EUROPE BIOBANK WEEK 2020

17 – 20 November
Virtual Conference

SPONSORSHIP OPPORTUNITIES

BIOBANKING FOR GLOBAL CHALLENGES

WWW.EUROPEBIOBANKWEEK.EU
Europe Biobank Week 2020 will take place from 17-20 November in a virtual format for the first time. Europe Biobank Week is the largest European conference on biobanking which will give you the chance to be on the forefront of latest challenges of biobanking. Over 700 professionals (biotechnology, pharmaceutical, biobank associations, scientific institutes, hospitals, etc., patients and government representatives will exchange and gather insights. This event offers four impactful days of influential keynote, dynamic discussions and virtual networking opportunities, as well as showcase of technological advancements and product innovations. Whether your goal is to demonstrate your expertise or your products, differentiate yourself from the competition, engage with your target audience, increase brand awareness or simply boost your annual sales, you cannot afford to miss out on connecting with this targeted community.

01 CONFERECE HIGHLIGHTS

02 ATTENDEES PROFILE AND PAST EXHIBITORS/SPONSORS

03 SPONSORSHIP OPPORTUNITIES AND PACKAGES

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CONFERENCE HIGHLIGHTS

100% Virtual Conference

VIRTUAL MATCHMAKING powered by AI for sponsors & delegates

VIRTUAL NETWORKING opportunities

3 TOPIC:
- Human Health - medicine on the move
- Making it happen - solutions, regulations and licenses to operate biobanks.
- Environmental - the health of our globe.

22 Sessions

PRE-CONFERENCE & INDUSTRY Workshops

More than 60 SPEAKERS

E-POSTER gallery
ATTENDEES PROFILE

Country of origin

- Austria 9%
- Belgium 3%
- Denmark 3%
- Finland 4%
- France 4%
- Germany 27%
- Norway 4%
- Netherlands 5%
- Italy 6%
- Sweden 5%
- Spain 2%
- Poland 3%
- Switzerland 5%
- United Kingdom 5%
- United States 2%
- Others 14%

Job title

Type of affiliation

Please describe the structure of your organisation
<table>
<thead>
<tr>
<th>Past Sponsors</th>
<th>Sponsors</th>
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<th>Sponsors</th>
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<tbody>
<tr>
<td>BROOKS LIFE SCIENCES</td>
<td>SYSMEX</td>
<td>MODUL-BIO/AIRLIQUIDE (CRYOPAL)</td>
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<td>SOFT COMPUTER</td>
<td>TEDI TECHNISCHE DIENSTE GMBH</td>
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<td>NNC-LIN</td>
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<td>CRYO PRODUCTS BV</td>
<td>BRUKER</td>
<td>CONSARCTIC</td>
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<td>BLUECHIP</td>
<td>CRYO BIO GERMANY</td>
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<td>CRYOTHERM</td>
<td>CLOUD LIMS</td>
<td>GREINER BIO-ONE</td>
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<td>HAMILTON STORAGE</td>
<td>LABVANTAGE</td>
<td>LICONIC</td>
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<td>LVL TECHNOLOGIES</td>
<td>MICRONIC</td>
<td>OMEGA BIOTEK</td>
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<td>LAB BIOTECH</td>
<td>PERKIN ELMER</td>
<td>SIAD HEALTHCARE</td>
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<td>TTP LABTECH</td>
<td>WORTHINGTON INDUSTRIES</td>
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<td>ZIATH</td>
<td>FLUIDIgm CORPORATION</td>
<td>CELLBOX</td>
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<td>BBMRI.DE GERMAN BIOBANK NODE</td>
<td>BIOBANK SWEDEN</td>
<td>SWISS BIOBANKING PLATFORM</td>
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<tr>
<td>KWKW</td>
<td>BBMRI.AT, BBMRI.IT &amp; BBMRI.CY</td>
<td>BBMRI.BE</td>
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<td>BBMRI.UK</td>
<td>BBMRI.PL</td>
<td>CHART INDUSTRIES</td>
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<td>IRELEC ALCEN</td>
<td>GENENPOINT</td>
<td>SCIENTIST</td>
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<td>SAMPLISION</td>
<td>GENOHM</td>
<td>KAIROS GMBH</td>
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<td>BD LIFE SCIENCES</td>
<td>CLST CRYO LIFE SCIENCE</td>
<td>INFORMELEON LIFESCIENCE</td>
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VIRTUAL DISPLAY

