Startup Resource Guide
Providing startups with access to resources to foster their innovation
California Life Sciences (CLS) is the state’s most influential and impactful life sciences membership organization, advocating for the sector and its diverse innovation pipeline. For more than 30 years, CLS has served the community by supporting companies of all sizes, from early-stage innovators and startups to established industry leaders in the fields of biotechnology, pharmaceuticals, and medical technology.

Understanding Your Needs

California Life Sciences (CLS) is the state’s most influential and impactful life sciences membership organization, advocating for the sector and its diverse innovation pipeline. For more than 30 years, CLS has served the community by supporting companies of all sizes, from early-stage innovators and startups to established industry leaders in the fields of biotechnology, pharmaceuticals, and medical technology.

With its world-class academic and research facilities, and a large bioscience workforce, California is playing a critical role in the development of new medical therapies and devices.

Central to the growth of these life-saving ideas are the biotech incubators that nurture and support them.

You’re at your best when you have tools and infrastructure you need to develop your science and produce the technologies of the future.

Learn how California Life Sciences is giving companies what they need to grow.
California Life Sciences’ entrepreneur initiatives connect life sciences startups to the resources needed to help them effectively scale their ventures.

- Save on state-of-the-art lab and scientific equipment, HR and other business solutions including insurance, waste removal, shipping, moving and storage.
- Join a vibrant, innovative, and supportive community.
- Get expert startup coaching and personalized support.
- Access educational and professional development opportunities.
- Connect with funding and collaboration partners by attending CLS’s portfolio of events and happy hours.

How We Support Early Innovation
Our Value Begins With What Matters Most To You And Your Goals

PROGRAMS

Designed to nurture and advocate for emerging and diverse innovators from throughout the state, CLS supports several established programs that provide grants, funding, cost savings and advisory services to help in the development and commercialization of your business.

Innovation and Entrepreneurship

FAST California provides early-stage first-time founders of disruptive innovative life sciences technology companies with a customized advisory program to perfect their business models, assess strategic focus, maximize IP and help develop a milestone and scale-up plan to exit. A group of curated advisors, each with deep domain expertise, will work with these founders over twelve weeks to build a compelling commercialization strategy and prepare them for an Innovation Showcase to a curated audience of peers, potential investors and collaboration partners.

For non-U.S.-based clusters seeking to grow their regional economies, FAST International helps life sciences researchers and early-stage companies gain commercial footholds in U.S. markets and connects them to the resources required to develop subsidiaries or commercial spin-offs in the United States.

Positioning for Capital: Leveraging our deep knowledge of “under the radar” startups and a compelling pipeline of companies, we create opportunities for therapeutic, device, and diagnostic companies in California to gain unparalleled access to novel technologies for co-development, many of which are FAST graduates.

Racial and Social Equity

With significant support from many of our engaged members and stakeholders, we’ve established partnerships and programs with organizations across the state doing the work of creating a more diverse and equitable environment within our life sciences ecosystem.

We’re committed to change, and we’re making an impact:

- We’re working to improve health access and health outcomes in underserved communities;
- We’re building a diverse talent pipeline of future STEM leaders, and connecting them with organizations and mentors to guide them on their career path;
- We’re creating opportunities for, and investing in, BIPOC entrepreneurs to ensure our innovation landscape benefits from the diverse capabilities our great state offers; and
- We’re partnering with member companies committed to increasing diversity on their board of directors.

Are you building a biotech with a diversity mindset? Fostering diversity is easiest when the commitment is present at inception

- Recruit outside your comfort zone
- Set a diversity hiring goal
- Create an open workplace culture
Workforce Development

The California Life Sciences Career Center is designed to help innovative companies recruit qualified candidates in the life sciences industry. Through our job board, job seekers at all levels can search current openings and find their next career opportunity.

CLS has formed partnerships with Biotech Primer and The Leadership Edge to offer discounted educational courses to increase knowledge of scientific concepts and improve leadership and commercial competence.

