

# BioFlorida + BIO Business Solutions® = Cost Savings

More than 2,700 biotech and related companies nationwide save money every day on essential products and services through a cost savings program offered by the Biotechnology Industry Organization (BIO), the international trade association for the biotech industry. Through a partnership between BioFlorida and BIO, BioFlorida members can take advantage of the discounted pricing and other benefits on products and services from the following partners:



Select Shipping  
Services



Office Supplies,  
Furniture & Equipment



Business Insurance  
(Clinical Trials, Product,  
Property & Casualty)



Executive Liability  
Insurance



News Distribution  
Services



Governmental Grant  
Identification and  
Application Assistance



Package and Bulk Gases



Pre-owned Laboratory  
Equipment



Employee Benefits  
Insurance



Windhover Publications,  
FDC Reports & Industry  
Deals Databases



Moving & Relocation  
Services



Computer & Technology  
Products



For more information visit  
[www.bio.org/bbs/Florida/](http://www.bio.org/bbs/Florida/)  
or email [bbsinfo@bio.org](mailto:bbsinfo@bio.org).



# Actual Savings

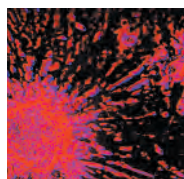
A recent analysis of the actual savings of companies that participate in the BIO Business Solutions® program can give you an idea of its savings benefits to your company. The savings data presented below represents average annual savings of actual program participants. Results will vary based on an individual company's Product Mix and Purchase Volume.

## BIO-Office Depot Program

Office Supplies Spend Range Under the BIO Program	Average Savings Off List Price Under BIO-Office Depot Program
> \$500k	\$765,218
\$250k - \$500k	\$319,731
\$100k - \$250k	\$134,868
\$50k - \$100k	\$82,801
\$25k - \$50k	\$43,360
\$10k - \$25k	\$19,687
\$1k - \$10k	\$4,876
<\$1k	\$491

## BIO-FedEx Program

Shipping Services Spend Range Under BIO Program	Average Savings Off List Price Under BIO-FedEx Program
> \$100k	\$39,302
\$50k - \$100k	\$16,336
\$25k - \$50k	\$12,895
\$10k - \$25k	\$5,062
\$1k - \$10k	\$1,168
< \$1000	\$129



BIO Business Solutions®, BIO's cost-savings program, has partnered with industry-leading suppliers to offer discounted products and services to BIO and BioFlorida members. BIO Business Solutions® enables more than \$260 million in sales annually to more than 2,700 companies of all sizes.

## FedEx

a Biotechnology Industry Organization benefit provider

### Shipping Services

FedEx is a leading global carrier, handling more than 8 million shipments every day and serving more than 220 countries and territories. BIO and FedEx have teamed up to provide discounted pricing on select FedEx® services, including select express, ground and freight delivery services.

#### MEMBER BENEFITS\*

- FedEx Express® U.S.: Up to 33% savings on select services†
- FedEx Express international: Up to 35% savings on select services†
- FedEx Ground®: Up to 15% savings on select services
- FedEx Express® Freight: Up to 23% savings on select shipments over 150 pounds

\* FedEx shipping discounts are off standard list rates and cannot be combined with other offers or discounts. Discounts are exclusive of any FedEx surcharges, premiums or special handling fees and are not available to package consolidators. Eligibility for discounts subject to FedEx credit approval. Eligible services subject to change. FedEx, FedEx Express and FedEx Ground are registered trademarks of FedEx.

†Discounts on select FedEx Express shipments when you create your shipping label using fedex.com or another approved FedEx electronic shipping solution. The 5% discount is available for FedEx Priority Overnight®, FedEx Standard Overnight®, FedEx 2Day®, FedEx Express Saver®, FedEx 1Day® Freight, FedEx 2Day® Freight, FedEx 3Day® Freight, FedEx International Priority®, FedEx International Priority® Freight, FedEx International Economy® and FedEx International Economy® Freight shipments. © 2011 FedEx. All rights reserved. 24846



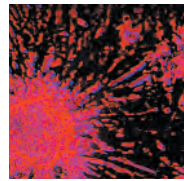
#### MORE INFORMATION

Contact FedEx  
1-800-475-6708  
[www.bio.org/bbs/fedex](http://www.bio.org/bbs/fedex)

[www.fedex.com](http://www.fedex.com)

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FedEx provides customers and businesses worldwide with a broad portfolio of transportation, e-commerce and business services.



