

2018

EXHIBIT AND SPONSORSHIP OPPORTUNITIES



PROMOTIONAL OPPORTUNITIES: CONFERENCES AND EVENTS

A multimedia approach is essential to developing relationships with potential clients and remaining competitive in today's marketplace. Maximize your exposure and show your support for ISPE and our members through visibility and support opportunities suited to your marketing strategy. Whether you are looking to engage the C-suite or tap into the future of our industry – students and young professionals – ISPE can connect you with the members and event attendees you want to reach. Our promotional opportunities have been crafted to bring you value and connect your brand with global leaders in the pharmaceutical and biotechnology manufacturing industries.

While the offerings are extensive, if you don't see an option that suits your needs, please let us know. We are happy to explore other opportunities and customize a sponsorship package for your company.

Our Attendees

ISPE events attract attendees from around the globe who are involved in all facets of the pharmaceutical manufacturing lifecycle.

Our events offer a wide range of industry- and career-advancing opportunities. Network and problem-solve with top pharmaceutical and biopharmaceutical industry figures, learn about important industry topics, meet with suppliers, and share best practices with colleagues.

A Representation of ISPE Member Company Type



56%
are decision makers

75%
are managers with
1 in 4 being C-level
Executives

40%
have 5+ years
experience

Sample of pharma companies attending our events

AstraZeneca

Biogen

Bristol-Myers Squibb

Eli Lilly & Co.

GlaxoSmithKline

Johnson & Johnson

Merck

Novartis

Novo Nordisk

Pfizer

Roche

Sanofi

Shire

Siemens

Who these companies are sending

Senior Vice President

Principal Engineer

Executive Director

Senior Director

Director

Vice President

Senior Manager

Validation Manager

Top industry segments exhibiting at ISPE events

Architecture/Engineering/Construction

Clean Room Equipment and Supplies

Consulting Services (Commissioning, QA Support)

Facility Engineering

Maintenance

Information Technology

Instruments and Controls

Pharmaceutical Related Software

Processing Machinery & Equipment

Processing and Manufacturing

Process Systems, Controls & Automation

Validation Support

EXHIBIT PACKAGES

- Complimentary exhibitor badges (fee applies for additional exhibitor badges)
- Company listing in the printed exhibitor directory portion of the event guide (deadlines apply) when event guides are available
- Complimentary listing in ISPE's online searchable exhibitor directory
- Attendance at opening keynote session, as well as welcome reception, lunch, and networking breaks

Annual Meeting & Expo

PACKAGES

Standard	\$3,000*/\$3,200
Premium	\$3,300*/\$3,500
Premium Spotlight	\$3,750*/\$3,950
10' x 10' Booth	\$4,500*/\$4,700
Booth Spotlight	\$4,950*/\$5,150
Larger Booths	\$4,500* per 100 net square foot/\$4,700 per 100 net square foot

Europe Annual Conference

PACKAGES

Standard	€1,550*/€1,750
Premium	€1,800*/€2,000
9 sqm Booth	€3,350*/€3,600

*Early Bird Pricing

Flagship Conferences

PACKAGES

Standard	\$1,850*/\$2,050
Premium	\$2,150*/\$2,350
Premium Spotlight	\$2,350*/\$2,550
10' x 10' Booth	\$2,950*/\$3,200
Booth Spotlight	\$3,200*/\$3,450

North American Targeted Conferences

PACKAGES

Standard	\$1,350*/\$1,550
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European Targeted Conferences

PACKAGES

Standard	€1,200*/€1,400
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ISPE CONFERENCES

ISPE Facilities of the Future Conference

TARGETED EVENT

20-22 February 2018
Bethesda, MD

www.ISPE.org/FOF18

Aseptic Conference

FLAGSHIP CONFERENCE

6-7 March 2018
Reston, VA

www.ISPE.org/Aseptic18

Europe Annual Conference

19-21 March 2018
Rome, Italy

www.ISPE.org/CEAC

ISPE Quality Manufacturing Conference/ Continuous Manufacturing Conference

FLAGSHIP CONFERENCE

4-7 June 2018
Arlington, VA

www.ISPE.org/Qman18

www.ISPE.org/CM18

Europe Biotechnology Conference

EUROPEAN TARGETED CONFERENCE

20-21 September 2018
Lyon, France

www.ISPE.org/EU18

ISPE India Conference

15-17 October 2018
Mumbai, India

Annual Meeting & Expo

4-7 November 2018
Philadelphia, PA

www.ISPE.org/AM18

Biopharmaceutical Manufacturing Conference

FLAGSHIP CONFERENCE

3-5 December 2018



ONSITE PROMOTIONAL OPPORTUNITIES

All sponsorships include:

- Recognition on conference website sponsor scroll
- Company logo displayed on conference sponsor sign
- Official conference sponsor graphic provided for promotional use
- Full-Page “Thank You” shared acknowledgment ad in the related conference issue of *Pharmaceutical Engineering*® magazine
- Sponsor ribbons for exhibiting staff conference badges

Annual Meeting

Sponsorship Opportunities

5K Charity Walk/Run	\$5,250 (Exclusive)
Aisle Signs	Call for Pricing
Conference Badges	\$4,600 (Exclusive)
Exhibit Hall Giveaway	\$2,500 (Limit twelve)
Hotel Key Card	Call for Pricing
Lanyards	\$8,000 (Exclusive)
Leadership Reception	\$4,000 (limit 2) or \$7,500 (Exclusive)
Lunch	\$2,500 (Limit three)
Membership & Awards Breakfast	\$2,250 (Limit four)
Mobile App	Call for Pricing
Mobile Charging Station	\$4,500
Networking Breaks	\$3,500 (Limit four)
Tote Bags	\$15,000 (Exclusive)
Tuesday Night Party	\$5,000 (Limit three)
Tuesday Night Party Prize	\$1,250 (Limit four)
Tuesday Night Party Photo Booth	Call for Pricing
Welcome Reception	\$4,750 (Limit two)
WiFi	Call for Pricing

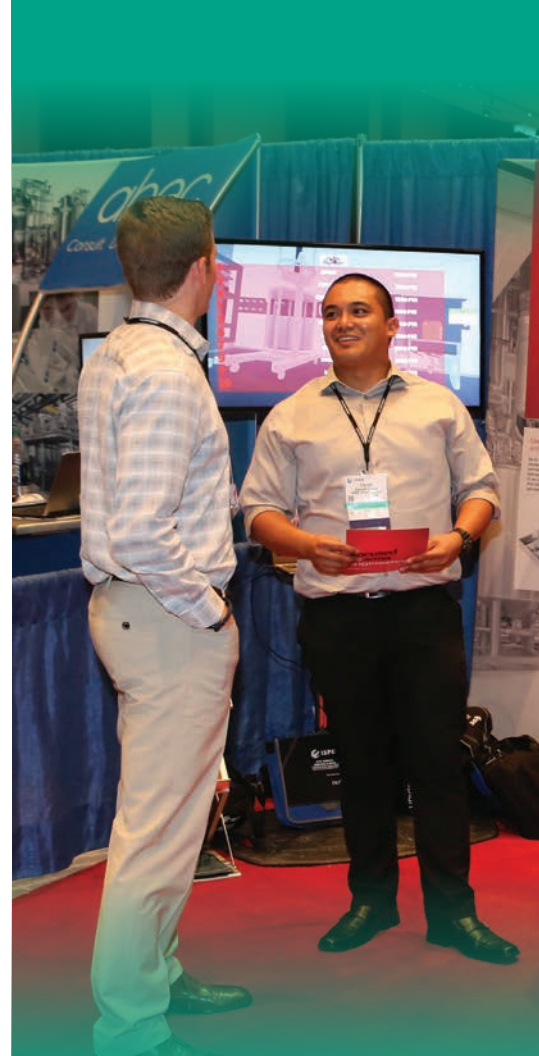
Additional Onsite Promotional Opportunities

Hotel In-Room Promotion or Amenity	Call for Pricing
Hotel Room Door Drop	Call for Pricing
Tote Bag Insert	\$2,700 (Limit five)

Additional Electronic Promotional Opportunities

Daily E-newsletters	\$5,500 (Exclusive)
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Sponsorship includes a banner ad in four emails, sent to all Annual Meeting attendees each day, featuring daily highlights of the conference. Average open rates in 2017 were 39%.



Reach multiple audiences with your brand through sponsorships that are available at all ISPE 2018 conferences.

According to a study conducted by the Center for Exhibition Research, sponsorships can increase booth traffic by 104%—which could lead to more leads and sales.

