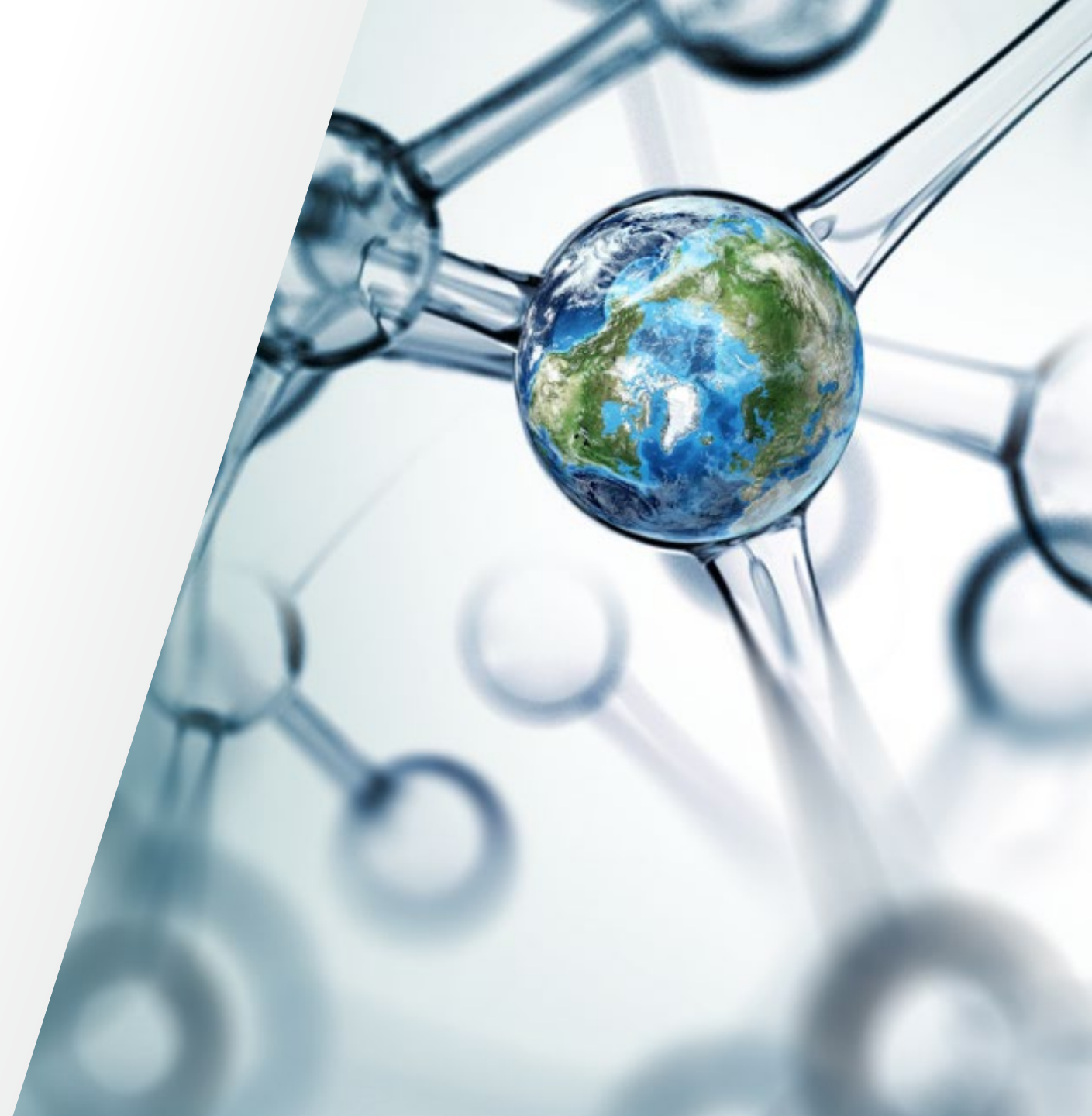


**B2B in
thermofisher.com
fishersci.com**

November 2021

 The world leader in serving science

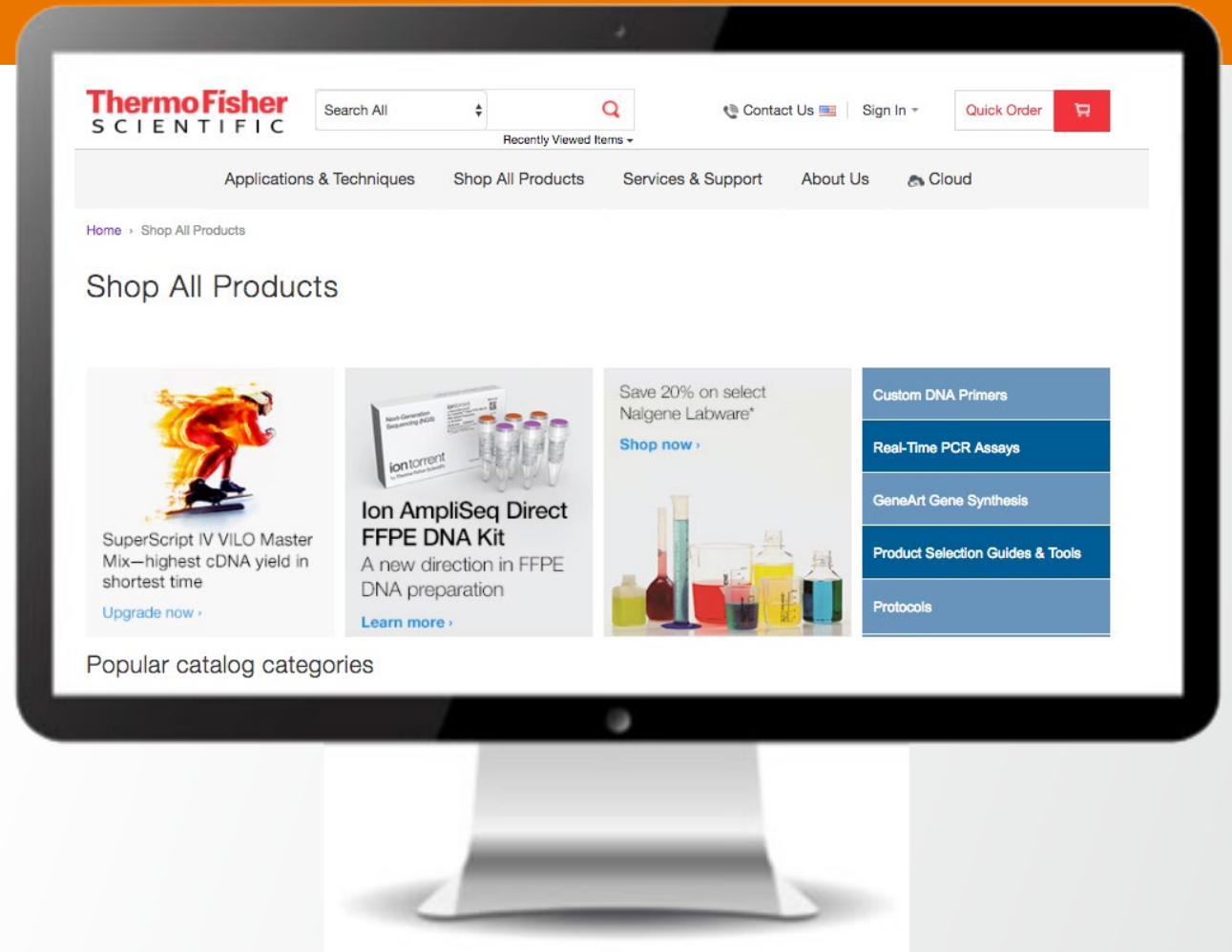


The value of thermofisher.com

Find the right products quickly and easily

The B2C experience is available to our B2B customers

- **Guided search tools** help customers narrow the options
- **Configurators** help ensure that product results meet the scientific requirements
- A **connected account** gives customers access to the eCatalog, web-based Punchout, and full integration with invoicing
- **Support centers** contain a wealth of useful resources and answers to frequently asked questions
- **Learning centers** contain a library of educational assets, including application notes, handbooks and sourcebooks, webinars, white papers, how-to videos, case studies, scientific posters, product selection guides, and more



The value of fishersci.com

Advanced capabilities across multiple suppliers

Enhanced Customer Experience

- Advanced search and ability to purchase from the largest selection of products from multiple brands and suppliers
- Use product categories to browse and compare products from multiple suppliers

