



**MOBIO**  
MISSOURI BIOTECHNOLOGY  
ASSOCIATION

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 in Washington, D.C. MOBIO represents the most extensive 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 is 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 the public investment
- Secure state funding for Missouri's life science industry

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

### **BIO Business Development**

MOBIO cultivates a welcoming climate for research, science / 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 more significant 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 Development**

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

Developed in 2023, **PROSPER** is a new MOBIO workforce development initiative dedicated to Partnering Resources, Opportunities, & Students for Powerful Employment Results. We proudly partner with Missouri Southern State University, MOSO Caps, and Missouri Western State University in the Science 2 Jobs (S2J) program and collaborate with BioSTL and BioNexus KC in the BIOTECH for MO program. PROSPER directly supports these programs and functions as a bridge extending additional assistance to rural and underserved communities within Missouri.

## **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 report saving 35-40%, with annual savings in the hundreds of thousands of dollars.

MOBIO members receive discounts on the following:

- 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. Through our unwavering commitment to innovation, we have become a trusted voice in the science and technology sectors. MOBIO members join and renew their memberships yearly 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. MOBIO membership benefits all companies in the bioscience industry, no matter their size or line of business.



# MOBIO 2024 Board of Directors

## Executive Committee

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President  
KC Animal Health Corridor



# Enabling Innovation

MOBIO Laboratory Supply Agreement



## 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](http://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

## **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](http://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.

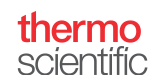
## Early Stage

- 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





For more information on MOBIO:  
mobio.org | 573-690-9267

**In the United States**

Order online: [fishersci.com](http://fishersci.com)

Fax an order: 1-800-926-1166

Call customer service: 1-800-766-7000

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# Member Exclusive Cost-Savings Program



[bio.org/save](https://bio.org/save)



**\$705 M**

Aggregate Savings in 2021



**\$870 M**

Total annual Spend Exceeds Almost Every Standalone Company's Overall Purchasing



**4,700**

Companies Participating

## About

BIO Business Solutions® is the largest cost-savings program for the life science industry, offering BIO and state affiliate members exclusive, industry-specific offers on a variety of general business solutions, such as insurance, finance and PEO, as well as access to lab products, waste management services and more—all in one place and tailored to save your company time and money.

## How does it work?

BIO Business Solutions® pools the purchasing power of thousands of life science companies to negotiate **competitive pricing and favorable terms on** supplies and services critical to their success.

There is no charge for BIO and state affiliate members to participate, and companies can utilize one, some or all of the special pricing arrangements.

## Why is BIO Business Solutions right for me?



**Instant access to a rich portfolio of services.**

From lab equipment and office supplies to HR and shipping services, we've got you covered **on the services life science companies need and are used by** industry peers on a regular basis.



**The due diligence is done by industry experts.**

We renegotiate with company partners to ensure that we offer **the most competitive rates and terms.** Not only are your contract terms guaranteed year-to-year, but rest assured that they are reviewed and enhanced regularly.



**Tailor the offerings to your business model.**

Whether you are operating a lab or virtual biotech company, our suite of services can be packaged **to fit your business needs. Use** them all or just a few. As your business grows, simply add to your list of discounted services.



More savings. More research.

## How do I sign up?

Participation is free for BIO and state affiliate members and signing up is painless. Just give us a call or send us an email and let us know what you'd like to save money on. We'll do the rest!



(888) 246-1728

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

[bio.org/save](http://bio.org/save)

# Trusted and Preferred by Biotech Leaders



"Companies are going to get more of a response as a member of BIO through these programs because they're seen as part of a large customer as opposed to a small company that's trying to make it on its own."

– ISAAC YOUNG

*GxP Procurement & Supplier Management Senior Director, Sangamo Therapeutics, Inc.*



"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 & 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 CILINSKI

*Vice President & Controller, 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

*Co-Founder & Chief Operations Officer, Likarda LLC*

## Real Savings

A company in CA with  
130 employees saved

**\$752,968**

on insurance, lab supplies,  
waste removal, and recruitment services.

A company in MA with  
27 employees saved

**\$300,399**

on lab supplies and  
equipment alone.

A company in MN with  
11 employees saved

**\$101,320**

on just insurance  
and lab supplies.

A company in PA with 6 employees saved

**\$50,861**

on news distribution, file sharing services,  
and lab supplies.

A company in NC with 2 employees saved

**\$18,559**

on lab supplies and waste removal.

