months prior to such hire or solicitation for hire, except upon such other party’s express written consent.

12. Member acknowledges and agrees that it will not utilize funds from a Federal health care program for the purchase of Products from Fisher.

13. Member further acknowledges that MOBIO receives an administrative fee from Fisher for management of this program.

Submitted, as Member, by:

Member
Company
Name ..........................................................

Fisher Scientific Company L.L.C.

Signature ..........................................................
Name ..........................................................
Title ..........................................................
Date ..........................................................
Phone ..........................................................
Email ..........................................................

Fisher Account Numbers:

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Member COST SAVINGS PROGRAM

Bio Business Solutions®

bio.org/save/Missouri

More savings. More research.
**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

save@bio.org

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.
Through its partnership with BIO, Missouri Biotechnology Association (MOBIO) 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**
  - Discounts on Packaged Gas & Equipment

- **ALT**
  - 15% off Refurb Lab Equipment

- **Business Wire**
  - 10% off News Distribution

- **CHUBB**
  - 10% off Business Insurance

- **CleanHarbors**
  - 40% off Lab Waste Removal

- **humboldt**
  - Moving / Storage Discounts

- **Nikon**
  - 15% off Microscope Systems

- **Office DEPOT**
  - 80% off Office Supplies

- **scientist.com**
  - Discounted Fees and Quotes

- **ShareVault**
  - 20% off VDR / File Sharing

- **UniFirst**
  - Up to 50% off Workwear / Cleanroom

- **ups**
  - Up to 74% off Shipping

- **bio.org/save**
Airgas, an Air Liquide company, is the largest U.S. supplier of industrial, medical, specialty gases, dry-ice, and nitrous oxide.

**BENEFITS**

<table>
<thead>
<tr>
<th>10-25%</th>
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<tbody>
<tr>
<td>discounts on cryogenic equipment, gas distribution equipment, and safety products</td>
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<tbody>
<tr>
<td>of medical-grade nitrogen, helium, argon, &amp; carbon dioxide, plus custom offerings tailored to specific member needs</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>CUSTOMIZED AGREEMENT</th>
</tr>
</thead>
<tbody>
<tr>
<td>for renewal, removal, and remedy, with guaranteed terms and savings</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>FULL RANGE OF PRODUCT SUPPLY</th>
</tr>
</thead>
<tbody>
<tr>
<td>cylinders, dewars, microbulk, bulk, and pipeline, as well as dry-ice service</td>
</tr>
</tbody>
</table>

GET STARTED ➔
ALT is a full-service provider of premium refurbished lab equipment and surplus equipment management services for the life sciences.

<table>
<thead>
<tr>
<th>BENEFITS</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>FREE</strong> one-year equipment warranty</td>
</tr>
<tr>
<td><strong>15%</strong> no-hassle discount on list price*</td>
</tr>
<tr>
<td><strong>5%</strong> discount on all Agilent Certified Pre-owned products, up to a maximum of $1,500</td>
</tr>
<tr>
<td><strong>20%</strong> discount on surplus services</td>
</tr>
<tr>
<td><strong>10%</strong> bonus on standard consignment split</td>
</tr>
<tr>
<td><strong>5%</strong> bonus on seller's premium in auctions</td>
</tr>
</tbody>
</table>

*Agilent factory-refurbished equipment excluded
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](http://bio.org/save)
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)

GET STARTED →

bio.org/save
Clean Harbors is the largest environmental services company in North America that manages waste recycling and disposal for almost all waste streams – Lab, Chemical, and Bio-hazard.

**BENEFITS**

<table>
<thead>
<tr>
<th>Percentage</th>
<th>Description</th>
</tr>
</thead>
<tbody>
<tr>
<td>35-40%</td>
<td>Off list price on disposal</td>
</tr>
<tr>
<td>15-20%</td>
<td>Off list price on transportation and materials</td>
</tr>
<tr>
<td>35%</td>
<td>Off list price on labor charges</td>
</tr>
</tbody>
</table>

**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

bio.org/save
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 ➡️

bio.org/save
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

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

GET STARTED

bio.org/save
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.

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™

[GET STARTED](bio.org/save)
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

- **30%**
  - savings off the standard pricing of ShareVault for SharePoint

- **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](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

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**

<table>
<thead>
<tr>
<th>Save Up To</th>
<th>Benefit Description</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>74%</strong></td>
<td>Save up to 74% on UPS Next Day Air® services</td>
</tr>
<tr>
<td><strong>59%</strong></td>
<td>Save up to 59% on UPS 2nd Day Air® services</td>
</tr>
<tr>
<td><strong>59%</strong></td>
<td>Save up to 59% on UPS 3 Day Select services®</td>
</tr>
<tr>
<td><strong>51%</strong></td>
<td>Save up to 51% on UPS Ground® Commercial services</td>
</tr>
<tr>
<td><strong>44%</strong></td>
<td>Save up to 44% on UPS Ground® Residential services</td>
</tr>
<tr>
<td><strong>68%</strong></td>
<td>Save up to 68% on UPS Worldwide International services</td>
</tr>
</tbody>
</table>

- 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

GET STARTED
Missouri’s bioscience industry is helping to diversify and grow the U.S. economy. American bioscience innovation in health, energy and agriculture are creating high-skill, high-wage jobs, driving economic growth and helping to improve the quality of life for Americans from coast to coast.

**HEALING**
Since 1982, biotechnology drugs and vaccines have helped improve the quality of life for more than 250 million patients living with debilitating diseases such as cancer, diabetes, and HIV/AIDS. Currently there are more than 900 biotechnology drugs in clinical development targeting cancer, cardiovascular disease, HIV/AIDS and thousands of rare or “orphan” diseases.

**FUELING**
Industrial and environmental biotechnology companies are developing technologies to reduce waste, improve industrial processes, and reduce our reliance on foreign sources of energy. Successful commercialization of cellulosic biofuels and renewable chemicals have created 8,000 new jobs in the past five years.

**FEEDING**
Agricultural biotechnology benefits farmers, consumers and the environment by increasing crop yields and farm income, decreasing pesticide applications, increasing environmental sustainability, and enhancing the nutritional profile of many foods – while also spurring America’s economy.

**MISSOURI’S 29,047 BIOTECHNOLOGY WORKERS are HEALING, FUELING, FEEDING the World**

**MISSOURI’S COMPETITIVE BIOSCIENCE INDUSTRY**
- EMPLOYEES: 29,047
- ESTABLISHMENTS: 1,382
- ANNUAL AVERAGE WAGE: $75,959

**AMERICA’S COMPETITIVE BIOSCIENCE INDUSTRY**
- EMPLOYEES: 1.73M
- ESTABLISHMENTS: 85,107
- TOTAL EMPLOYMENT IMPACT: 8.9M JOBS
- ANNUAL AVERAGE WAGE: $99,151

Source: TEConomy Partners analysis of Bureau of Labor Statistics, QCEW data; enhanced file from IMPLAN.
Note: U.S. totals include Puerto Rico.

For additional information, please visit BIO’s Advocate Toolkit at www.bio.org/toolkit

info@bio.org | 202.962.9200