

NEW

**EXHIBITOR AND
NON-EXHIBITOR
PACKAGES!**

SEE PAGE 19



November 3–6, 2019 FULL CONFERENCE

November 4–6, 2019 EXPOSITION

San Antonio, Texas

Henry B. Gonzalez Convention Center

**Advancing Pharmaceutical Sciences,
Careers, and Community**

www.aapspharmsci360.org

#PHARMSCI360

**EXHIBITOR & SPONSOR
PROSPECTUS**



Walter Marlowe, MBA, CAE
AAPS Executive Director

Dear Exhibiting Partner,

Thank you for utilizing AAPS PharmSci 360 to advance your scientific, marketing, and business development goals. On behalf of the AAPS Board of Directors and the hundreds of volunteers who participated in the 2019 program's development, I want to personally THANK YOU for being a part of AAPS PharmSci 360!

Over the past year, the AAPS Business Development Team and I have conducted extensive conversations with partners like you to better understand your needs. We feel we have built offerings that are quite exciting, and trust you will take some time to consider them. I want to specifically call your attention to a new key offering that we feel you will find of great value.

During our conversations with our partners over the past year, it was clear that many want an enhanced opportunity to engage with the AAPS audience through means that could complement a traditional 'booth'.

We are excited to share with you the addition of **exhibitor and non-exhibitor packages** in this prospectus. These new opportunities are a strategic option for those organizations that wish to have more interaction with our attendees to advance their organization's work in Thought Leadership, Lead Generation, Branding, and Recruitment. No matter what your business goals are, we are confident that AAPS' established or new packages can meet your needs.

In addition to these unique exhibitor and non-exhibitor offerings, we also have **new recording opportunities** for you. With our partners at *Pharmaceutical Technology*, you now have an opportunity to capture your Partner Presentations for future marketing. To learn more about recordings, see pages 23–25 in this prospectus.

It is clear that scientific content being produced by your organization holds just as much value to PharmsSci 360 attendees as any other program area. Please consider AAPS your programming home. I encourage you to take the time and explore this prospectus and consider the many options available to you. If you don't see what you are looking for or want to build a more customized package that meets your unique needs, please call [Alex Skeete at NTP Events](#) immediately. If you would like to learn more about how your organization can engage with AAPS on a year-round basis, please contact [Erik Burns](#) or [Kate Hawley](#) on our Business Development Team.

We look forward to seeing you in San Antonio in November!

Thank you,



Walter Marlowe, MBA, CAE
AAPS Executive Director

ABOUT AAPS

AAPS (American Association of Pharmaceutical Scientists) is a professional, scientific organization of approximately 7,500 members employed in academia, industry, government, and other research institutes worldwide. Founded in 1986, AAPS advances the capacity of pharmaceutical scientists to develop products and therapies that improve global health.

In 2018, AAPS introduced PharmSci 360, which immediately became the world's premier gathering of pharmaceutical scientists, with 6,000 attendees representing every aspect of the drug design, development, and delivery process.

NEW
IN 2019!

AAPS is partnering with NTP Events, the recognized leader in the B2B trade show and event space, to strengthen our service to partners. NTP's experienced team is available for all your exhibitor and sponsorship needs.

Exhibit and Sponsorship Sales

ALEX SKEETE, Account Executive
+1.703.706.8224 | SalesAAPS@ntpevents.com

AAPS Business Development Team

To learn more about how AAPS can support your year-round business objectives, please contact:

ERIK BURNS, Director of Corporate Engagement
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PROGRAM OVERVIEW



**NEW EXHIBITOR AND
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PharmSci 360 combines all the energy of a large scientific conference with the intimacy of a small niche meeting.

It features five tracks split equally between chemical and biomolecular drug programming. These 10 sub-tracks encompass many areas making the biggest headlines today. Attendees can focus on one track for a “small meeting” experience, or move across tracks to get a multi-discipline perspective.



PharmSci360 Tracks



**PRECLINICAL
DEVELOPMENT**



BIOANALYTICS



**CLINICAL
PHARMACOLOGY**



**MANUFACTURING
AND BIOPROCESSING**



**FORMULATION
AND QUALITY**

These tracks cover broad areas and span an enormous amount of information that no one meeting can cover. Instead, PharmSci 360 brings focus by featuring daily themes that provide scientific depth on select topics that matter most to scientists. View the [2019 Scientific Track Daily Themes](#) and descriptions.