# Browse the cost-savings options...

**Airgas Healthcare**  
an Air Liquide company

Discounts on Packaged  
Gas & Equipment

**ALT**  
AMERICAN LABORATORY TRADING

15% off Refurbished Lab Equipment

**CHUBB**<sup>®</sup>

10% off Business Insurance

**CleanHarbors**<sup>®</sup>

40% off Lab Waste Removal

**Nikon**

15% off Microscope Systems & More

**odp**  
BUSINESS SOLUTIONS<sup>™</sup>

Up to 75% off Office Supplies

**PSCBiotech**<sup>®</sup>

10% off Quality & Validation  
Professional Services

**PSCSoftware**<sup>®</sup>

35% off Cloud QMS

**ShareVault**<sup>®</sup>  
Share documents. Simply, securely.

25% off File & Cloud-Based Sharing

**UniFirst**  
UNIFORMS SERVICES SOLUTIONS

50% off Workwear/  
Cleanroom Services

**United**  
Van Lines

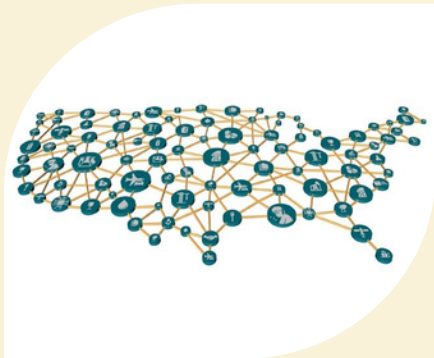
Moving/Storage Discounts

**ups** **UPS Healthcare**  
Quality Focused. Patient Driven.

Up to 74% of Shipping



One of the largest U.S. suppliers of industrial, medical and specialty gases, dry ice, and more.



## Benefits

**10-25%**

discounts on cryogenic equipment, gas distribution equipment, and safety products

### HOT LIST

of medical and specialty gas grade nitrogen, helium, argon, and carbon dioxide, plus custom offerings tailored to specific member needs

### CUSTOMIZED AGREEMENT

for renewal, removal, and remedy, with guaranteed terms and savings

### FULL RANGE OF PRODUCT SUPPLY

cylinders, dewars, MicroBulk, bulk, and pipeline, as well as dry-ice service





**A full-service provider of premium refurbished lab equipment and surplus equipment management services for the life sciences.**



## Benefits

Surplus Strategy Services	Equipment Purchase
<b>FREE</b> one-year equipment warranty	<b>20%</b> discount on surplus services
<b>15%</b> no-hassle discount on list price* <small>*Agilent factory-refurbished equipment excluded</small>	<b>10%</b> bonus on standard consignment split
<b>10%</b> discount on all Agilent Certified Pre-Owned products	<b>10%</b> rebate on buyer's premium

**CHUBB®**

**Providing cost-effective risk management and insurance protection tailored to the unique needs of biotechnology companies.**



## Benefits

- **TEAMS** dedicated to “life sciences” who are aware of the risks most prominent to your business.
- **EXPERIENCE** working with a wide range of businesses, from start-ups to global operations, concept to commercialization.
- **MULTINATIONAL CAPABILITIES** and global reach with offices in 54 countries, and the ability to do business in more than 200 countries in the places where you do business.
- **RISK ENGINEERS** that take the time to understand the uniqueness of your operation and offer solutions to keep your business safe and protected.
- **CLAIMS PROFESSIONALS** who work tirelessly to reimburse you fairly and quickly in the event of a covered claim.
- **FINANCIALLY STABLE** and predictable, so you know we will be here when you need us most.

[Learn More](#)

Chubb is the marketing name used to refer to subsidiaries of Chubb Limited providing insurance and related services. For a list of these subsidiaries, please visit our website at [www.chubb.com](http://www.chubb.com). Insurance provided by ACE American Insurance Company and its U.S.- based Chubb underwriting company affiliates. All products may not be available in all states. Coverage is subject to the language of the policies as actually issued. Surplus lines insurance sold only through licensed surplus lines producers. Chubb, 202 Hall's Mill Road, Whitehouse Station, NJ 08889-1600.





One of the largest environmental services companies in North America that manages waste recycling and disposal for almost all waste streams – Lab, Chemical, and Bio-hazard.

## Benefits

**35-40%**

off list price on disposal

**15-20%**

off list price on transportation and materials

**35%**

off list price on labor charges

### 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 for waste and unused products



A program that helps businesses reopen and maintain health and safety standards.



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

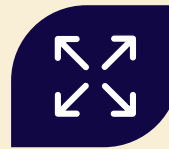
**SPECIAL PRICING**

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



**A leading provider of business services and supplies, products and technology solutions to small, medium, and enterprise businesses.**

## Benefits

### DEEP DISCOUNTS

on Office Supplies, Furniture, Technology, Breakroom & Facilities

### FREE DELIVERY

on qualifying orders

### EXCLUSIVE DISCOUNTS

on HP ink & toner

## Total Office Solutions



### OFFICE SUPPLIES

The right supplies for office, home, and hybrid working models.



