



**Member *Pain Relief* Program  
2010-2011**

# MARSH



MARSH MERCER KROLL  
GUY CARPENTER OLIVER WYMAN

## BioNova members receive exclusive insurance products.

Canada's leading life sciences broker, Marsh Canada, is pleased to offer a comprehensive insurance product to BioNova members - Uni-Protech. Uni-Protech extends beyond typical insurance programs to ensure that the time, energy, and effort placed in your research is protected - from incubation to commercialization. Uni-Protech encompasses a uniform set of coverage options developed to protect your best interests and provide you with a cost effective solution to transfer your risks. Coverages offered include, Property, Research & Development, Commercial General Liability, Errors and Omissions, and Directors and Officers Liability. For qualifying BioNova members, Marsh has negotiated several coverage enhancements and competitive premiums. Also, at no additional cost, members will receive a complete coverage analysis and insurance audit from Marsh Canada

### To relieve the pain:

Contact Marsh Canada to learn how you can put Uni-Protech to work, and how you can take advantage of a complete coverage analysis and insurance audit. Say that you are a BioNova member in order to receive access to these exclusive benefits.

### Contact:

Blake Miller, FCIP, CRM  
Vice President  
Marsh Canada Limited  
1801 Hollis Street, Suite 1300  
Halifax, NS B3J 3N4  
(902) 490-2104  
(902) 422-6843 fax  
(902) 499-9647 mobile  
[ablake.miller@marsh.com](mailto:ablake.miller@marsh.com)



## BioNova members receive special pricing and discounts on scientific equipment through VWR.

Leverage the buying power of the biotech industries' premiere trade associations. Reduce your burn rate and save money on the chemicals, equipment and supplies you're buying, from a leading distributor to the life science industry. Receive discounts on more than 1 Million products from over 5000 manufacturers.

### Your benefits:

- Targeted product listings with savings of up to 75% on the common high volume items used for life science
- Discounts across the entire VWR product offering
- Special pricing on general equipment items with list price of over CAD \$1,500
- E-commerce cash rebate if 60% of your orders are placed online
- No minimum order required
- No shipping charges for products shipped from your VWR primary distribution facility
- Detailed quarterly usage and performance reporting
- Special manufacturer pricing and promotions
- A percentage of all orders from BioNova members is contributed back to BioNova from VWR

### To relieve the pain:

Enrolment is as simple as completing a one-page enrolment form/agreement.

### Contact:

VWR International  
Charles McWilliams  
[charles\\_mcwilliams@vwr.com](mailto:charles_mcwilliams@vwr.com)  
[www.vwrcanlab.com](http://www.vwrcanlab.com)



**BioNova member save up to 55% on regular catalogue pricing and up to 75% on frequently ordered items and are also eligible for a monthly rebate.**

- Professional representatives that take a consultative approach to your business.
- Over 6000 products in stock at all times featuring the most respected brand names as well as their own Impega / Lyreco brand.
- A consistent service throughout Canada.
- FREE next day delivery coast to coast and same day delivery in designated locations.
- Competitive preferred pricing thanks to our international purchasing power.
- Secure e-business solutions including real time on-line ordering.
- Live customer support line.

**To relieve the pain:**

Simply contact Lyreco's local sales representative and discuss how you can begin to save.

**Contact:**

Andrew Sim  
Field Sales Representative  
Lyreco  
877-5209  
[andrew.sim@lyreco.com](mailto:andrew.sim@lyreco.com)  
<http://www.lyreco.ca>



**BioNova members can access Business Wire for press release distribution, discounts and other benefits.**

Business Wire reaches targeted audiences in more than 150 countries and 45 languages. As a BioNova member, you will receive:

- Complimentary Business Wire membership
- 10% discount off press release distribution services
- 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.

