**RFP 21-2633 BUSINESS PROPOSAL**

**ATTACHMENT E**

**Instructions: Please provide answers in the shaded areas to all questions. Reference all attachments in the shaded area.**

***Business Proposal***

* + 1. **General -** Please introduce or summarize any information the Respondent deems relevant or important to the State’s successful acquisition of the products and/or services requested in this RFP.

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| Thank you for giving Thermo Fisher Scientific the opportunity to supply the products and services the State of Indiana needs to make your procurement process easier, more cost effective, and more efficient. Through our global Fisher Scientific distribution network, we leverage our supplier relationships to offer you the **best choice of products and services** at competitive prices.  As the channel-to-market for Thermo Fisher Scientific, Fisher Scientific is a clear channel of choice of more than **2,500,000 products and services from over 9,000 suppliers**. Our experience in a number of markets—e.g., pharmaceutical, biotech, academic, government, industrial, food and agriculture, safety—positions us to meet the State’s product and service needs on all levels.  Our company portfolio is represented by **six premier brands**: Thermo Scientific, Applied Biosystems, Invitrogen, Fisher Scientific, Unity Lab Services, and Patheon.   * The **Thermo Scientific** brand offers customers in research, diagnostics, industrial, and applied markets a complete range of high-end analytical instruments as well as laboratory equipment, software, services, consumables and reagents. Our portfolio of products includes innovative technologies for mass spectrometry, chromatography, elemental analysis, electron microscopy, molecular spectroscopy, sample preparation, informatics, chemical research and analysis, cell culture, bioprocess production, cellular, protein and molecular biology research, allergy testing, drugs-of-abuse testing, therapeutic drug monitoring testing, microbiology, as well as environmental monitoring and process control. * The **Applied Biosystems** brand offers customers in research, clinical and applied markets integrated instrument systems, reagents, and software for genetic research. Our portfolio includes innovative technologies for genetic sequencing and real-time, digital and end point polymerase chain reaction (PCR), that are used to determine meaningful genetic information in applications such as cancer diagnostics, human identification testing, and animal health, as well as inherited and infectious disease. * The **Invitrogen brand** offers life science customers a broad range of consumables and instruments that accelerate research and ensure consistency of results. Our portfolio of products includes innovative solutions for cellular analysis and biology, flow cytometry, cell culture, protein expression, synthetic biology, molecular biology and protein biology. * **Fisher Scientific** is our channel’s brand and distribution network, offering customers a complete portfolio of laboratory equipment and consumables, chemicals, supplies and services used in scientific research, healthcare, safety, and education markets. These products are offered through an extensive network of direct sales professionals, segment-relevant printed collateral and digital content, a state-of-the-art website, and supply-chain management services. Our extensive list of **exclusive alliances** with major manufacturers allows us to give our customers easy access to the products that are most in demand—all from one supplier.   Our scientific and research products primarily serve colleges and universities, medical research institutions, pharmaceutical and biotechnology companies, hospital research labs, government agencies, original equipment manufacturers, quality control, and R&D laboratories.   * **Unity Lab Services** is our instrument and equipment services brand, offering a complete portfolio of services from enterprise level engagements to individual instruments and laboratory equipment, regardless of the original manufacturer. Through our network of world-class service and support personnel, we provide services that are designed to help our customers improve productivity, reduce costs, and drive decisions with better data. * **Patheon** is our contract development and manufacturing brand, representing the comprehensive offering of services that we provide to customers ranging from small biotech to large pharmaceutical companies. We support our customers’ development of innovative medicines, including biologics, gene therapies and vaccines. By leveraging our expanding global network of facilities, we deliver high-quality services at all stages of the drug lifecycle, from discovery to development through clinical trials and commercial manufacturing. |

* + 1. **Respondent’s Company Structure** - Please include in this section the legal form of the Respondent’s business organization, the state in which formed (accompanied by a certificate of authority), the types of business ventures in which the organization is involved, and a chart of the organization. If the organization includes more than one (1) product division, the division responsible for the development and marketing of the requested products and/or services in the United States must be described in more detail than other components of the organization. Please enter your response below and indicate if any attachments are included.

