

# 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 financing options
- 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



# Enabling Innovation

BioNJ Laboratory Supply Agreement

For more information on BioNJ:  
BioNJ.org | 609-890-3185

Distributed by Fisher Scientific. Contact us today:

In the United States  
Order online: fishersci.com  
Call customer service: 1-800-766-7000

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## 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, lab furniture, 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 offered on a select list of 100 frequently ordered biotech products

### 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 agreement
- Low-cost alternatives for a variety of products
- An annual updated customer-specific hotlist based on your purchasing history

### Logistics and Delivery

We make it easy for you to get what you need when you need it with:

- No-cost shipping for standard deliveries\*
- 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

### Thermo Fisher Financial Services

Take your business to the next level with financial solutions designed to meet everyday needs.

- Master lease agreement — all acquisitions are made via a schedule and may vary in structure
- Technology refresh — innovative equipment upgrade program
- Managed equipment — one contract includes hardware, software, and services

\*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 Program

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

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

Develop and grow your spend with small and diverse businesses. We'll help you build a custom plan based on your unique needs so you can achieve your supplier diversity goals.



### Supplier Diversity Program

Develop and grow your spend with small and diverse businesses. We'll help you build a custom plan based on your unique needs so you can achieve your supplier diversity goals.

## 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 your questions and provide the latest information on pricing, availability, and delivery. Call 1-800-766-7000 to get in touch.

## Part of Your Community

As part of the BioNJ community and to advocate with you for life sciences, Thermo Fisher Scientific:

- Employs over 250 New Jersey residents in various manufacturing, distribution, and sales facilities across the state
- Maintains an active presence with two full-time advocates in Washington, DC, to educate policy makers and the public about who we are and the specific needs of our companies
- Contributes via Thermo Fisher Scientific's political action committee to candidates who support our business objectives



"Over the last two years, BioNJ members have saved more than \$20 million on Fisher Scientific services and products through BioNJ's purchasing consortium. By offering significant savings, the Fisher Scientific team helps our members accelerate life sciences research, increase laboratory productivity, and deliver new medicines and cures to patients around the world. The Fisher Scientific brand is a valuable part of the BioNJ community and New Jersey's life sciences ecosystem."

**Debbie Hart**  
President and CEO, BioNJ