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## OFFICE DEPOT

a Biotechnology Industry Organization strategic partner

### Office Supplies, Furniture, Print & Ship

Office Depot, the world's largest seller of office products, offers members significant discounts on office supplies, furniture, break room supplies and print & ship services. BIO has negotiated competitive pricing based on more than \$10.5 million of total annual volume; thus, any member company that participates in the BIO-Office Depot program receives pricing as if it were a purchaser of that volume. Additional services include Office Depot's Design-Print solution which provides professional printing, copying, binding and finishing services at an exclusive discounted prices as well as a Promotional Products available for customized company branding.

#### MEMBER BENEFITS

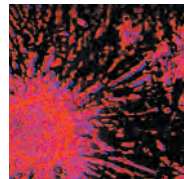
- Significant discounts off the manufacturer's list price on core list items plus aggressive pricing on other catalogue items and furniture
- Point-of-sale rebate on larger orders
- A customizable core list of 400 frequently ordered items
- Annual cash rebate potential for purchases made online
- No shipping fees for orders of \$25 or more; discounted shipping fees on orders less than \$25
- Additional discounts available to high-volume purchasers
- Next day delivery
- Emergency purchases at Office Depot stores using an Office Depot Store Purchasing Card or an authorized Procurement/Credit Card
- No minimum order and no term or volume requirements
- Online 24/7 digital printing solutions to create professional full color or black and white documents.
- More than 1,200 discounted promotional products from which to choose

#### MORE INFORMATION

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Office Depot, Inc. is the world's largest seller of office products and an industry leader in every distribution channel, including stores, direct mail, contract delivery, the Internet and business-to-business electronic commerce.



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## CHUBB GROUP OF INSURANCE COMPANIES

a Biotechnology Industry Organization strategic partner

Clinical Trials Liability  
 Errors and Omissions Liability  
 Products Liability  
 Professional Liability  
 Property and Casualty

For more than 25 years, Chubb Group has 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 life sciences insurance needs. This experience and expertise, coupled with Chubb's financial strength and superior claims service, were the reasons BIO selected Chubb as its partner.

### MEMBER BENEFITS

- 10% premium credit for clinical trials liability, product liability, and errors and omissions liability insurance (subject to regulatory limitations; BIO members only)
- Competitive premiums for companies at all stages
- Low minimum premiums for early stage companies
- Insurance tailored to meet the unique needs of the biotech industry
- More than 100 dedicated life science underwriting, loss control and claims professionals spread throughout Chubb's 31-country global network



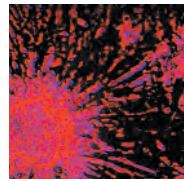
### MORE INFORMATION

Contact BioFlorida's preferred broker:

- Richard Hall of Bioinsurance.com  
888-222-1256, rhall@bioinsure.com
- [www.chubb.com](http://www.chubb.com)

1 888 BIO 1 SAVE  
 bbsinfo@bio.org  
[www.BIO.org/bbs/florida](http://www.BIO.org/bbs/florida)

The member insurers of the Chubb Group of Insurance Companies form a multi-billion dollar organization providing property and casualty insurance for personal and commercial customers worldwide through 8,000 independent agents and brokers. Chubb's global network includes branches and affiliates in North America, Europe, Latin America, Asia and Australia. This literature is descriptive; actual coverage is subject to the language of the policies as issued.



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# MONITOR LIABILITY MANAGERS, LLC

a Biotechnology Industry Organization strategic partner

## Executive Liability Insurance

Since 1997, BIO has partnered with Monitor Liability Managers, a leading provider of Directors and Officers (D&O), Employment Practices Liability (EPL), Management Liability (ML) and Nonprofit (NP) Management Liability Insurance. Monitor was founded in 1992 as a managing general underwriter for Admiral Insurance Company and Carolina Casualty Insurance Company. While Monitor provides coverage for a broad spectrum of industries, it has developed a strong focus on providing D&O, EPL, ML and NP insurance to the biotechnology industry.

### MEMBER BENEFITS

- 7.5% claim-free policy renewal credit for D&O, EPL and ML lines of insurance
- 5% claim-free policy renewal credit for NP insurance
- Pre-negotiated coverage terms for member companies
- Very competitive premiums for companies at all stages
- Extensive experience underwriting both public and private biotechnology companies



**MONITOR**  
LIABILITY MANAGERS, LLC

A Berkley Company

### MORE INFORMATION

Contact BioFlorida's preferred broker:

Richard Hall of Bioinsurance.com  
888-222-1256, rhall@bioinsure.com

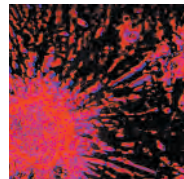
[www.monitorliability.com](http://www.monitorliability.com)

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

[www.BIO.org/bbs/florida](http://www.BIO.org/bbs/florida)

As a member company of the W.R. Berkley Corporation and with full underwriting and claims settlement authority on all of its insurance products, Monitor provides insureds with access to the resources of a large corporation combined with the outstanding customer service of a small company.