Networking and Events

CLS events provide you with a collaborative network of life sciences peers and leaders in California and beyond. We leverage the innovations of our members to facilitate progress, education and awareness. Join us! Visit califesciences/events to register.
Productivity Partnerships and Cost Savings

The California Life Sciences Savings Program offers curated discounts on products and services only found within our diverse membership and partnership portfolio.

Through our partnership with the BIO Business Solutions® program, the largest cost-savings purchasing program for the life sciences industry, CLS members benefit from access to discounts on an additional suite of service and product offerings.

The discounted prices and value-added features available through these programs are negotiated based on the pooled buying power of thousands of life sciences companies of all sizes across North America, giving you the same purchasing power as the largest life sciences companies.

TAILORED PARTNERSHIPS THAT DRIVE VALUE

Scientific Equipment, Supplies, Services

Corporate Benefits

HR, PAYROLL, HEALTH BENEFITS PARTNERS

IT / TECHNOLOGY PARTNERS

MARKETING / DATA PARTNERS

FINANCIAL PARTNERS

SHIPPING/ MOVING/ WASTE REMEDIATION SERVICES

Avantor
Agilent
Airgas Healthcare
eppendorf
ODP
PSCBiotech
UniClean
UniFirst

Delivered by WWR
Trusted Answers
an Air Liquide company
Nikon
Procopio

BioSpace
Google Cloud
Nasdaq

REAL Chemistry

ShareVault

SlideGenius

Aon

Chubb

CleanHarbor

United Van Lines

Ups Healthcare

HUB

BCS365

ICE

BioSpace

Google Cloud

Nasdaq

REAL Chemistry

ShareVault

SlideGenius

Aon

Chubb

CleanHarbor

United Van Lines

Ups Healthcare
<table>
<thead>
<tr>
<th>Partner</th>
<th>Spotlight</th>
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<tbody>
<tr>
<td><strong>ADP</strong></td>
<td>Payroll, HR and Tax Services</td>
</tr>
<tr>
<td><strong>Agilent</strong></td>
<td>Laboratory Equipment, Supplies and Services</td>
</tr>
<tr>
<td><strong>Airgas Healthcare</strong></td>
<td>10% to 25% Discounts on Cryogenic Equipment, Gas Distribution Equipment, and Safety Products</td>
</tr>
<tr>
<td><strong>ALT</strong></td>
<td>15% Off Refurb Lab Equipment</td>
</tr>
<tr>
<td><strong>Aon</strong></td>
<td>Insurance and Human Capital Resources</td>
</tr>
<tr>
<td><strong>avantor</strong></td>
<td>Up to 75% Off Lab Supplies</td>
</tr>
<tr>
<td><strong>BCS365</strong></td>
<td>IT Support, Security and Compliance Services</td>
</tr>
<tr>
<td><strong>BioSpace</strong></td>
<td>Biotech, Pharmaceutical and Clinical Research Jobs</td>
</tr>
<tr>
<td><strong>Brex</strong></td>
<td>The Only Credit Card for Life Science Companies</td>
</tr>
<tr>
<td><strong>CHUBB</strong></td>
<td>10% Off Business Insurance</td>
</tr>
<tr>
<td><strong>CleanHarbors</strong></td>
<td>40% Off Lab Waste Removal</td>
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<tr>
<td><strong>CORNING</strong></td>
<td>Instruments, Consumables and Services</td>
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<tr>
<td><strong>Eppendorf</strong></td>
<td>Instruments, Consumables and Services</td>
</tr>
<tr>
<td><strong>Google Cloud</strong></td>
<td>Healthcare Insights and Analytics</td>
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<tr>
<td><strong>HUB</strong></td>
<td>Full Service Brokerage Firm</td>
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<tr>
<td><strong>ICE Trust IT Partner</strong></td>
<td>Managed IT &amp; Cybersecurity Services</td>
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<tr>
<td><strong>InnoCom Bio Equities, Inc.</strong></td>
<td>Infrastructure Development, and Access to Capital</td>
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<tr>
<td><strong>Nasdaq</strong></td>
<td>Corporate Governance Solutions</td>
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<tr>
<td><strong>Nikon</strong></td>
<td>15% Off Microscope Systems</td>
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<tr>
<td><strong>ODP Business Solutions</strong></td>
<td>Up to 80% Off Office Supplies</td>
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<tr>
<td><strong>PHCbi</strong></td>
<td>Lab Equipment</td>
</tr>
<tr>
<td><strong>PSCBiotech</strong></td>
<td>10% Off Services</td>
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<tr>
<td><strong>PSCSoftware</strong></td>
<td>Up to 35% Off Software Services</td>
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<tr>
<td><strong>Procopio</strong></td>
<td>Attorneys in Life Sciences Corporate and IP Attorneys</td>
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<tr>
<td><strong>REAL CHEMISTRY</strong></td>
<td>Creative Marketing and Communications Firm</td>
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<tr>
<td><strong>ShareVault</strong></td>
<td>Minimum 25% Off VDR / File Sharing</td>
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<tr>
<td><strong>SlideGenius</strong></td>
<td>Presentation Design Agency</td>
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<tr>
<td><strong>Springer Nature</strong></td>
<td>Subscriptions to Scientific Journals and Databases</td>
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<tr>
<td><strong>UniClean</strong></td>
<td>Clean Room Service Providers</td>
</tr>
<tr>
<td><strong>UniFirst U1st</strong></td>
<td>Up to 50% Off Workwear / Cleanroom</td>
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<tr>
<td><strong>United Van Lines</strong></td>
<td>Moving / Storage Discounts</td>
</tr>
<tr>
<td><strong>UPS</strong></td>
<td>Up to 74% Off Shipping</td>
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</tbody>
</table>
**Member Benefits**

