

# THE MASSACHUSETTS INSTITUTE OF TECHNOLOGY & FISHER SCIENTIFIC CONTRACT HIGHLIGHTS

## FISHER SCIENTIFIC IS EXCITED TO PARTNER WITH MIT AS A PREFERRED SUPPLIER FOR LABORATORY SUPPLIES AND EQUIPMENT.

The new agreement was awarded through a competitive bid process in which Fisher Scientific demonstrated the ability to meet the participating universities goals of delivering quality products at competitive pricing, with superior service, and to drive yearly cost savings initiatives.

The Fisher Scientific portfolio of more than 1 million products from more than 7,000 suppliers offers unparalleled choice and convenience and has been configured with contract pricing to deliver significant savings to each participating university. In addition, the partnership offers cohesive support across all the Thermo Fisher Scientific businesses including Invitrogen™, Applied Biosystems™ and Unity™ Lab Services.

## THE BOSTON CONSORTIUM MEMBER BENEFITS FROM FISHER SCIENTIFIC INCLUDE:

- An extensive hotlist of up to 3,500 deeply discounted items representing the high volume spend at each university
- Product discounts by category and manufacturer across the broad portfolio of lab supplies spend providing significant savings
- Capped annual price increases based on market price index
- Incremental discounts and additional savings through sales growth initiatives
- Free transportation, including no hazardous materials or ice charges, on all orders
- Next day delivery for orders placed before 2 p.m. for all in stock items from our Massachusetts warehouse
- Desktop delivery available in many locations and free inside white glove delivery of catalog equipment
- Comprehensive Encompass sourcing of third-party products with no freight charges
- 30-day “hassle-free” return policy
- Corporate Accounts team support for all Thermo Fisher Scientific manufactured products including sales growth incentives
- Dedicated Fisher Scientific Sales Representatives on campus to assist with product and equipment selection, demonstrations and to provide information on new products and promotions
- Life Science, Chemical and Safety Specialists available for consultation
- Dedicated call-in number for an onsite Customer Service site specialist and a team of customer service representatives
- New **fishersci.com** website offering improved user experience along with enhanced content and functionality
- Product promotions and new laboratory start-up special offers
- Regularly scheduled product shows and technical seminars to keep researchers aware of new products, promotions and technologies

**encompass**

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