

Bio Business Solutions Partners

BioSurplus

Pre-Owned Laboratory Equipment Resale and Management Services



Description

BioSurplus is a leading provider of pre-owned laboratory instruments and web based equipment management services. If your company is in the market for high quality equipment at a reasonable price, BioSurplus offers an extensive inventory of pre-owned scientific equipment and instrumentation. Alternatively, if your company has surplus or underutilized equipment, BioSurplus can maximize its value and turn it into cash through either outright purchase or consignment. Using its state-of-the-art web based equipment management platform, *e-Quip*[™], BioSurplus also provides a suite of equipment management services designed to maximize equipment value and control. Services include inventory management, valuation and assessment, internal redeployment, and corporate M&A equipment analysis and organization.

More information, including specific pricing, contact BioSurplus at 1-858-550-0800 or by email at bioinfo@biosurplus.com.

Member Benefits:

- >> 5% annual credit or 1% annual cash rebate on equipment purchases or net consignment sales proceeds
- >> 10% discount on setup fees for *e-Quip* enabled services
- >> 30-day limited warranty on most purchased equipment
- >> Experienced customer service representatives offering

Chubb Group

Property and Casualty Insurance



Description

For more than 25 years, member insurers of the Chubb Group of Insurance Companies ("Chubb") have been providing cost-effective risk management and insurance protection tailored to the unique requirements of biotechnology companies. Chubb's insurance professionals specialize in the biotech market; they understand the issues and develop solutions for unique insurance needs. This experience and expertise, coupled with Chubb's financial strength and superior claims service, were the reasons BIO selected Chubb as its Property and Casualty insurance partner.

For information regarding your companies need in Texas, please contact Kay Tieman, Senior Account Executive at Higginbotham & Associates by calling 940-323-2060 or by email at ktieman@higginbotham.net.

The coverages offered by Chubb under the BIO program include:

- >> customized property insurance
- >> general liability insurance
- >> insurance for R&D operations, including business income
- >> highly protected risk (HPR) arrangements
- >> worldwide coverage territory
- >> "damage to your products" insurance
- >> crime insurance
- >> loss control and claim expertise
- >> boiler & machinery protection
- >> automobile insurance
- >> workers compensation
- >> excess and umbrella liability insurance
- >> disaster recovery and business continuation planning and advise

Member Benefits:

- >> Very competitive premiums for companies at all stages
- >> Low minimum premiums for early stage companies
- >> Dedicated loss control and claims specialists for BIO members
- >> Use of proprietary Chubb software for determining business interruption limits
- >> Devoted underwriting teams providing five-day turnaround for BIO members

Chubb Group

Clinical Trials Liability Insurance

Errors and Omissions Liability Insurance

Products Liability Insurance

Professional Liability Insurance



Description

For more than 25 years, member insurers of the Chubb Group of Insurance Companies ("Chubb") have been providing cost-effective risk management and insurance protection tailored to the unique requirements of biotechnology companies. Chubb's insurance professionals specialize in the biotech market; they understand the issues and develop solutions for unique insurance needs. This experience and expertise, coupled with Chubb's financial strength and superior claims service, were the reasons BIO selected Chubb as its Clinical Trials Liability, Errors and Omissions Liability Insurance, Products Liability & Professional Liability Insurance partner.

For information regarding your companies need in Texas, please contact Kay Tieman, Senior Account Executive at Higginbotham & Associates by calling 940-323-2060 or by email at ktieman@higginbotham.net.

The coverages offered by Chubb under the BIO program are:

- >> Clinical Trials and Product Liability: Coverage for commercialized products as well as products in all stages of human clinical trials.
- >> Errors and Omissions Liability Insurance: Coverage for financial loss to third parties arising out of negligence.
- >> Professional Liability: Coverage for companies conducting contract research.

Linde

Comprehensive Gases Program Packaged (cylinder), Mini-Bulk and Bulk

Description

BIO has partnered with Linde, one of the world's largest industrial gases organization, to offer member companies special pricing and rebates on bulk gas products, bulk gas applications, packaged and specialty gases, mini-bulk and related equipment, products and services. Such industrial gases include cylinder supply for industrial and special gas requirements, on-site generators for nitrogen, oxygen and hydrogen, and liquid supply capabilities for argon, nitrogen, oxygen, carbon dioxide, hydrogen and helium. With more than 50 production facilities and 220 active distributors, Linde offers exceptional service and cost-saving benefits to members companies.



For more information about the BIO-Linde program, contact Leslie Waller, leslie.waller@linde.com or 1.908.508.2768.

