



*More savings. More research.*

## What is BIO Business Solutions®?

BBS is the largest group purchasing consortium for the life sciences industry operated by the Biotechnology Innovation Organization (BIO). BIO pools the purchasing power of thousands of life science companies to negotiate favorable pricing and agreement terms.

## Who are the State Affiliates? How can BIO help?

The State Affiliates offer BIO's Cost Savings program to their members. The BIO BD team is assigned regions and is in regular contact with the affiliates. Go to the BD team with any requests and intros to the affiliates and/or their member companies.

## Why is BBS important?

By saving on everyday business services, life science companies can invest back in their research and business.

The revenue collected through BBS, supports BIO's important advocacy work. As a representative of the program, you have a direct impact on this too!

## Who's eligible?

The members of BIO and participating state life science association members. Confirm eligibility on [bio.org/save/who](https://bio.org/save/who).

*Over 4,700 life science companies save more than \$705 million dollars every year.*

## What's my role?

- Review the new eligible members in your area, identify business targets, and get them signed up to the BIO contract.
- Proactively lead with BIO's endorsement of your company's products/services.
- Encourage BIO and state affiliate membership because that is how companies become eligible for the BIO program.

## What's in it for me?



You become a trusted advisor for the customer with connections to other business savings.



Best-in-class pricing and pre-negotiated, favorable term agreements make it easy to attract and retain business.

QUESTIONS ABOUT BIO?

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

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

