

Benefits of BioPartner Programme Membership

What is BPP?

The BioPartner Programme (BPP) is a package of cost savings and benefits for UK Life Sciences companies doing business at international partnering events. Membership is available to all UK based companies at any stage of their internationalisation process.

Who is BioPartner UK?

BioPartner is an independent trade organisation, founded by experienced UK life science SME execs and funded by membership fees and projects. It provides practical support through cost savings via network alliances, bulk purchasing, information and advice, as well as government-accredited management of Tradeshow Access Programme support.

BioPartner's main objective is to promote UK expertise overseas, and to support small companies embarking on global partnerships to do so as cheaply and easily as possible. Please check our website (www.biopartner.co.uk/events.php) before registering for conferences to make sure you pay as little as possible! If there's an event you'd like to attend that isn't listed, we'd be glad to approach the organisers to offer a media partnership and request a discount for UK delegates.

We offer higher level discounts to members of our alliance partners, for selected events. And they offer our members (usually 10%) discounts for their key events. (BIA, Bionow, MediWales, OBN, One Nucleus, and PLG). Each organisation has its own package of benefits, including our own BioPartner programme.

What is the cost?

BioPartnership Programme membership is £450+VAT per company per year

Who benefits?

Those directly engaged in UK Life Science business including R&D and Contract Research companies, Academic Institutes, and related Service Providers; particularly staff in *Sales & Marketing, Finance/Accounts, and Business Development* can all benefit from our bulk purchasing power, networking experience and joined-up approach.

Where can I find out more?

Read on for a more detailed breakdown

Go to www.biopartner.co.uk/partnership.php for the list of benefits

See our comparison table at <http://biopartner.co.uk/memberbens.php>

What do you gain?

- Discounted entry fees for supported international partnering conferences per year (see www.biopartner.co.uk/events.php)
- Discounted hotel accommodation (selected conferences) and exhibition freighting
- Company exposure as part of the UK presence at key conferences
- A central source of planning and logistics for the major European biopartnering conferences
- Year-round and on-site support that empowers your delegates to hit the ground running

The following benefits are available to all UK based companies attending BIO-Europe and Bio-Europe Spring conferences when they join the UK delegation (£450+VAT fee applies). Members receive an additional €100 discount per delegate on their entry fees, a £50 reduction on the delegation management fee, and can take advantage of the early bird rate whilst paying nothing until 6 weeks before the event.

- Department for International Trade TAP grants to offset the cost of attending
- Promotion on the UK Exhibition Stand, and in our online and hard copy directory
- Use of the UK Stand as a base and for informal meetings
- Increased visibility as part of the UK Group, networking with other delegates
- Pre-paid hotel booking near the venue, usually at a heavily discounted rate
- Welcome briefing the evening before the conference, with international guests
- Back-up: airport transit, battery charging, disaster recovery

BioPartner.co.uk is registered at 5 Spencer Close, Bicester, Oxon, OX26 2FA : company number 5551277

Trading address: 16 Old Queen St, Westminster, London SW1H 9HP, UK

Leave a message at: +44(0)20 7193 7815

info@biopartner.co.uk - www.biopartner.co.uk

Conference fee discounts:

You can attend selected Alliance events with a discount (see <http://www.biopartner.co.uk/events.php>)
Currently, our members are eligible for **discounts of 10% to 25%** on conferences in Sept 2019: NLSDays, RESI Boston, BioPharm America, Bionow Precision Medicine Conference, Drug Delivery & Formulation, Sachs Forum, European Business Development Conference. For BIO Convention in the summer of 2020, we expect to offer tickets at **\$600 off**.

Savings:

You can save money through our preferred suppliers: 15% off APH hotels and airport parking and loyalty discounts thereafter, stay in Club Quarters Hotels at set rates, receive financial help with Athena, research assistance with Arcinova, and OFX will provide preferential foreign exchange rates with no fees on corporate and personal transactions. More information, booking URLs and codes are available when you login at our homepage: <http://www.biopartner.co.uk>

Grants:

BioPartner is the only Government accredited Trade Challenge Partner for biopharma in the UK, processing Dept for International Trade (DIT) TAP grants (Tradeshaw Access Programme) to offset costs of attending conferences. Grants are usually available for Biotech Showcase & RESI, BIO Convention, Bio-Europe (Nov), and we can direct you to other sources of assistance when available for other conferences. Please note grants and delegation places are not limited to members, but we will preferentially offer cancelled places and late opportunities to members.