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| Fisher Scientific Company LLC is an indirect, wholly owned subsidiary of Thermo Fisher Scientific, Inc. Fisher Scientific Company LLC is incorporated in Delaware (certificate attached). Its predecessor company was founded in 1902 in Pittsburgh, PA. As described in our response to question 2.3.1, above, Fisher Scientific is one of six premier brands of Thermo Fisher Scientific Inc., which is headquartered in Waltham, MA. For more information on our company, including its structure and various businesses, please see our corporate website, [www.corporate.thermofisher.com](http://www.corporate.thermofisher.com). |

* + 1. **Company Financial Information** - This section must include documents to demonstrate the Respondent’s financial stability. Examples of acceptable documents include: most recent Dunn & Bradstreet Business Report (preferred) or audited financial statements for the two (2) most recently completed fiscal years. If neither of these can be provided, explain why and include an income statement and balance sheet, for each of the two most recently completed fiscal years.

If the documents being provided by the Respondent are those of a parent or holding company, additional information should be provided for the entity/organization directly responding to this RFP. That additional information should explain the business relationship between the entities and demonstrate the financial stability of the entity/organization which is directly responding to this RFP.

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| Thermo Fisher Scientific reported over $25B in revenue in 2019. It has experienced consistent, year-to-year growth, ensuring that we can serve as a long-term business partner to the State. Revenue in the most recent quarter (Q3 of 2020) increased by 36% to $8.52 billion, demonstrating excellent performance in the midst of the COVID-19 pandemic. We have attached Annual Reports for the two most recently completed fiscal years, 2018 and 2019. |

* + 1. **Integrity of Company Structure and Financial Reporting** - This section must include a statement indicating that the CEO and/or CFO, of the responding entity/organization, has taken personal responsibility for the thoroughness and correctness of any/all financial information supplied with this proposal. The particular areas of interest to the State in considering corporate responsibility include the following items: separation of audit functions from corporate boards and board members, if any, the manner in which the organization assures board integrity, and the separation of audit functions and consulting services. The State will consider the information offered in this section to determine the responsibility of the Respondent under IC 5-22-16-1(d).

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| Thermo Fisher Scientific is a publicly traded company with more than $26B in annual revenues. It has a broad corporate compliance and audit policy, including annual independent third party audits. Specific information and policies are available for review at our Corporate website, [www.corporate.thermofisher.com](http://www.corporate.thermofisher.com). |

* + 1. **Contract Terms/Clauses** - Please provide the requested information in RFP Section 2.3.5.

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| Please see the attached Redline to the Contract Terms document. |

* + 1. **References** - Reference information is captured on ATTACHMENT I. Respondent should complete the reference information portion of the ATTACHMENT I which includes the name, address, and telephone number of the client facility and the name, title, and phone/fax numbers of a person who may be contacted for further information if the State elects to do so. The rest of ATTACHMENT I should be completed by the reference and **emailed DIRECTLY** to the State. The State should receive three (3) ATTACHMENT Is from clients for whom the Respondent has provided products and/or services that are the same or similar to those products and/or services requested in this RFP. ATTACHMENT I should be submitted to [idoareferences@idoa.in.gov](mailto:idoareferences@idoa.in.gov). Attachment I should be submitted no more than ten (10) business days after the proposal submission due date listed in Section 1.24 of the RFP. Please provide the customer information for each reference.