- Buying power of a large, national purchasing agreement
- Hot list of more than 8,000 items, with savings of up to 75% from list
- Hot list flexibility—pricing for high volume items commonly ordered can be added to the hot list to match your company’s local pricing
- Discounts across the entire Avantor product offering
- Special pricing on capital equipment items with list price of over $1,100
- E-commerce rebate if most of your orders are placed online
- Generous rebates sent back directly to you on annual contract spend growth
- No minimum order required
- No shipping charges for products shipped from any of Avantor's regional distribution centers.
- Waived hazardous materials handling fees
- Waived fuel surcharges
- Next-day delivery to most locations.
Full range of scientific and laboratory management needs including instruments, software, and services that improve the efficiency of the entire laboratory, from sample prep to data interpretation and management.
Member Benefits

REFURBISHED EQUIPMENT PURCHASE:
- Free one-year equipment warranty
- Minimum 15% no-hassle discount on list price
- Minimum 10% additional discount on sale items
- Up to 10% discount on all Agilent Certified Pre-Owned products

SURPLUS STRATEGY SERVICES:
- Double Credit Offer (2X ALT’s Cash Offer)
- Up to 10% rebate of Buyer’s premium
- 10% bonus on standard consignment split
- Discounted or waived project expenses
- Enhanced Consignment program featuring a 5% increase in split
- Up to 10% discount on equipment and asset appraisal services

Member Benefits

- Corporate credit card for the life sciences
- 60,000 point signup bonus
- Waived card fees for life ($60 p/card p/year)
- Tailored rewards and points with 3x on lab supplies, 7x on conference registrations, and 4x on travel
- 5-minute application process (completely online) with instant access to virtual cards
- No personal guarantee or collateral requirements

PHC Corporation of North America
is a subsidiary of PHC Holdings Corporation, Tokyo, Japan, a global leader in development, design and manufacturing of laboratory equipment for biopharmaceutical, life sciences, academic, healthcare and government markets.

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Life Science Innovator Since 1966
We're Easy to Work With

Becoming a member of California Life Sciences is simple and for many of our connected startups, the cost of 
**CLS membership pays for itself many times over through the curated discounts** you receive 
via our cost savings programs.

<table>
<thead>
<tr>
<th>Membership Year</th>
<th>Annual Dues</th>
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<tbody>
<tr>
<td>First Year</td>
<td>$200</td>
</tr>
<tr>
<td>Second Year</td>
<td>$250</td>
</tr>
<tr>
<td>Third Year</td>
<td>$300</td>
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Interested in learning more about how CLS can be a partner in your mission?

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General Inquires