



International Society for BioProcess Technology

# Commercial Participation



**SPONSORSHIPS**



**EXHIBITS**



**TECHNOLOGY WORKSHOPS**



**POSTER PRESENTATIONS**



**Each Meeting Hosts Three Concurrent Programs.**  
Your Registration Lets You Attend Talks from All Three!

ISBioTech meetings are designed for the professionals who develop and produce biologics worldwide. You'll learn and share with the industry's leading companies as you hear from the individuals actually doing the work in the labs and production suites. We'll cover the latest technologies and best practices needed for safe, effective, and consistent products.



## 5<sup>th</sup> Fall Meeting

**Cell & Tissue Banking**  
**Contaminant Control**  
**Process Analysis & Automation**

December 11-13, 2017  
Virginia Beach, Virginia USA



## 8<sup>th</sup> Spring Meeting

**Cellular Therapies**  
**Baculovirus Expression Technology**  
**Viral Vectors & Vaccines**

March 5-7, 2018  
Norfolk, Virginia USA

# Meeting Venues

**Fall Meeting:** The Fall Meeting will be held at the Hilton Virginia Beach Oceanfront. This 4-star property is the jewel of the resort district, and is located on the beachfront's boardwalk. The Norfolk International Airport (ORF) is approximately 20 minutes away, and the area is served by major interstate highways from Washington, DC. For more information, please visit the hotel's website: [hiltonvb.com](http://hiltonvb.com).

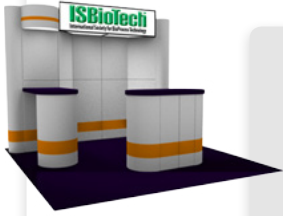
**Hilton Virginia Beach Oceanfront**  
**3001 Atlantic Ave., Virginia Beach, Virginia 23451 USA**

**Spring Meeting:** The Spring Meeting will be held at the Hilton Norfolk The Main. The Main is Downtown Norfolk's newest upscale hotel, dining, and meeting destination. The Norfolk International Airport (ORF) is approximately 15 minutes away, and the area is served by major interstate highways from Washington, DC. For more information, please visit the hotel's website: [themainnorfolk.com](http://themainnorfolk.com).

**Hilton Norfolk The Main**  
**100 E Main St, Norfolk, VA 23510 USA**

Participation Options		December 11-13, 2017		March 5-7, 2018		Fall + Spring		
		5th Fall Meeting <i>Monday - Wednesday</i>		8th Spring Meeting <i>Monday - Wednesday</i>		Both Meetings		
Programs		Cell & Tissue Banking		Baculovirus Expression Technology		15% discount to participate in both		
		Contaminant Control		Viral Vectors & Vaccines				
		Process Analysis & Automation		Cellular Therapies				
Exhibit	10' x 8' Exhibit Space		\$5795		\$5795		\$9850	
			2 Exhibit-Only Registrations are included with each exhibit					
Membership		ISBioTech Membership Fee		\$195 Per Person				
Additional Personnel	Additional Exhibit-Only Registration	Non Member	\$895	\$895	\$1520			
		Member	\$715	\$715	\$1215			
	Full Meeting Registration	Non Member	\$1995	\$1995	\$3390			
		Member	\$1595	\$1595	\$2710			
Additional Products	Technology Workshop		\$1395	\$1395	\$2370			
	Commercial Poster		\$125	\$125	\$210			