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| **Customer 1** |  |
| Legal Name of Company or Governmental Entity | Eli Lilly & Company |
| Company Mailing Address | 893 Delaware Street |
| Company City, State, Zip | Indianapolis, IN 4622546225 |
| Company Website Address | <https://www.lilly.com/> |
| Contact Person | Karen Maupins |
| Contact Title | Alliance Manager/Lilly Research Laboratories, Research Alliance Management |
| Company Telephone Number | 317.276.2286 (office) | 317.987.5010 (mobile) |
| Company Fax Number | (317) 655-1888 |
| Contact E-mail | [maupins\_karen\_k@lilly.com](mailto:maupins_karen_k@lilly.com) |
| Industry of Company | Pharmaceutical |
| **Customer 2** |  |
| Legal Name of Company or Governmental Entity | The Heritage Group |
| Company Mailing Address | 6320 Intech Way |
| Company City, State, Zip | Indianapolis, IN 46278 |
| Company Website Address | thgrp.com/heritage-research-group/ |
| Contact Person | Erin Clark |
| Contact Title | Research Chemist |
| Company Telephone Number | 317-390-3155 |
| Company Fax Number | 317-486-2985 |
| Contact E-mail | [erin.clark@hrglab.com](mailto:erin.clark@hrglab.com) |
| Industry of Company | Corporate Research |
| **Customer 3** |  |
| Legal Name of Company or Governmental Entity | The Trustees of Indiana University |
| Company Mailing Address | Poplars Building: 400 E 7th St. Room 414 |
| Company City, State, Zip | Bloomington, IN 47405 |
| Company Website Address | purchasing.iu.edu |
| Contact Person | Vanessa Laird |
| Contact Title | Purchasing Contract Manager |
| Company Telephone Number | 812-855-0129 |
| Company Fax Number | N/A |
| Contact E-mail | vlaird@iu.edu |
| Industry of Company | Academia |

**2.3.7 Registration to do Business -** Selected out-of-state Respondents providing the products and/or services required by this RFP must be registered to do business within the State by the Indiana Secretary of State and the Indiana Department of Administration, Procurement Division. The address contact information for this office may be found in Section 1.18 of the RFP. This process must be concluded prior to contract negotiations with the State. It is the successful Respondent’s responsibility to complete the required registration with the Secretary of State. Please indicate the status of registration, if applicable. Please clearly state if you are registered and if not provide an explanation.

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| Fisher Scientific Company LLC is registered to do business in the State of Indiana, Business ID [1998011112](https://bsd.sos.in.gov/publicbusinesssearch). |

* + 1. **Authorizing Document -** Respondent personnel signing the Transmittal Letter of the proposal must be legally authorized by the organization to commit the organization contractually. This section shall contain proof of such authority. A copy of corporate bylaws or a corporate resolution adopted by the board of directors indicating this authority will fulfill this requirement. Please enter your response below and indicate if any attachments are included.

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| Please see attached Signing Resolution. |

* + 1. **Subcontractors -** The Respondent is responsible for the performance of any obligations that may result from this RFP, and shall not be relieved by the non-performance of any subcontractor. Any Respondent’s proposal must identify all subcontractors and describe the contractual relationship between the Respondent and each subcontractor. Either a copy of the executed subcontract or a letter of agreement over the official signature of the firms involved must accompany each proposal.  
         
       Any subcontracts entered into by the Respondent must be in compliance with all State statutes, and will be subject to the provisions thereof. For each portion of the proposed products and services to be provided by a subcontractor, the technical proposal must include the identification of the functions to be provided by the subcontractor and the subcontractor’s related qualifications and experience. The combined qualifications and experience of the Respondent and any or all subcontractors will be considered in the State’s evaluation. The Respondent must furnish information to the State as to the amount of the subcontract, the qualifications of the subcontractor for guaranteeing performance, and any other data that may be required by the State. All subcontracts held by the Respondent must be made available upon request for inspection and examination by appropriate State officials, and such relationships must meet with the approval of the State.  
         
       The Respondent must list any subcontractor’s name, address, and the state in which formed that are proposed to be used in providing the required products and/or services. The subcontractor’s responsibilities under the proposal, anticipated dollar amount for subcontract, form of organization, and an indication from the subcontractor of a willingness to carry out these responsibilities are to be included for each subcontractor. This assurance in no way relieves the Respondent of any responsibilities in responding to this RFP or in completing the commitments documented in the proposal. The Respondent must indicate which, if any, subcontractors qualify as a Minority Business Enterprises or Women’s Business Enterprises under IC 4-13-16.5-1. See Section 1.21 and Attachment A for Minority and Women’s Business Enterprises information. Please enter your response below and indicate if any attachments are included.

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| The Fisher Scientific channel does not anticipate the use of subcontractors for this scope of work, with the exception of third party freight carriers for certain routes. |

* + 1. **Removed**
    2. **General Information** - Each Respondent must enter your company’s general information including contact information.

