



International Society for BioProcess Technology

# COMMERCIAL PARTICIPATION



SPONSORSHIPS



EXHIBITS



TECHNOLOGY WORKSHOPS



POSTERS



## THE WATERSIDE CONFERENCE



## 9<sup>TH</sup> SPRING MEETING

Cell & Tissue Banking  
Contaminant Control

Raw Materials &  
Contract Services

Expansion & Expression

Yield & Purity

November 12-14, 2018  
Norfolk, Virginia USA

Cellular Therapies

Baculovirus  
Expression  
Technology

Viral Vectors  
& Vaccines

March 4-6, 2019  
Norfolk, Virginia USA

Take advantage of our combined meeting discounts by participating in both events.  
Contact us for more info: 757.477.3033 or sales@isbiotech.org.

Each Meeting Hosts Concurrent Programs.  
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.

# Sponsorship Packages

Pilot-Scale	GMP
<ul style="list-style-type: none"> <li>1 Exhibit Space</li> <li>2 Exhibit-Only Registrations</li> <li>1 Full Meeting Registration</li> <li>1 Full-Page Ad in Meeting Booklet (Inside Page)</li> <li>1 Choice of À la Carte Option up to \$3000</li> </ul>	<p>Everything in <b>Pilot-Scale</b> +</p> <ul style="list-style-type: none"> <li>2 Exhibit-Only Registrations</li> <li>1 Full Meeting Registration</li> <li>1 Technology Workshop</li> </ul>
\$10,000 for one meeting	\$15,000 for one meeting

## Exhibit/Sponsorship Promotional Value

Additional Benefits	Exhibit	À la Carte < \$5,000	À la Carte ≥ \$5,000	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				✓	✓

# À la Carte Options



## Full Page Ad in Meeting Booklet

Inside Page	\$1500
Inside Front Cover	\$2000
Inside Facing Program	\$3000
Back Cover	\$3000



### Pads and Pens with Logo

\$2000



### Lanyards with Logo

\$3000



### Shuttle (if applicable)

\$3000



### Wi-Fi

\$3000



### Tuesday Afternoon Activity

\$3000



### Wednesday Lunch

\$3500



### Academic/Non-Profit Speaker Costs

\$4000



### Monday Lunch

\$5000



### Private Meeting Room

\$5000



### Monday Reception

\$7500

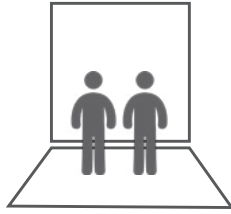


### Tuesday Banquet

\$15000

# Participation Options

## Exhibit Space



\$5795

## Additional Exhibitor



Member	Non-Member
\$715	\$895

## Technology Workshops



\$1395

## Commercial Posters



\$125

## Meeting Registration



Member	Non-Member
\$1595	\$1995

## Annual Membership



\$195 per person

# Exhibits

“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.”

## Your exhibit includes

A 10’ wide x 8’ deep space for your pop-up display with one 6’ draped table, two chairs, one wastebasket, and pipe and drape behind and, when displayed on the floor plan, on the sides of your exhibit.



Two exhibit-only registrations



One 110 V AC  
20 Amp electrical outlet



Wi-Fi



## Plus

- 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

## 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



## 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.

## 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 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.

# Meeting Venue

The Spring Meeting and the Waterside Conference 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 Amtrak and 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



## Drayage Information



**Exhibits Inc.** 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.



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.

# Sponsorship Benefits 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 <b>attending a maximum of 6 meeting presentations</b> . 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. <b>The workshop presenter must be registered to attend the meeting.</b>

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.*



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