Robust Resources

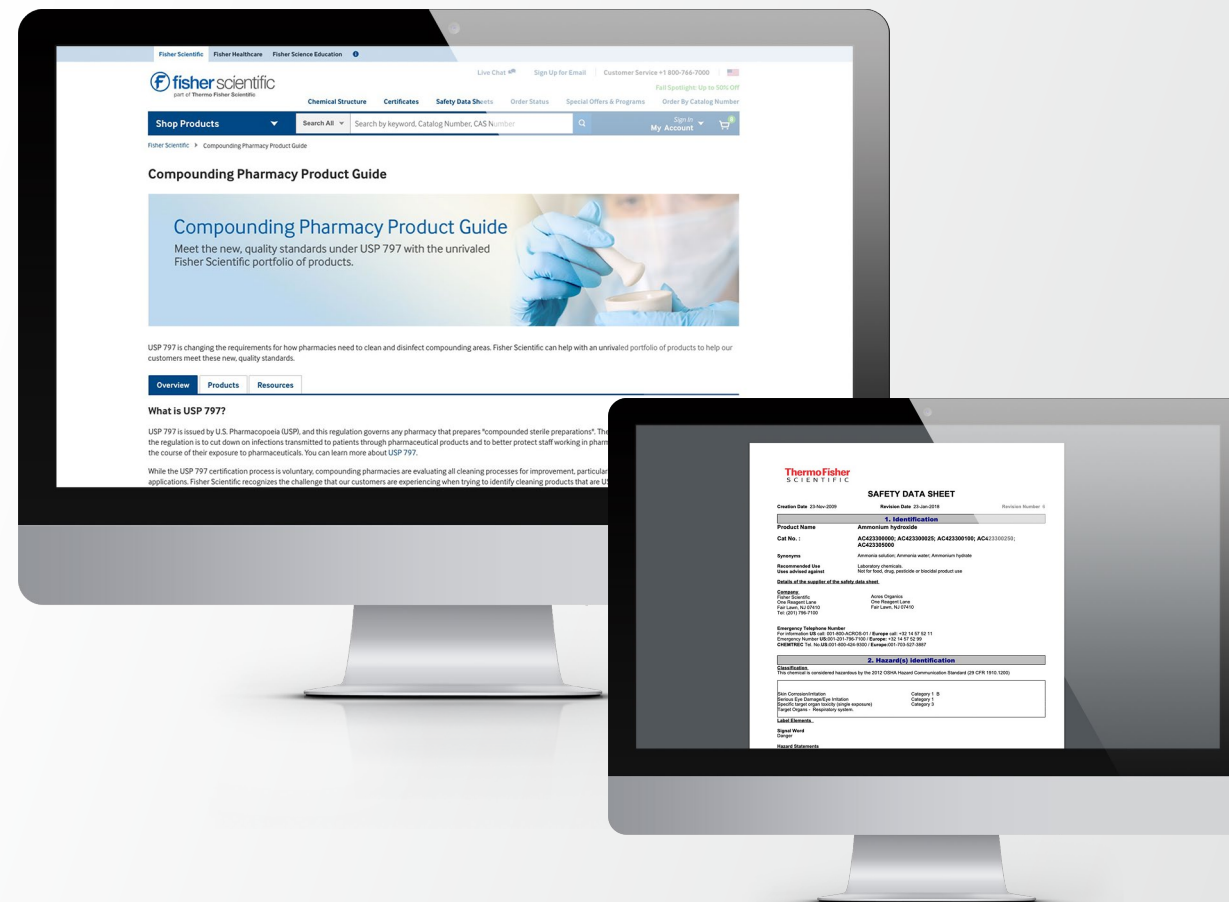
- Easy access to safety data sheets and product certificates
- Value-added services, programs, and promotions

Easy Order Management

- Fast and easy checkout with Rapid Order and My Lists
- Order tracking, reordering, and live chat support

Training and Accessibility

- Training is available on **fishersci.com/helpandsupport**
- The UserWay tool provides access to tools that make navigating fishersci.com easier for all



The value of both B2B punchouts

thermofisher.com AND fishersci.com

You gain the benefits from both:

- Largest product assortment in the industry
- Vendor consolidation
- Evolving content and transactional capabilities
- Educational and support tools
- Complete product information and documentation
- Configuration and selection tools for consumables and instruments