

PowerBuy

PROGRAM

No Membership Fees
Competitive Pricing
Value-Added Services
One Source. Infinite Solutions.





From Discovery to Production

The PowerBuy Program supports all of your biotechnology operations by simplifying and streamlining your procurement process—while reducing your total cost of acquisition for research products and services.

Fisher Scientific understands the challenges facing small lab professionals

That's why we've designed the program to be flexible. This program was developed by biotechnology research scientists for research scientists. We continue to provide the most sought after brands like Becton Dickinson, EMD Millipore and Eppendorf. We constantly look to add products to the portfolio that meet the emerging needs of the research community.

Let Fisher Scientific help you take off

- Accelerated account review and setup
- Competitive discounts across all lab supplies
- Dedicated customer support
- Dedicated Programs

Apply for membership today!

www.fishersci.com/powerbuy

Use www.fishersci.com to streamline every aspect of your research spending—from managing orders and payments to multilevel purchasing controls. Every feature and function of www.fishersci.com is designed to help you stay informed and productive, and to provide you with resources for saving time and money.

- 24-hour availability
- Credit card processing
- Secure shopping environment
- Real-time product availability and order status
- Manage spend with the Fund Tracking feature
- Multiple email order notification function
- Instant access to vital technical information, including chemical MSDS and Certificates of Analysis for Fisher Chemical products
- e-Stores feature content specific to your work

[www.fishersci.com/
powerbuy](http://www.fishersci.com/powerbuy)

Specially negotiated PowerBuy pricing with key suppliers delivers unparalleled value to members

Fisher Scientific has worked closely with dozens of suppliers critical to the biotechnology research community to deliver maximum value to our membership.

There are two tiers of membership:

PowerBuy FLEX - is the entry level program that provides members with competitive market pricing for the best biotechnology laboratory products and services.

PowerBuy Premium - provides qualifying members with incentives for additional savings. To qualify for this tier of membership, customers must commit to purchase 80% of their annual laboratory supplies from Fisher Scientific.

Cash-back rebates available to PowerBuy Premium members:

- Growth based volume rebates
- eCommerce Rebate of \$1.00/line if usage exceeds 75% of annual order volume
- 1.5% new member rebate on all purchases for the first 90 days

Discounted shipping waived handling fees

All standard shipping on Fisher Scientific stocked items from your local warehouse is provided free of charge; the only exceptions are for dry ice, hazardous materials, items shipped directly from suppliers, or for special packaging. PowerBuy Program members also receive waived minimum order fees and waived restocking fees for nonperishable, nonvolatile goods returned in saleable condition within 60 days.

SAVINGS

The PowerBuy Program was designed to bring cost savings in both product and processes. Additional discounts and incentives are available to our PowerBuy Premium members.





SUPPORT

Support—the link between your necessary supplies and your important research. Superior support means less time and resources spent managing orders. The Fisher Scientific PowerBuy Program makes your supply chain management as efficient as possible—giving you more time to focus on scientific discovery.

Access to dedicated customer support teams through email or a toll-free number

PowerBuy service teams knowledgeable in the biotechnology business are available from 8:00 a.m. to 8:30 p.m. EST (5:00 a.m. to 5:30 p.m. PST) Monday through Friday.

Dedicated service for all PowerBuy customers:
Email: powerbuy@thermofisher.com
Phone: 866-331-8478

Use www.fishersci.com for simplified procurement processing and order management

www.fishersci.com provides an online interface to all the products you need, from beakers to antibodies. Check out www.fishersci.com/results for all of your life science products, organized into applications for easy-to-find access.

Expanded application specialist team

Dedicated team, that is regionally based to provide technical expertise, helping you find the most appropriate life science product for your research.

Industry-Leading Quality Process

Ensures consistent quality of products and services, and compliance with member's requirements and objectives.

Best-In-Class Global Distribution

Solid operations foundation from which to build a comprehensive end-to-end supply chain management program.

- Advanced warehouse technology ensures accurate, timely delivery
- Personalized support from dedicated customer service team
- 24-hour delivery on high-volume items

New Lab Start-Up Program

Get free products valued at up to \$25,000! For every dollar you spend on qualifying products, you become eligible for free products from many of our key life science suppliers—EMD Millipore, Promega, Thermo Scientific, and more.

www.fishersci.com/newlab

PowerBuy Program benefits just add up!

Extended credit for start-up companies

The Fisher Scientific Seedling Program provides a substantial credit line to qualified biotech companies that are less than two years old. Seedling allows new companies the flexibility to get the supplies and equipment they need quickly and easily.

Accelerated account review and setup

PowerBuy members are fast tracked through the account setup process—faster account setup = faster ordering + faster savings.