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## BUSINESS WIRE

a Biotechnology Industry Organization strategic partner

### News Distribution

Business Wire, the global market leader 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 through BIO, is a cost-effective way of getting your company's news heard.

### 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



### MORE INFORMATION

**Contact Lee Marshall**

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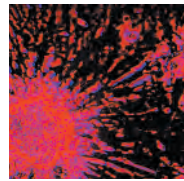
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Business Wire, a wholly owned subsidiary of Berkshire Hathaway, is the global market leader in commercial news distribution. With most comprehensive news and disclosure network in the world, thousands of member companies and organization depend on Business Wire to transmit their full text news releases, photos and other multimedia content to journalists, financial professionals, investor services, regulatory authorities and the general public worldwide.



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## FREEMIND GROUP

a Biotechnology Industry Organization strategic partner

### Governmental Non-Dilutive Grant Identification and Application Assistance

FreeMind is a consultancy firm that specializes in raising funds from government agencies and other non-dilutive sources through grants and contracts. Understanding biotechnology companies' success is highly dependent upon funding sources, BIO has partnered with FreeMind Group to offer special discounts and benefits when utilizing FreeMind's grant identification and application assistance services. With an expert team of grant specialists with extensive fundraising experience, FreeMind can assist companies in substantially increasing their grant success rates.

FreeMind's scope of funding assistance range from a variety of scientific fields from basic science to clinical research to market stage products and can help substantially improve your company's success rate. In 2008, FreeMind assisted companies in winning over \$300 million in grants & contracts for clients, including small, mid-sized, and large life sciences companies.

#### MEMBER BENEFITS

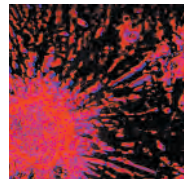
- 20% discount off the upfront strategic assessment and process fees
- Dedicated and experienced team of grant specialists that assist in the entire grant process
- Access to unsolicited opportunities
- Three-tiered payment structure so that you pay for the services as your grant application progresses
- FreeMind will alert your company to new funding opportunities when they are announced

#### MORE INFORMATION

Contact Ram May-Ron at 617-648-0340  
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Wells Fargo Insurance Services provides the experience of a large broker with the personal attention and service of a local broker. Wells Fargo Insurance Services offers a remarkable selection of products and services combined with exceptional knowledge in a variety of industries, including property, casualty, benefits, international, personal lines, and life products to provide precise coverages that satisfy your needs today and in the future.



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# LINDE

a Biotechnology Industry Organization strategic partner

## Comprehensive Gases Program

Linde offers member companies special pricing and rebates on packaged (cylinder) and specialty gases, mini-bulk and bulk gas products, bulk gas applications, 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 member companies.

### 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



### MORE INFORMATION

**Contact Leslie Waller:**

908-508-2768

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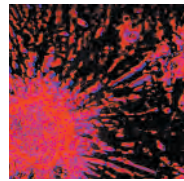
[www.lindeus.com](http://www.lindeus.com)

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

[www.BIO.org/bbs/florida](http://www.BIO.org/bbs/florida)

Linde is one of the world's largest industrial gases organizations. With expertise and focus in the biotechnology and pharmaceutical arenas, this allows Linde to provide companies with new opportunities to increase profitability, safety, efficiency, compliance and quality.



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## BIOSURPLUS

a Biotechnology Industry Organization strategic partner

### Buy/Sell Pre-Owned Scientific Equipment

BioSurplus is a leading provider of pre-owned laboratory equipment and web-based 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 proprietary web-based equipment management platform, e-Quip™, BioSurplus also offers 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.

#### MEMBER BENEFITS

- 5% -7% annual credit or 1% - 3.5% annual cash rebate on equipment purchases or net consignment sales proceeds
- 5% seller premium on equipment sold to or through BioSurplus
- 10% discount on the setup, inventory cataloguing and entry fees on the e-Quip™ inventory maintenance tracking software
- 5% discount on equipment repair and maintenance services
- 30-day limited warranty on most purchased equipment
- Experienced customer service representatives offering knowledgeable and reliable service

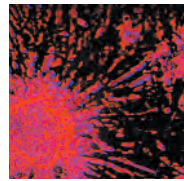


#### MORE INFORMATION

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BioSurplus, Inc. provides surplus equipment resale and management services to biotechnology/pharmaceutical companies and universities. Services include the management, valuation, liquidation, purchase and resale of pre-owned laboratory and manufacturing equipment.



