

## Contract Benefits

The following information is provided for informational purposes only, does not constitute an offer to sign any product or service and is not intended to supersede the terms and conditions provided in the Agreement.

**Participation Tiers** Tier participation allows for member to enroll in the basic, co-primary or primary tier based on commitment objectives and allows for the flexibility to move tiers to accommodate changing goals. Tier status will be reviewed annually to evaluate Agreement compliance.

As an alternative to the Tier Programs, Members may elect to participate in alternative Stand-Alone Programs, including the (i) Exclusive Program or (ii) Furniture Program.

## Pricing Program

### General Discount Schedule

Prices for Products will be based on Tier Participation material group discounts from the published VWR list Price of the Product at the time of the order as per Master Agreement.

- i. The General Discount Schedule shall remain firm for the term of this Agreement or improved for the benefit of the Membership.

### Tiered Market Basket

5,000-line item National Market Basket with differentiated Tier Participation pricing

- i. Includes access to Science Education and Healthcare product specific Market Baskets.

**Note:** Each Stand-Alone Program offers a unique market basket and Basic Tier General Discount Schedule.

### Member Specific Hotlist

Member Specific Hotlist with improved pricing on high-volume items unique to each Member's institution.

- i. The number of items available for hotlist varies based on tier participation level.
  - a. Primary Tier 500 items
  - b. Co-Primary Tier 400 items
  - c. Basic Tier 300 items
- ii. The Member Specific Hotlist will be mutually agreed to between Supplier and Member in consideration of the following (non-exclusive list): usage, new project one-time buys, laboratory standardization, tier and commitment level.

## Rebate Programs

### **Annual Growth Rebate**

Tier participants may be eligible for annual rebates on year over year incremental growth of total Product sales.

### **Early Commitment Rebate**

Member's enrolling at the Co-Primary or Primary Tier, prior to December 31, 2019 may be eligible for a one-time early commitment rebate based on Member's total year one Product spend.

### **Sustainability Rebate**

Member's enrolling at the Co-Primary or Primary Tier may be eligible for an annual sponsorship to be used for the benefit of the Member's sustainability programming.

## Incentive Programs

### **VSR+ Inventory Management System**

Member's enrolling at the Co-Primary or Primary Tier may be eligible for a VSR+ Inventory Management System.

### **Business Process Consultant (BPC) Evaluation.**

Member's enrolling at the Co-Primary or Primary Tier may be eligible for a BPC Evaluation.

## Customer Commitment Requirement

### **Participant Requirements**

#### **Basic Tier Participation Requirements**

Members can participate in the Basic Tier upon mutual execution of the Basic Tier Letter of Participation by Member, Supplier and E&I. Further, to be eligible for this tier, Member shall:

- i. Demonstrate intent to purchase laboratory supplies from Supplier under this Agreement.
- ii. Use reasonable efforts to provide campus access to Supplier's sales team.
- iii. Make Supplier's full portfolio available for purchase to end users.
- iv. Meet with Supplier annually to conduct business reviews and evaluate compliance with tier commitments.

#### **Co-Primary Tier Participation Requirements**

Members can participate in the Co-Primary Tier upon mutual execution of the Co-Primary Tier Letter of Participation by Member, Supplier and E&I. Member can only participate in this tier if Member has an eprocurement system that supports a punch-

out catalog (Such as Ariba, Jaggaer, Unimarket, Coupa, etc.). Further, to be eligible for this tier, Member shall:

- i. Encourage and promote the use of this Agreement and Supplier's Co-Primary status via campus wide communication.
- ii. Use reasonable efforts to provide campus access to Supplier's sales team.
- iii. Make Supplier's full portfolio available for purchase to end users.
- iv. Provide Supplier's full portfolio with equal positioning and representation on eprocurement systems as compared to the competition.
- v. Provide Supplier with endorsement from procurement department to gain access to all Member's local manufacturer's special pricing.
- vi. Use reasonable efforts to consider Supplier for large projects like furniture and new department build-outs.
- vii. Meet with Supplier twice annually to conduct business reviews and evaluate compliance with tier commitments.

#### **Primary Tier**

Members can participate in the Primary Tier upon mutual execution of the Primary Tier Letter of Participation by Member, Supplier and E&I. Member can only participate in this tier if Member has an eprocurement system that supports a punch-out catalog (Such as Ariba, Jaggaer, Unimarket, Coupa, etc.). Further, to be eligible for this tier, Member shall:

- i. Encourage and promote the use of this Agreement and Supplier's Primary status via campus, department and site wide communication.
- ii. Provide consistent tri-lateral communication to key manufacturers that Supplier is primary supplier.
- iii. Use reasonable efforts to provide campus access to Supplier's sales team.
- iv. Make Supplier's full portfolio available for purchase to end users.
- v. Provide Supplier's full portfolio with exclusive positioning and representation on eprocurement systems.
- vi. Provide Supplier with exclusive access to all Member's local manufacturer's special pricing.
- vii. Provide Supplier with exclusive vendor shows on campus.
- viii. Provide Supplier with reasonable opportunity to run campus stockrooms.
- ix. Place Supplier's competitors on eprocurement system with limited content static file.
- x. Collaborate with Supplier to review above limited content and agree that such content is subject to Supplier's approval.
- xi. Meet with Supplier quarterly to conduct business reviews and evaluate compliance with tier commitments.

**Enrollment**

Members can participate in the Basic, Co-Primary, or Primary Tier on the first day of the month following mutual execution of the Tier Letter of Participation by Member, Supplier, and E&I or via the online enrollment process available at E&I's website for the Basic Tier only.