In addition, two E2E (end-to-end) topics are offered—one biomolecular and one chemical—which provide a high-level understanding of the topic as it relates to each scientific track.

View the [2019 End-to-End Topics](#) and descriptions.

[Learn more about the program.](#)

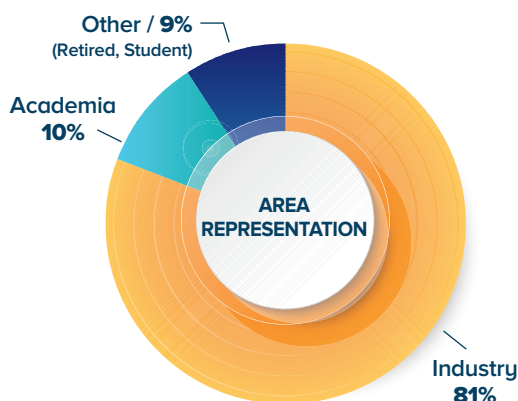
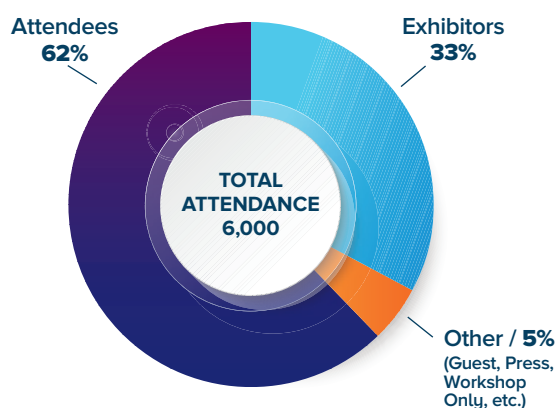
WHO ATTENDS PharmSci 360?

AAPS is first and foremost an organization of pharmaceutical scientists working in every stage of the drug design, development, and delivery process. The target audience for PharmSci 360 education sessions includes pharmaceutical scientists who are **mid- to high-level managers and executives in industry, government, and academic settings**, and who are actively focused on the latest tools, technologies, strategies, and techniques that can immediately impact their research and advance their work.

2018 DEMOGRAPHIC OVERVIEW

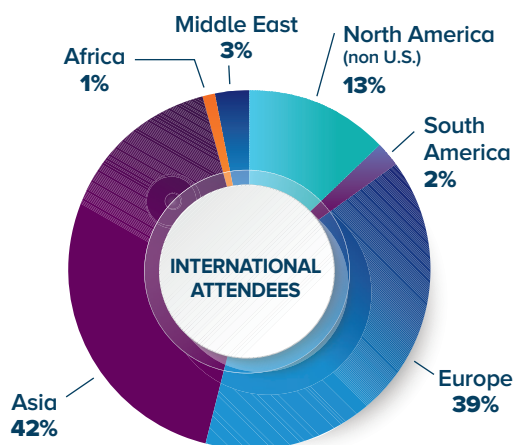
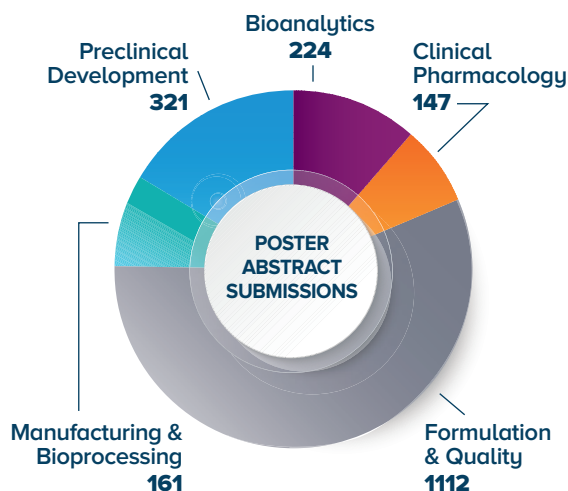
Attendees at 2018 PharmSci 360 rated it a **7.8 on a 10-point** scale. They indicated they will be back and will recommend the meeting to their colleagues!

