The 2018 ISPE Annual Meeting & Expo is the premier global professional event of its kind. This event features dozens of interactive education sessions focused on the most significant trends in the pharmaceutical engineering field. The conference provides opportunities for professional networking and showcases innovative industry products.

**Attendees Will**

- Discover new ideas and solutions to complex pharma and bio pharma manufacturing challenges
- Gain pharma industry support for individual professional and company initiatives
- Network with all levels of the industry – from the C-suite to engineers to regulators
- Access unique opportunities tailored specifically for early career engineering professionals

**Attendees Represent the Following Businesses**

- 29% Pharmaceutical/Biotech Manufacturer (Non-CMO)
- 25% Engineering/Architecture/Construction
- 23% Service Provider
- 10% Equipment/Material Supplier
- 4% Educational or Government
- 3% CROs/Clinical Materials/Investigational Products
- 2% Contract Manufacturer
- 2% Generics/Nutraceuticals Manufacturers
- 1% API/Excipient Supplier/Distributor
- 1% Medical Devices/Diagnostic Manufacturer

**Who Attends**

- 1,776 Total Attendees
- 31 Countries Represented
- 19% International Attendees
- 46 US States Represented Plus DC and Puerto Rico

**Countries with Largest Attendance**
US, UK, Japan, and Canada

**States with Largest Attendance**
Pennsylvania, North Carolina, and Georgia

*2016 Annual Meeting Stats*
We continue to exhibit at the ISPE Annual Meeting because it helps us understand what our clients are looking for and the best way to meet their needs.

—Andre Zdunczyk, Sales Manager Bausch + Stroebel Machine Company, Inc.

About ISPE

ISPE’s Core Members are pharmaceutical professionals who use expert knowledge to create high-quality, cost-effective GMP solutions.

ISPE is committed to delivering technical and operational solutions to support our Members across the global pharmaceutical and biopharmaceutical industry in the manufacture of quality medicines for patients.

To discuss your marketing needs, please contact:

Alisa Pachella, Account Manager
+1-813-739-2274
apachella@ispe.org

or

Christy Troiano, Senior Director, Sales, Exhibits, and Sponsorships
+1-301-364-9212
ctroiano@ispe.org
Why Exhibit

Reach a Global Audience. ISPE events attract influential leaders in the pharmaceutical and biopharmaceutical industry from around the globe who are involved in all facets of the pharmaceutical manufacturing lifecycle. Attendees of ISPE conferences come to share insight into new initiatives and share knowledge in the pharmaceutical and biopharmaceutical industry.

The 2018 ISPE Annual Meeting & Expo is an excellent platform to showcase your products and services to key industry decision makers. Our exhibit packages and promotional opportunities have been crafted to deliver value and connect your brand with global leaders in the industry.

Product and Services Our Attendees Want

Attendees visit the Annual Meeting Expo to gain insight into a vast array of products and services relevant to the pharmaceutical and biopharmaceutical industry.

- Analytical Equipment and Services
- Architecture/Engineering Construction
- Biotech Systems
- Business Services
- Clean Room Equipment and Supplies
- Clinical Supplies
- Consulting Services
- Containment Equipment
- Contract Manufacturing
- Contract Packaging
- Contract Research
- Contract Services
- Controls and Automation-Related Products
- Facility Design
- Facility Engineering and Maintenance
- Government/Non-Profit
- Human Resources
- HVAC Systems/Technologies
- Information Technology/IT Support
- Instruments and Controls
- Integrated Solutions
- Labeling, Coding, and Marking
- Laboratory Instrumentation Supplies
- Manufacturing Software
- Medical Device and Design Equipment
- Packaging Machinery
- Packaging Materials and Components
- PAT and Single-Use Technologies
- Pharmaceutical Related Software
- Process Systems, Controls, and Automation
- Processing and Manufacturing
- Processing Machinery and Equipment
- Quality Control, and Quality Assurance (QA/QC)
- RFID
- Risk Management/Knowledge Management
- Systems Integration
- Validation Services and Support
- Warehousing, Distribution, and Logistics
- Water Systems/Products
Anticipated Equipment/Services Purchases in Next 12 Months

