

Save with BIA business solutions

Delivering significant savings
for our members



BIA Business Solutions

Turning solutions into tangible savings

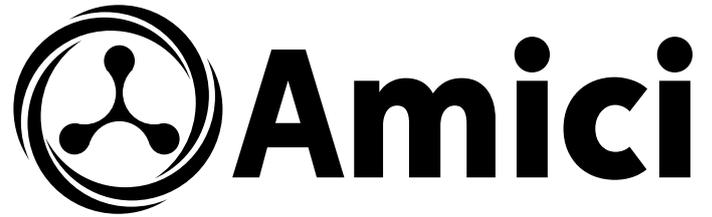
We save our members significant amounts of money through the BIA business solutions purchasing programme, and discounted entry to events with over £9.5m saved off the list price in 2020 alone.

Members often save well beyond their membership fee, providing great value and enabling them to spend money on progressing their companies.

Savings are available on secure document sharing, lab supplies, procurement of research services, specialist insurance, hotel bookings and general office supplies.

How to Sign-up

To take advantage of any of our business solution partners or to find out more information please contact Michael McGivern: mmcgivern@bioindustry.org or by telephone: (020) 7630 2194



Amici Procurement Services

Since its pioneering inception in 2005m Amici has grown to become the market leader of procurement and materials solutions for life science organisations and biotechs in the UK and US with emerging markets in EU.

We support scientists every day in their endeavors to discover live changing cures. Amici's purchasing platform allows scientists to buy everyday lab consumable, chemicals, biologicals and capital equipment through one online portal.

Amici offer:

- **We'll source and negotiate anything and everything for you.**

In addition to the 18 million pre-negotiated products already available through Amici, we have a sourcing team of scientific and purchasing experts who will find and negotiate anything and everything for you. Any supplier, any product – It's all part of our unique service.

- **Amici Guarantees to save you money.**

Our group buying power means that we have access to pricing that individual customers do not. We are delighted that every single one of our customers saves money by joining us!

- **We work only for you.**

We are passionate about our independence. Amici doesn't bill supplier or accept incentives! We are proud to be part of your team and act only on your behalf.

- **Amici grows with you.**

From start-up to publicly-traded organization, we have a range of operational solutions available via a single platform that will support your growth.

BIA member benefit:

All of the above, plus access to additional BIA only discounts for VWR products.



VWR

Avantor®, a Fortune 500 company, is a leading global provider of mission-critical products and services to customers in the biopharma, healthcare, education & government, and advanced technologies & applied materials industries. Our portfolio is used in virtually every stage of the most important research development and production activities in the industries we serve.

As the channel brand of Avantor®, VWR offers an integrated, seamless purchasing experience that is optimized for the way our customers do business.

Partnered with the BIA, we have created the VWR/BIA business solutions programme that offers members exclusive access to contracted pricing from the leading distributor in life science research. By joining the programme, your organization will become part of one of the largest and most effective purchasing programmes in the UK.

VWR offer:

- A highly qualified specialist team with dedicated Account Managers. Our people have industry expertise, as well as the passion to collaborate with customers, helping them innovate and succeed. We have built a track record of supporting science from discovery to delivery
- A broad portfolio of our own quality, trusted brands as well as access to millions of other products so our customers get exactly what they need. We innovate in all
- areas of our company - product, services, technology and digital tools - to offer our customers ever-increasing quality and choice
- Analysis of your current laboratory spend to identify areas of immediate savings and feasible product substitutions. We also organise trials and evaluations

BIA member benefit:

- Access to 1.5 million products from 5,000 different manufacturers
- Virtual Warehousing stock reservation and batch management
 - New innovative products launched each year
- Daily deliveries throughout the UK
- Supplier management and third-party procurement
- Electronic ordering and invoicing
- On site services
- Instrument calibration and validations
- Change control process
- Custom production and packaging



Gallagher

Insurance | Risk Management | Consulting

Gallagher

Risk management solutions for life sciences companies are often complex and specialist. By choosing the Gallagher Life Sciences Practice, you will work with an insurance broker with thorough knowledge of your industry and the regulatory environment. The Life Sciences Practice will leverage the marketplace on your behalf to help protect your company's bottom line from the financial devastation that could result from a loss or lawsuit. Our team of specialists will work with you to customise risk management and insurance solution programs that meet your unique needs and protect your organisation.

Our Gallagher life sciences team has experience in nearly every phase of the life science process - from discovery to development to production. This includes insuring human clinical trials in most countries around the world. Whether you're a start-up or a multinational, whether you're operating in the UK or overseas, we help to prepare a range of bespoke insurance solutions that may include:

Clinical trials liability, products liability and product recall, property coverage at your premises, at third party locations or in transit, business interruption cover for loss of income or unproductive cash burn, directors' and officers' liability,

intellectual property infringement defence and/or pursuit, errors and omissions and professional liability, medical malpractice and cyber risks.