HERE ARE SOME ADDITIONAL STATISTICS FROM LAST YEAR'S MEETING:



79%
US ATTENDEES

21%
INTERNATIONAL ATTENDEES



TOP INTERNATIONAL COUNTRIES REPRESENTED

Republic of Korea	163
Canada	155
Japan	154
United Kingdom	141
Germany	78
India	65
China	56

Preclinical Development

Bioanalytics

Clinical Pharmacology

Manufacturing and Bioprocessing

Formulation and Quality

Other



16%



13%



11%



8%



44%



8%


ATTENDEES' SELF-REPORTED AREAS OF INTEREST

EXHIBITING OPPORTUNITIES AND BENEFITS

Solution Center Features

The [Solution Center](#) offers **5 NEIGHBORHOODS** mirroring the scientific program tracks, plus a **GENERAL NEIGHBORHOOD** for exhibiting partners who have expertise in multiple areas.

The Solution Center features:

- **Interactive Show Floor:** Showcase your latest products and services to thousands of attendees who are involved in everything from preclinical through development and manufacturing.
- **12+ Poster Forums:** These defined, intimate conversation spaces present posters related to a different topic every hour. Visit a forum to see the latest research and talk casually with authors.
- **NEW! Tech Challenge:** Participate in a peer competition for the best presentation of new and innovative technologies through an application-based case study.
 
- **NEW! Software Lab:** Host a user group meeting or demonstration focused on your proprietary software.
 
- **NEW! Startup Pavilion:** Connect with startup companies who bring innovative technologies and the latest products and services to the pharma industry.
 
- **Partner Presentations:** Present your organization as a thought leader in a particular field in either a morning or early afternoon session.
- **Rapid Fire Sessions:** Each day, from 3 pm–5pm, AAPS offers dozens of 10-minute Rapid Fire sessions in classrooms located in the Solution Center.
- **Career Development Center:** Meet with top talent who are seeking a career change, and participate in professional development activities such as the Career Classroom, LinkedIn Bar, and Résumé Review.

SOLUTION CENTER HOURS

Monday, Nov. 4	8:30 am–5:00 pm
Tuesday, Nov. 5	8:30 am–5:00 pm
Wednesday, Nov. 6	8:30 am–1:30 pm

NON-COMPETE HOURS
DAILY: 11:00 am–1:30 pm

QUICK LINKS

[Why You Should Exhibit at
2019 PharmSci 360](#)

[Live Floorplan](#)

[Apply for Space](#)

Exhibiting Opportunities and Benefits

Space

- Choose a booth location in the neighborhood that aligns with your expertise.
- All booths 300 square feet or less will receive:
 - 8' high back wall
 - 3' high side drape
 - 7" x 44" identification sign with company name and booth number

Promotion

- Company profile in the PharmSci 360 website, mobile app, and print program
- Complimentary one-day Solution Center-only VIP guest passes for your clients/prospective clients

continued on following page

EXHIBITING OPPORTUNITIES AND BENEFITS

Complimentary Badges

Each exhibiting partner is allocated complimentary badges equal to the size of exhibit space reserved. See table below.

- **Complimentary Exhibitor Full Conference Badges:** Access to the Solution Center and scientific sessions outside the Solution Center
- **Complimentary Exhibitor Booth-Only Badges:** Access to the Solution Center only, which includes exhibits, posters, interactive education, and the Career Development Center

Both badge types allow access to the Solution Center during breakdown and setup hours (hours not open to the public).

Note: All badges exclude access to workshops, short courses, and the 5K, which can each be purchased for an additional fee.

BOOTH SIZE	Complimentary Exhibitor Full Conference Badges	Complimentary Exhibitor Booth-Only Badges
10' x 10' / 100 SF	2	2
10' x 20' / 200 SF	3	3
10' x 30' / 300 SF	4	4
20' x 20' / 400 SF	5	5
20' x 30' / 600 SF	7	7
20' x 40' / 800 SF	9	9
30' x 30' / 900 SF	10	10

NEW! Startup Pavilion

The Startup Pavilion is a dedicated area in the General Neighborhood for companies who are new market entrants. It's a place where you can showcase your innovative technologies to prospective attendees seeking the newest products and services in the pharmaceutical industry. Take your business to the next level with a turnkey, all-inclusive package which includes company graphics, carpet, electrical connectivity, and company listings in the print program, event website, and mobile app

Who Can Participate

Companies who have:

- Sought initial offerings within venture capital
- Raised less than \$12M since inception
- Fewer than 15 full-time employees

What You Get

- Kiosk with company graphics, carpet, and electric
- 1 complimentary full-conference exhibitor badge
- Complimentary Upgraded Company Profile – Print & Digital (see page 18)

Startup Company Exhibit & Promotions Package | \$1,950

Limited to 16 Startup Organizations

	EARLY Registration (On/Before Aug. 21)	ADVANCE Registration (Aug. 22 – Oct. 9)	ON-SITE Registration (On/After Oct. 10)
Complimentary Full Conference	Automatic based on booth size (see above)		
Additional Full Conference / Member	\$825	\$995	\$1,175
Additional Full Conference / Nonmember	\$1,225	\$1,395	\$1,575
Complimentary Booth Personnel	Automatic based on booth size (see above)		
Additional Booth Personnel	\$175	\$200	\$225

Pricing

- \$4,900 per 10' x 10' (100 square feet) space
- \$200 additional per corner

Payment Schedule

- Reservations made before May 1, 2019: Payment in full due May 31, 2019
- Reservations made after May 1, 2019: Full payment due within 30 days

SPONSORSHIP LEVELS AND BENEFITS

Standard Sponsor Benefits



NEW
IN 2019!

We have made changes
to the Loyalty Points Program
to reward corporate partners'
total investment.

All investments go toward total sponsorship dollars, which include exhibit space fees and all opportunities available for purchase outlined in this Prospectus.

PharmSci 360 sponsors who meet the Silver sponsorship level or higher receive the following benefits, in addition to the benefits of the specific sponsorship opportunities invested:

- Logo recognition at the meeting
- Logo recognition on slides at the Opening and Closing Plenary Sessions
- Logo recognition in the pre- and post-show editions of *AAPS Newsmagazine*, print program, event website, and mobile app
- Additional 10 loyalty points per \$1,000 in sponsorship. Loyalty points are calculated and used in scheduling space selection order for 2020 AAPS PharmSci 360

Sponsorship Benefits	 Silver (\$25,000–\$35,000)	 Gold (\$35,001–\$45,000)	 Platinum (\$45,001 and above)
Additional complimentary full conference badges	2	3	3
Discount on 1 pre-show email, post-show email, or pre-show mailing list	10% discount	20% discount	20% discount
Access to purchase a pre-show email during 1 week prior to show	✓	✓	✓
Complimentary company profile upgrade (digital and print)	✓	✓	✓
20% discount on private meeting room (Not valid on 1-day reservations)		✓	✓
2 entries to qualified company representatives for Executive Learning Track Programming & Lounge		✓	✓
Company logo on floorplan in print program			✓
Exclusive opportunity to include 1 electronic brochure in Digital Conference Bag, accessible on the homepage of the mobile app			✓
2 complimentary tickets to the invitation-only President's Reception on Monday, Nov. 4			✓
Exclusive access to complimentary, private meeting space at the Grand Hyatt headquarters hotel (first-come, first-served)			✓

SPONSORSHIP OPPORTUNITIES

Brand Recognition

PharmSci 360 Website and Mobile App | \$35,000

EXCLUSIVE SPONSORSHIP

Opening months in advance of the event, the PharmSci 360 website and mobile app are the main resources to review the program, including all scientific sessions, poster abstracts, speakers, participants, exhibiting partners, and sponsors. Sponsor recognition includes:

- Company logo on app's splash page displayed when app launches
- Company logo on program website homepage showing on all pages of site
- Sticky banner on homepage of mobile app, linked to your choice of website
- Company logo on all website and app promotions and signage

Registration Badges | \$20,000

EXCLUSIVE SPONSORSHIP

Event participants will receive and are required to wear a registration badge to access PharmSci 360 education and activities.

Deadline to order:
July 1, 2019



Hotel Key Cards | \$18,000

EXCLUSIVE SPONSORSHIP

Every attendee who checks into one of 7 hotels receives a customized, branded room key.

Deadline to order: August 15, 2019

Registration Lanyards | \$18,000

EXCLUSIVE SPONSORSHIP



Lanyards are distributed with every badge. Feature your custom logo in rotation with the PharmSci 360 logo on both sides of the lanyard.

