



## *Fisher Biotech PowerBuy Program*

The Fisher Biotech PowerBuy Program simplifies your biotechnology operations by accelerating and streamlining your procurement process—while reducing your total cost of acquisition for research products.



*Supporting Biotechnology Companies with Exceptional Speed, Service, and Savings.*



## Speed

Fisher knows that it is essential to keep pace with the rapidly evolving biotechnology industry. Today's biotech companies have to do more, in less time, in order to achieve their goals. Our PowerBuy Program provides solutions to get you the supplies you need promptly—whether you are a new startup or an existing, yet expanding company.

- ***Accelerated account review and setup***

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

- ***Extended credit for start-up companies***

The Fisher Seedling program provides substantial credit extension 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.

- ***Streamlined purchasing through vendor consolidation***

Highly trained representatives will work with you to streamline your purchasing process through vendor consolidation—maximizing your rebates and incentives, and minimizing time spent filling out new account and credit applications.

- ***Next-day delivery on most items, to most areas***

Order today and have the supplies you need tomorrow. Custom service levels can also be set for items essential for your research, development, and production.

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## Service

Service—the link between your necessary supplies and your important research. Superior service means less time and resources spent managing orders. The PowerBuy Program makes your supply chain management as painless as possible—letting you focus on scientific discovery.

• **Access to dedicated customer support team through email or a toll-free number**

PowerBuy service teams knowledgeable in the biotechnology business are available from 8:00 AM to 8:30 PM EST (5:00 AM to 5:30 PM PST) Monday through Friday. Life Science Specialists are available to provide application-specific technical support in the areas critical to your research. General customer support is available 24/7.

• **Use [fishersci.com](http://fishersci.com) for simplified procurement processing and order management**

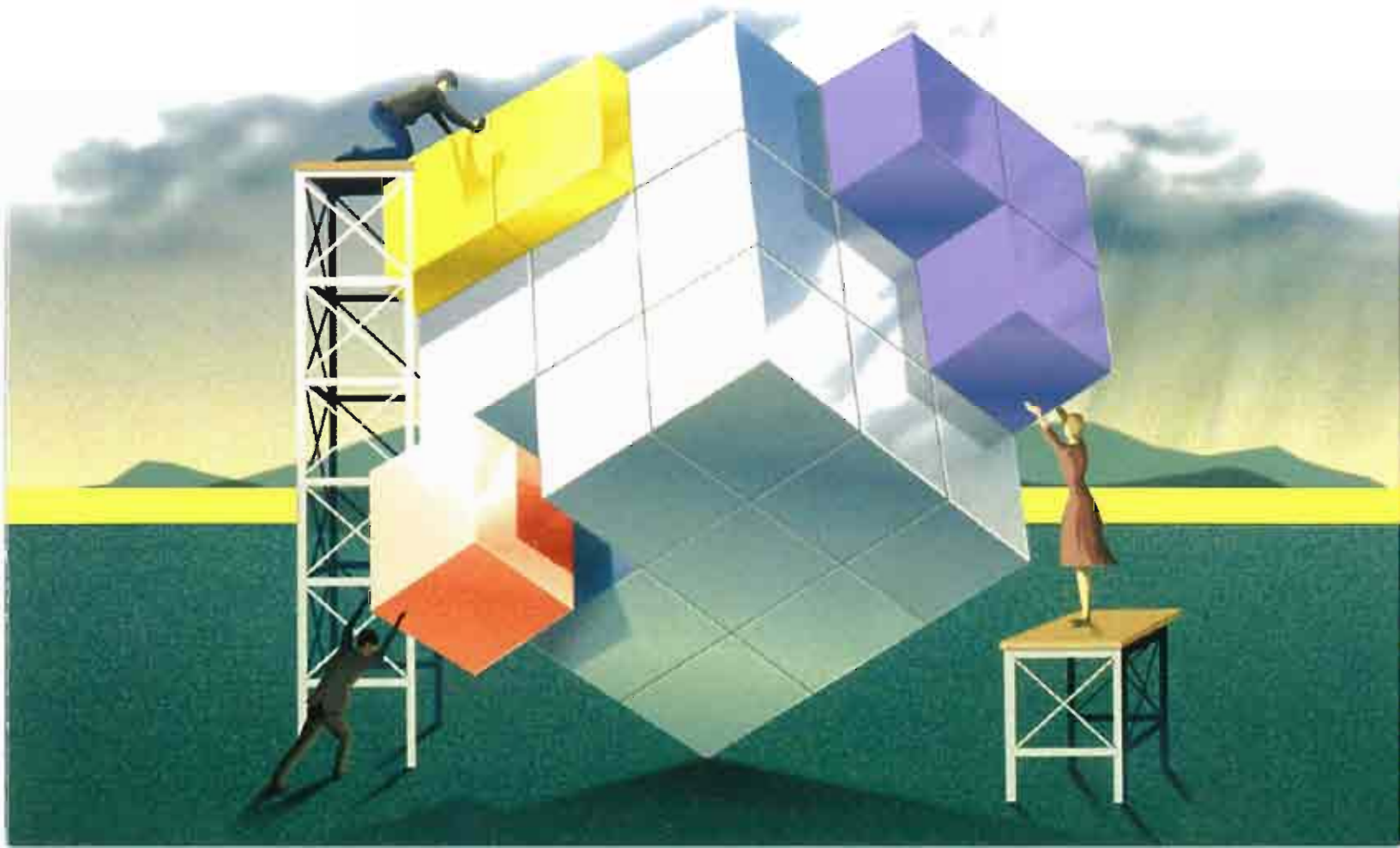
**[www.fishersci.com](http://www.fishersci.com)** provides an online interface to all the products you need, from beakers to antibodies. Check out our recently redesigned **[www.fishersci.com/lifescience](http://www.fishersci.com/lifescience)** page for all of your life science products, organized into applications for easy-to-find access.

