

BIO-RAD

Digitising your purchase-to-pay cycle with Bio-Rad

Maximise your time with eProcurement





Everything you need to know about digitising your transactions with us

Learn about our two digital transaction channels (Web and Electronic Data Interchange) and discuss:

- Which option fits your business
- How to set them up
- The benefits of digitising

Which digital transaction channel is right for your business?

Learn about our 65-year history

About Bio-Rad



8,000 employees



150,000 customers



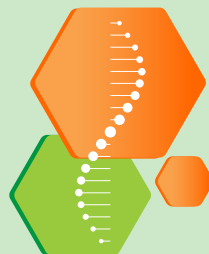
Operating in over 150 countries



Revenues of \$2.5 billion



600-plus R&D Scientists



100,000 product citations in scientific literature

Bio-Rad was founded in 1952 by two young researchers, David and Alice Schwartz. They set themselves a mission: to **advance scientific discovery and improve healthcare.**

Almost 70 years later, Bio-Rad has grown into a market leader in the research and healthcare industry.

Discover our portfolio of market-leading solutions

Which digital transaction channel is right for your business?

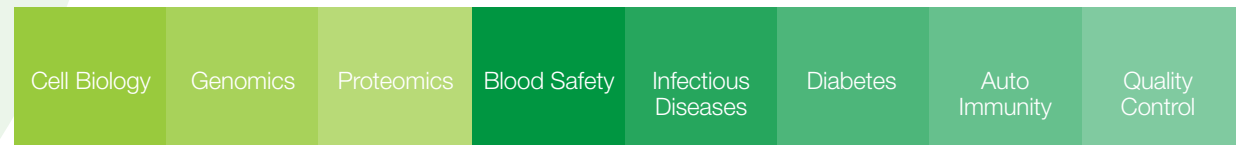
Advancing discovery, improving lives

Our extensive experience in measuring and quantifying life's processes allows us to serve many different markets, from Life Science Research to Drug Development and Clinical Diagnostics. We also offer workflow solutions for BioPharma to support every stage of the journey from discovery through to production.

Here are the main markets we serve:

Life Science

Clinical Diagnostics



Workflow solutions for Biopharma



Which digital transaction channel is right for your business?

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By moving your purchasing to one of our two digital transaction channels you'll:

- Boost efficiency and ease of working
- Help to reduce our impact on the environment by taking the paper out of our systems

But which channel is right for your business?



Explore our My Bio-Rad web accounts if you:

Want to check **live stock** levels

Want to easily **make, manage** and **track** orders

Use Procurement Control features to help manage spend across your organisation

Explore our EDIs (Electronic Data Interchanges) if you:

Need to make a **high volumes** of orders across multiple departments via an eProcurement system

Work with cXML, EDI and other industry standard integration formats

Require a **PunchOut** or **eCatalogue** connection method

Bio-Rad is an experienced eCommerce partner

As an eCommerce market leader, we have:

Over \$0.5 billion

revenue through eBusiness channels

400,000

e-orders a year (that's over 1,000 orders a day)

Over 1,500

eProcurement connections

Over 500,000

visits to Bio-Rad.com every month

A Global team

of eCommerce project managers to support you

Over 15 years

of flourishing relationships with our eProcurement connections

Bio-Rad has established a global network of eCommerce specialists and project managers.

Our aim is to ensure we optimise our transactional relationship with regional & global customers.