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## WELLS FARGO INSURANCE SERVICES

a Biotechnology Industry Organization strategic partner

### Group Employee Benefits Insurance

Wells Fargo Insurance Services is the third largest US retail insurance brokerage and a nationally recognized premier employee benefits brokerage for life science employers currently servicing more than 500 life science clients. Wells Fargo Insurance Services offers access to all traditional insurance plans, such as medical, dental, disability, prescription drug, vision, and many more. Plus exclusive offerings from top rated insurance carriers with enhanced benefits and proprietary pricing.

#### MEMBER BENEFITS

- Access to all insurance carrier programs nationally
- Preferred pricing from leading insurance carriers exclusively for the BIO program
- Policies provided by leading insurance companies including Aetna, Great West Healthcare (not a part of CIGNA), UNUM, Mutual of Omaha, Principal Financial, VSP, NEBCO and Quallsight
- A wide array of unique and desirable no- or low-cost benefits to aid with employee recruiting and retention
- National ranking in the top 1% of all insurance brokerage and consulting organizations for customer service (Greenwich survey)

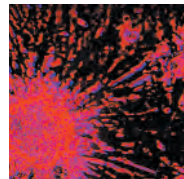


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## ELSEVIER BUSINESS INTELLIGENCE

a Biotechnology Industry Organization strategic partner

### Elsevier Business Intelligence Publications and Databases.

BIO Business Solutions® has partnered with Elsevier Business Intelligence, a leading provider of industry publications and databases, to provide discounts of Elsevier Business Intelligence's suite of products. Elsevier Business Intelligence places biopharma and medical device professionals, and those who focus on these industries at the forefront of knowledge and insight, by providing the perfect combination of news and information together with penetrating insight and analysis.

#### MEMBER BENEFITS

- Discounts ranging from 17% to 50% off standard published rates (Note: the discount is based on the publication selected)\*
- Discount of 15% off the standard rate for Strategic Transactions and Inteleos database\*
- Publications discounted further when purchased in conjunction with Strategic Transactions databases

\*Discounts are for new subscriptions only.



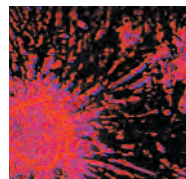
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## HUMBOLDT STORAGE & MOVING/ UNITED VAN LINES

a Biotechnology Industry Organization strategic partner

### Moving and Storage

Whether you are relocating a single employee or your entire business, Humboldt Storage and Moving, a United Van Lines agent, is a single solution provider that will take care of all the details. Humboldt's unique experience in the biotech industry coupled with its exceptional customer service gives Humboldt the ability to offer service around the corner or across the globe.

#### MEMBER BENEFITS

- Maximum allowable discounts for member companies
- Guaranteed pickup and delivery
- Free full-replacement valuation
- Comprehensive employee relocation program
- Laboratory and office moving expertise
- Responsive customer service



#### MORE INFORMATION

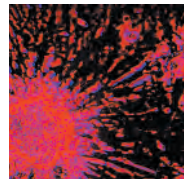
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Humboldt is one of New England's largest and most dependable storage and moving companies. Nationally recognized, Humboldt ranks in the top 10% of the 438 domestic United Van Line agents.

United Van Lines maintains a network of 1,000 affiliated agencies throughout the world. As the nation's largest mover, United Van Lines holds more than 30% of the market, which is nearly double the market share of the second largest carrier.



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## TECH DEPOT

a Biotechnology Industry Organization strategic partner

### Computer and Technology Products

Tech Depot, the technology division of Office Depot, offers member companies 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.

#### MEMBER BENEFITS

- A selection of over 250,000 technology products, including PC hardware, software, peripherals, network servers, accessories and supplies
- Authorized reseller for major manufacturers such as Cisco, HP/Compaq, IBM, Microsoft, Toshiba and Palm Computing
- Discounted list-less pricing and low shipping rates
- Expert Account Management specializing in technology solutions
- Reduced delivery times on product shipments via 42 nationwide warehouses
- Unparalleled access to hard to find technology products
- Unique Advantage: Local account manager (Office Depot representative) with technology expert partner (Tech Depot representative)



#### MORE INFORMATION

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Tech Depot, an online computer and technology reseller located in Trumbull, CT, operates as a subsidiary of Office Depot, Inc., the world's largest seller of office products.