Member Benefits

- >> Competitive pricing on Linde's complete suite of gases products
- >> Service provided by Linde's Platinum Distributors as assigned by Linde to each market
- >> Tiered annual cash rebate, based on the aggregate purchase volume of all participating member companies
- >> 10% discount off standard rental for bulk storage tanks
- >> Additional rebate available for member referrals

Humboldt Storage & Moving/United Van Lines Moving and Storage



Description

Humboldt Storage and Moving, a United Van Lines agent, is your one-stop for moving your entire company or a single employee, across town or overseas. Humboldt provides moving, relocation and storage services, and has a strong focus on customer service. Humboldt has a unique expertise with serving the biotech industry, and offers BIO members a substantial discount.

Member Benefits:

- >> Maximum discounted pricing off federal tariffs allowed
- >> Guaranteed pickup and delivery
- >> Free full-replacement valuation
- >> Comprehensive employee relocation program
- >> Laboratory & office moving expertise
- >> Responsive customer service

Business Wire News Distribution



Description

Business Wire, the global market leader and BIO's partner for commercial news distribution services, provides members discounts and other benefits on news distribution services. Participating companies will enjoy a unique advantage in getting their news and information across to vital audiences worldwide. Business Wire offers the most comprehensive commercial newswire reach globally. Its proprietary multimedia delivery systems, plus affiliations with more than 60 news agencies, reach targeted audiences in more than 150 countries and 45 languages. The breadth of Business Wire's news distribution capabilities, coupled with the special pricing and exclusive member benefits offered by the BIO program, is a cost-effective way of getting your company's news heard.

For more information about the BIO program, contact Lee Marshall of Business Wire at 800-999-1178 or by email at bio@businesswire.com.

Member Benefits:

- >> 10% discount off Business Wire's standard published rates on news distribution services (either domestic, specialty or international circuits)
- >> 10% discount off Business Wire's standard published rates on EDGAR products
- >> Complimentary annual membership to Business Wire

- >> Distribution to national life science trade publications included at no additional charge with any distribution circuit selected
- >> Posting of your company's logo included with your company's news releases at no additional charge
- >> Free Business Wire NewsTrak Reach, Posting and Access Reports that provide monitoring and reporting of the visibility, access and usage of your news release

Monitor Liability Managers

Monitor Liability Managers is the managing general underwriter for Admiral Insurance Company and Carolina Casualty Insurance Company. As a part of the W.R. Berkley Corporation, Monitor has the size and financial strength to provide stability for life science companies.

Directors and Officers Liability Insurance Management Liability Insurance

Description

Since 1997, BIO has partnered with a leading provider of both Directors and Officers liability insurance (D&O) and Management Liability insurance: Monitor Liability Managers.

D&O supplies directors and officers of publicly traded companies with protection they need, both personally and professionally. Management Liability insurance provides privately held companies with a convenient combination of D&O, Employment Practices Liability Insurance and Corporate Liability and Fiduciary Liability coverage. While Monitor provides coverage for a broad spectrum of industries, it has developed a strong focus on providing D&O and Management Liability to the biotechnology industry. Monitor also has a unique knowledge and willingness to transition insurance policies when private companies go public. BIO has partnered with Monitor to bring their D&O and Management Liability insurance expertise to the BIO membership, while also offering exclusive member benefits.



Why D&O Insurance?

- Provides comprehensive coverage to a broad range of publicly held companies
- Coverage for claims resulting from class action suits, M&A activity, divestiture activity, employees, customers, suppliers, competitors and regulatory agencies

Why Management Liability Insurance?

- Protect your company's name, reputation and fiscal health if faced with an executive liability lawsuit
- Over half of claims received by Monitor have been against the Directors and Officers or the Corporate Entity, including antitrust, breach of fiduciary duty, deceptive trade practices, unjust enrichment, fraud, misrepresentation, and securities violations

Member Benefits:

- >> 7.5% no-claims policy renewal credit
- >> Prenegotiated, standard coverage terms for members
- >> Very competitive premiums for companies at all stages
- >> Low minimum premiums for early stage companies
- >> Loss control services, including the design of insider trading and corporate communication policies
- >> Significant experience underwriting both public and private biotech companies

Monitor Liability Managers Employment Practices Liability Insurance

Description

Since 1997, BIO has partnered with the leading provider of Employment Practices Liability Insurance (EPL): Monitor Liability Managers. EPL is a claims-made policy designed to pay the loss of the entity, its directors and officers or employees, for defined wrongful employment acts. Monitor's employment practices product has been made available to provide coverage for a broad variety of employment-related risks. EPL has been designed to meet the needs of small to mid-sized companies.



BIO has partnered with Monitor to bring their EPL expertise to the BIO membership, while also offering exclusive member benefits.

Member Benefits

- >> 7.5% no-claims policy renewal credit
- >> Prenegotiated, standard coverage terms for members
- >> Very competitive premiums for companies at all stages
- >> Low minimum premiums for early stage companies
- >> Third party employment practices liability coverage
- >> Significant experience underwriting both public and private biotech companies

Monitor Liability Managers

Monitor Liability Managers is the managing general underwriter for Admiral Insurance Company and Carolina Casualty Insurance Company. As a part of the W.R. Berkley Corporation, Monitor has the size and financial strength to provide stability for life science companies.