Why you might be exploring eProcurement

Aligning your EDI to your eProcurement roadmap

Why you might be exploring eProcurement

- **Reduction in the cost of transaction**
- **Reduction in cost through supplier consolidation**
- **Enables tracking and full reporting.** Which improves:
 - Analysis and management of spend, process, knowledge and performance
 - Collaboration and negotiation
 - Compliance

Aligning your EDI to your eProcurement roadmap

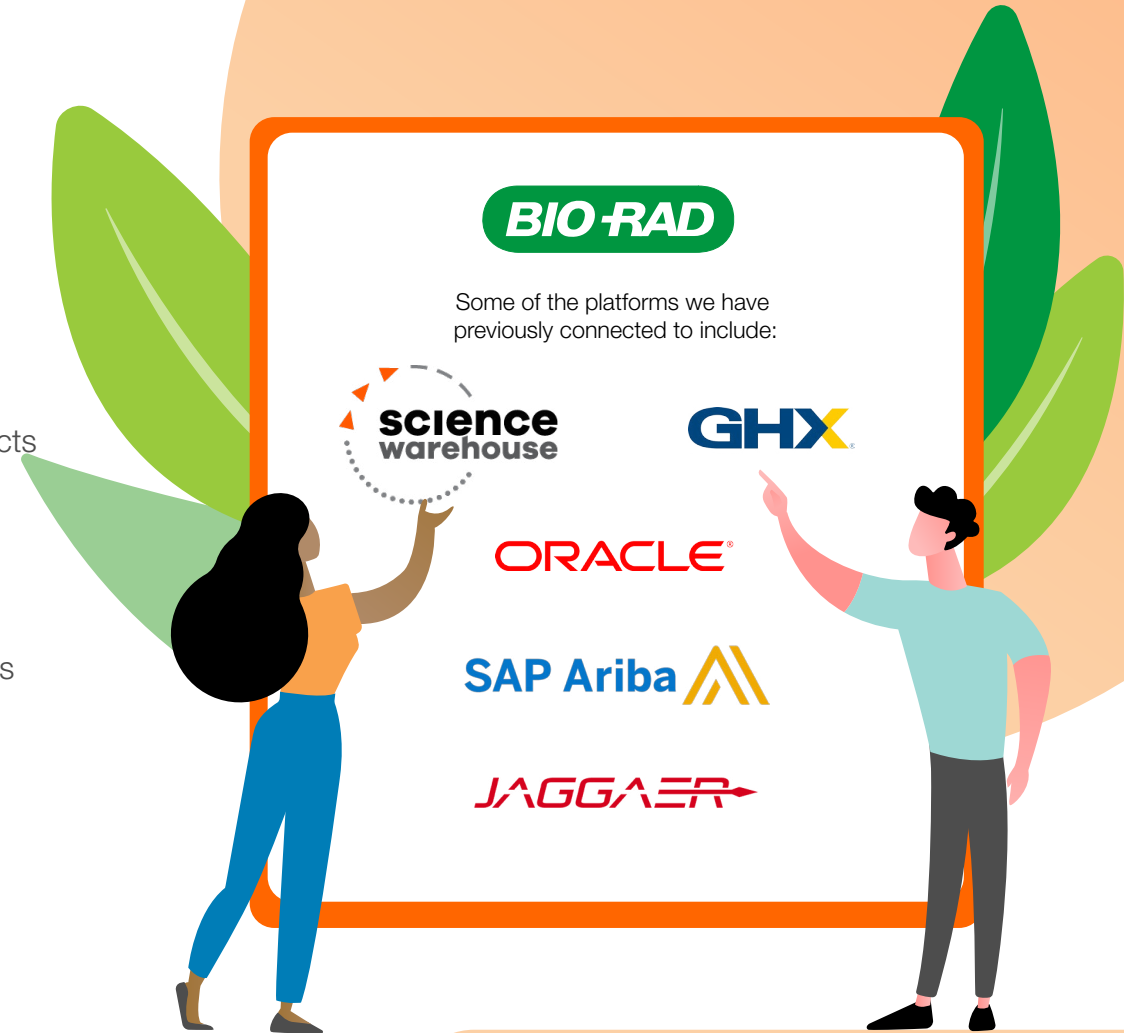


Aligning to your eProcurement roadmap

We can fully automate your purchase-to-pay cycle via a:

- **Punchout technology** that enables customers to purchase products directly from a customised version of www.bio-rad.com using their eProcurement application (Ariba, SciQuest, SAP, etc.)
 - Using cXML or OCI (Open Catalogue Interface) for SAP users
- Support Industry standard formats; **EDI, cXML and EDIFACT** for electronic purchase orders, invoices, and advanced shipping notices
- Provide customised **eCatalogue** using structured text, csv and xls

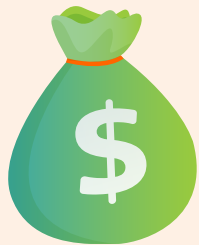
To start your EDI project with us,
contact: ebusiness_emea@bio-rad.com



Discover how eInvoicing can transform your business

How eInvoicing can transform your business

Digitising your purchase-to-pay cycle will eliminate slow, expensive legacy systems for invoicing and as a result:



You'll save money

reducing the average cost of a manual invoice, of €95, by 50%.



There will be fewer errors

by reducing the amount of manual work.



It will free up Accounts Payable

Increasing Efficiency



The planet will thank you

Paper free transactions

To start building your tailored EDI, contact: ebusiness_emea@bio-rad.com

Some important things to consider

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Having delivered over 1,500 eProcurement projects at varying levels of sophistication, we've learnt a number of valuable lessons:

- 1** Full purchase-to-pay automation is best done together. Electronic settlement without electronic requisitioning, for example, may cause problems.
- 2** The need for continuity and specialty within Life Sciences and Clinical Diagnostics, can affect supplier consolidation.
- 3** Devolved purchasing policies and independent financing can affect adoption.
- 4** eProcurement, and the system customisation that goes with it, takes commitment and effort from both the buyer and supplier.



To start building your tailored EDI, contact: ebusiness_emea@bio-rad.com

Would a My Bio-Rad web account be better for your business?

Bio-Rad.com – Digital services for the modern lab

Manage all of your Bio-Rad business in one place, so you can concentrate on what matters most.

Live stock-checking – at checkout you'll see the products' global stock levels and expected shipping dates if you order that day.

Resources – from application and technology support to product tutorials and recorded webinars.

Web only promotions – saving money and helping plant trees in Brazil with our partner World Land Trust.

Order tracking – from purchase, through our Customer Service and Finance checks, to Dispatch and then via our connected carriers until it reaches your lab.

Easy product selection – including Prime PCR Assay Design and Bio-Plex Assay Finder.