**Virtual Sponsor’s Page | Price: 2.000 €**

A dedicated page to your company in a virtual environment to convey your message by using digital solutions.

By default, this option includes the following:
- 1 commercial video
- Your company’s description
- Your company’s social media links
- Your company’s logo on the main partners page
- Your company’s logo on the opening slide
- Your products list on your dedicated page
- Access to networking/matchmaking
- Chat box
- Scheduling assistant
- Possibility to video call with the participants

**Add-on Option**

**Products List**

**Price: 200 €**

Be presented by one or multiple products of yours under the products list tab which will be on the main page of the event. With this option, attendees will be able to get in contact with you and your company by just searching for the relevant product line.

*P.S: Only purchasable by the Virtual Sponsor’s Page companies.*

**Industry Display in the e-Poster Gallery | Price: 300 €**

Dedicated advertising poster showcasing your product or research in the e-Posters platform. Interact with the audience on your poster page (Q&A box option). Advertising posters will be displayed together with the scientific posters for greater sponsors’ visibility.
Conference e-Poster Gallery Sponsorship | Price: 3.500 €

Be the unique sponsor of this content-driven hub. You will be the overarching sponsor for the e-Posters platform.

This option includes:
- A “Supported by...” automatic message to all poster submitters
- Your company logo on the e-Posters gallery
- Your company logo on the e-Posters submission page

SPEAKING OPTIONS/NETWORKING

Pre-Recorded Snapshot | Price: 1.000 €

2 minutes speaking slot in your chosen pre-recorded scientific webinar. Engage industry experts with your thoughts, business propositions, and expertise on industry developments. We encourage all our partners to be as creative as possible to attract the attention of our attendees.

P.S: Topics are available on a first-come, first-served basis. Keynote and Opening sessions are excluded from the option. The recording should be provided by a sponsor.

Live Snapshot | Price: 2.500 €

2 minutes speaking slot in your chosen live scientific webinar. Engage industry experts with your thoughts, business propositions, and expertise on industry developments. We encourage all our partners to be as creative as possible to attract the attention of our attendees.

P.S: Topics are available on a first-come, first-served basis. Keynote and Opening sessions are excluded from the option.
**Industry workshop | Price: 3.500 €**

Organize your 45 minutes company online workshop or training session in a private channel. During this session, you are entitled to give a product demo or present your best practices.

This option includes:
- Marketing of the tutorial on the conference website
- Sponsors can interact with registered attendees
- Attendees can ask questions
- Sponsor can publish polls

*P.S. Industry Workshop must take place in the dedicated time decided by the EBW20 organizers.*

**Pre-conference Interview | Price: 1500 €**

A pre-recorded interview with a representative of your company.
This will be published on the conference website prior to the virtual event.

*P.S: Interview topics should be coordinated with the EBW 2020 conference organizers and the video must be recorded and provided by the sponsor.*

**BRANDING OPPORTUNITIES**

**Banner on the Website (Main Page) | Price: 1.250 €**

Your company banner on the main page of the virtual event platform.

*P.S: Your banner will be on rotation with other partners who purchase this option.*
*The banner should be provided by the sponsor. Format: Width: 1080 x 1920 PNG or JPEG.*
SPONSORSHIP OPPORTUNITIES AND PACKAGES

DIGITAL SOLUTIONS

Post-Show Report 1 Page | Price: 1500 €

Your company advertisement (1 Page) in the post-show report. It is a wrap for the virtual edition which will be live within one month after the virtual conference. This option will contain all important information regarding the event – Ideal for getting your message across to the whole community.