ONSITE PROMOTIONAL OPPORTUNITIES

North American Flagship Conferences

Sponsorship Opportunities

Conference Badges	\$2,400 (Exclusive)
Exhibit Hall Giveaway	\$1,600 (Limit three)
Lanyards	\$3,250 (Exclusive)
Lunch	\$2,000 (Limit two)
Mobile App	\$3,500 (Exclusive)
Networking Breaks	\$2,000 (Limit two)
Tote Bags	\$3,250 (Exclusive)
Welcome Reception	\$3,200 (Exclusive)
WiFi	Call for Pricing (Exclusive)

Additional Onsite Promotional Opportunities

Tote Bag Insert	\$1,750 (Limit three)
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North American Targeted Conferences

Sponsorship Opportunities

Conference Badges	\$2,100 (Exclusive)
Lunch	\$1,000 (Limit two)
Lanyards	\$3,000 (Exclusive)
Networking Breaks	\$1,000 (Limit two)
Tote Bags	\$2,750 (Exclusive)
Welcome Reception	\$2,500 (Exclusive)
WiFi	Call for Pricing (Exclusive)

ONSITE PROMOTIONAL OPPORTUNITIES

Europe Annual Meeting

Sponsorship Opportunities

Conference Badges	€3,500 (Exclusive)
Exhibit Hall Giveaway	€1,700 (Limit three)
Lanyards	€3,200 (Exclusive)
Lunch	€1,800 (Limit two)
Mobile App	€3,700 (Exclusive)
Networking Breaks	€1,800 (Limit two)
Networking Dinner	Call for Pricing
Tote Bags	€3,750 (Exclusive)
WiFi	Call for Pricing (Exclusive)

Additional Onsite Promotional Opportunities

Tote Bag Insert	€1,725 (Limit three)
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Europe Targeted Conferences

Sponsorship Opportunities

Conference Badges	€1,100 (Exclusive)
Networking Dinner	Call for Pricing (Limit two)
Tote Bags	€2,750 (Exclusive)
WiFi	Call for Pricing (Exclusive)

Additional Onsite Promotional Opportunities

Tote Bag Insert	€500 (Limit three)
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We offer opportunities to fit any budget and welcome the opportunity to tailor a package to your company's marketing needs. Contact us today to discuss your options or to reserve a sponsorship.



TOP-TIER SPONSORSHIP OPPORTUNITIES

ISPE | HOST SPONSOR \$16,500 Includes Premium Table Top and recognition at three ISPE Conferences of sponsor's choice

ISPE | GOLD SPONSOR \$12,500 Includes Premium Table Top and recognition at two ISPE Conferences of sponsor's choice

ISPE | SILVER SPONSOR \$9,500 Includes Premium Table Top and recognition at ISPE Annual Meeting & Expo

OR

\$8,500 Includes Premium Table Top and recognition at ISPE Flagship Conference of sponsor's choice

Sponsor recognition (logo and sponsorship level) in pre-event, on-site and post-event marketing promotions including:	Host	Gold	Silver: Annual Meeting	Silver: Flagship
Company logo displayed on conference sponsor sign (deadlines apply)	●	●	●	●
Company logo on Sponsor Thank-You page in conference on-site event guide (deadlines apply) and when event guides are available	●	●	●	●
Company logo on ISPE digital communication prior to event	Logo	Logo	Logo	Logo
Logo with URL link to sponsor website featured on event website sponsor scroll	●	●	●	●
"Thank you" shared acknowledgment ad in the related conference issue of <i>Pharmaceutical Engineering</i> magazine	●	●	●	●
Sponsor ribbons for exhibiting staff conference badge	●	●	●	●
Two complimentary admission tickets to Tuesday night party at Annual Meeting (if sponsoring Annual Meeting)	●	●	●	
Use of sponsor literature table in ISPE registration/welcome area	●	●	●	●
Full-page advertisement in conference event guide (deadlines apply) and when event guides are available	●			
Half-page advertisement in conference event guide (deadlines apply) and when event guides are available		●		
Two additional complimentary exhibitor badges for sponsored conferences	●	●		

EVENT ADVERTISING

Promotional Brochures and Event Guides

Annual Meeting & Expo

	BROCHURE	EVENT GUIDE
Full-page	\$3,500	\$2,500
Half-page	\$1,750	\$1,500
Page 3 Full-page	\$4,000	\$3,000
Inside back cover	\$4,000	\$3,000
Centerspread	\$4,000 each page or \$7,000 for the spread	\$3,000 each page or \$5,000 for the spread

Aseptic and Quality Manufacturing

	EVENT GUIDE
Full-page	\$1,500
Half-page	\$1,000
Page 3 Full-page	\$2,000
Inside back cover	\$2,000
Centerspread	\$2,000 each page or \$3,500 for the spread

Europe Annual Conference

	BROCHURE	EVENT GUIDE
Full-page	€1,825	€1,375
Half-page	€1,375	€925
Page 3 Full-page	€2,275	€1,825
Inside back cover	€2,275	€1,825
Centerspread	€2,275 each page or €3,875 for the spread	€1,825 each page or €3,185 for the spread



Get your message and brand in front of ISPE members and industry stakeholders by placing an ad in the Conference Brochures or the Event Guides.



