



ELRIG 2023 EVENTS BROCHURE

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The European Laboratory Research & Innovation Group (ELRIG) is a leading European not-for-profit organization that exists to provide outstanding scientific content to the life science community. The foundation of the organisation is based on the use and application of automation, robotics and instrumentation in life science laboratories, but over time, we have evolved to respond to the needs of biopharma by developing scientific programmes that focus on cutting-edge research areas that have the potential to revolutionize drug discovery.

Comprising a global community of over 12,000 life science professionals, participating in our events, whether it be at one of our scientific conferences, forums or networking

meetings, will enable any of our community to exchange information, within disciplines and across academic and biopharmaceutical organisations, on an open access basis, as all our events are free-of-charge to attend!

In 2023 we are planning a fully face-to-face series of events, comprising of 5 conferences, 6 forums and 2 networkings, all of which will have sponsorship opportunities available.

Each event is supported by a comprehensive marketing campaign, that will reach our entire 12,000 audience and our events always sell out, so it is worth pre-booking early to ensure your company maximises its awareness opportunities.

OUR VALUES

Our values are to always ensure the highest **quality of content** and that content will be made readily **accessible to all**, and that we will always be an **inclusive** organisation, serving a **diverse scientific network**. In addition, ELRIG will always be a **volunteer led** organisation, run by and for **the life sciences community**, on a **not-for-profit** basis.

OUR PURPOSE

ELRIG is a company whose purpose is to bring the life science and **drug discovery** communities together to **learn, share, connect, innovate** and **collaborate**, on an **open access** basis. We achieve this through the provision of world class conferences, networking events, webinars and digital content.

STRATEGIC PILLARS



EVENTS

Deliver UK leading events, showcasing cutting edge science and technology, that are accessible to all.



EQUALITY, DIVERSITY & INCLUSIVITY

Promote inclusivity, engagement and collaboration, in our diverse community.



PRESENCE & AWARENESS

Expand and enhance our digital presence.



SUSTAINABILITY

Drive an open and transparent organisation, with a focus on delivery excellence and financial sustainability.

2023 EVENT PLAN

In 2023 ELRIG will produce 3 types of events:

Conferences: These events are landmarks in the researcher's calendar, with content about important topics relevant to the drug discovery process. They tend to be 2 days in length, with at least 15 speakers and an exhibition that is run in parallel, attracting around 300 delegates over the 2 days. ELRIG's flagship conference is Drug Discovery, which is held every autumn and attracts over 1500 delegates to listen to 90 talks, as well as to visit over 120 booths in the exhibition.

Forums: These events are designed to widen our audience by taking place in different geographies and lower the barrier for attendance as they are local and/or with non-mainstream content. Normally 1 day in length with 4 speakers and small table-top exhibition. Forums create an informal atmosphere to meet around 100 delegates.

Networkings: Intended to widen our audience in key geographies, they are short with 2 speakers only, held in the evenings will attract only 40 delegates, and create a intimate environment, conducive to 1:1 networking.