Deadline to order: July 31, 2019

Registration Bags | \$25,000

EXCLUSIVE SPONSORSHIP



Registration bags are provided to each attendee at registration with your branding on 1 side and PharmSci 360 branding on the reverse. Option for sponsor to include up to 2 choice items in bag.

Deadline to order: July 1, 2019

NEW EXHIBITOR AND NON-EXHIBITOR PACKAGES! SEE PAGE 19

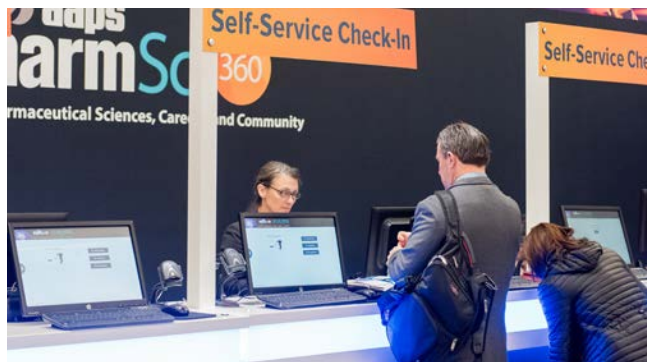
PLACE YOUR ORDER

SPONSORSHIP OPPORTUNITIES

Brand Recognition

Self-Registration Screens and Registration Confirmations | \$15,000

EXCLUSIVE SPONSORSHIP



Market your customized ad with a call-to-action in every registration confirmation (placement determined by AAPS). Every participant receives their confirmation upon registration. On-site registration screens will include your marketing message, viewable by registrants as they approach self-check-in.

Water Cooler Wraps | \$12,000

EXCLUSIVE SPONSORSHIP

With water coolers strategically placed inside the Solution Center and near all session rooms, this sponsorship ensures your brand is seen by attendees throughout the event. Sponsorship includes 15 water coolers. Placement of water coolers is at the discretion of AAPS and convention center personnel.

Wi-Fi Sponsor | \$20,000

EXCLUSIVE SPONSORSHIP

Sponsor the convention center Wi-Fi, available in all scientific meeting rooms and the Solution Center. Sponsorship includes:

- Customized splash page
- Customized password – e.g., Company345 (signifying booth number)
- Recognition in all print and digital communications announcing Wi-Fi access
- Table tent signage around meeting with your logo and Wi-Fi access information

Directional Floor Stickers |

\$3,500 for (3) 3' x 3' stickers

LIMIT: 2 companies per neighborhood

Drive traffic to your booth with directional floor stickers strategically placed in high traffic areas. Show management is responsible for final location. Price varies based on booth location and number of floor stickers desired.

Sign at Convention Center |

Same graphic on both sides: **\$2,500**

Different graphic on each side: **\$3,500**

LIMIT: 2 signs per track session area



Promote your marketing message beyond the Solution Center—highlight a new product, hosted session, or special activity on this 38" x 81" standing sign. Sign placement will be outside the Solution Center near track session rooms. Limited to 2 signs per track area. AAPS will determine exact placement of signs.

Escalator Clings, Column Wraps, and Window Clings | [Contact for pricing](#)

Bring attention to your organization with these branding opportunities. Price varies based on location and request.

Lounge Sponsor | \$10,000

Brand 2 high traffic lounge areas directly outside the Solution Center. Sponsorship includes:

- Pillows with your company logo
- Branded wall graphics
- Recognition in print and digital promotions

SCIENTIFIC THOUGHT LEADERSHIP

All scientific thought leader opportunities must adhere to the [Submission Process, Scheduling, and Deadlines](#) (page 12).

ALL SCIENTIFIC THOUGHT LEADER OPPORTUNITIES INCLUDE:

- Complimentary 1-day full conference badges for speakers leading a presentation
- Option to upgrade speaker badges to a 3-day full conference badge: \$495

NEW
IN 2019!

30-Minute Tech Challenge | \$3,000

Participate in a peer competition for the best presentation of new and innovative technologies through an application-based case study. This 20-minute presentation, followed by 10 minutes of Q&A, offers a great opportunity to choose one of your best and brightest scientists to present your latest breakthrough technologies to a focused, engaged group of prospective and current clients.

