

MEMBER BENEFITS & CONTACTS 2019-2020

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A. EVENTS

BioAlberta Events





BioAlberta Members receive up to **25% off** all BioAlberta organized event registrations. To receive your discount, login [here](#) before registering for the event. If you do not have a login or have forgotten your password, click on “register a profile” or “forgot your password”, respectively and follow the instructions given.

B. MARKETING

BIOZINE Directory

As a member, you were contacted to approve your company profile for inclusion in our newest version of the [BIOZINE Directory](#). This is a member benefit to increase promotion of BioAlberta’s companies.

BioAlberta signed a contract with Biotechgate to continue the BIOZINE Directory in an electronic format, and further enhance member profiles. This is the same company that produces the Canadian Life Science Database and BIOTECanada’s Directory. Benefits of this partnership include:

-  Continuous company profile updates.
-  BioAlberta access to additional information (not disclosed to the public) to better connect member companies to potential investors and partners.
-  Searchable component for users.
-  Addition of your company’s updated profile to the Canadian Life Sciences Database.

Business Wire

With the most comprehensive news and disclosure network in the world, thousands of member companies and organizations depend on Business Wire to transmit their full-text news releases, regulatory filings, photos and other multimedia content to journalists, financial professionals, investor services, regulatory authorities and the general public worldwide.

BioAlberta Members Receive:

- ✂ **One free press release per annum.** BioAlberta has **up to 10 press releases per year to provide our total membership**, based on significance of the release and number of press releases remaining. On average, a press release costs about \$1200, a significant benefit that helps offset the cost of an annual BioAlberta membership.
- ✂ Complimentary Business Wire membership.
- ✂ 18% discount off Business Wire's published rates for press release distribution services (for releases beyond our free business wires).
- ✂ Full-text posting of your press releases, logo, and multimedia at BusinessWire.com and at leading online news sites, portals and databases.
- ✂ Distribution in Canada through Business Wire's exclusive partnership with CanWest News Service (CNS), Canada's leading news organization.
- ✂ Full-text news release transmission via QuickWire, CanWest's proprietary content distribution software.
- ✂ Full-text posting of your news on a designated page at the Financial Post, Canada's leading source for business news, and highlighting on CanWest's newspaper websites.
- ✂ Promotion of your news through the canada.com online network.
- ✂ Distribution available in English and French, with reasonable translation rates.

Contact

Name: Jeff Brownridge
Phone: 1- 403-520-3282
Email: Jeff.Brownridge@businesswire.com

C. TRAVEL & ACCOMMODATION

Enterprise Rent-A-Car

Through tremendous leadership and the entrepreneurial spirit of our employees, Enterprise has built the largest rental car company in North America and, arguably, the world – customer by customer, car by car from the ground up.

BioAlberta Members Receive:

Access to the Corporate Class Program, which offers:

- ✂ Preferred customer status at all Enterprise Rent-A-Car locations.
- ✂ **10%** off already low retail rates anywhere across Canada, US, UK, Ireland and Germany.

BioAlberta's customer number is **XVC5D02**.

Affinity Partner

Germain Hôtels is proud to partner with BioTalent Canada to offer preferred rates to all its employees in every Le Germain, Alt and Alt+ property. BioAlberta Staff and Association Members enjoy a **5%** discount at all Alt Hotels and a **10%** discount at all Germain Hotels, valid every day!

- Members can use BioAlberta's **Discount** [Access Code for Germain Hotels](#).

Best Western Hotel and Resorts

Best Western Business Advantage is designed for small to medium –sized businesses, offering superior value, recognition and rewards with each Best Western hotel stay.

BioAlberta Members Receive:

- ✂ **10% off** the best available rate on stays in North America.
- ✂ 10 Best Western Rewards points for every dollar spent with each stay.
- ✂ Automatic Gold Elite status in Best Western Rewards program.
- ✂ Exclusive promotions and offers.
- ✂ 24/7 online access to your account.