FOYA AWARDS SPONSORSHIP OPPORTUNITIES

ISPE is offering a unique opportunity for you to connect with prominent industry leaders in technological innovation for pharmaceutical and biotechnology facility design, construction, and operations by sponsoring the prestigious FOYA Awards.

FOYA Awards Sustaining Sponsor – \$17,500 (Limit 2)

Full Page Ad in Pharmaceutical Engineering FOYA Supplement and in the FOYA Awards Banquet printed program

Logo recognition on walk-in slides at the FOYA Awards Banquet at the Awards Breakfast at the ISPE Annual Meeting and Expo

Spoken recognition on stage at the FOYA Awards Banquet and the Awards Breakfast at the ISPE Annual Meeting and Expo

“Thank You” signage for Sponsors at both the FOYA Awards Banquet and the Awards Breakfast at the ISPE Annual Meeting and Expo

Logo recognition card on tables at the FOYA Awards Banquet

1 table of 8 for sponsor’s representatives and guests at the FOYA Awards Banquet

Logo recognition on “Thank You” ad in on-site program for FOYA Awards Banquet

Logo recognition on ISPE.org through December 31, 2018

Logo recognition on 2018-FOYA-specific email blasts

FOYA Awards Supporting Sponsor – \$10,000 (Limit 3)

Logo recognition on walk-in slides at the FOYA Awards Banquet at the Awards Breakfast at the ISPE Annual Meeting and Expo

Spoken recognition on stage at the FOYA Awards Banquet and the Awards Breakfast at the ISPE Annual Meeting and Expo

“Thank You” signage for Sponsors at both the FOYA Awards Banquet and the Awards Breakfast at the ISPE Annual Meeting and Expo

Logo recognition card on tables at the FOYA Awards Banquet

Logo recognition on “Thank You” ad in on-site program for the FOYA Awards Banquet

Logo recognition on 2018-FOYA-specific email blasts

Four seats at the FOYA Awards Banquet

Cocktail Reception Sponsor - \$7,500 (Exclusive)

Logo recognition as the sponsor on a sign at each bar at the FOYA Awards Banquet

Logo on each cup and napkin given at each bar at the FOYA Awards Banquet

Logo recognition on walk-in slides at the FOYA Awards Banquet

Spoken recognition on stage at the FOYA Awards Banquet

Logo recognition on “Thank You” ad in on-site program for the FOYA Awards Banquet

Two seats at the FOYA Awards Banquet

TRAINING

Classroom Training

Since 1998, we have been developing high quality, globally-vetted, topic-specific, in-depth skill development and knowledge. Our courses are regarded by manufacturing professionals and regulators worldwide as the go-to resource for expert-knowledge.

Courses

Have measurable learning objectives and provide an in-depth understanding of “how” and “why,” use lecture, group exercises, case studies, and ISPE’s Guidance documents, provide tangible “take-aways” for immediate application on the job, and include the practical, “real world” information from instructors who work in the industry and face the same daily challenges you do.

Onsite Training

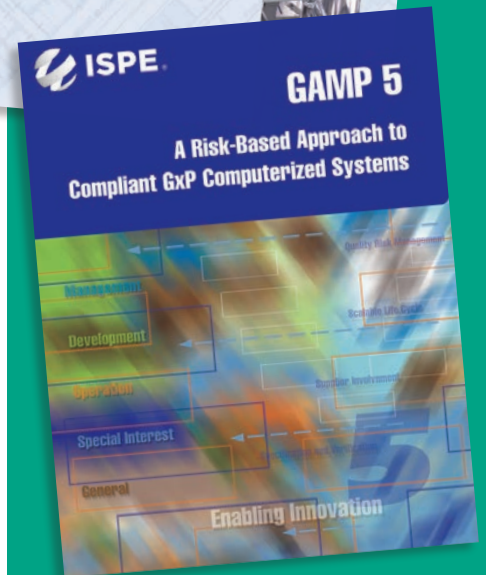
A well-trained staff is critical to meeting cGMP regulations and can also be the difference between successful operations and regulatory violations.

Cost-effective and Convenient

ISPE can help you prevent performance lapses and stretch your training budget by bringing our courses to your location.

Customizable

We can create dynamic instructional courses where your employees will have the opportunity to apply best practices and seek practical solutions to their specific work-based challenges.



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