Your peers will vote for the best presentation and technology in a round-robin format. The winner will be announced to all attendees at Wednesday's Closing Plenary. The winner will receive a press release, a plaque, coverage in the *AAPS Newsmagazine* PharmSci 360 Digest, a one-page advertorial in a 2020 issue of *AAPS Newsmagazine*, and a complimentary entry to the 2020 Tech Challenge.

1-Hour Partner Presentation | \$3,500

Host a Partner Presentation to establish your organization as a thought leader in your discipline. Potential formats include case studies and panel discussions. Content must align with one of the 5 program tracks. The room includes a stage with a head table, podium, microphone, LCD projector, screen, and a combination of crescent round and theatre seating for 80 people. Additional time beyond 1 hour is available upon request.

Please see Enhanced Experiences in the next column.

- **NEW! Enhance Your Experience #1!**

Upgrade and record your presentation with [Pharmaceutical Technology](#) (page 23–25).

- **Enhance Your Experience #2!**

Add a Partner Presentation Reception | \$3,500

Sponsor a 1-hour reception following your Partner Presentation in immediate proximity to your presentation, so you can network and continue conversation. The reception space includes a mix of high-top bistro tables and seating that accommodates up to 50 people. Opportunity to provide food and beverage at an additional cost. Reception space is limited and will be awarded first-come, first-served.

- **Enhance Your Experience #3!**

Add a [Pre- or Post-Show Webinar](#) (page 17).

NEW
IN 2019!

1-Hour User Group Session in the Software Application Lab | \$3,500

Host a user group meeting with your proprietary software that aligns with one of the 5 program tracks. The lab is tech-ready so participants can bring their laptops and easily plug in. The room includes a stage with a podium, microphone, LCD projector, screen, and seating for participants. Additional time beyond 1 hour is available upon request.

NEW
IN 2019!

1-Hour Software Demo in the Software Application Lab | \$3,500

Demonstrate your software in a classroom setting, allowing prospective clients to experience your solutions in an engaging environment. Content must align with one of the 5 program tracks. The room includes a stage with a podium, microphone, LCD projector, screen, and seating for participants. Additional time beyond 1 hour is available upon request.

SCIENTIFIC THOUGHT LEADERSHIP

Coffee & Continued Conversations | \$3,000

Does your work align with a keynote speaker's topic? Then continue the discussion with like-minded attendees—sponsor a 30-minute Continued Conversation immediately following a mid-day keynote. No slides. Flip charts will be available at your table for your scientific expert and participants to illustrate concepts. Interactive tables will be located immediately outside the session rooms. All 60-minute keynotes end with an all-participant, 30-minute break, ensuring an opportunity to chat with participants.

[Learn more about the keynotes.](#)

Sponsor recognition includes:

- Sign promotion at room entrance to keynote
- Verbal recognition by organizer at the beginning and end of keynote
- Logo on session on website, app, and print program



**NEW EXHIBITOR AND
NON-EXHIBITOR PACKAGES!**

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Partner Programming Submission Process, Scheduling, and Deadlines

All partners interested in programming opportunities must adhere to the following:

- **MEET** the submission and payment deadlines noted below
- **FOLLOW** the programming requirements outlined below
- **SUBMIT** content through AAPS' submission site for review and approval
- **UNDERSTAND** that all session times are available on a first-come, first-served basis
- **AGREE** that in the event a submission deadline is missed or payment not received, AAPS will release the timeslot for other partners to purchase

DEADLINES

Recognition Type	Submissions OPEN	Submissions CLOSED	Payment Deadline
Print program and website/app	April 15, 2019	July 8, 2019	30 days from receipt of invoice
Website/app only	April 15, 2019	September 9, 2019	30 days from receipt of invoice

PLACE YOUR ORDER

SCIENTIFIC THOUGHT LEADERSHIP

Programming Requirements



PARTNER PRESENTATIONS, TECH CHALLENGES, SOFTWARE LAB APPLICATION PRESENTATIONS, and COFFEE & CONTINUED CONVERSATIONS present an opportunity to lead a discussion with a small group of scientists in a friendly, relaxed environment, positioning your organization as a scientific thought leader. PharmSci 360 participants are looking for peer-to-peer dialogue that allows them to articulate the challenges they face at work—you can lead that discussion.