Nonprofit Liability Insurance

Description

Since 1997, BIO has partnered with a leading provider of Nonprofit Liability Insurance: Monitor Liability Managers. Nonprofit Liability Insurance protects the assets of a nonprofit organization and its employees from expenses arising from legal claim and litigation expenses. Monitor's defense attorneys and experienced claims professionals are well-versed in the unique needs of the nonprofit sector for the biotechnology industry. BIO has partnered with Monitor to bring its Nonprofit Liability Insurance expertise to the BIO membership, while also offering exclusive member benefits.



Why Nonprofit Liability Insurance?

- Execute risk management for your organization in order to reduce or eliminate wrongful acts and liability
- Protects the insured entity, any directors, trustees, officers, employees volunteers, staff or committee members, including foreign equivalent positions and spousal coverage
- Coverage includes full prior acts, duty to defend, leased and independent contractors and third party

Member Benefits:

- >> 5% no-claims policy renewal credit
- >> Prenegotiated, standard coverage terms for members
- >> Very competitive premiums for nonprofits of all sizes
- >> Retention waiver in the event of no liability

Office Depot

Office Supplies, Furniture and Equipment Technology Products



Description

BIO has partnered with Office Depot, one of the world's largest sellers of office products, to offer BIO and participating state affiliate members significant discounts on office supplies, furniture and equipment. We have negotiated aggressive pricing based on \$6 million of total annual volume. Office Depot also offers discounted pricing on Design, Print & Ship services which provide professional printing, copying, binding and finishing as well as Promotional Products services with over 1,200 promotional items available for customized company branding. Additionally, through BIO's partnership with [Tech Depot](#)[™] (an Office Depot company), BIO members can receive significant discounts on computer & technology products.

For more information, including pricing details, contact John Travers of Office Depot at 410-381-1493, x3101 or 301-567-6704 or by email at bio@officedepot.com.

Member Benefits:

- >> Substantial savings - up to 75% off the manufacturer's suggested retail price on "core list" items along with aggressive pricing on other catalog items and furniture.
- >> A Best Valued or Core list of around 400 items of the most frequently ordered items that your company can customize to its needs.
- >> Annual cash rebate of 1% if more than 80% of a company's orders are placed online
- >> Large order or Volume discount of 1% on order \$175.00 or greater.
- >> Annual cash rebate to participating companies whose annual purchases exceed \$500,000
- >> High-end and hard-to-find Technology Solutions from Tech-Depot.
- >> Dedicated Sales Representative ensuring excellent customer service.
- >> Store purchasing cards for last minute emergency purchases at over 1,100 Office Depot retail stores (where you will receive the special BIO pricing).
- >> Professional, full-service printing, copying, binding and finishing whenever you need it through online Print on Demand service.
- >> Online 24/7 digital printing solutions to create professional full-color or black and white documents and correspondence materials at discounted rates. Documents are e-warehoused making changes and reordering effortless and on-demand.
- >> Promotional products program provides special discounts on more than 1,200 promotional products to promote brand awareness, company image and events. Browse and order items online or utilize the expertise of a promotional products representative.

Tech Depot Computer and Technology Products



Description

BIO has partnered with Tech Depot™, the technology division of Office Depot, to offer members significant discounts on computer and technology products. Tech Depot provides simple and straightforward solutions for computer and technology needs by offering intelligent product choices, top brands and competitive prices. The program offers many other benefits beyond significant savings, as outlined below.

More information, including specific pricing, contact Matt McDonald of Tech Depot at 1-800-625-9866 x7437, or by email at mmcdonald@techdepot.com.

Member Benefits:

- >> A selection of over 250,000 technology products, including PC hardware, software, peripherals, network servers, accessories and supplies
- >> Discounted cost-plus pricing and low shipping rates
- >> Expert Account Management specializing in technology solutions
- >> Authorized reseller for major manufacturers, such as Cisco, HP/Compaq, IBM,

- Microsoft, Toshiba and Palm Computing
- >> Dedicated Product Specialists
 - >> Customized extranet that reflects your company's buying habits
 - >> Unparalleled access to hard to find technology products
 - >> Unique Advantage: Local account manager (Office Depot representative) with technology expert partner (Tech Depot representative)

VWR International Laboratory Supplies, Equipment & Chemicals



Description

BIO has partnered with the leading distributor of laboratory supplies and equipment for the life sciences industry, VWR International. BIO has negotiated very competitive pricing—based on \$100 million of annual total volume—on the entire VWR product offering of more than 1,000,000 products from 5,000 manufacturers. In addition, BIO has arranged for special pricing agreements with major manufacturers, plus many other member-only benefits.

