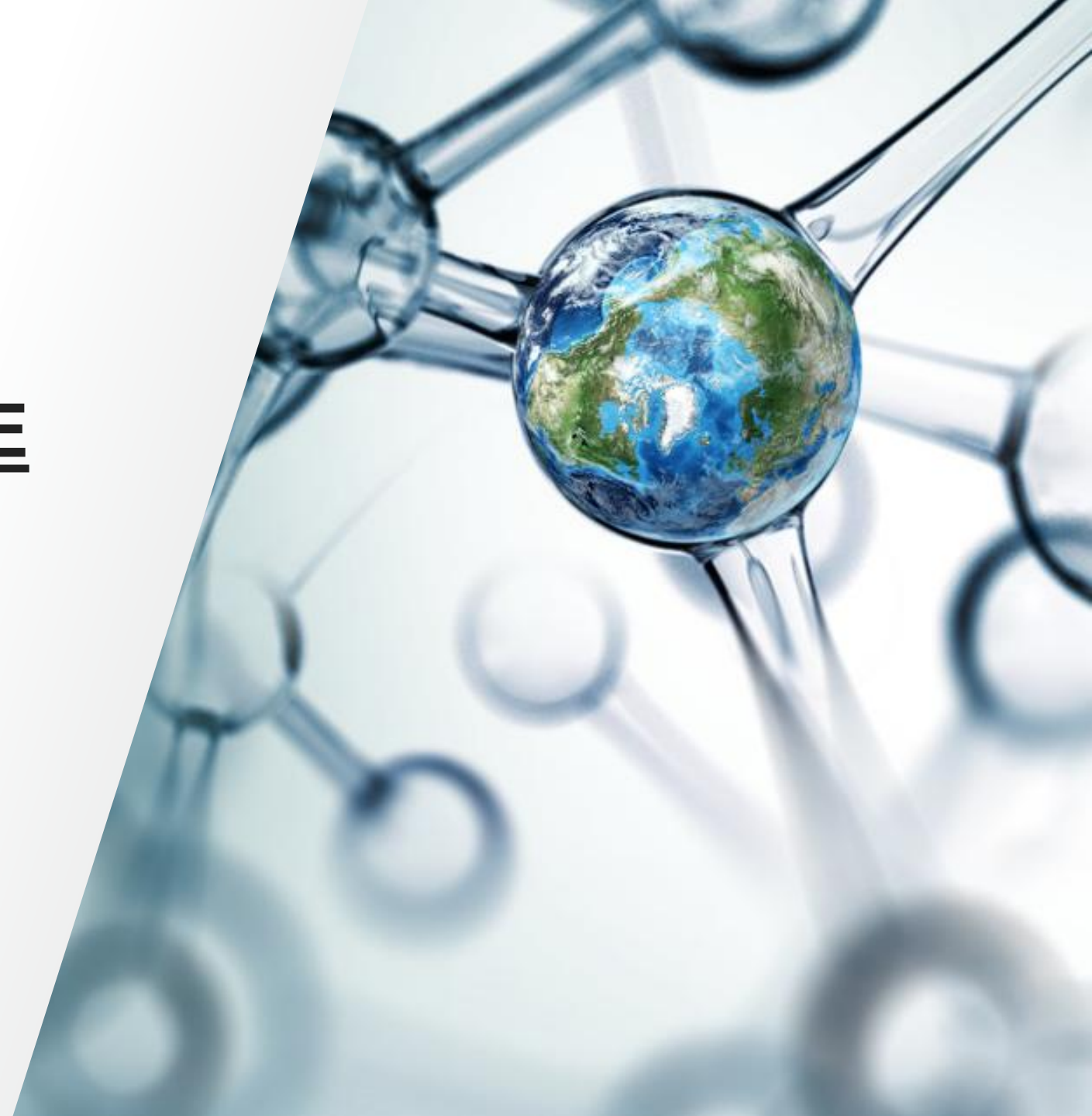


FISHER HEALTHCARE

NYSCLA

2025 Annual Meeting – Albany NY

 The world leader in serving science



Why Fisher Healthcare for your Instrumentation Needs...

- 1) PO consolidation
- 2) Payment consolidation for lab/hospital
 - Every PO you cut to each vendor costs \$
 - Every payment cost \$
- 3) Total spend with Fisher not individual vendors
 - Potential for higher rebates
 - Potential for higher discounted tier of offer pricing = which will lower your overall cost
 - Potential for cost saving on shipping/handling of orders
- 4) Customizable product ordering for your procurement
 - Ease of use
 - Product item number with discounted offer price within your procurement system
- 5) “By pass” Credit Check and Account Set-up process that would have to happen with each manufacturer

Why Fisher Healthcare for your Instrumentation Needs...

- 6) Fisher purchases significantly more equipment than any other entity which results in lower price offer
- 7) GPO advantages through Fisher
 - Not all instrumentation manufacturers have established contractual GPO agreements
 - Fisher has contractual agreements with all GPO's
- 8) Drop ship reagents from manufacturer
- 9) Fewer vendors that your staff deals with to address your needs
- 10) **Dedicated Fisher Healthcare - Account Manager assigned to your laboratory**
 - Consistent communication and follow-up
 - One main contact for all your Thermo Fisher needs/requests/concerns/issues

**Please discuss your upcoming supply and instrumentation needs...
with your dedicated Fisher Healthcare - Account Manager**

THANK YOU