Scientific Suppliers
Fisher Scientific
Lab Supplies

Fisher Scientific, part of Thermo Fisher Scientific, offers MassBio members convenience and choice, providing a complete portfolio of laboratory equipment, chemicals, supplies, and services. Whether you are a new start-up company or an established biotech, Fisher Scientific offers a one stop shop for life science products and services for the bioscience community.

Contract Highlights

- Dedicated sales and management team for all MassBio members.
- MassBio Membership Hotlist: aggressive pricing on products that biotech customers order most often. MassBio members save an average of 40%.
- MassBio Custom Hotlist: individualized hot list specific to member’s high volume items.
- Opportunities to maximize lab spend potential through customer rebate incentive programs with select suppliers including incentives based on membership participation, internet usage, and private label and chemical products spend.
- Continuous cost improvement through vendor base consolidation, product standardization, productivity improvement, service improvement, and asset base reduction.
- Free shipping from all Fisher warehouses and on third party products. Next day delivery to the majority of MassBio members on high volume items; no additional cost for standard delivery.

Kristin Roosevelt
MassBio Account Representative
kristin.roosevelt@thermofisher.com
610-453-0370
fishersci.com
LabCloud, Inc.

e-Procurement

LabCloud, Inc. increases the quality of laboratory data and streamlines operations. Built by former laboratory scientists, their platform incorporates the compliance demands by the strictest regulatory agencies in an intuitive and easy to use interface that is free for R&D Organizations. They are the first Laboratory Software company to integrate Laboratory data operations with operational E-Procurement. By incorporating this cutting edge technology, they offer MassBio members the premier of Laboratory management and Procurement tools and capabilities at a cost that allows maximum accessibility with unparalleled benefits.

Contract Highlights

- Unlimited access to all functional capabilities to the platform.

- Access to specialized MassBio page to access all MassBio Consortium pricing and benefits on a single page, incorporated into an approval workflow.

- Access to dedicated MassBio support line for everything from order tracking to consulting options as well as phone access to their concierge with assistance for quotes (8:00 am - 8:00 pm EST).

- Weekly and optional dedicated trainings provided complimentary to MassBio members.

- Assistance to integrate with accounting systems such as Quickbooks and Xero offered.

Mark Nuyles
LabCloud Customer Solutions
Mark@labcloudinc.com
857-217-0014 ext 3
labcloudinc.com
Middlesex Gases & Technologies Inc.
Packaged Cylinder & Bulk Gases

MassBio’s primary supplier of packaged gases and related equipment, Middlesex Gases & Technologies distributes a wide range of specialty, rare, and medical gases; as well as the most advanced related products, equipment, and safety accessories throughout New England. They offer a convenient, cost-effective partnership to help MassBio members succeed, including on site/hands-on safety and application training, online procurement via ecommerce or procurement integration, state of the art electronic cylinder tracking, local ISO 17025; 2005 specialty gas laboratory, local friendly customer service and billing, and more.

Contract Highlights
- Discount on cylinder gas prices, rental/lease and related safety products and equipment. MassBio members save an average of 25%.
- Annual rebate incentives for high volume MassBio members based on annual aggregate spend.
- Convenient online ordering and procurement integration capability.
- Turn-key solutions for Microbulk Applications along with remote monitoring capability.
- 24/7 delivery for stock items with no minimum.
- Hands-on training seminars and laboratory audits.

Ron Perry
Director of Sales & Marketing
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617-823-6147
middlesexgases.com
Veolia Environmental Services

Chemical Waste Removal

Veolia Environmental Services provides a complete range of services for life sciences, biotechnology, universities, hospitals, industrial, and municipal customers needing to dispose of hazardous waste, non-hazardous waste, as well as low-level radioactive waste. With more than 45 sales, services, treatment and disposal facilities, they have locations convenient to most industrial facilities throughout the U.S.

Contract Highlights

- All-inclusive resource for transportation, disposal, training and regulatory guidance related to all types of hazardous, non-hazardous and low-level radioactive materials.

- Discounted pricing on drums, packaging materials, lab packs, man power rates, and customer training. MassBio members save up to 33% off of the standard rates and service fees.

- Rebates paid annually for companies with a certain volume in a calendar year.

- Free estimates, EH&S consulting, and RCRA / DOT training seminars.

- A dedicated MassBio Service Team (Account Manager, Technical Service Representative and Project Manager).

Greg Reynolds
Sales Account Executive
Gregory.Reynolds@veolia.com
508-496-4418
veolianorthamerica.com
Stericycle

**Biomedical Waste Removal**

Stericycle is focused on solutions that protect people and brands, promote health and safeguard the environment. They support the proper handling of regulated medical waste, sharps waste and unused drugs, from employee training of proper disposal methods through waste collection and transport in compliance with federal, state and local law.