When making a reservation, be sure and use BioAlberta's *master* **Business Advantage Corporate ID # 01526650** to ensure you receive your 10% Business Advantage hotel discount.

To make reservations, please visit <http://www.bestwestern.com/ba/index.asp> (the Corporate ID number is already embedded in this link). Be sure to add your Best Western Rewards number to the reservation when booking to receive all of the benefits of this program. Or you may call the Business Advantage Hotline at 1-855-504-1079 and select “option 1” for Reservations.

BioAlberta members also benefit by reservations that are made using our *master* Corporate ID. Points will be accumulated for the association that can be applied against future reservations.

Contact

Name: Tierra Parsons, Sales Associate or Best Westerns Business Advantage Team
Phone: 1-855-504-1079
Email: Tierra.ParsonsBracy@bestwestern.com or businessadvantage@bestwestern.com
Web: www.bestwestern.com

D. BUSINESS SERVICES

Staples Business Advantage

- Next business day delivery on office products, copy paper & toner cartridges.
- Full line of eco-office products, FSC and recycled items- the most in our industry.
- Switch to Save Program for instant saving suggestions on alternative items on www.eway.ca.
- Staples Brands - 1450+ items at great value and quality. Plus more than 10,000 other items!
- Reports to proactively save you money - Measure, review and recommend so you save!

BioAlberta Members Receive:

- ✘ Discount Pricing for BioAlberta:
 - Volume pricing & discounts for ALL members based on combined volumes.
 - Special Group prices setup for toners and copy paper for all members.
 - Reviews with BioAlberta ensuring members save the most on highest-use items.
- ✘ Leading edge ECO Programs.
- ✘ Group Orders to control your spend. Members can invite individuals and send reminders, all while maintaining your savings.

How to Order Once Signed Up:

- Online day or night at www.eway.ca
- Toll Free Local Customer care: 1-877-272-2121

Contact

Name: Andrew Wong, Account Manager
Phone: 1-800-867-4876 option 3 ext 3305
Email: Andrew.Wong@Staples.com
Web: www.StaplesBusinessAdvantage.ca or www.eway.ca

ShareVault

Secure Document Sharing & Virtual Data Room Solutions

We are excited to announce that through BIOTECanada's membership benefits, BioAlberta can now provide discount rates for ShareVault services and products. ShareVault offers secure, cloud-based document sharing solutions, also known as virtual data rooms that are frequently used by organizations of all types to securely share highly confidential documents with outside parties. In contrast to consumer-grade file sharing services, ShareVault allows organizations to easily share documents with third parties, while monitoring access and maintaining control. Because it provides bank-grade security, ShareVault is commonly used in the following applications:

- ✂ For due diligence activities such as licensing, partnering, M&A, and investment.
- ✂ To replace older, slower and clunkier virtual data rooms (VDRs).
- ✂ For biopharma companies that need to securely share their intellectual property and regulatory submissions with prospective partners and to enable partners to easily review these submissions.
- ✂ For frequent and ongoing business needs to share sensitive documents with other parties such as business consultants, manufacturers, distributors, researchers, attorneys and board members.
- ✂ As an efficient and more manageable alternative to FTP/sFTP and CD/DVD shipments.

Spanning life sciences, financial services, legal services, energy/natural resources, technology, manufacturing, education and other markets, ShareVault has enabled more than \$20B in transactions for organizations in 44 countries. Across these markets, ShareVault's service is recognized for its ease-of-use, speed, industry-leading features, customer support and cost-effectiveness.

To learn more about ShareVault, [click here](#).

To schedule a ShareVault demo, [click here](#).

To find out what ShareVault offers BioAlberta members, including great discounts on services, [click here](#).

Contact

Phone: 1-800-380-7652
Email: sales@sharevault.com
Web: www.sharevault.com

E. INSURANCE

Sound Insurance

BioAlberta Affinity Program offers exclusive member-only savings for member companies and employees

As a BioAlberta member, you can benefit from our Affinity programs. Through this program, we have negotiated special rates and services.