Social Media Promotion | Price: 1.250 €

Use EBW 2020 social media channels as a tool to get up-to-speed on all the main digital marketing opportunities.

Be seen in one of the following platforms:
- Facebook
- Twitter
- LinkedIn

P.S: This option only includes one promotion on a single channel of your choice.

Post-Show Report ½ Page | Price: 750 €

Your company advertisement (½ Page) in the post-show report. It is a wrap for the virtual edition which will be live within one month after the virtual conference. This option will contain all important information regarding the event – Ideal for getting your message across to the whole community.

Dedicated E-blast | Price: 1.250 €

Your HTML email sent to EBW 2020 database before the event.

Banner in E-blast | Price: 700 €

A hyperlinked banner in an email to the EBW 2020 database before the event.

Retargeting Advertising | Price: 750 €

Place your advert across popular websites and social media channels browsed by visitors interested in products like yours. Your advertisement will be targeted to specific countries or worldwide and each targeted professional will be shown your advert between 2 to 20 times.

Podcast | Price: 1.500 €

Podcast option is built around an outline we create with you to cover your marketing goals and your company agenda. You can use the same highly technical, conversational format our audience enjoys while discussing your company and product. This option entails a 30 minutes podcast which will be published on the conference website.

P.S: Podcast topics should be coordinated with the EBW 2020 conference organizers and the podcast must be recorded and provided by the sponsor.
BECOME A “BIOBANK PARTNER” IN 4 STEPS

How It Works

**Step 1:** See the best match of opportunities from the listed sponsorship items

**Step 2:** Identify your sponsorship category (Platinum Package, Gold Package, Silver Package)

**Step 3:** Invest the credits that you are entitled with your sponsorship package into the opportunities that match your company agenda

**Step 4:** Secure your Virtual Sponsor’s Page position for further visibility

<table>
<thead>
<tr>
<th><strong>ADDITIONAL BENEFITS</strong></th>
<th><strong>PLATINUM Package</strong> 12.500€+</th>
<th><strong>GOLD Package</strong> 10.500€+</th>
<th><strong>SILVER Package</strong> 7.500€+</th>
</tr>
</thead>
<tbody>
<tr>
<td>Recognition</td>
<td>As a Platinum Sponsor</td>
<td>As a Gold Sponsor</td>
<td>As a Silver Sponsor</td>
</tr>
<tr>
<td>Company Logo on the Opening Session</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
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<tr>
<td>Banner on the event website</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
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<tr>
<td>Credit amount to be spent on the preferred items</td>
<td>12.500€</td>
<td>10.500€</td>
<td>7.500€</td>
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SPONSORSHIP OPPORTUNITIES AND PACKAGES

THE PLATINUM PACKAGE:

- Recognition as a Platinum Sponsor
- Your company logo will be displayed on a dedicated page of the event website ensuring direct visibility to each visitor
- Recognition on sponsor appreciation slide to maximize your visibility
- A credit worth 12,500 Euros to invest in the opportunities listed in the sponsorship portfolio

THE GOLD PACKAGE:

- Recognition as a Gold Sponsor
- Your company logo will be displayed on a dedicated page of the event website ensuring direct visibility to each visitor
- Recognition on sponsor appreciation slide to maximize your visibility
- A credit worth 10,500 Euros to invest in the opportunities listed in the sponsorship portfolio

THE SILVER PACKAGE:

- Recognition as a Silver Sponsor
- Your company logo will be displayed on a dedicated page of the event website ensuring direct visibility to each visitor
- Recognition on sponsor appreciation slide to maximize your visibility

A credit worth 7,500 Euros to invest in the opportunities listed in the sponsorship portfolio
BOOKING FORM