**Contract Highlights**

- Discounts on packaging, transport, disposal and return manifest of sharps and medical waste. MassBio members save an average of 25%.
- SteriSafe Compliance programs. MassBio members save an average of 25%.
- Discounts on waste container accessories of up to 20%.
- Large volume rebate incentive.
- Free regulatory required educational seminars and training.
- Waste optimization audits.
- Flexible automatic service schedules and as needed service capabilities.

Molly J. Cahill
Sales Solution Executive
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617-947-0534
stericycle.com
Alert Scientific
Lab Equipment Maintenance

Alert Scientific, Inc. provides specialized service to scientists, researchers, QA/QC managers, facilities managers, and others who insist that their laboratory equipment and instrumentation functions at peak efficiency. An ISO-9001 certified company, Alert Scientific offers factory authorized repair service, preventive maintenance and calibration service, and validation service in the form of temperature mapping and profiling for many different types of laboratory equipment and instrumentation. With strategic locations in Boston, MA, East Hartford, CT, and Princeton, NJ, they are able to provide MassBio members with both onsite and emergency service.

Contract Highlights

■ Discount on rate of repair, calibration, preventive maintenance, temperature mapping, IQ/OQ/PQ validation and profiling. MassBio members save an average of 19–24%.

■ Free evaluation for potential preventive maintenance / calibration proposal.

■ Emergency service available 24/7, along with a factory authorized repair and NIST traceable calibration service for numerous original equipment manufacturers.

Nick Langione
MassBio Account Representative
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781-828-4766
alertscientific.com
Eppendorf
Pipette Calibration Services

Eppendorf’s attention to detail with maintenance and calibration goes beyond the regulatory check box. We fully disassemble and restore your pipette to its optimal working condition, all according to manufacturer specifications. It’s like a spa for your pipettes where they come back to you like new. And, we are not just limited to Eppendorf pipettes, we provide the same care to all brands of pipettes.

Calibration Features

- Ensure your pipette’s life, ensure consistent results.
- ISO 17025 accredited calibration processes are available in the field or at the service center.
- Every pipette is left in conformity with ISO 8655 or manufacturer’s specifications.
- Our highly-qualified technicians go through 200 hours of training and must pass rigorous exams to become certified before servicing pipettes.
- Every pipette is checked inside and out, and restored to its original working condition like new.
- We can work on any brand pipette and maintain manufacturer specifications for over 4,500 models of pipettes.

Contract Highlights

- Average discount of 34% for MassBio members.
- On-site or off-site calibrations.
- Easy account set-up, order processing and payment.
- Equipment and consumable discounts available through Fisher Scientific.

Bob Fortin
Director, Global Key Accounts
Fortin.R@eppendorf.com
781-879-3499
Crown Uniform & Linen Service

Uniform Services

Crown provides clean, pressed medical apparel on a weekly basis and we work directly with you to customize your apparel program to meet your unique business needs. We have invested in state-of-the-art technology at our award-winning laundry facility to ensure all medical apparel and linens are handled according to the highest industry standards for safety, compliance and cleanliness without compromising our commitment to sustainability.

Contract Highlights

- MassBio members save from 30-50% on all apparel & linens service programs.
- 3, 4, or 5-year agreement term options.
- Get started for as low as $25.00 per week.
- Free Lab Coat Pressing included in rental program.
- Branded practice logos, embroidery and emblem options.
- No Charge Company and Name Emblems upon initial installation.
- Hygienically cleaned garments.
- Barcoded apparel to ensure proper available inventory.
- Dedicated local sales and service individuals that are SMART Certified for HIPAA privacy regulations.
- State of the art facility - TRSA Hygienically Clean Certified and Healthcare Accredited Laundry Facility (HLAC).

Emily Taylor
Regional Sales Manager
etaylor@crownuniform.com
508-484-5173
www.crownuniform.com
Industrial Protection Products, Inc.

*Lab Prescription & Safety Eyewear & Footwear*

Founded in 1977, Industrial Protection Products, Inc. (IPP) is a leading supplier of Personal Protective Equipment to the New England region. IPP offers MassBio members flexibility and convenience by sending representatives on-site to help select, measure, fit, order, and ultimately dispense safety and non-safety prescription eyewear and footwear directly to employees. IPP also offers retail sales, phone, catalog, and email order capability, and will work directly with member companies to set up company specific websites for online ordering when appropriate.