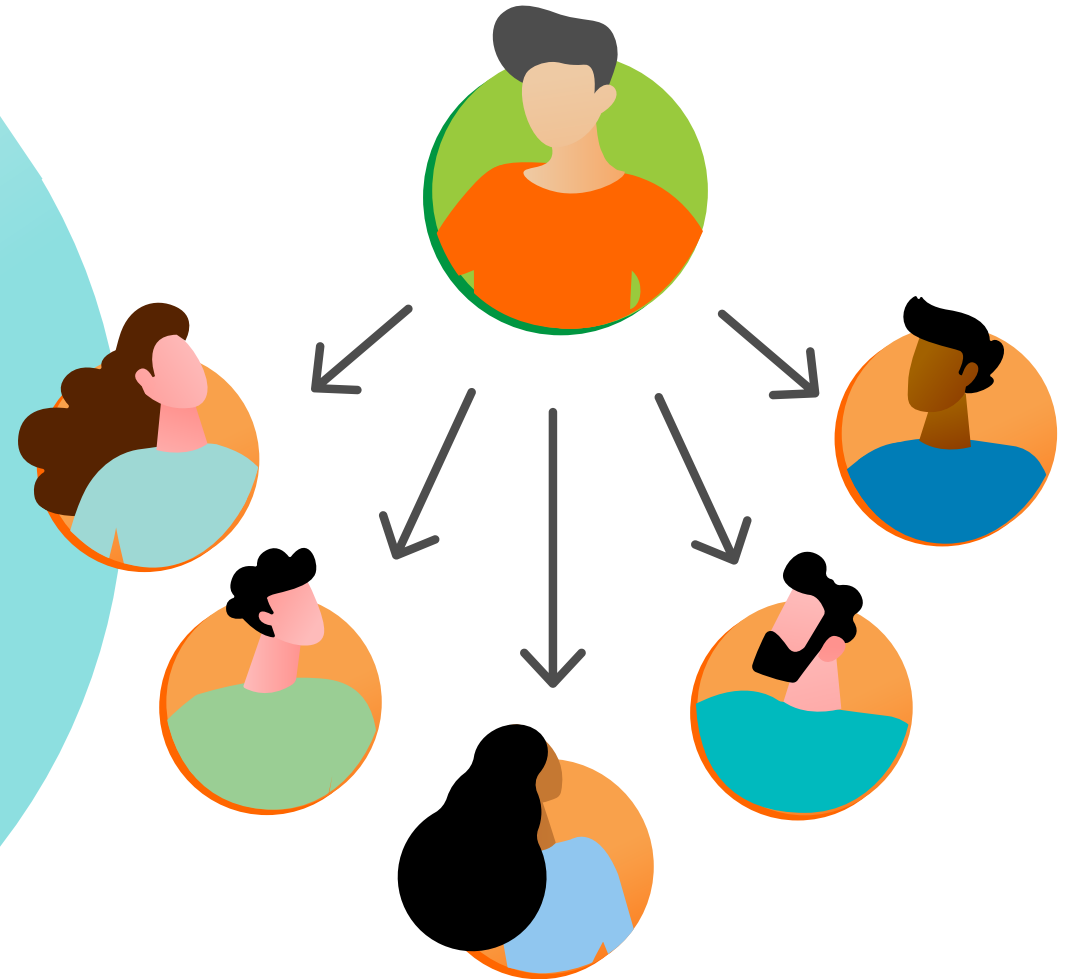
Discover how to manage your account users and control spending