### BREAKROOM

Coffee brewers, cups, plates, cutlery, healthy snacks, and water coolers



### TECHNOLOGY

Storage, digital protection, and lifecycle management



### PRINT & PROMO

Marketing materials, apparel, branded kits, and safety signage



### CLEAN & SANITIZE

Disinfectant cleaners, sanitizer stations, air purifiers, and touchless soap dispensers



# A seamless extension of your company to assist you in producing the highest quality products.



## Benefits

# 10% DISCOUNT

## on all professional services

Tailored and cost-efficient project assistance for all your quality, systems, and regulatory needs.



### PSC Biotech® frequently used services:

- Commissioning, Qualification and Validation (CQV) Planning, Document Generation and Execution Support
- Computer System Validation and Assurance
- Regulatory Affairs
- Quality Assurance
- Audits and Gap Analysis
- Calibration
- Engineering
- Project Management
- And more!



**Provides industry-leading real-time quality management software to ensure regulatory compliance goals are met while reducing business costs.**

## Benefits

**35%  
DISCOUNT**

on initialization fee for PSC Software® services

**21-DAY  
FREE TRIAL**

of ACE® and AuditUtopia®

**10%  
DISCOUNT**

on configuration services



ACE® Enterprise is a highly configurable, electronic Quality Management System (eQMS) that can be configured to each organizations specific needs. Hosted with AWS, ACE Enterprise is a scalable single platform solution for all quality needs. Key capabilities include Document, Learning, Quality, Inspection, and Supplier management.



ACE Essentials® is a turn-key electronic Quality Management System (eQMS) that is one fully integrated and compliant quality, document, and learning management solution. ACE Essentials helps highly regulated industry startups and small businesses efficiently and economically switch to cloud-based software.



AuditUtopia® captures, tracks, communicates, and sorts audit activities as a real-time Inspection Audit Management System used to host inspections and audits that is trusted by life science companies worldwide. With AuditUtopia®, you can streamline your inspection process, improve response time for requests and minimize the hassles of inspections to focus on what matters most, your company's work.



**Secure, manage and control your documents through all stages of growth.**

### Benefits

**25%**

discount on 12 month ShareVault PRO product

**5%**

additional discount on subscription terms of two or more years

**NO COST**

connectors to BOX, DropBox, SharePoint/O365, Google Drive & DocuSign

### A software platform with life specific features:



#### DUE DILIGENCE

M&A, Fundraising, Partnering and Licensing



#### CORPORATE REPOSITORY

Eliminate document scatter in silos and duplication, establish good corporate governance and compliance



#### REGULATORY SUBMISSIONS

eCTD support, integrated viewer streamlines preparation and review



#### INSEPTION READINESS

Manage eTMF clinical trial docs, with 21CFR11 and HIPAA compliance

### Document security and management with Life Science Specific Features





UniFirst provides a range of apparel, including traditional uniforms, industrial wear, protective clothing, cleanroom gowning and "corporate casual" attire.

## Benefits

Uniform and facility service savings of 30-50%

**1 WEEK**

complimentary service upon new agreement execution

**NO PRICE INCREASES FOR 3 YEARS**

**CUSTOMER FAVORABLE TERMS**



**FREE** lab coat pressing included with rental program



**FREE** company and name emblems on initial installation



**CLEANROOM GARMENTS** with UHF Chip Technology





Offers a full range of moving and storage solutions, including corporate and laboratory moves. United has a network of more than 300 agent locations across the country, including Humboldt Storage and Moving.



## Benefits

Local, long-distance,  
and international

**MOVING  
SOLUTIONS**

Laboratory, office,  
and employee

**RELOCATIONS**

Regulatory compliant,  
climate-controlled

**SPECIMEN  
RELOCATION**

for laboratory moves

**GUARANTEED  
PICKUP AND DELIVERY**

to minimize downtime  
on all relocations



U.S. DOT No. 077949





**UPS Healthcare**

Quality Focused. Patient Driven.

**Deliver critical shipments with care and receive the logistics expertise of a quality-focused and patient-driven organization.**

## Benefits

Save up to  
**74%**

on UPS Next Day Air<sup>®</sup>  
services

Save up to  
**59%**

on UPS 2nd Day Air<sup>®</sup>  
services

Save up to  
**59%**

on UPS 3 Day Select  
services<sup>®</sup>

Save up to  
**51%**

on UPS Ground<sup>®</sup>  
Commercial services

Save up to  
**44%**

on UPS Ground<sup>®</sup>  
Residential services

Save up to  
**68%**

on UPS Worldwide  
International Services



UPS Capital  
Flexible Parcel  
Insurance



UPS Healthcare<sup>™</sup>  
Cold Chain  
Packaging



UPS Store Business  
Services discounts  
*and other Value  
added services*