Please return a scan of this completed form to: ebw2020@mci-group.com

COMPANY DETAILS

<table>
<thead>
<tr>
<th>Contact name</th>
<th>Telephone</th>
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<tbody>
<tr>
<td>Position</td>
<td>Mobile</td>
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<tr>
<td>Company</td>
<td>Email</td>
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<tr>
<td>Address</td>
<td>Fax</td>
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<tr>
<td>Zip code/City</td>
<td>Member:</td>
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<tr>
<td>Country:</td>
<td>ESBB</td>
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SPONSORSHIP OPPORTUNITIES

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<th>VIRTUAL DISPLAY</th>
<th>SPEAKING OPTIONS/NETWORKING</th>
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<td>Products List</td>
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<tr>
<td>Live Snapshot</td>
<td>1.000</td>
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<td>Industry Display in the e-poster</td>
<td>Industry Workshop</td>
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<td>Gallery</td>
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<td>Conference e-Poster Gallery Sponsorship</td>
<td>Pre-Conference Interview</td>
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<td>Sponsorship</td>
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BRANDING OPPORTUNITIES

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<td>Podcast</td>
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<td>Poster Awards</td>
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<td>Social Media Promotion</td>
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<td>Innovation Award</td>
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<tr>
<td>Dedicated E-blast</td>
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</table>

SPONSORSHIP PACKAGES

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<th>GOLD Package</th>
<th>SILVER Package</th>
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<td>12.500€</td>
<td>10.500€</td>
<td>7.500€</td>
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</table>
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**METHOD OF PAYMENT**

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<tr>
<th>Bank Transfer</th>
<th>Credit Card Payment</th>
<th>Visa</th>
<th>Mastercard</th>
<th>AMEX</th>
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Credit card number: 

Expiry date: / 

CVS Security Code*: 

*Visa/MasterCard: final 3 digits on the reverse side of card

Total amount due (with credit card processing fee):

Name of card holder:

Authorised signature:

All credit card transactions will incur an additional 2.5% credit card processing fee. This fee will be applied to the total amount payable. Upon receipt of your booking form, MCI Benelux SA will send you an invoice for a 100% payment equivalent to the value of your reservation. Payment of the invoice before the start of the event is a prerequisite condition for the Sponsor’s participation to the conference.

**CONFIRMATION**

In order to ensure a smooth operational process, I accept that my data might be shared with MCI suppliers and partners. By signing the booking form, I have read and accepted the below terms and conditions and the cancellation policy, including the GDPR information. This booking is legally binding. All mentioned rates exclude VAT.

Date: 

Name: 

Signature and Company Stamp:
1. Definitions

“EBW” shall mean the Virtual Conference, the Europe Biobank Week, which will take place 17-20 November 2020 online.

“Organizer” shall mean ESBB and BBMRI-ERIC in collaboration with MCI. “Exhibitor or Sponsor” shall mean any person, firm or organization allocated a virtual space by the Organizers in the above-said conference, or with a confirmed sponsorship as outlined in this document.

2. Application for participation and acceptance

All applications for participation shall be made on the prescribed booking form. The application shall be submitted to the Organizer. Upon receipt of the invoice, the exhibitor or sponsor will promptly transfer the required deposit equivalent to 100% of the total charges and sponsor package. The submission of the application form shall be deemed to be confirmation of participation and full acceptance of the Terms & Conditions as stated herein. The application shall become a valid contract upon the Organizer accepting the application. The application and confirmation of its receipt do not constitute grounds for any claim to approval, or to any specific location of virtual sponsor page.

3. Creation of virtual sponsor page

The individual design and content of the virtual sponsor page or other sponsor items (banners, ads, video recordings, poster displays, podcasts, etc.), if otherwise not specified in the offer, is the concern of each individual Exhibitor/Sponsor. All the above items shall, however, be subjected to the guidelines set by the Organizer.