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| **Business Information** |  |
| Legal Name of Company | Fisher Scientific Company LLC |
| Contact Name | Jim Harris |
| Contact Title | Region Manager |
| Contact E-mail Address | [Jim.Harris@thermofisher.com](mailto:Jim.Harris@thermofisher.com) |
| Company Mailing Address | 300 Industry Drive |
| Company City, State, Zip | Pittsburgh, PA 15275 |
| Company Telephone Number | 800-766-7000 |
| Company Fax Number | 800-926-1166 |
| Company Website Address | [www.fishersci.com](http://www.fishersci.com) |
| Federal Tax Identification Number (FTIN) | 23-2942737 |
| Number of Employees (company) | 5,000 |
| Years of Experience | 118 |
| Number of U.S. Offices | 3 customer service; 10 distribution centers |
| Year Indiana Office Established (if applicable) |  |
| Parent Company (if applicable) | Thermo Fisher Scientific Inc. |
| Revenues ($MM, previous year) | $25.5B (2019) |
| Revenues ($MM, 2 years prior) | $24.5B (2018) |
| % Of Revenue from Indiana customers | Not Reported |

* 1. Does your Company have a formal disaster recovery plan? Please provide a yes/no response. If no, please provide an explanation of any alternative solution your company has to offer. If yes, please note and include as an attachment.

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| Yes—Please see attached Business Continuity Letter. |

* 1. What is your company’s technology and process for securing any State information that is maintained within your company?

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| Thermo Fisher Scientific safeguards the confidentiality, integrity, and availability of data and systems within the company’s environment through our robust Corporate Information Security (CIS) Program led by a dedicated Chief Information Security Officer (CISO).  Thermo Fisher supports a continuously improving security program that reduces risk, responds to threats, and protects our company’s intellectual property and the privacy of data while driving compliance with regulatory requirements and industry best practices. Committed to scientific advancement, we employ the latest security tools and offer solutions that enable our customers to push the boundaries of innovation.  As the world leader in serving science, our security professionals provide prevention, monitoring, detection, and response capabilities, so we can more quickly identify and act on ever-evolving global threats.  Thermo Fisher has implemented standards and policies to help protect data from unauthorized access in our Connect platform. This document (available at the link on the page linked below) describes the various standards, controls, data security approaches, business practices, and certifications used for the cloud-based storage that supports Connect.  <https://corporate.thermofisher.com/en/security.html> |

* + 1. **Experience Serving State Governments -** Please provide a brief description of your company’s experience in serving state governments and/or quasi-governmental accounts.

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| The Fisher Scientific channel has a long history of working with state, federal, and local government entities, as well as affiliated academic and research institutions. Currently, the Fisher Scientific channel has or have held Contracts with government agencies, political subdivisions and other entities of every State, including the Commonwealth of Puerto Rico and US Territories and we currently hold numerous stand-alone contracts with the Federal Government. |

* + 1. **Experience Serving Similar Clients -** Please describe your company’s experience in serving customers of a similar size to the State with similar scope. Please provide specific clients and detailed examples.

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| In business since 1902, the Fisher Scientific channel has considerable experience serving customers of all types, industries, and sizes, including those of a similar size and scope to the State of Indiana. Currently, we serve over 400,000 customers worldwide. Detailed references can be provided upon request. |

* + 1. **Indiana Preferences -** Pursuant to IC 5-22-15-7, Respondent may claim only one (1) preference. For the purposes of this RFP, this limitation to claiming one (1) preference applies to Respondent’s ability to claim eligibility for Buy Indiana points. **Respondent must clearly indicate which preference(s) they intend to claim. Additionally, the Respondent’s Buy Indiana status must be finalized when the RFP response is submitted to the State.**

Buy Indiana

Refer to RFP Section 2.7 for additional information.

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| By the definition set forth by the State, Thermo Fisher Scientific does not qualify as an Indiana Business and therefore will not be claiming a preference or requesting eligibility for Buy Indiana points. |

* + 1. **Payment -** Please provide the requested information in RFP Section 2.3.15.

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| The Fisher Scientific channel accepts American Express, Visa, and MasterCard procurement card orders as well as other forms of payment. Pro-card orders can be utilized in various purchasing methods with the Fisher Scientific channel, but can only be accepted at the point of sale. We cannot pay the user’s credit card handling fees. |