

# Jump Start for Biotech

## New Lab Startup Guide

Empowering you to maximize your time and budget to reach the milestones that matter

# We believe in the power of your potential

Thermo Fisher Scientific knows that labs like yours pioneer the solutions that will improve lives today and for years to come. We believe in you and exist to support your success.

The journey for any new lab can be exhilarating, while also being challenging. Realizing your vision is no easy feat. Competition, funding, speed, and assurance of supply can all add pressure to your potential.

Jump Start is our complimentary program designed specifically to support your start-up needs. We provide scalable, end-to-end tools, services, and support with competitive discounts and complete flexibility.

We understand the complexities of the challenge and have the experience to partner with you to help ensure that you achieve the tangible results that matter.

## Who is eligible for Jump Start?

Jump Start partners are:

- Opening a new lab within an institution or biotech company
- Moving a lab to a new space
- Expanding an existing lab
- Starting a biotech company
- Directed to the program by a Thermo Fisher Representative

## Not sure if you are eligible?

Send us an email at [Jumpstart@thermofisher.com](mailto:Jumpstart@thermofisher.com)



# Jump Start is just the beginning

## We support you every step of the way

Thermo Fisher Scientific partners with you to provide the technical expertise, support, and tools to help you grow and succeed.



### Discovery

Enable innovation while seeking to bridge discovery research to translational science.



### Development

Accelerate candidates, develop efficient, scalable processes, lower regulatory and QC hurdles, manage risk, prepare for clinical trials.



### Clinical trials

Prepare for commercial launch utilizing end-to-end global, clinical supply chain services.



### Commercialization

Be market-ready with products and services that meet manufacturing requirements whether in-house or outsourced.

# Your goal is our goal

## Jump Start is personalized to your needs.

Thermo Fisher Scientific meets you with solutions tailored to your lab, your goals, and your timeline. Our partnership begins with members of our specialized Biotech team who will work with you to provide the right combination of solutions for your lab.

### ■ Biotech product and workflow consultation

Our technical specialists help you to define your workflows, the products you may need, and advise on the latest technologies available, so you can set up your lab to deliver on your goals.

### ■ Personalized lab design support

We use our augmented reality lab design tool to help you visualize your lab space. In 3D we drop in benches, instrumentation and equipment so you can design a layout optimized for efficient, effective day-to-day use.

### ■ Virtual product demonstrations

As part of a technical needs consultation, we take you on a virtual product demo to see Thermo Fisher Scientific instruments in action. We guide you through the features and functionalities and answer any questions so you can be sure you're finding the best solution for your research needs, in real-time.

### ■ Regulatory guidance and support for Biotech

*Quality and trust are inherent to our partnerships. Through continual improvement, validation, qualification services, and compliance with global regulations and standards, our high-quality solutions and services produce results you can trust.*

- cGMP-compliant solutions
- Instrument calibration services
- Services to support compliance of your lab equipment and analytical instrumentation with GLP/GMP, GxP, 21CFR Part 11, ISO, and other key regulations
- Traceable documentation (e.g., Certificate of Analysis)
- Stringent quality management systems in our manufacturing sites (e.g., ISO 9001, ISO 13485, GMP, FDA registration)



### ■ Product installation and training

If your lab requires our more complex instruments and equipment, we provide installation and training so you can be productive from day one.

This includes:

- Instrument qualification according to the manufacturer's specifications
- Instrument and application workflow training online or in-person (where possible)
- OEM-certified and trained service engineers to install, maintain, qualify, and repair instruments

We back your team with a range of education services including:

- Interactive and immersive hands-on classroom training onsite or at our global training centers
- SmartStart orientation of your instrument operation and maintenance, data collection, analysis and more—onsite or online
- On-demand eLearning for many applications and techniques

### ■ Technical application specialist teams

#### Onsite

Minimize unplanned downtime and resolve issues with our proactive/preventative onsite service plans.

#### Remote

Reduce the need for an onsite visit by up to 30% using our remote support tools and direct access to over 1,400 OEM-certified service professionals when you need them.

# We help you win with complete workflow solutions

Reach your lab's pioneering potential with our complete life science workflow solutions from across multiple applications:

## ■ Cell therapy

We support cell therapy development at every stage, including cell isolation, engineering, and culture.