REQUIREMENTS:

- To ensure the integrity of the PharmSci 360 program and to best position your company for success, AAPS uses a peer-review process and will not allow for product-pitching in these discussions.
- AAPS acknowledges that within the discussions proprietary information will be shared. However, *SALES materials about your products and services—including flyers, slides, and other content that promote sale of your product, not the science—may not be included in the discussion.* Instead, you are strongly encouraged to discuss science with attendees and then invite them to engage with you further for specific discussion about your product/service solutions after the Partner Presentation, Tech Challenge, Software Lab Application Presentation, or Continued Conversation is over.
- *We also strongly encourage you to put your expert scientists in place to lead these discussions.* AAPS' member scientists wish to speak to other scientists about their work. Make sure that the person they talk to from your company is a thought leader, not a salesperson.
- All topics and discussions **must** be focused on the scientific merits and applications of your product or service, not a “sales pitch.” The traditional promotion of a product or service during a scheduled session is not permitted. However, discussing the scientific merits through application and case study is allowed. See, “What is proprietary?” on the following page.
- Discussion leaders must complete a submission on AAPS' formal submission site with information detailing proposed discussions and speakers.
- Submission content must align with one of the 5 programming tracks:
 - **Preclinical Development**
 - **Bioanalytics**
 - **Clinical Pharmacology**
 - **Manufacturing and Bioprocessing**
 - **Formulation and Quality**
- Complete your submissions by the specified deadlines.

continued on following page

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PLACE YOUR ORDER

SCIENTIFIC THOUGHT LEADERSHIP

Programming Requirements

- Submissions will be peer-reviewed. AAPS reserves the right to reject any speaker or topic—but will work with a partner to reach an acceptable solution, if time allows—so submit on time!
- If your submission is rejected, AAPS will work with you to revise the submission to meet AAPS' programming standards and ensure your scientists are seen in the best light by participants.
- Speakers must arrive at the assigned area at least 15 minutes before the presentation. Speakers who are late will lose their speaking slots.
- Presentations must end on time. AAPS encourages you to guide your participants to your booth or other available space, or to plan to meet up at a later time if you have captured the attention of your group. Private reception spaces are also available for reservation.
- Non-proprietary handouts that support the presentation may be brought into the area. Handouts may not promote a product or service, but they may bear the company's logo and booth number.

Contact AAPS' Exhibit Operations Manager Rasheena Wilson (WilsonR@aaps.org), if you have a question about a handout. Marketing collateral, including flyers and brochures, may not be brought into the presentation area. Small props to explain a concept are welcome.



WHAT IS PROPRIETARY?

AAPS attendees expect a scientific and application-based discussion in partner events—not a hard sell or a product pitch. Therefore: speakers, moderators, and others may not discuss a company's product features and benefits or services prior to or during an education course or other scheduled discussion. Speakers, moderators, and others are permitted to discuss a company's products and services once the scheduled discussion is concluded. Materials used to support a session or discussion may bear the company logo, but they must not promote a particular product or service. Presenters are encouraged to invite attendees back to their booths or other available space for additional discussion.

**NEW EXHIBITOR AND
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EXPERIENCE AND ENGAGEMENT



PharmSci 360 **Welcome Reception | \$25,000** **EXCLUSIVE SPONSORSHIP**

Help kick off 2019 PharmSci 360! Immediately following the Opening Plenary on Sunday evening, the Welcome Reception takes place at the Grand Hyatt San Antonio headquarters hotel. This large reception will highlight each program track, making it easy to find colleagues with whom you want to connect. Sponsorship includes:

- Promotion on the Welcome Reception Map within the Awards Program
- Opportunity to draw winner from Registration Raffle
- Branded, designated meetup area for clients in Welcome Reception
- Branded cocktail napkins; opportunity to provide other giveaways at sponsor's cost
- Logo recognition in all other promotional materials including signage, print program, event website, and mobile app

PharmSci 360 **Closing Reception | \$20,000** **EXCLUSIVE SPONSORSHIP**

Help conclude 2019 PharmSci 360 with a bang, and generate excitement for 2020 PharmSci 360 in New Orleans! Sponsorship includes:

- Logo recognition on signage outside of Closing Reception
- Opportunity to draw winner from Registration Raffle
- Branded, designated meetup area for clients in Closing Reception
- Branded cocktail napkins; opportunity to provide other giveaways at sponsor's cost
- Logo recognition in all other promotional materials including signage, print program, event website, and mobile app