Here's some details about our new Group Health and Dental program with Equitable Life of Canada and our Group Home and auto program with Economical Select Insurance.

i. Group Health and Dental

Save up to 25% with Equitable Life on a Major Company Expense

This program provides a comprehensive and affordable group insurance employee benefit package specially designed for BioAlberta members.

Program Benefits for Members:

- ✂ Access to truly preferred insurance rates, without sacrificing coverage.
- ✂ Enhanced coverages.
- ✂ Qualification for group underwriting rules.
- ✂ Professional insurance counselling.
- ✂ Annual reviews to make sure the program is responsive to members' changing needs.

Group - Companies with 2-500 employees. Choose between a full suite of Coverages from:

- ✂ Life and Long term Disability (LTD)
- ✂ Extended Health Care (EHC) and Dental Care
- ✂ Health Spending Account (HSA)
- ✂ Critical Illness
- ✂ EAP Employee assistance

Potential Savings

10 Employees - \$4,000 - \$6000/year
25 Employees - \$10,000 - \$15,000/year
50 Employees - \$25,000 - \$30,000/year
100 Employees - \$55,000 - \$75,000/year

ii. Group Home and Auto Insurance Program

Saving of up to 60% on Personal Insurance

This program, exclusive to BioAlberta members, will provide employees from your company potential saving of up to 60% on home and auto insurance rates. This is a **voluntary** benefit to your company, and your company will not be responsible for any costs. We've partnered with Sound Insurance Services to offer group auto and home insurance through Economical Select for our employees. For companies 2 – 5000 employees.

Watch how this great program could save you money! [BioAlberta SAVINGS VIDEO](#)

Potential Savings - Average employee saves between \$400-\$600.

iii. Property and Liability for Life Sciences Companies

Save up to 30%

This program, exclusive to BioAlberta, will provide your company potential saving of up to 30% on your Business Insurance.

Whether your company is in the preclinical stage, or an established company with numerous products on the market, this program responds to traditional liability concerns, as well as emerging issue.

Market-leading Coverage Solutions for:

1. Clinical Trials and Commercial General Liability Insurance
2. Office Package Insurance
3. Directors' and Officers' Liability Insurance
4. Cyber Security & Privacy Liability Insurance

Target Companies

- ✦ Companies involved in: drug & biologics, medical devices, nutraceuticals, dietary supplements
- ✦ Cosmetics, and medical device software
- ✦ Contract service organizations (contract research, clinical research, site management)
- ✦ Consultants (regulatory, product development, etc.)
- ✦ Research organizations & institutions
- ✦ Other related segments

Contact

Name: Neil Mahajan
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Website: <http://www.soundinsurance.ca/>

F. LABORATORY EQUIPMENT

VWR International

VWR International is a leader in the global research laboratory industry which is highly diversified across products and services, geographic regions and customer segments. They offer products from a wide range of manufacturers, to a large number of customers primarily in North America, Europe and other locations.

BioAlberta Members Receive:

Discounts up to 75% on lab supplies, equipment and chemicals from over *one million products* from more than 5000 manufacturers.

- ✂ **NEW** in 2018 → 3% growth rebate. VWR will pay the member a 3% rebate on any growth above their prior year spend with VWR.
- ✂ Special pricing on general equipment items with list price of over CAD \$1,500.
- ✂ Hot List with industry leading pricing.
- ✂ Hot list flexibility - High volume items may be added to the hot list to match company's local pricing.
- ✂ Discounts across VWR's expansive product offering.
- ✂ Cost plus pricing on non-exclusive equipment.
- ✂ E-Commerce rebate direct to the participating company.
- ✂ No minimum order.
- ✂ No Freight charge for standard delivery from companies primary VWR distribution facility (Edmonton and Mississauga).
- ✂ No surcharges for fuel or hazardous materials.
- ✂ Detailed quarterly usage and performance reporting package available.
- ✂ Special manufacturer pricing and promotions for agreement participants.
- ✂ New Lab Start Up Program - deliver special offers and promotions exclusively for new labs.
- ✂ Business Process Consulting Services - Focused on all aspects of the procure-to-pay process, e-business, distribution, supply chain logistics, and outsourced services.