2023 CONFERENCES

CRISPR IN DRUG DISCOVERY 2023

The Kings Centre, Oxford
February 7th - 8th

RESEARCH & INNOVATION 2023: ACCELERATING FUTURE DRUG DISCOVERY

Hinxton, Cambridge
March 29th - 30th

THE ELRIG THERAPEUTIC OLIGO AND THE EUROPEAN CHEMICAL BIOLOGY CONFERENCE 2023

AstraZeneca, Gothenburg
May 9th - 11th

DRUG DISCOVERY 2023

ACC Liverpool
October 18th - 19th

HIGH CONTENT IMAGING AND FLOW CYTOMETRY IN DRUG DISCOVERY 2023

GSK, Stevenage
November 21st - 22nd

2023 FORUMS

LABEL-FREE MASS SPECTROMETRY ASSAYS FOR EARLY DRUG DISCOVERY

The Netherlands
January 25th

SUSTAINABILITY PRACTICES IN DRUG DISCOVERY RESEARCH

Oxford
April 19th

THE SCOTTISH RESEARCH AND DRUG DEVELOPMENT FORUM

Scotland
April 27th

DISCOVERY TECHNOLOGIES 2023: COMPLEX MEDICINES FORUM

Alderley Park
June 22nd

ADVANCEMENTS IN CELL & GENE THERAPY: NEW THERAPEUTIC HORIZONS

Basel
September 21st

FRENCH DRUG DISCOVERY FORUM

France
December 6th

2023 NETWORKING EVENTS

CAMBRIDGE

May 23rd

LONDON

June 29th

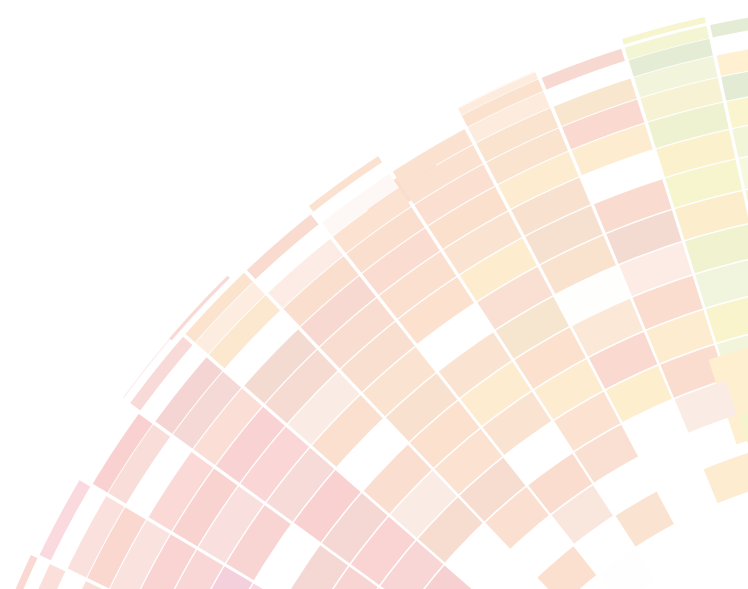
WHY SPONSOR AN ELRIG EVENT?

1. There are no membership charges to be part of ELRIG and all events are free to attend, which means the pharma and biotech community support sending their teams to ELRIG meetings, so sponsors meet valuable customers.
2. Our scientific content is world-class and cutting edge, attracting engaged delegates, who want to learn about your products and services.
3. Our scientific content is focused on the technologies and the science of drug discovery, which needs cutting edge products and services to support it.
4. Most of our events are held in venues that are easy for researchers to get to. In some cases, they are even held within pharmaceutical companies where they are open to the whole site, not just registered delegates.
5. Our Exhibitions are integral to the event and not an add-on that is a 'necessary evil'.
6. Our exhibition booth prices are all inclusive, so there are no surprise or hidden charges.
7. The ELRIG team understands the needs of the vendor community because the community is consulted during its strategic planning, resulting in events and sponsorship opportunities that are relevant to exhibitors.
8. ELRIG events have extensive networking time scheduled into the programme, to maximise your customer interaction time.
9. All segments of the ELRIG community are present at meetings, from Early Career Professionals to Senior Leaders, meaning exhibitors can make deals happen.

WHO IS THE ELRIG COMMUNITY?

The ELRIG community is measured as 12,000 names (distinct email addresses) in our database. Of these names we know that

- 70% work in the life-science industry (biotech, CRO or pharma), 20% in academia and the remainder in roles that support the life sciences.
- A third of the community defines itself as an Early Career Professional.
- 20% are budget holders.
- By research area, 50% are drug discovery, 15% basic research, 10% contract research and 6% research tools.
- Geographically 75% of the community is based in the UK, 13% in Europe and 3% in the USA.
- 50% of our community is female and 35% non-white.
- We have over 3000 LinkedIn followers and almost 1300 followers on Twitter and website that has over 300,000 yearly unique page views.



SPONSORSHIP OPPORTUNITIES

There are distinctive sponsorship opportunities at all ELRIG events, from traditional booths to modern-day digital presence on our website and social media feeds. Uniquely ELRIG encourages exhibitors to purchase talk time, within the main podium programme, to maximise their presence at a meeting, but you may only purchase talk time if you have purchased a booth.

Sponsorship Benefit	Standard Booth	Technology Spotlight Partner	Industry Insider Partner	Conference Partner
Table-top booth (shell- scheme in Drug Discovery mtg)	✓	✓	✓	✓
GDPR consented registration & attendee email list, pre & post event	✓	✓	✓	✓
Lead capture app	✓	✓	✓	✓
2 Full meeting passes (additional passes will be charged)	✓	✓	✓	4
Electricity	✓	✓	✓	✓
Furniture (1.8m x 1m table + 2 chairs)	✓	✓	✓	✓
Carpeting	✓	✓	✓	✓
Company listing in event website, programme and app	✓	✓	✓	✓
Delivery of materials from loading bay to booth (must be booked with ELRIG's logistic company)	✓	✓	✓	✓
Fascia board displaying company name if applicable	✓	✓	✓	✓
50-word company overview with hyperlink within registration software	✓	✓	✓	✓
Lunch & Refreshments	✓	✓	✓	✓
Booth stop sign		✓	✓	✓
1 x 5-minute product presentation to a track		✓		
1 x 15-minute product presentation to a track			✓	
1 x 30-minute scientific presentation to a track				✓
2 invitations to Chair's Reception or Speakers Dinner (if applicable)				✓
Vlog interview with ELRIG's preferred LinkedIn Vlogger				✓
Photos by event photographer				✓

