

BioLife Solutions Distributor STEMCELL Technologies Will Test the evo™ Smart Shipper and Cloud Based biologistex™ Cold Chain Management App

evo Smart Shippers Could be Used to Transport a Variety of Temperature Sensitive Products for Research in Areas such as Cellular Therapies, Blood Cancers, and Solid Tumors

BOTHELL, Wash., Jan. 6, 2016 /PRNewswire/ -- [BioLife Solutions](#), Inc. (NASDAQ: BLFS), the leading developer, manufacturer and marketer of proprietary clinical grade cell and tissue [hypothermic storage](#) and [cryopreservation freeze](#) media and a related [cloud hosted biologistics cold chain management app](#) for [smart shippers](#) ("BioLife" or the "Company"), today announced that privately held, Vancouver, BC-based [STEMCELL Technologies](#) will test BioLife's evo Smart Shipper and biologistex cold chain SaaS on a variety of temperature sensitive products for research in areas such as cellular therapies, blood cancers, and solid tumors.

A strategic distributor since 2008, STEMCELL Technologies markets over 2000 products to the life science research community, including BioLife's BloodStor®, CryoStor®, and HypoThermosol® biopreservation media products. Many of STEMCELL Technologies products, such as Primary Cells and apheresis collections, are time and temperature sensitive requiring cold chain logistics to ensure biologic stability and usability by end users.

BioLife's [biologistex](#) cloud based cold chain management service is a new integrated logistics and track and trace web app used by shippers of time and temperature sensitive biologic materials. The [evo Smart Shipper](#) is a state of the art precision thermal shipping container with embedded payload monitoring, GPS location tracking, and cellular communication electronics that transmit critical shipment information to the cloud. This SaaS app enables users to monitor high value shipments during transit and configure actionable alerts for downstream recipients for location, approaching destination, delivery, package open, and remaining shelf life or stability via the patent pending StableAlert™ countdown timer.

David Llewellyn, Vice President, Business Operations at STEMCELL Technologies, remarked on the decision to test the evo Smart Shipper and biologistex app by stating, "We continually strive to provide more value to the research community and are very keen to complete the testing of the evo Smart Shipper. Our customers count on us to supply very high quality, temperature sensitive materials for research. BioLife has been an excellent supplier and the biologistex cold chain logistics app could enable us to further improve the quality of our products and enhance our customer service."

Mike Rice, BioLife's President & CEO, said, "We are very pleased to expand our relationship with STEMCELL Technologies and to announce another customer testing program for the evo Smart Shipper and our SaaS cold chain logistics app. The innovative design of evo and intuitive biologistex cloud hosted app, with track and trace capabilities and actionable alerts about high value biologic shipments are resonating more in our strategic markets. We have a great opportunity to drive a new standard in cold chain management of time and temperature sensitive materials."

Pharmaceutical Commerce estimates that in 2014, \$8.4 billion was spent on cold chain logistics of pharmaceuticals, with \$5.6 billion for transportation and \$2.8 billion for specialized packaging and instrumentation. BioLife's addressable market is comprised of the demand for small payload shipping containers and related temperature monitoring and location tracking devices.

About STEMCELL Technologies

As Scientists Helping Scientists, [STEMCELL Technologies](#) is committed to providing high-quality cell culture media, cell isolation products and accessory reagents for life science research. Driven by science and a passion for quality, STEMCELL Technologies provides over 2000 products to more than 70 countries worldwide. Our specialty cell culture reagents, instruments and tools are designed to support science along the basic to translational research continuum. To learn more, visit www.stemcell.com.

About BioLife Solutions

BioLife Solutions develops, manufactures and markets hypothermic storage and cryopreservation solutions and smart shipping containers connected to a cloud hosted cold chain management app to improve the quality of delivery logistics for cells, tissues, and organs. BioLife also performs contract aseptic media formulation, fill, and finish services. The Company's proprietary HypoThermosol® and CryoStor® platform of solutions are highly valued in the biobanking, drug discovery, and regenerative medicine markets. BioLife's biopreservation media products are serum-free and protein-free, fully defined, and are formulated to reduce preservation-induced cell damage and death. BioLife's enabling technology provides commercial companies and clinical researchers significant improvement in shelf life and post-preservation viability and function of cells, tissues, and organs. For more information please visit www.biolifesolutions.com, and follow BioLife on [Twitter](#).

This press release contains forward-looking statements, including, but not limited to, statements concerning new products, the company's anticipated business and operations, the potential utility of and market for its products and services, potential revenue growth and market expansion, and, projected financial results and liquidity. All statements other than statements of historical fact are statements that could be deemed forward-looking statements. These statements are based on management's current expectations and beliefs and are subject to a number of risks, uncertainties and assumptions that could cause actual results to differ materially from those described in the forward-looking statements, including among other things, uncertainty regarding market adoption of products; uncertainty regarding third party market projections; market volatility; competition; litigation; and those other factors described in our risk factors set forth in our filings with the Securities and Exchange Commission from time to time, including our Annual Report on Form 10-K and Quarterly Reports on Form 10-Q. We undertake no obligation to update the forward-looking statements contained herein or to reflect events or circumstances occurring after the date hereof, other than as may be required by applicable law.

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