- 20% US$1–US$250,000
- 21% US$250,000–US$1M
- 22% US$1M–US$5M
- 8% US$5M–US$10M
- 29% US$10M +

Attendee Buying Power

- 41% Attendees Directly Involved in Their Companies’ Purchases of US$100,000 or More
- 21% Attendees Directly Involved in Their Companies’ Purchases of US$1 Million +

Purchasing Roles

- 29% Influence Purchasing Decisions
- 34% Recommend to Decision Maker
- 16% Investigate New Products/Technologies/Services
- 75% Purchase Decision Maker

Attendee Buying Power

- 21% Influence Purchasing Decisions
- 29% Recommend to Decision Maker
- 16% Investigate New Products/Technologies/Services
- 75% Purchase Decision Maker
Exhibit Packages

Standard Package:
$3,000* | $3,200
- One 6' x 2' skirted table with chair and one-line identification sign
- Two complimentary exhibitor badges (fee applies for additional exhibit badges)
- Company listing on ISPE Annual Meeting & Expo mobile app, and in the printed exhibitor directory portion of the event guide (deadlines apply)
- Complimentary listing in ISPE’s online searchable exhibitor directory
- Two complimentary guest passes for expo hall admission
- Welcome reception, lunch, and networking breaks held in expo hall

Premium Package:
$3,300* | $3,500
All items listed for standard package, plus:
- Priority choice of table selection (based on registration date; subject to availability)
- Enhanced listing in exhibitor directory featuring:
  - Company logo and outline border
  - Link to company website in online version

Supplier Spotlight Package:
$3,750* | $3,950
All items listed for premium package, plus:
- 5-minute (max) unmanned, self-running presentation with audio to play on plasma inside the expo hall during networking breaks

Supplier Spotlight Booth Package:
$4,950* | $5,150
All items listed for 10’ x 10’ booth package, plus:
- 5-minute (max) unmanned, self-running presentation with audio to play on plasma inside the expo hall during networking breaks

Larger Booth:
$45/Net Square Foot* | $47/Net Square Foot
- Inlines (10’ wide) include all items listed for standard and premium packages, plus pipe and drape – 7’ high across back and 3’ side walls
- Islands (20’ wide) sold as raw space – exhibitors responsible for carpet and furnishings; one-line ID sign included; island spaces receive one additional complimentary exhibitor badge for each additional 100 net square feet (20’ x 20’ would receive 6 exhibitor badges) up to a maximum of 10 complimentary exhibitor badges

10’ x 10’ Booth Package:
$4,500* | $4,700
All items listed for standard and premium packages, plus:
- Pipe and drape – 7’ high across back and 3’ side walls
- One additional complimentary exhibitor badge

*Indicates Early Bird Rate

EARLY BIRD DEADLINE
13 July 2018

Watson-Marlow Fluid Technology Group continues to exhibit at the ISPE Annual Meeting because this conference provides a unique platform for us to showcase our fluid path technologies and solutions to pharmaceutical industry professionals.

—Russell Merritt, Marketing Manager
Watson-Marlow Fluid Technology Group
Branding and Sponsorship Opportunities

- 5K Charity Walk/Run
- Conference Badges
- Expo Hall Giveaway
- Hotel Key Card
- Lanyards
- Leadership Reception
- Lunch
- Membership and Awards Breakfast
- Mobile App
- Mobile Charging Station
- Networking Breaks
- Tote Bag Insert
- Tote Bags
- Tuesday Night Party
- Tuesday Night Party Photo Booth
- Tuesday Night Party Prize
- Welcome Reception
- WiFi

95% of Attendees Spent Time in the Expo

- 34% greater than 4 hours
- 20% 3–4 hours
- 33% 1–2 hours
- 13% less than 1 hour

“Highly educated speakers covering current subjects in an exceedingly professional manner and participants from all over the world make the ISPE Annual Meeting an important networking platform.”

—Mevluet Yilmaz, Sales Director Pharma – North America OPTIMA Pharma