**Contract Highlights**

- 20% or more discount off standard list pricing.
- $50/hour rate for full access to a licensed optician to service employees’ safety and personal eyewear needs.
- Free mobile shoemobile service when buying a minimum of 25 pairs of shoes.
- Free freight to MassBio members on all orders totaling $100 or more.
- Customized website for any MassBio member with annual spend over $5,000.
- Enhanced terms of 2% ten (10), net thirty (30) days.
- On-site hazard assessments involving footwear and eyewear related hazards.

**Rick Murphy**

*MassBio Account Representative*

rmurphy@ippshoes.com

978-253-2144

ipp4safety.com
W.B. Mason

Office Supplies

W.B. Mason provides MassBio members with all of their workplace essentials, from office supplies and furniture, to break room and facilities maintenance. They have the experience, resources, and capabilities to provide members with responsive services, competitive prices, and the highest level of service.

Contract Highlights

- MassBio members save up to 90% on the hot list and 20 – 45% on all other items.
- Break Room Discount Program includes a break room hot list – with a minimum 15% savings guaranteed.
- Online ordering available, E-commerce compatible with many Punch-out platforms.
- Free same or next day delivery guaranteed with no minimum order in most areas.
- Annual member spend and internet usage rebate incentives available.
- Dedicated Customer Service Specialist for MassBio members.

Jason Hartley
MassBio Account Manager
Jason.Hartley@wbmason.com
508-958-0491
wbmason.com
Allsteel
Office Furniture

MassBio’s primary supplier for office furniture, Allsteel offers members discounts on every product in the Allsteel portfolio, with the program addressing both large projects and day-to-day smaller purchases. Seating, architectural walls, workstations, and collaborative products are all part of the program. MassBio’s partnership with Allsteel builds upon our longstanding W.B. Mason relationship.

**Contract Highlights**

- Tiered discounting on all products, with no minimum order. MassBio members save up to 70%.
- Product categories can be combined to achieve higher tier discounts.
- Lifetime warranty on all products – parts and labor.
- Local dealer assistance with furniture specifications.
- Local Allsteel showroom at State Street in Boston.
- Assistance in LEED certification submissions.
- Union and Non-Union labor as needed.

Jason Hartley
MassBio Account Manager
Jason.Hartley@wbmason.com
508-958-0491
allsteeloffice.com
Flight Centre Travel Group

Travel Management

At Flight Centre Travel Group, they offer two different corporate travel solutions that can be adjusted based on your company’s needs. Their highly trained consultants will work with you to determine whether FCM Travel Solutions or Corporate Traveler is the best fit for your travel requirements. Working with them, you’ll have access to state of the art technology and exemplary customer service which is the true DNA of FCTG.

Contract Highlights

- Dedicated travel manager
- Preferred MassBio pricing
- In-house 24/7 Emergency Assistance
- Customized reporting packages
- Immediate response times
- Access to our negotiated rates on airfare, hotel, and car
- Specialized knowledge including advisory boards, leadership meetings, clinical trial, Sunshine Act/HIPAA and GCP Compliance

Molly Rudick / Jillian Jenkins
MassBio Account Managers
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617-671-9959
corporate.fctg.cloud/Massbio
Evaluate
Commercial Intelligence for the Pharma and Medical Device Industries

Evaluate provides consensus forecasts, product pipelines, company financials, deal records and other trusted commercial intelligence to industry-leading companies of all sizes, including the majority of the top 100 pharma companies. Their online subscription services deliver a seamless view of the global market in a single, standardized platform, giving clients the time and understanding to make the right strategic decisions for their company.

Contract Highlights

- MassBio members get a special rate for access to the industry-leading EvaluatePharma® service.

- Additional data options include epidemiology data, European and Japanese drug forecasts, and EvaluatePharma Vision – the first single view of R&D risk and reward, including success rates, R&D costs, clinical timelines and outcomes, an NPV valuation platform and a calendar of market catalysts.

- Company-wide, complimentary access to Vantage – award-winning, daily news and analysis on the industry events that matter.


- Quick Start needs analysis and personalized onboarding to support your business objectives.

- Access to Evaluate’s best-in-class Client Success experts for the partnering that drives continued learning and maximizes value.

Sean Crowley
New Business Development, Director
sean.crowley@evaluate.com
(617) 749-8824
evaluate.com
UPS

Worldwide Carrier Shipping

UPS is the world’s largest package delivery company and a leading global provider of specialized transportation and logistics services. UPS offers outstanding reliability, greater speed, more service and innovative technology. MassBio is proud to partner with UPS to bring our members best in class Express and Ground Delivery Incentives.

Contract Highlights

- MassBio members can save up to 65% on an expanded portfolio of air and international shipping services.
- Protection for critical shipments.
- UPS Temperature True Packaging and Cryo services.

