Suppliers Directory

Scientific Suppliers

- Fisher Scientific ................................................................. 3
- LabCloud, Inc. .................................................................. 4
- Middlesex Gases ............................................................. 5
- Veolia Environmental Services ........................................... 6
- Alert Scientific ................................................................. 7
- Eppendorf ....................................................................... 8
- Crown Linen and Uniform Service .................................... 9
- Industrial Protection Products, Inc. ................................. 10

Non-Scientific Suppliers

- W.B. Mason ................................................................... 12
- Flight Centre Travel Group .............................................. 13
- Eze Castle Integration ....................................................... 14
- Evaluate ......................................................................... 15
- UPS ............................................................................... 16
- AFR Furniture Rental ...................................................... 17

See the Savings .................................................................. 18

Subscriptions & Journals ..................................................... 19

Employee Rewards Program ............................................... 20
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
*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*
RPerry@middlesexgases.com
617-823-6147
middlesexgases.com
Veolia Environmental Services

Environmental Waste Services

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, regulated medical 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, regulated medical waste, 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
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. Alert Scientific, an ISO-17025 certified company, provides 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, Alert Scientific is able to provide customers with both onsite service and emergency service that is available 24 hours a day, seven days a week.

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
nlangione@alertscientific.com
781-828-4766
alertscientific.com

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.
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
Non-Scientific Suppliers
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
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
massbio@us.flightcentre.com
617-671-9959
corporate.fctg.cloud/Massbio
Eze Castle Integration

IT Services

Founded in 1995, Eze Castle Integration is the market leader in strategic IT managed solutions, complete cloud services and cybersecurity protections for the Life Sciences industry. More than 650 firms worldwide rely on our services and premier cloud platforms. With Eze Castle Integration, your firm gains access to the industry’s smartest technology professionals, proven technology solutions and a partner focused on making technology an enabler for your firm.

Contract Highlights

- Eze Cloud Solutions include public and private cloud platforms that deliver the applications, connections and performance the Life Sciences industry requires, all supported by our award-winning service team.

- Our Fully Managed IT Services combine quality, timely and professional support as well as 24x7x365 global help desk access.

- Eze Cybersecurity Solutions cover the full spectrum of protection from implementing layers of security to plan development, employee training and simulated testing programs

- Eze Disaster Recovery & Business Continuity Planning Services help ensure that our clients’ business operations can resume quickly and seamlessly in the event of an outage or disaster

- With every service Eze Castle Integration provides, our team aims to be a client’s technology operating partner focused on building a long-term relationship

Jon Knochel
Regional Sales Manager
jknochel@eci.com
Direct: +1 617-217-3278
www.eci.com
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></td>
</tr>
<tr>
<td>- Waste Management</td>
<td></td>
</tr>
<tr>
<td>- Workplace Essentials</td>
<td>- Packaged Gases * Lab Supplies</td>
</tr>
<tr>
<td>- Pipette Calibration * Waste Management</td>
<td></td>
</tr>
<tr>
<td>- Office Supplies</td>
<td>- Year-End Rebate</td>
</tr>
<tr>
<td></td>
<td>- MassBio Annual Dues</td>
</tr>
<tr>
<td><strong>Consortium Spend</strong> $ 433,138</td>
<td><strong>Consortium Spend</strong> $ 809,060</td>
</tr>
<tr>
<td><strong>Est. Savings Off List Price</strong> $ 135,982</td>
<td><strong>Est. Savings Off List Price</strong> $ 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><strong>Bottom Line Savings</strong> $ 136,271</td>
<td><strong>Bottom Line Savings</strong> $ 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>
<td><strong>Items Purchased:</strong></td>
</tr>
<tr>
<td>- Lab Gases * Lab Supplies * Office Supplies</td>
<td></td>
</tr>
<tr>
<td>- Packaged Gases * Shipping Services</td>
<td></td>
</tr>
<tr>
<td>- Travel Management * Waste Management</td>
<td></td>
</tr>
<tr>
<td><strong>Consortium Spend</strong> $ 4,036,782</td>
<td><strong>Consortium Spend</strong> $ 10,685,864</td>
</tr>
<tr>
<td><strong>Est. Savings Off List Price</strong> $ 2,653,244</td>
<td><strong>Est. Savings Off List Price</strong> $ 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><strong>Bottom Line Savings</strong> $ 2,672,612</td>
<td><strong>Bottom Line Savings</strong> $ 6,850,462</td>
</tr>
</tbody>
</table>
Subscriptions & Journals

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* (AAAS)
- *Journal of Commercial Biotechnology*
- *Banker & Tradesman*
- *Springer Nature*
- *DrugPatentWatch*
- *Timmerman Report*
- *STAT+*
- *ACS Publications*
- *Adis Insight*
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
Food & Catering
Learning
Services
Health & Wellness
Hotels
Transportation
And Many More

Craig Carew
Director, Strategic Suppliers, MassBio
Craig.Carew@massbio.org • 617-674-5141

Lea Sansone
Director, Member Services, MassBio
Lea.Sansone@massbio.org • 617-674-5108
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 1,300+ 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.