Set up and activate your My Bio-Rad account

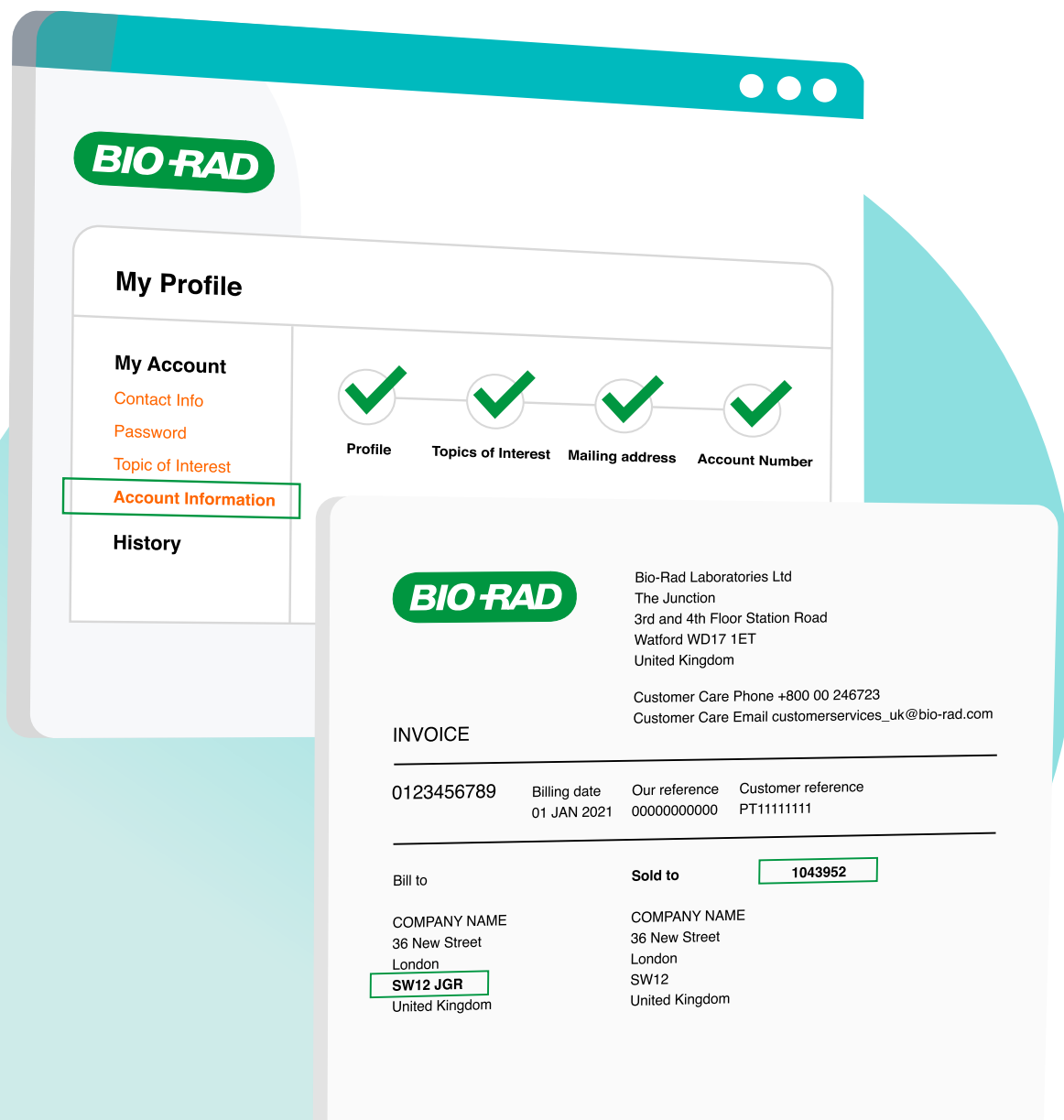
Managing your account users and controlling spending