Kevin Chiarizio
Healthcare Marketing Manager – Northeast District
kchiarizio@ups.com
(978) 609-7622
savewithups.com/massbio
AFR Furniture Rental

Furniture Rental

AFR is the nation’s second-largest furniture rental company, with 23 strategic locations across the U.S. AFR provides MassBio members with outstanding service and the perfect solution for furniture rentals of every type and need including residential, office, and events.

Contract Highlights

- Exclusive MassBio member discount of 9%.
- Space planning, field measurements will be taken by AFR Account Executive if required.
- CAD drawing pre-rent service with unlimited revisions.
- Delivery on weekends and after/before hours available, two shifts, union labor and nonunion labor.
- Local and nationwide coverage.
- Waived security deposit (one month’s rent).

Stacie Pettazzoni

Commercial Account Executive

spettazzoni@Rentfurniture.com

781-710-0066

rentfurniture.com
See the Savings

There is power in numbers! By aggregating the purchasing power of the 1,100+ member companies within MassBio, the Purchasing Consortium saves our members more than $75 million each year. See the savings below:

<table>
<thead>
<tr>
<th>Employees: &gt;5 Small Startup Biotech</th>
<th>Employees: 20 Small Biotech</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Items Purchased:</strong></td>
<td><strong>Items Purchased:</strong></td>
</tr>
<tr>
<td>• Lab Supplies • IT Hardware • Travel Management</td>
<td>• Packaged Gases • Lab Supplies</td>
</tr>
<tr>
<td>• Waste Management</td>
<td>• Pipette Calibration • Waste Management</td>
</tr>
<tr>
<td>• Workplace Essentials</td>
<td>• Office Supplies</td>
</tr>
<tr>
<td></td>
<td></td>
</tr>
<tr>
<td>Consortium Spend $433,138</td>
<td>Consortium Spend $809,060</td>
</tr>
<tr>
<td>Est. Savings Off List Price $135,982</td>
<td>Est. Savings Off List Price $467,432</td>
</tr>
<tr>
<td>+ Year-End Rebate $2,239</td>
<td>+ Year-End Rebate $16,043</td>
</tr>
<tr>
<td>- MassBio Annual Dues $1,950</td>
<td>- MassBio Annual Dues $1,950</td>
</tr>
<tr>
<td>Bottom Line Savings $136,271</td>
<td>Bottom Line Savings $481,525</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Employees: 370 Medium Biotech</th>
<th>Employees: 745 Medium Biotech</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Items Purchased:</strong></td>
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<tr>
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<td>• Waste Management • Workplace Essentials</td>
</tr>
<tr>
<td></td>
<td></td>
</tr>
<tr>
<td>Consortium Spend $4,036,782</td>
<td>Consortium Spend $10,685,864</td>
</tr>
<tr>
<td>Est. Savings Off List Price $2,653,244</td>
<td>Est. Savings Off List Price $6,633,589</td>
</tr>
<tr>
<td>+ Year-End Rebate $33,967</td>
<td>+ Year-End Rebate $235,423</td>
</tr>
<tr>
<td>- MassBio Annual Dues $14,599</td>
<td>- MassBio Annual Dues $18,550</td>
</tr>
<tr>
<td>Bottom Line Savings $2,672,612</td>
<td>Bottom Line Savings $6,850,462</td>
</tr>
</tbody>
</table>
To build on our longstanding partnership with Evaluate, the leader in consensus forecasts and analysis of the life sciences industry, MassBio also offers discounts on popular journals and subscriptions for industry professionals, including:

- Science
- Journal of Commercial Biotechnology
- Banker & Tradesman
- Springer Nature
- Drug Patent Watch
- Timmerman Report
- STAT+
Employee Rewards Program

In addition to the benefits of the Purchasing Consortium, MassBio’s Employee Rewards program offers individual employees of member companies discounts and deals on experiences, products and services in the Greater Boston area and beyond. If you don’t have one already, sign up for an account on MassBio.org and download your Employee Rewards Card to start taking advantage of these deals today. Questions? Contact MassBio member services or visit massbio.org/purchasing-and-rewards/employee-rewards.

Entertainment & Tickets
Learning
Health & Wellness
Transportation
Food & Catering
Services
Hotels
And Many More

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Lea Sansone
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MassBio’s mission is to advance Massachusetts’ leadership in the life sciences to grow the industry, add value to the healthcare system and improve patient lives.

We represent 1,100+ organizations in the life sciences industry, including biopharma, medical device, combination product, digital health companies, along with academic institutions, research hospitals, disease foundations and service providers.