ELRIG 2023 Conferences	Standard Booth	Technology Spotlight Partner	Industry Insider Partner	Conference Partner
CRISPR in Drug Discovery 2023 (30 booths only)	£3,700	£4,450	£5,950	£12,000
Research & Innovation 2023 (28 booths only)	£3,700	£4,450	£5,950	£12,000
ELRIG's Therapeutic Oligos & EUCB (34 booths only)	£4,200	£4,950	£6,450	£12,000
Drug Discovery 2023 (120 booths only)	£4,700	£5,450	£6,950	£12,000
High Content Imaging and Flow Cytometry in Drug Discovery 2023 (24 booths only)	£3,700	£4,450	£5,950	£12,000

ELRIG 2023 Forums (5 booths only at each Forum)	Price
Tabletop booth only	£1,000
Tabletop booth and 5-minute technology spotlight presentation	£1,500
Tabletop booth and 20-minute technology spotlight presentation	POA

All prices are in GBP and exclusive of VAT

ELRIG 2023 Networkings (1 sponsor per event by invite only)	Price
Differing sponsorship opportunities including a 20-minute talk	£4,000

Technology Spotlight Partner: The most effective way of driving traffic to your booth, at minimal increase in cost, is by upgrading your booth with a 5-minute technology spotlight presentation. The presentation is part of the published programme, takes place on the podium to the entire audience and is meant to be a short advertisement of a specific product or service, that will drive traffic to your booth.

Industry Insider Partner: This novel booth package, includes a 15-minute podium talk within the main programme, which is designed to position you as an industry influencer, at a value price. The length of time of the talk will allow you to introduce your company, a specific product or service offering and 1 limited case study to reinforce your message. It is strongly recommended that the talk topic is aligned to the main theme of the programme.

Conference Partner: This is an opportunity for you to present your latest news, technology, or product update to the entire audience of an ELRIG event, in a time slot that is equivalent to a speaker talk. Because the slot is a significant part of the programme, it is essential that the content is aligned to the track theme and not overtly commercial. It is highly recommended that the talk is pitched as a technical as possible in nature, explaining the science behind the innovation, the need for the innovation and especially examples of its applications. The more novel the innovation and application, the more engagement the speaker will get. Of course, the presentation may end with a pointer towards product availability and the vendor's booth.

ADDITIONAL SPONSORSHIP OPPORTUNITIES

Sponsorship Item	Price From
Annual package	POA
Chair's Reception at Drug Discovery	POA
Coffee per day	POA
Flyers on chairs (Chair-drop)	POA
Lanyards	POA
Logo/banner in ELRIG app for 1 month*	POA
Logo/banner on ELRIG website for 1 month*	POA
Lunch per day	POA
Networking/drinks reception at conference	POA
Pop-up stands at registration	POA
Sponsorship of a scientific track	POA
Sponsorship of keynote speaker	POA
Wi-Fi at venue	POA
Workshop per hour	POA

All prices are in GBP and exclusive of VAT

**Can only be purchased as additional items to an exhibition package*

DISCOUNTS

Exhibiting at all events ensures that not only will you have access to our entire community, but we will apply discounts to the additional booths you purchase. The following discount scheme applies:

Exhibit at:	1 Booth	2 Booth	3 Booth	4 Booth	5+ Booth
Discount on standard booth price:	0%	5%	8%	10%	12%

Terms & Conditions

- Discounts apply to additional standard booths only.
- Discounts only applied to standard booth price not the package price.
- Discounts detailed above are only available on multiple booths booked together.
- Additional booths booked separately will receive a 5% discount.

JOIN ELRIG AT WORLD CONGRESS PHARMACOLOGY 2023



ELRIG and the British Pharmacology Society (BPS) have the same mission to provide the best science content to the drug discovery community whether they work in industry or academia, and in 2023 ELRIG will exhibit at World Congress Pharmacology 2023 (WCP2023), which is being hosted by the BPS on the 2nd to 7th July in Glasgow. WCP2023 expects over 3,000 global delegates to attend, the majority of whom will be pharmacologists from both industry and academia. ELRIG will be there to attract life science industrialists as well as to promote our own events. Join us by taking a booth and a speaking slot, so you can raise awareness of your offering to an entirely new audience.

Booth cost - £5,310 + VAT and Includes:

- 9sqm exhibition shell scheme
- Three complimentary exhibitor passes
- Carpet, power, lighting, table and two chairs
- Fascia board displaying company name
- Listing online, in-app and onsite with 50-word company overview with hyperlink
- Inclusion in a pre-event e-shot with other exhibitors

Space only option cost - £550 + VAT per sqm and includes:

- One complimentary exhibitor passes per 3sqm
- Listing online, in-app and onsite with 50-word company overview with hyperlink
- Inclusion in a pre-event e-shot with other exhibitors

Innovation Theatre Slots (only available as an add on to a booth):

- 30-minute slots, these are priced at £1,000 + VAT
- 15-minute slot these are priced at £500 + VAT

The innovation theatre is located on the exhibition floor and has capacity for an audience of up to 250 and includes basic AV.