4. Terms of payment

a) 100% of total packages and items sponsored.
b) The invoice shall be paid within 30 days after the issue date of the invoice.
c) For other additional services, payments must be made in full, in advance, when placing orders for services.
d) Payment by the stipulated date is a prerequisite condition for the Exhibitor’s/Sponsor’s participation in the virtual conference. 
e) In the event of default of payment by the stipulated date in (a), the Exhibitor’s or sponsor’s application shall be deemed to be cancelled and 50% forfeited as penalty fees more than 3 months prior the event and 100% within 3 months prior the event, and (b), the Organizer shall reserve the right to claim all payment due from the defaulting Exhibitor or Sponsor. The Exhibitor or Sponsor shall not be entitled to any form of compensation whatsoever, whether for loss of profits or otherwise.

5. Withdrawals

The Exhibitor/Sponsor will not be permitted to withdraw from, cancel, alter or reduce in any way their booking of the conference. However, the Organizer may consider special cases and in their sole discretion grant partial refunds according to how many months/weeks prior to the start of the conference that the proposed withdrawal or charge is made known to the Organizer in writing. Months prior to start of conference cancellation fee:
a) More than 4 months 50%
b) Within 4 months 100%

6. Liability and Insurance

The Exhibitor shall indemnify and hold the Organizer, its directors, trustees, officers, employees, agents and representations harmless with respect to all costs, claims, liabilities, losses, demands, proceedings and expenses to which the Organizer, its directors, trustees, offices, employees, agents and representations may in any way be subject (including but not limited to members of the public, the staff of the local authorities, or the Organizer of Exhibitors’ staff, agents or contractors) caused as a result of any act of omission of the Exhibitor, sponsor, representatives, employees, agents, contractors or invitees. If the Organizer so demands, the Exhibitor shall provide proof to the Organizer that the Exhibitor/Sponsor has adequate insurance coverage. The Organizer shall not in any event be held responsible for any loss or damages whatsoever including loss of profits suffered by the Exhibitor/Sponsor as a result of the failure of any service normally provided at the conference, for the cancellation or part-time opening of the virtual conference either as a whole or in part, or for amendments or alterations to all or any of the Terms & Conditions © caused by any circumstance not within their control.

7. Compliance with laws

Exhibitors shall comply with all the rules, regulations and laws imposed or laid down or prescribed in the future by the government, public authorities and owners or managers of the virtual conference platform for all purposes concerned with the implementation of these regulations, of the regulations and stipulations laid down or prescribed in the future by the Organizer by virtue thereof, and of all other contracts relating to the conference the Exhibitor/Sponsor shall be deemed to be domiciled at the office of the Organizer in Brussels. Without prejudice to the powers of the parties to enter into a general or limited arbitration agreement, all disputes arising from the Organizer’s/Sponsor’s participation, from the enforcement of these regulations, or from any other contracts relating to the conference, including the Terms & Conditions © stated herein, or by virtue of regulations or stipulations laid down or prescribed by the Organizer, shall be governed and construed accordingly and the Exhibitor hereby submits to the nonexclusive jurisdiction of the courts. Where disputes arise concerning interpretation, the English text of these Terms & Conditions © shall be deemed to be final.

8. Supplementary clauses

Whenever necessary to ensure the smooth management of the conference, the Organizer shall have the right to issue Supplementary regulations and instructions in addition to those in the Terms & Conditions ©. All such additional written instructions form a part of the Terms & Conditions © and are binding on all Exhibitors/Sponsors.

9. Infringement of Terms & Conditions ©

The infringement of the above-mentioned Terms & Conditions ©, and any other future rules and regulations determined by the Organizer, will result in the exclusion of the Exhibitor/Sponsor from the conference, and the Exhibitor/Sponsor shall have no right to claim compensation or demand refund on any payments already processed, losses or expenses, nor shall the Exhibitor/Sponsor be released from their contractual obligation to pay.

10. Unforeseen Occurrences

In the event of any occurrence not foreseen in these Terms & Conditions ©, the decision of the Organizer shall be final.

11. GDPR

The following privacy statements are applied:
https://esbb.org/Privacy_Statement.aspx
https://www.bbmri-eric.eu/privacy-notice/
https://esbb.org/Privacy_Statement.aspx