The administration features on Bio-Rad.com connect procurement to the laboratory. Simply set up a Purchasing Agent (PA) customer profile, and you'll be able to:

- Create and manage users in a group
- Set account numbers and spending limits for those users
- Approve/reject online purchases requested by the users



[How to set up and activate your My Bio-Rad account](#)



How to set up and activate your My Bio-Rad account

Step one: register for a My Bio-Rad web account

Step two: activate your account

- Find a recent invoice with your seven-digit **Sold To Account Number** and the **Post Code** of your billing address. Or get your details from Customer Service. And if you don't yet have a Bio-Rad account number, one will be created when you submit your first online order.
- Log in to Bio-Rad.com, go to the My Bio-Rad page, and click on **Account Information**.
- Put in your account number and postcode and click submit.
- If you have more than one account, click 'Add Account' and repeat the steps.

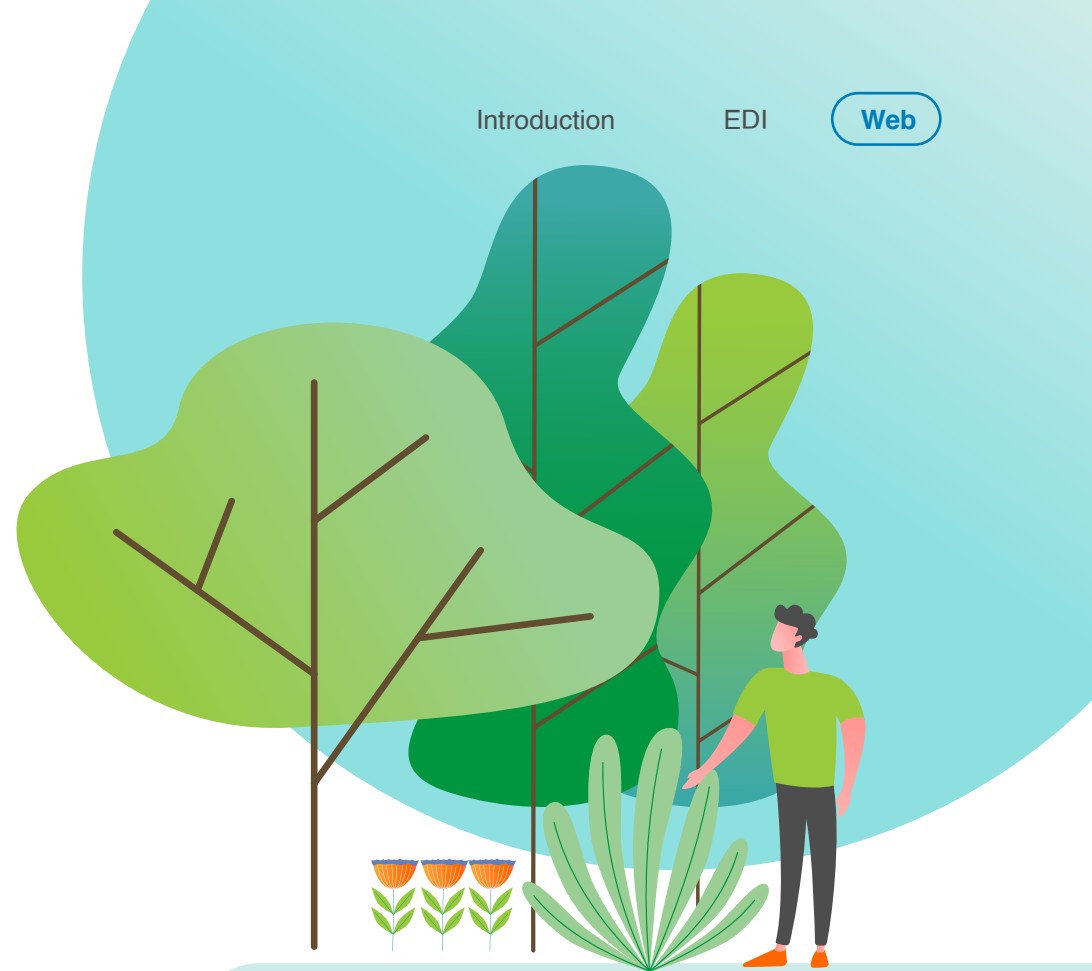
Learn how we turn your web purchases into trees

Turn your web purchases into trees

At Bio-Rad, we're on a mission to be green, just like our logo, and minimise our impact on the environment in any way we can.

Since 2016, we've been working with [World Land Trust \(WLT\)](#) to encourage our customers to move to digital ordering, so we can reduce the use of paper in our ordering and invoicing systems.

So make sure you opt in to our communications and look for our regular promotions to have a tree planted on your behalf via our partner WLT.



[Discover our latest Life Science Research promotions and get planting](#)

[Discover our latest Clinical Diagnostics promotions and get planting](#)

[Or discover more about WLT's local partner REGUA, as well as the tree-planting process](#)

Supporting BioPharma from discovery to manufacturing

Our workflow solutions are designed to support BioPharma at every stage of their production journey.

Discovery

- **Target Discovery**
- **Phenotypic Screening** – our ZE5 Flow cytometer is the best-in-class system for HTS and is largely used to rapidly screen lead drug and antibody candidates.
- **Lead Discovery** – our next-generation Chromatography System and myriad of lab-scale resins are flexible tools for lead discovery and development workflow.

Preclinical

- **Immunogenicity / Anti-drug Antibody (ADA0)** – our unique Hucal technology allows you to develop custom antibodies for your preclinical studies in less than 10 weeks.
- **Biomarker Discovery**
- **Process Development**

Clinical

- **Safety Monitoring**
- **Biomarkers** – our Droplet Digital PCR combines unparalleled precision and sensitivity, making it the perfect choice for biomarker monitoring.
- **Diagnostics**

Manufacturing & QC

- **Protein Purification** – our process resins are used in more than 50 manufacturing processes worldwide, including protein purification.
- **Contamination**
- **Quality Control** – the precision and sensitivity of our Droplet Digital PCR also makes it extremely useful for manufacturing quality control.

Which digital transaction channel is right for your business?