For more information or a pricing analysis, contact your local VWR sales representative or Charles McWilliams of VWR at 1-877-897-6377 x191151 or michael.guerra@vwr.com.

Member Benefits:

- >> Pricing based on an aggregate annual volume of more than \$100 million
- >> Hot list of more than 2,700 items, with savings of up to 75% from list
- >> Hot list flexibility—pricing for high volume items commonly ordered can be added to the hot list to match your company's local pricing
- >> Discounts across the entire VWR product offering
- >> Special pricing on capital equipment items with list price of over \$1,100
- >> E-commerce rebate if most of your orders are placed online
- >> No minimum order required
- >> Next-day delivery to most locations
- >> No shipping charges for products shipped from VWR's primary distribution facilities. Discounted hazardous materials handling fees. Discounts on third party purchase fees.
- >> Detailed quarterly usage and performance reporting

FedEx Shipping Services



Member Benefits:

As a member of THBI, your company is eligible to take advantage of this FedEx program with no enrollment fees or shipping quotas, as the program is offered as benefit of THBI membership.

As a member of THBI, the program offers your company:

- Up to 33% off select FedEx Express® U.S. Shipping
- Up to 35% off select FedEx Express® international Shipping
- Up to 23% off select FedEx Express® Freight shipments of more than 150 pounds
- Up to 15% off select FedEx Ground® shipping

(The discounts above on FedEx Express® and FedEx® International shipments include an additional 5% discount when you create shipping labels for eligible shipments on fedex.com or with another approved FedEx® electronic shipping solution.)

For more information or to enroll in the program, go to www.bio.org/bbs/fedex.

Wells Fargo - Employee Benefits and Brokerage Solutions



Description

BIO has partnered with Wells Fargo Insurance Services (WFIS) as the endorsed platform of employee benefits and brokerage solutions. WFIS offers BIO members and participating state and regional biotechnology associations access to all traditional insurance plans plus exclusive offerings from top rated insurance carriers with enhanced benefits and proprietary pricing. WFIS, the third largest US retail insurance brokerage with more 150 US offices nationwide, will work with biotech companies to assess their employee benefit needs and recommend the best, most cost-effective providers.

Member Benefits:

- Access to all insurance carrier programs nationally
- Preferred pricing from leading insurance carriers exclusively for the BIO program
- Comprehensive coverage and liberalized underwriting
- Policies provided by leading insurance companies including Aetna, Great West Healthcare (now part of CIGNA), UNUM, Mutual of Omaha, Principal Financial, VSP, NEBCO and Qualsight
- Unique expertise serving the life science market, with more than 500 current life science clients, making Wells Fargo Insurance Services a nationally recognized premier employee benefits brokerage for life science employers

- A wide array of unique and desirable no- or low-cost benefits to aid with employee recruiting and retention

Wells Fargo Insurance Services Capabilities

- Formalized and coordinated process to fully understand and meet an employer's specific and unique business objectives and its corresponding employee benefits needs
- Strategic assistance to help design an industry-competitive benefits program
- Ability to deliver extra employee benefit services and enhancements through Wells Fargo Insurance Services' extensive service platform
- National ranking in the top 1% of all insurance brokerage and consulting organizations for customer service (Greenwich Survey)
- 99% of clients gave high scores for overall quality of service delivery

Scope of Employee Benefits Coverage		
Medical	Disability (group and individual)	Business travel accident
Retiree Medical	AD&D	LASIK (no cost to employer)
Dental	Life (basic and voluntary)	Identity theft coverage
Vision	Long-term care	Executive benefits
Prescription drug	Voluntary / worksite benefits	

**William Gallagher Associates & Woodruff-Sawyer & Co.
Business Insurance/Risk Management**



- >> [Directors & Officers Liability](#)
- >> [Clinical Trials Liability](#)
- >> [Errors and Omissions Liability](#)
- >> [Property & Casualty](#)
- >> [Products Liability](#)
- >> [Professional Liability](#)

Description

When it comes to business insurance, it is critical that your insurance provider has a special knowledge of the biotech industry's unique needs in general as well as your company's specific needs. BIO selected William Gallagher Associates as its lead

business insurance/risk management broker because of its long history of servicing biotech companies, its focus on minimizing risk, and its ability to customize policies to cover the special needs of individual biotech companies. In fact, the prestigious Tillinghast-Towers Perrin survey has ranked William Gallagher Associates as the #1 broker for Directors' & Officers' Liability policies to the biotechnology and pharmaceutical business sector for the past six years.

BIO's program with William Gallagher Associates offers business insurance from three industry-leading providers:

- >> [Directors and Officers Liability](#) provided by Monitor Liability Managers
- >> [Property and Casualty](#) provided by Chubb Group
- >> [Clinical Trials and Products Liability](#) Provided by Chubb Group