Streamlined purchasing

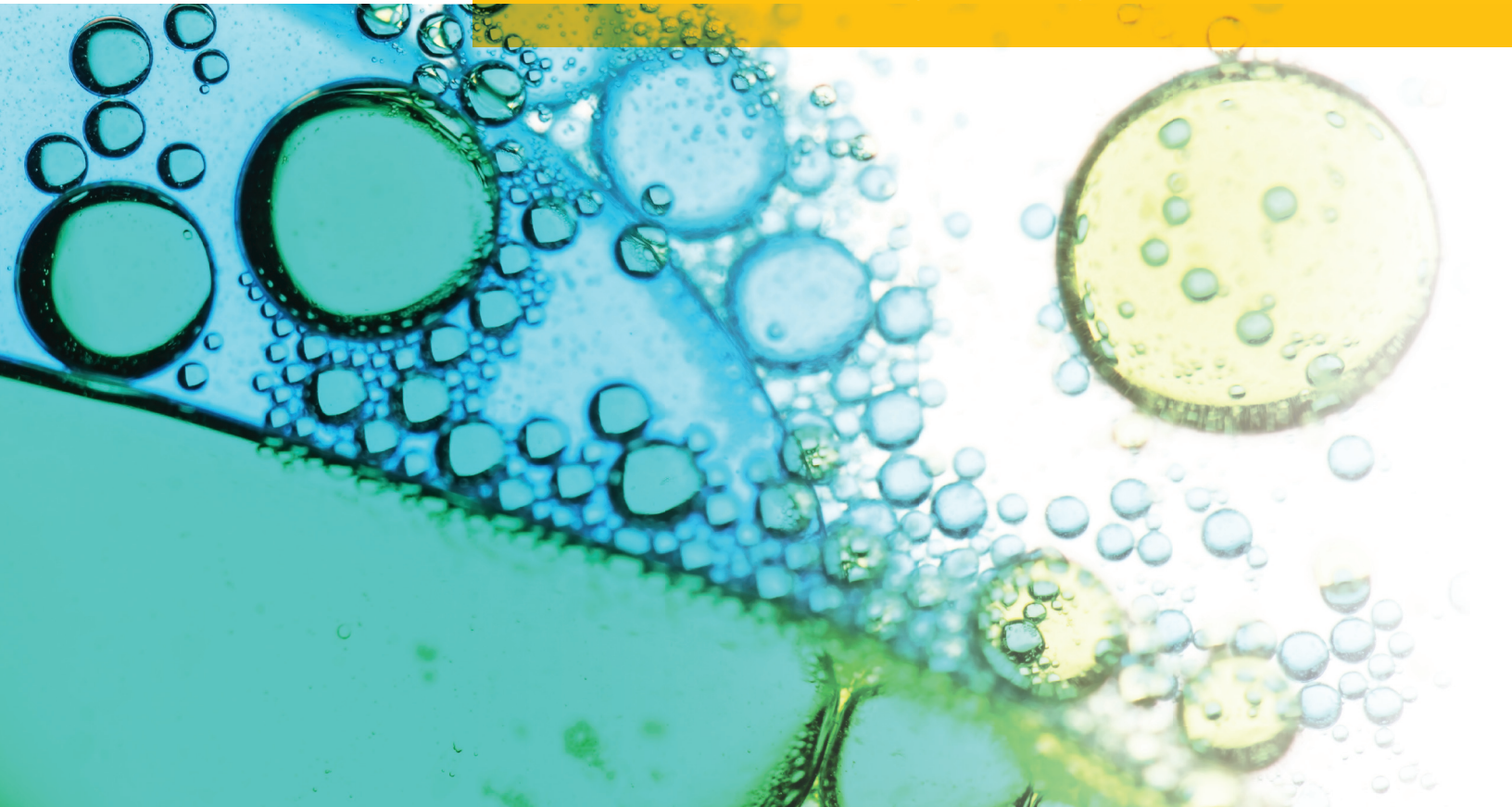
Highly trained representatives will work with you to streamline your purchasing processes—maximizing your savings, and minimizing time spent filling out new account and credit applications.

Hot List Customization

Fisher Scientific provides an industry-leading Hot List of well over 600 items designed specifically for the needs of biotech customers. The PowerBuy Program is customizable—build your personal Hot List by adding your own high-volume items.

SPEED

Fisher Scientific knows that today's biotech companies have to do more, in less time, in order to achieve their goals. The PowerBuy Program provides solutions to get you the supplies you need promptly—whether you are a new start-up or an existing, expanding company.



SERVICES

PowerBuy not only provides your lab with access to the best biotechnology research and production environment products available, it also includes access to related laboratory services.

Unity Lab Services

Unity™ Lab Services provides outsourcing opportunities for many of the tasks that distract you from your core business operations.

Consulting, maintenance and repair solutions, and asset management programs are offered for all instruments, equipment and laboratory supplies, regardless of vendor. Lab supply services, including inventory and chemical management and other support programs, are also available. For more information please visit our website at www.unitylabservices.com

Thermo Fisher Financial Services

Thermo Fisher Financial Services supports emerging companies and new labs by providing financing options for all of your laboratory equipment and consumables. We understand the specific requirements you have and are able to provide flexible, competitive and comprehensive financial programs to help you establish and grow your business.

Thermo Fisher Financial Services: [1-800-986-9731](tel:1-800-986-9731)
www.fishersci.com/leasing



Doe & Ingalls is a chemical distributor and supply chain services provider that helps life sciences and advanced

technology companies build reliable chemical supply chains to meet their compliance, risk and operational goals. Doe & Ingalls strategically sources chemical raw materials from industry-leading suppliers, ensuring that its clients build quality into their supply from the outset. In addition to sourcing and supplying chemicals, Doe & Ingalls also provides services that reduce cost and improve efficiency for its clients.

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is the world's leading provider of specialized biological sample and material management. We are on the forefront of cell therapy logistics services, maintaining cold chain from manufacturer to patient bedside. We provide customized solutions in biospecimen collection kits, biospecimen shipping, lab processing, biobanking and clinical trial support services.

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