



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 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

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.

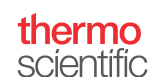
Early Stage

- 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

Fax an order: 1-800-926-1166

Call customer service: 1-800-766-7000

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