Packages and À la Carte Options		December 11-13, 2017	March 5-7, 2018	Fall + Spring	
		5th Fall Meeting <i>Monday - Wednesday</i>	8th Spring Meeting <i>Monday - Wednesday</i>	Both Meetings	
À la Carte	Full-Page Ad in Meeting Booklet	Inside Page	\$1500	\$1500	\$2550
		Inside Front Cover	\$2000	\$2000	\$3400
		Inside Facing Program	\$3000	\$3000	\$5100
		Back Cover	\$3000	\$3000	\$5100
	Pads and Pens with Logo		\$2000	\$2000	\$3400
	Lanyards with Logo		\$2500	\$2500	\$4250
	Shuttle (if applicable)		\$3000	\$3000	\$5100
	Tuesday Afternoon Activity		\$3000	\$3000	\$5100
	Wednesday Lunch		\$3500	\$3500	\$5950
	Student/Academic Travel		\$4000	\$4000	\$6800
	Monday Lunch		\$5000	\$5000	\$8500
	Monday Reception		\$7500	\$7500	\$12750
Tuesday Banquet		\$15000	\$15000	\$25500	
Sponsorship Packages	<b>Pilot-Scale</b>	<b>\$10000</b>	<b>\$10000</b>	<b>\$17000</b>	
	Exhibit Space Includes 2 Exhibit-Only Registrations	1	1	1	
	Full Meeting Registration	1	1	1	
	Full-Page Ad in Meeting Booklet (Inside Page)	1	1	1	
	Choice of À la Carte Option up to \$3000	1	1	1	
	<b>GMP</b>	<b>\$15000</b>	<b>\$15000</b>	<b>\$25500</b>	
	Exhibit Space Includes 2 Exhibit-Only Registrations	1	1	1	
	Additional Exhibit-Only Registrations	2	2	2	
	Full Meeting Registrations	2	2	2	
	Technology Workshop	1	1	1	
Full-Page Ad in Meeting Booklet (Inside Page)	1	1	1		
Choice of À la Carte Option(s) up to \$5000	1	1	1		



Please join us for these very special events on bioprocess technology, and exhibit your organization's products and services to a highly-diverse and professional group of attendees. Most meals and breaks will be held in the exhibit area to give you maximum exposure to the attendees. In addition, all registered attendees will be given login access to the attendee list one week prior to the event. You'll find drayage and shipping details on the next page.

### We'll hold the following events in the exhibit area:

- Breakfast on Monday, Tuesday, and Wednesday
- Morning Break on Monday, Tuesday, and Wednesday
- Lunch on Monday and Wednesday
- Afternoon Break on Monday and Wednesday
- Evening Reception on Monday
- Plus continuous beverage service

### Your exhibit fee pays for:

- A 10' wide x 8' deep space for your pop-up display
- One exhibit-only registration
- One 6' draped table
- Two chairs
- One wastebasket
- Pipe and drape behind and, when displayed on the floor plan, on the sides of your exhibit
- One 110 VAC, 20 Amp electrical outlet
- Company logo and profile in the digital meeting app
- Linked logo on the meeting webpage
- Attendee list via our app for smartphone, tablet, and PC. Login info will be emailed only to registered attendees about one week before the meeting.
- Security whenever the meeting is not in session
- Free wireless internet connection in the exhibit area

### Suggestions for promoting your exhibit:

- Add us to your event calendar or email signature.
- Request a customized banner to display as you wish.
- Join our [LinkedIn group](#), and invite others to join.
- Tweet about when and where people can visit your #isbiotech exhibit, and follow us: [@ISBioTech](#)
- Email your database. We can help you create a customized email.
- Use snail mail to reach your database. We can provide the mailer or mailing template.

### Exhibit Hours:

The exhibit hall will be fully accessible to attendees throughout the meeting. At a minimum, please plan to have your exhibit booth staffed during the meals and breaks.

### Exhibit Setup:

The exhibit area will be open for setup during the Welcome Reception on Sunday. Additional setup time will also be allowed up until the first break on Monday morning.

### Exhibit Teardown:

Exhibits officially close at 3:30 pm on Wednesday, which immediately follows the afternoon break. If you need to tear down earlier, you must obtain permission from the meeting staff and then dismantle in a non-disruptive manner. Under no circumstances will anyone be permitted to tear down before 1:30 pm on Wednesday.

# Drayage Information

Alliance Exposition Services is the exclusive contractor for drayage services at our meetings, which include delivery of your freight to the exhibit area, removal after teardown, and return shipping. All booths and exhibit materials must be shipped through this drayage firm.

[www.alliance-exposition.com](http://www.alliance-exposition.com)

The conference facilities cannot accept delivery of your packages (FedEx, UPS, etc.) but you are welcome to hand-carry relatively small items into and out of the exhibit area on your own.

Please contact [Connie Denton](#) at Alliance Exposition Services for information on shipping, as well as ordering special items for your booth. Phone: 703.528.2001.