## ■ Gene therapy

We deliver gene therapy solutions that can help you navigate obstacles and challenges including vector production and purification.

## ■ Molecular diagnostics

We provide instruments, custom solutions, services and support to meet diagnostic needs, including sample collection, nucleic acid isolation, biomarker identification, and discovery.

## ■ Small molecule drug discovery

We bring expertise, scalable tools, services, and support, including target discovery, assay development/optimization, primary screening, and hit-to-lead so you can bring your small molecule drug to market.

## ■ Vaccine development

We help ensure the efficacy, quality, and safety of the vaccines you develop including target discovery, antigen identification/selection process, and analytical development.

## ■ Biologics

We offer reliable, consistent, and innovative solutions to help you ensure the quality and safety of your biologics including synthesizing antibodies, candidate testing/optimization process, and analytical development.



## Lean on our online library of biotech resources any time

Browse our application and research resources designed for biotech companies to help accelerate your research and commercialization strategies.

Our library is available to all, including those who may not be eligible for partnership in the Jump Start program.

- Webinars and eLearning
- Product selection guides
- Therapeutics research and development solutions
- Diagnostics research and development solutions
- Service provider research tools



Ready to Jump Start your lab?

Visit [thermofisher.com/jumpstart](https://www.thermofisher.com/jumpstart) to get started.

# Partnership has savings advantages

Jump Start provides unique product discounts and financing solutions to our biotech partners. Our partnership is based on your needs and requirements—this includes maximizing your start-up budget.



Receive significant product discounts across our suite of Thermo Fisher Scientific brands and products to get you up and running.



We tailor flexible finance options to your needs and budget requirements:

- Instrument leasing
- Monthly/quarterly payment plans
- Deferred Payment Program
- Instrument trade-in



# Thermo Fisher Scientific brings the leading-edge products that help you achieve success

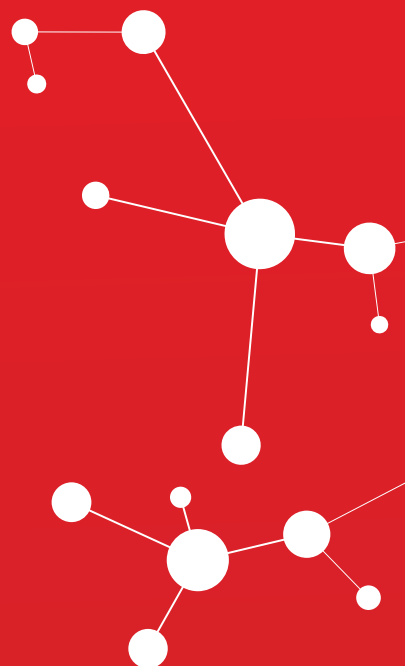
To bring your vision to life you need to supply your researchers with the right people and the right products. The Jump Start Biotech program gives you both. We help you plan and purchase for what works now, and what will work in the future.

Thermo Fisher Scientific products are organized by therapeutic development and diagnostic workflows. Our solutions enable more from less, and scale with you toward commercialization.

Our tools, from floor standing equipment, benchtops, consumables to chemicals, help increase productivity and enable you to improve data quality, increase reproducibility, and generate superior results within an expected timeline.

**We're ready to help power your potential.**

Go to **[thermofisher.com/jumpstart](https://thermofisher.com/jumpstart)** to get started.



# Products included in Jump Start for Biotech New Lab Program

Optimized for every step of your workflow

## thermo scientific

Thermo Scientific™ instruments, equipment, software, services and consumables address a range of needs from sample, material characterization and chemical analysis to clinical diagnoses and biological-based therapeutics manufacturing.

## applied biosystems

Our genomic solutions are trusted to address a variety of basic, commercial and clinical research applications in fields such as cancer diagnostics, human identification testing and animal health, as well as inherited and infectious disease.

## invitrogen

From antibodies and protein purification to gene editing and cell analysis, Invitrogen™ protein biology, molecular biology and cell imaging and analysis products help scientists conduct biological and bio-medical research and discover new drugs.

## gibco

Gibco™ media, sera, supplements, cells, and reagents are designed to deliver reproducibility and performance. Gibco products offer you a reliable solution, whether you are performing cell culture in a research lab, seeking a special or defined formulation, or growing primary or stem cells and cell lines.

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