

ISBioTech™

International Society for BioProcess Technology

COMMERCIAL PARTICIPATION



SPONSORSHIPS



EXHIBITS



TECHNOLOGY
WORKSHOPS



POSTERS

11th SPRING MEETING

NORFOLK, VIRGINIA
USA

MARCH 14–16, 2022

Three Concurrent Programs:

VIRAL VECTORS & VACCINES
CELLULAR THERAPIES
BACULOVIRUS EXPRESSION TECHNOLOGY

Your Registration Lets You Attend Talks from All of Them!

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.

sales@isbiotech.org • +1 757.477.3033

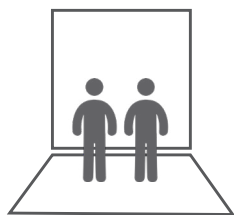
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Participation Options

Exhibit Space



\$5,795

Additional Exhibitor



Member

\$715

Non-Member

\$895

Technology Workshop



\$3,995

Commercial Poster



\$125

Meeting Registration



Member

\$1,595

Non-Member

\$1,995

Annual Membership



\$295 per person

À la Carte Options



**Final dimensions:
7.25 x 9.5 inches**

Full Page Ad in Meeting Booklet

Inside Page	\$2,000
Inside Front Cover	\$3,000
Inside Facing Program	\$3,000
Back Cover	\$4,000



Pads and Pens with Logo

\$3,000



Lanyards with Logo

\$3,000



Water Bottles

\$3,000



Speaker Ready Room

\$3,000



Wi-Fi

\$3,000



Academic/Non-Profit Speaker Costs

\$4,000



Tuesday Afternoon Activity

\$5,000



Wednesday Lunch

\$5,000



Private Meeting Room

\$5,000



Monday Lunch

\$7,500



Monday Reception

\$10,000



Tuesday Banquet

\$20,000

Bench-Scale Sponsorship \$10,000

- 1 Exhibit Booth (space only)
- 2 Exhibit-Only Registrations
- 1 Full Meeting Registration
- 1 Choice of À la Carte Option up to \$3000

Pilot-Scale Sponsorship \$15,000

- 1 Exhibit Booth (space only)
- 3 Exhibit-Only Registrations
- 2 Full Meeting Registrations
- 1 Technology Workshop (time slot only)
- 1 Choice of À la Carte Option up to \$3000

GMP Sponsorship \$20,000

- 1 Exhibit Booth (space only)
- 4 Exhibit-Only Registrations
- 4 Full Meeting Registrations
- 1 Full-Page Ad in Meeting Booklet (Inside Page)
- 1 Technology Workshop (time slot only)
- 1 Choice of À la Carte Option up to \$3000

Exhibits

Exhibit your organization's products and services to a highly-diverse and professional group of attendees at this very special meeting on bioprocess technology. 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 the week prior to the event.

Your exhibit includes

A 10' wide x 8' deep space for your pop-up display with one 6' draped table, two chairs, one wastebasket, electricity, Wi-Fi, and pipe and drape.



Two exhibit-only registrations



One 110 V AC
20 Amp electrical outlet



Wi-Fi



Plus

- Company logo and profile in the meeting app
- Linked logo on the meeting webpage
- Attendee list via our meeting app. Login info will be emailed only to registered attendees the week before the meeting.
- Security whenever the meeting is not in session

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
- Evening Reception on Monday
- Plus continuous beverage service



Hours

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



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.

Teardown

Exhibits officially close at 1:30 pm on Wednesday, immediately following lunch. Under no circumstances will anyone be permitted to tear down before 1:30 pm on Wednesday.

Promotional Value

Benefits	Exhibit	À la Carte < \$5,000	À la Carte ≥ \$5,000	Bench-Scale, Pilot-Scale, and GMP Sponsorship
Logo and Company Profile in Meeting App/Platform	✓	✓	✓	✓
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				✓

Meeting Venue



The 11th Spring Meeting will be held at the "Hilton Norfolk The Main," downtown Norfolk's newest upscale hotel, dining, and meeting destination.

Hilton Norfolk The Main
100 E Main Street, Norfolk, Virginia 23510 USA

The Norfolk International Airport (ORF) is approximately 15 minutes away, and the area is served by Amtrak and major interstate highways from Washington, DC.

For more information, please visit the hotel's website: themainnorfolk.com.

Glossary

Exhibit Space	A 10' x 8' space in the exhibit area for your exhibit. See Page 5 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's registration is included with the workshop fee (limit to 1 waived presenter registration per workshop).

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.

Drayage Information



Exhibits Inc. is our exclusive contractor for drayage services 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.



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 **Tracie Grady or Becky Shelton** at **Exhibits Inc.** for information on shipping, as well as ordering special items for your booth. Phone: 804.788.4400.

The exhibit area is fully carpeted.

Cancellation Policies

SPONSORSHIP: If you have to cancel your sponsorship for any reason, please notify us in writing as quickly as you can. If we can resell your exhibit space or workshop time slot (if applicable), we'll issue a refund less a \$500 cancellation fee and any applicable discounts that were given. 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.

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.

EXHIBIT or WORKSHOP: If you must cancel for any reason, please notify us in writing as quickly as you can. If we can resell your exhibit space or workshop time slot we'll issue a refund less a \$500 cancellation fee and any applicable discounts that were given. Otherwise no refunds are available.

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.

ATTENDEES: We will reimburse your registration fee less a \$200 cancellation charge and any applicable discounts that were given if we receive a written cancellation request no later than four weeks before the meeting start date. No refunds are available after this date.

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

Refunds will be processed after the meeting has been completed.
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
www.isbiotech.org