## Exhibit/Sponsorship Promotional Value

Additional Benefits	Exhibit	À la Carte < \$3,500	À la Carte ≥ \$3,500	Pilot-Scale	GMP
Logo and Company Profile in Meeting App	✓	✓	✓	✓	✓
Logo posted with Hyperlink from Meeting Website	✓	✓	✓	✓	✓
Logo and Hyperlink in Email Meeting Announcements	✓	✓	✓	✓	✓
Logo on Meeting Signage			✓	✓	✓
Sponsor Ribbon on Name Badges			✓	✓	✓
Award Presentation and Recognition During Meeting			✓	✓	✓
Sponsor Sign for Exhibit Table				✓	✓

# Sponsorship Benefits Glossary

## Primary Benefits:

Exhibit Space	A 10' x 8' space in the exhibit area for your exhibit. See Page 4 for more details.
Exhibit-Only Registration	This form of registration is less expensive than one for the full meeting, and restricts the individual to attending a maximum of 6 meeting presentations. Otherwise, the individual can participate in all the meals and events shown in the program. This type of registration is intended for individuals who are not particularly focused on the presentations and will spend the majority of their time in the exhibit area.
Full Meeting Registration	A full meeting registration entitles the individual to attend any presentation in all of the programs within the meeting, plus enjoy all of the meals and events shown in the program.
Technology Workshop	This is a 30 minute time slot in the program within which the presenter can demonstrate products and give a PowerPoint presentation. While there are no restrictions on the content presented, the best received presentations are those that contain solid data, tell a story, and refrain from giving direct comparisons to competing products or services. The workshop presenter must be registered to attend the meeting

## Additional Sponsorship Benefits:

Logo and Company Profile in Meeting App	In the meeting app, we will include a profile on your company that you provide. Please limit the copy to 150 words, and you can include a logo.
Logo posted with Hyperlink from Meeting Website	We will show your logo on the meeting website with a link which will take the reader to the page on your website that you specify. Please note that you must give us a high-resolution logo (320 dpi or greater in a JPEG, TIF, GIF, PNG, or EPS file format).
Logo and Hyperlink in Email Meeting Announcements	Whenever we send out an email announcement for the meeting, we will usually include your logo with a link to the page on your website that you specify.
Logo on Meeting Signage	Where we show sponsors on meeting signage and banners, your logo will be displayed.
Sponsor Ribbon on Name Badges	For all the individuals attending the meeting from your company, we will attach a "Sponsor" ribbon to the bottom of their name badges.
Award Presentation and Recognition During Meeting	During the meeting, someone from your organization will be called up to the podium to receive an award that thanks you for your contributions.
Sponsor Sign for Exhibit Table	We will supply an 8" x 10" sponsor sign with your logo for your exhibit display table.

# Cancellation Policies

**SPONSORSHIP:** If you have to cancel your sponsorship for any reason, please notify us in writing as quickly as you can. Then if we can resell your exhibit space or workshop time slot (if applicable), we'll refund the retail value of these items less a \$100 cancellation fee and any applicable discounts that were given. This refund amount also applies to the Exhibit-Only registration that comes with your exhibit. The remaining balance of your sponsorship fee is not refundable since we cannot determine the promotional value of having your logo on our website and conference promotional materials, as well as ads we may have placed on your behalf.

However, if you've paid registration fees for additional personnel to attend the meeting, including exhibit-only attendees, then the registration cancellation policy applies for these attendees. Refunds will not be processed until after the meeting has been completed.

**EXHIBIT or WORKSHOP:** If you must cancel your exhibit or workshop for any reason, please notify us in writing as quickly as you can. Then if we can resell your exhibit space, or workshop time slot, we'll refund the retail value of these items less a \$100 cancellation fee and any applicable discounts that were given. This refund amount also applies to the Exhibit-Only registration that comes with your exhibit.

However, if you've paid registration fees for additional personnel to attend the meeting, including Exhibit-Only attendees, then the cancellation policy for registered attendees applies. Refunds will not be processed until after the meeting has been completed.

**POSTER BOARDS:** The amount you paid for a poster board is not refundable.

Prices are subject to change without notice. All written quotations are firm for 30 days.



110 WILLOW GROVE CT  
NORFOLK, VA 23505 USA

P: 757-467-8903  
F: 757-257-3800

[info@isbiotech.org](mailto:info@isbiotech.org)  
[www.isbiotech.org](http://www.isbiotech.org)