Contacts:

For regional support, please contact us for your local Department for International Trade representative's details. For advice about setting up overseas, ask us for contacts in your preferred country or region and see <http://www.biopartner.co.uk/export.php>

Services:

Our main business is organising delegations to overseas conferences (£350 per member company for promotion and use of the UK stand) and brokering discounts for UK companies. We also facilitate networking between our members and provide advice to support their internationalisation. If any of the following extra services are of interest, please ask:

- Display business cards and/or literature at BIO-Europe Spring, Biospain, BIO-Europe whether attending or not £50/£100. NB This is already included if you join the UK delegation.
- Companies that have little time to plan - tell us which events you are keen to attend at the beginning of the year, and we will manage your registrations to ensure early bird rates and presentation opportunities are not lost.
- Busy Business Development Managers can take advantage of our partnering expertise by using BioPartnerMatch - we will scour online partnering sites to identify potential meeting partners and if required 'warm them up' for you (initial target list matching costs £250).
- Advertising is available in our quarterly newsletter, and on the inner covers of the printed UK directory distributed at the conferences we attend (£150).

Promotion:

We promote your business by adding your news items to our website, and we create a community with our LinkedIn group, Twitter feed and quarterly update. Your profile appears in our member directory: <http://members.biopartner.co.uk> and your dedicated newspaper linked at <http://www.biopartner.co.uk/news.php>
Our logo is available for your use if you wish: <http://www.biopartner.co.uk/images/biopmember.jpg>

Informally we are able to extend early bird deadlines for selected events, reserve hotel rooms in our block bookings, offer 30 day credit terms, and assist in unique situations (see case studies). When we receive special offers, or cancellations for hotel rooms and TAP grants (subject to timing), who do we offer them to?
Our members of course!

Case studies:

1. With just 6 days to go until the start of JPM week in San Francisco, one of our member companies needed to cancel their participation. Having pre-paid 2 non-refundable rooms at the Hilton San Francisco Union Square they faced a loss of \$6200. We sent out a 'Stop-Press' email to Biotech Showcase attendees and resold the rooms, saving them \$3100 and providing discounted accommodation for the latecomers.

The company was later acquired by an overseas pharma company and so good news from them, but not so much for us because we lost them as members.

2. One of our start-up members realised that funding for his new company was going to come in just too late for the earlybird rate and they'd need to apply for a TAP grant before they were all allocated. With 30 day terms on his invoices, and the reassurance of cancellation without penalty if the grant didn't come through, there was nothing to pay until the funding round was settled. That new membership cost was covered and an additional £700 in the bank!

3. "Help, I've missed the earlybird deadline and I really wanted to present at this event!" Because the registration came through within a week of the earlybird deadline and there were still a couple of slots left, we were able to apply the cheapest rate and make a special request to the organisers to accept the company to present.

4. Very rarely, during our weekly news sweeps we see that a member company's website has an error or has gone down. Undoubtedly, they'd notice eventually, but by letting them know straight away we minimise the downtime for them.

5. One of our members asked to be introduced to others that had experience of applying for the Queens Award; we were happy to introduce him to three people. Based on their advice, he decided to hold back and focus on growing the business further for a while longer.

6. Knowing our members and their objectives, we alert them if we think they may have forgotten to register for an important event, or if they haven't selected the options we'd expect them to, like hotel reservation or TAP grant. Where we can, we'll change delegate names and upgrade requirements with the minimum of fuss, saving them time as well as money!

Member benefits

Benefits	Public	UK-based R&D/CRO/TTO	Govt Agency/Service	Preferred supplier
Cost	FREE	£450 + VAT	£450 + VAT	£750 + VAT
www.biopartner.co.uk - news, events, opportunities	✓	✓	✓	✓
share sector strategy and feedback to DIT, OLS, BIA etc.	✓	✓	✓	✓
Access to grants and export support	✓	✓	✓	✓
DISCOUNTS to attend selected partner events	✓	✓	✓	✓
Higher DISCOUNTS + more selected partner events		✓	✓	✓
Company profile in online members' directory		✓	✓	✓
Business card exchange: selected events		✓	✓	✓
Hotel booking: selected events		✓	✓	✓
Preferred suppliers' offers + savings		✓	✓	✓
Extended deadlines, reduced admin		✓	✓	✓
Members newsletter, selected mailouts		✓	✓	✓
Free promotion of press releases online + your own news page		✓	✓	✓
BioPartner Online: easy event registration		✓	✓	✓
BioPartner online: your own area				✓
Logo on website and event banners				✓
Exclusivity in a defined service area				✓
Free Advertising, promote special offers				✓
Logo and text in weekly ebulletins				✓

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