The member company contacts Region Director @ VWR International Co. who will provide a form for the member to complete. Once completed, form is sent to BIOTECanada.

Contacts:

Jeffrey Rands, Region Director
 VWR International Co.
 1-289-290-0797
jeffrey_rands@vwr.com

Carol Haley
 1-780-238-7033
carol_haley@vwr.com
www.vwr.com

Nikon Instruments

We are excited to announce that through BIOTECCanada's membership benefits, BioAlberta is now offering its members a program through Nikon Canada, Instruments Division for Research Grade Microscope Systems that can offer substantial savings on a wide selection of research instrumentation and digital imaging solutions for microscopy for direct purchase. Nikon Research Grade Microscope Systems enable researchers fully integrated microscope systems for expediting discoveries to commercialization at a cost savings. This savings program, through BIO Business Solutions®, is the result of collaboration between BIOTECCanada and their affiliated Industry Associations across Canada, such as BioAlberta, and the Biotechnology Innovation Organization (BIO), the world's largest biotechnology trade association.

BioAlberta Members Receive:

- ✦ BIO Exclusive pricing on Nikon and third party items
 - 15% off select BIO customized microscope packages.
 - 7% off individual Nikon items, 5% off third party products.
- ✦ Onsite NO CHARGE (unless specified on quote) installation
 - Includes installation of all items on invoice inclusive of hardware & software, including 3rd party items.
- ✦ 1 Year Warranty Full on Systems, 5 Year Warranty on Microscopes
 - 15% off a wide variety of Warranty Extension Programs.
- ✦ On-site No Charge training, customized to Customer needs
 - includes training on hardware, software provided after installation on an as needed basis.
- ✦ Products relevant for wide range of Biotech company sizes and needs.
- ✦ Highly trained Nikon teams throughout the Americas partner with customers to build unique systems solutions.
- ✦ Fully integrated flexible customized packages for expediting discovery to commercialization - easily scaled up for larger operations.
- ✦ Research-grade imaging systems including award-winning
 - live-cell imaging platforms,
 - super-resolution systems,
 - confocal microscopes and
 - High Content imaging systems.
- ✦ Seamless integration of third party products.
- ✦ One unified software solution.
- ✦ Dedicated customer service and support network.

Contact

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G. HUMAN RESOURCES

BioAlberta Job Posting

Click [here](#) for BioAlberta's website and follow the instructions (you'll need to use your username and password). We will also publicize this information through Twitter and the monthly BioAlberta Newsletter.

BioTalent Canada- The PetriDish Free Job Posting

Post a Job and Recruit Biotech Professionals.

Reach more targeted talent:

- ✂ With the only national, bilingual, biotech job board in Canada.
- ✂ Screen candidates exclusive to the bio-economy.
- ✂ Share jobs socially on Facebook, Twitter, and LinkedIn.
- ✂ Circulate posting through RSS feeds.

Hire faster:

- ✂ Post in minutes and start recruiting immediately.
- ✂ Receive a notification when an application is received.
- ✂ Jobs are emailed to interested candidates.

BioAlberta Members Receive:

One free job posting for the first 50 member companies. Just follow these instructions [here](#).

Contact

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Web: <https://www.biotalent.ca/>

BioTalent Canada- 2019-20 Compensation Guide

Are Your Salaries Competitive? Find out Today!

Attracting and retaining top talent is a challenge. Knowing compensation practices within your market keeps you a step ahead. The guide is a review of 34 of the most popular job functions within the Canadian bio-economy. It consists of job descriptions and the experience, skills and education required to effectively function in the role. Furthermore, it provides an accurate overview of the salaries and benefits that are typical with those occupations.

BioAlberta Members Receive:

BioAlberta is pleased to offer special member pricing of \$100 (savings of \$400).

Purchase your copy of Biotalent Canada's 2010-2020 National Compensation Guide [Here](#). Members must login to receive the discount.