**To relieve the pain:**

Contact Business Wire's Toronto office to request a membership form. Tell them you are a member of BioNova (BIOTECanada affiliate) and wish to receive the discount. Call 416.593.0208 or email [Toronto\\_Group@BusinessWire.com](mailto:Toronto_Group@BusinessWire.com) or visit us at [BusinessWire.com](http://BusinessWire.com)



**BioNova members receive a 10% discount on any custom or stock medical/scientific illustration project.**

Maritime Medical Design is a biomedical communications firm specializing in custom medical and scientific visuals, Flash animations, presentations, publications and medical and scientific consulting. Along with custom visuals, Maritime Medical Design has amassed a large library of stock medical images that are available for clients to license.

**To relieve the pain:**

Contact Maritime Medical Design to develop the right medical visuals for your audience.

Mention that you are a BioNova member in order to receive your discount.

**Contact:**

Monique Guilderson

Maritime Medical Design

902.452.3576

[mguilderson@accesswave.ca](mailto:mguilderson@accesswave.ca)

<http://www.maritimemedicaldesign.com>



**BioNova members can profile their companies and search for the profiles of other companies through an international database**

BIOTECanada has established the Canadian Life Sciences Database ([www.canadianlifesciences.com](http://www.canadianlifesciences.com)) profiling Canadian companies as part of a world-wide biotechnology database ([www.biotechgate.com](http://www.biotechgate.com)).

- Access to the Canadian Life Sciences Database
- Easily update your profile on a regular basis
- Listed among over 9,000 companies in the global database
- Searchable profiles, categories by sector, sub-sector, province, etc.
- New companies can be entered at any time, free of charge

**To relieve the pain:**

Visit [www.canadianlifesciences.com](http://www.canadianlifesciences.com) and either add or amend your profile online.

Members will receive an email with a username access to your profile posted on the database. Difficulty during the updating process should be reported to:

Ms. Helena Kalin, Venture Valuation

Tel: +41 (43) 321 86 60

Email: [info@canadianlifesciences.com](mailto:info@canadianlifesciences.com)



**BioNova members receive preferred rates on executive conference and meeting space rentals at InNOVAcorp's BioScience Enterprise Centre and Technology Innovation Centre.**

InNOVAcorp helps early stage Nova Scotia companies commercialize their technologies. The organization's BioScience Enterprise Centre on the Halifax waterfront and the Technology Innovation Centre in Dartmouth's Knowledge Park provide the environment needed to help emerging technology companies mature.

As a BioNova member, you receive preferred rental rates on executive conference and meeting space at InNOVAcorp's BioScience Enterprise Centre and the Technology Innovation Centre. Choose from rooms of various sizes, set ups and amenities. All offer a professional and comfortable atmosphere for meeting with clients, partners and investors, delivering training workshops, or holding team-building or strategy sessions. InNOVAcorp's support team will ensure your gathering is a success.

**To relieve the pain:**

Contact reception at the BioScience Enterprise Centre (424-8674 ext. 1502) or Technology Innovation Centre (424-8674 ext. 1404) to book your space at either facility. Please identify yourself as a BioNova member.



**BioNova members are granted access to BioNova's searchable database of funding programs**

BioNova has developed a searchable database of government funding programs for our members. The database is updated regularly to reflect changes in existing programs and add new information as it becomes available. It can be found in the Members only section of our website.

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**Additional BioNova Membership Benefits**

- Members receive a 10% discount when registering for all BioPartnering events such as BioPartnering North America.
- Discounted registration to networking events and seminars hosted by BioNova including BioPort Atlantic, Atlantic Canada's largest life sciences conference.
- Free job postings on the BioNova web site, [www.bionova.ca](http://www.bionova.ca)
- Discounts on third-party educational events and seminars

**BioNova members receive a free profile in the Nova Scotia life sciences directory.**

The directory provides a complete listing of all the organizations relevant to the province's life sciences. The directory is distributed at many local, regional, national and international events, including the annual international BIO conference. The directory is also included in BioNova's information kits that go out to members of the industry, media, government and the community.

**To relieve the pain:**

**Contact:**

Keith McPhail, Business Development Manager  
902-421-5705  
[kmcphail@bionova.ca](mailto:kmcphail@bionova.ca)