• **Free shipping and returns!**

All standard shipping on Fisher stocked items 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.

• **Free 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—*Millipore, Promega, Nalge Nunc, Pierce, Thermo Electron*, and more.





## Savings

The PowerBuy Program was designed to save time—and money—through special discounts and rebates available only to our members.

- ***Aggressive Hot List pricing***  
Fisher provides an industry-leading Hot List of well over 500 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.
- ***Additional savings across Fisher's broad catalog of products***  
In addition to your everyday use items, PowerBuy offers savings across Fisher's entire portfolio of products and services.
- ***Specially negotiated PowerBuy pricing with key suppliers delivers greater savings to members***  
Fisher has worked closely with suppliers critical to the biotech industry to deliver maximum value to our membership.
- ***Many cash-back rebates are available***
  - New Member Rebate on all Fisher-distributed products purchased in the first 90 days of PowerBuy membership
  - Annual Loyalty Rebate on all Fisher-distributed products if your annual spend exceeds a targeted dollar volume
  - Annual Early Payment Rebate if your average payment is made within 10 days
  - E-commerce Rebate if your online usage exceeds a target percentage of your overall orders
- ***Free access to Fisher Marketplace for saving on office supplies and services***
  - Office supplies through Corporate Express®
  - Electronics through Office Depot's® Tech Depot®
  - Copying services through Kinko's<sup>SM</sup>
  - Copiers and copier service through ComDoc
  - Car rentals through Hertz<sup>TM</sup>
  - Chemical waste disposal through Onyx Environmental Services<sup>TM</sup>

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## Fisher Scientific—One Source, Infinite Solutions for Biotechnology Research

- **Lab Consumables, Equipment and Instrumentation**

Fisher supplies all the products you use every day in your laboratories. From pipet tips and beakers to centrifuges and spectrophotometers, Fisher is your one-stop shop for all your basic lab needs.

- **Chemicals and Bioreagents**

Fisher maintains one of the most complete lines of chemicals and bioreagents available anywhere. If you need more specialized products, Fisher also carries specialty organics and custom synthesis services.

- **Life Science Products**

When it comes to Life Science products, Fisher has a growing portfolio of research products from the leading names in the industry. Products for genomics, proteomics, and cellular research are all available through our life science portal [www.fishersci.com/lifescience](http://www.fishersci.com/lifescience). So whether you are isolating proteins, looking for a specific antibody, or need a gene sequenced, Fisher can provide the products you need today.

## Fishersci.com

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

- E-commerce PowerBuy rebate for purchasing a set amount of your annual volume online
- 24-hour availability
- Credit card processing
- Real-time product availability and order status
- Cost-effective order processing with multiple ordering options
- Multiple e-mail order notification function
- Instant access to vital technical information, including chemical MSDS and Certificates of Analysis
- Custom catalog views to enhance user product selection
- Frequent updates and expansion of product content
- Secure environment



## PowerBuy Program Benefits Just Add Up!

### ***Breadth of Products***

- A nearly unlimited offering of products and services
- All the products you need to support your growth and evolution

### ***Best-In-Class Global Distribution***

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

### ***Industry-Leading Logistics Services***

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

### ***Industry-Leading E-Commerce***

- Real-time product price and availability
- Ability to incorporate customer business rules
- Available custom interface capability

### ***Vertically Integrated Manufacturing***

- Unparalleled product breadth and value across many product lines

### ***Industry-Leading Quality Process***

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



*Supporting Biotechnology Companies with Exceptional Speed, Service, and Savings.*



For customer service, call 1-800-766-7000.  
To fax an order, use 1-800-926-1166.  
To order online: [www.fishersci.com](http://www.fishersci.com)

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