BioIndustry Association is an introducer appointed representative of Arthur J. Gallagher Insurance Brokers Limited which is authorised and regulated by the Financial Conduct Authority. Registered Office: Spectrum Building 7th Floor, 55 Blythwood Street, Glasgow, G2 7AT. Registered in Scotland. Company Number: SC108909.

BIA member benefit:

25% rebate of all commission or agreed fees earned during the first year of any commercial insurance policies arranged for BIA members that become new clients to Gallagher. The first 15% will be deducted from the initial insurance cost and the remaining 10% payable once renewal of insurance policies is confirmed for the subsequent year.



Share documents. Simply, securely.

ShareVault

ShareVault offers secure, cloud-based document sharing solutions, also known as virtual data rooms, to securely share highly confidential documents with outside parties. In contrast to consumer-grade file sharing services, ShareVault allows organisations to easily share documents with third parties, while monitoring access and maintaining control.

ShareVault software is ideal for:

- Due diligence activities such as licensing, partnering, M&A, and fundraising
- Replacing older, slower and clunkier virtual data rooms (VDRs)
- Sharing intellectual property and regulatory submissions with prospective partners
- Ongoing sharing of sensitive documents with CRO's, CMO's, consultants, manufacturers, vendors distributors, researchers, attorneys and company Board members
- An efficient and more manageable alternative to FTP/sFTP and CD/DVD/USB flash drive shipments

BIA member benefit:

- Minimum 20% discount on ShareVault's primary products
- Minimum 30% saving off the standard pricing of ShareVault for SharePoint
- At least 5% additional discount on subscriptions with terms of two or more years



Scientist.com

Scientist.com is the pharmaceutical industry's leading AI-Powered marketplace for outsourced R&D. The marketplace connects scientists with over 3,400 global service providers while increasing the efficiency of the sourcing process from both budgetary and time management perspectives.

Scientist.com provides value by reshaping the way that research organisations approach sourcing. By reducing the amount of time it takes to find and onboard the right suppliers whilst increasing average saving per project, the Scientist.com marketplace drastically simplifies R&D.

Scientist.com Offer:

- Reduce timelines through simplified sourcing
- Receive competitive bids for every request
- Access to COMPLi®, an award-winning compliance tool
- Receive expert assistance from our Research Concierge™
- Dramatically reduce outsourcing costs
- Access the latest in scientific technology through our Innovation Hub™
- Gain market intelligence with ratings, badges and reporting
- Manage all orders through one secure, online portal

BIA member benefit:

- Easy access through the BIA Marketplace
- Dedicated Marketplace Support
- Save 1/3 off all platform costs with your BIA membership

Research Services

Since 2007, Scientist.com has worked on sourcing projects for researchers at almost every large pharmaceutical company and currently operates private marketplaces for over 24 of the world's top 30 pharmaceutical organisations, over 80 biotechnology companies and the National Institutes of Health (NIH) in the US.

Solving the Central Challenge Facing Research

The problems facing research organizations today range from the well-documented decline in R&D efficiency to the rising cost of bringing new products to market. Because of these pressures, “do more with less” has become a mantra across research organizations in all industries.

The Scientist.com marketplace was designed to enable researchers to “do more with less” by saving time, reducing costs, improving access to innovation and ensuring compliance with internal and external regulations.

The marketplace allows researchers to focus their attention on carrying out the most imaginative and game-changing experiments while fostering a company-wide culture of innovation that can dramatically improve research success.



Office Depot

What inspires us? Simple – we help our customers create great workplaces – wherever they work in these current times.

We've always been an expert in workplace solutions, but these days, we're far more than just paper and pens.

While we still provide quality workplace supplies, we can support BIA members with office and laboratory furniture, PPE, cleaning, hygiene and catering solutions, marketing collateral and services social distancing and queue management systems and signage.

We can help with your CSR agenda, with over 2000 sustainable products, reduced packaging, and no box fill material... all delivered carbon neutrally through our offsetting scheme.

With next working day delivery on stocked items, free delivery on orders over £30 plus a 30 day no hassle return policy, you can confidently get everything you need to keep your business working all from one supplier.

BIA member benefit:

- Easy ordering options and no minimum order
- Specially negotiated pricing
- Annual rebates are available
- Next working day delivery on stocked items
- Free delivery on orders over £30.00
- 30 day hassle free returns policy
- We can help deliver your CSR agenda

Hilton Worldwide

Hilton Worldwide is one of the largest hospitality companies in the world, with more than 4,440 hotels comprising more than 730,000 rooms in 97 countries and territories. Hotels range from luxury to comfortable extended-stay suites and affordable focused-service hotels, and include Hilton, Double Tree, Hampton and many more.

BIA member benefit:

- Up to 30% off public selling rates at hotels across the UK*
- Check availability and book online at www.hilton.com
- Award-winning customer loyalty programme, Hilton Honors®

*Booking is subject to terms and conditions, proof of BIA membership may be required.

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BIA Supporters