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PLACE YOUR ORDER

EXPERIENCE AND ENGAGEMENT

Healthy Start Sponsor | \$7,000

LIMITED TO 2 SPONSORS

Sponsor the morning activities that take place before programming begins each day of PharmSci 360. Activities include: the 5th Annual 5K Fun Run/Walk on Monday and yoga on Tuesday and Wednesday. Sponsoring companies receive:

- Logo recognition on the back of the 5K T-shirt
- Logo recognition in all other promotional materials including print program, event website, and mobile app
- 5 complimentary entries to participate in the 5K
- Logo recognition on race medals or water bottles/mid-race water station
- Option to distribute additional gifts (in addition to water bottle provided) to each Healthy Start participant at all three events (sponsor responsible for cost)

Walking Challenge | \$17,000

EXCLUSIVE SPONSORSHIP

Sponsor the Walking Challenge that encourages participants to meet their minimum step count each day of the conference. Sponsorship includes:

- Brand recognition in Walking Challenge app, website, print program, and on-site signage
- Leaderboard digital screen in sponsor's booth
- Daily "scan-in" at sponsor's booth
- Branded pre-show promotions and daily update emails sent to all participants

Neighborhood Coffee Sponsor | \$13,000

EXCLUSIVE SPONSORSHIP

Sponsor coffee breaks in the Solution Center in each of the 6 neighborhoods. Breaks are offered each morning, Monday–Wednesday, during Solution Center hours. Coffee locations will be highlighted on the floorplan. Sponsorship includes:

- Branded cocktail napkins
- Logo recognition in all promotional materials including print program, event website, and mobile app

NEW EXHIBITOR AND NON-EXHIBITOR PACKAGES!

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Neighborhood Snack Sponsor | \$8,000

EXCLUSIVE SPONSORSHIP

Sponsor afternoon snack breaks in the Solution Center in each of the 6 neighborhoods. Breaks are offered Monday and Tuesday afternoons during Solution Center hours. Snack locations will be highlighted on the floorplan. Sponsorship includes:

- Branded cocktail napkins
- Logo recognition in all promotional materials including print program, event website, and mobile app

Happy Hour | \$6,000

Host an afternoon Happy Hour Monday or Tuesday in the Solution Center, 3:45 pm–4:45 pm. Each bar includes beer, wine, juices, and water. Or, customize your experience with a specialty bar!

- Logo recognition in all other promotional materials including print program, event website, and mobile app
- Option to provide branded cocktail napkins or drink koozies (sponsor responsible for cost)
- Includes cost of security required by the convention center for all functions with alcohol. Happy Hours organized outside of this offer will be responsible for hiring and paying for security separately

Rest & Relaxation Lounge | \$12,000

EXCLUSIVE SPONSORSHIP

Provide attendees a place to relax and recharge at the meeting. The area includes seated massage therapy and an oxygen bar.

- Brand recognition in lounge area
- Promotion in the print program, website, and mobile app
- Directional signage pointing attendees to the Rest & Relaxation Lounge

EXPERIENCE AND ENGAGEMENT

NEW EXHIBITOR AND NON-EXHIBITOR PACKAGES!

SEE PAGE 19

Pre-Show or Post-Show Webinar | \$5,000

Create your own content through distribution of an AAPS webinar. Content is peer-reviewed by AAPS.

- AAPS markets and assists in driving content to target audiences by email through a 50K prospective and current member database in addition to registrants for 2019 PharmSci 360
- AAPS requests sponsoring organizations market to their contacts to increase audience participation
- A complete list of registration information will be provided, increasing lead procurement



AAPS FELLOWS

Each year, AAPS elevates a select number of members to Fellow status in recognition of their professional excellence and sustained superior impact in fields relevant to AAPS' mission: to advance the capacity of pharmaceutical scientists to develop products and therapies that improve global health. Partners are invited to contact [Erik Burns](mailto:BurnsE@aaps.org) (BurnsE@aaps.org), Director of Corporate Engagement, about a customized sponsorship of the Fellows program or celebrations of the new Fellows.

AAPS Awards Celebration Sponsor



Partners are invited to sponsor the **AAPS Awards Celebration** during the Opening Plenary on Sunday. The new AAPS Awards Program, implemented in 2018, recognizes individuals in the pharmaceutical sciences for their scientific contribution and innovation, leadership, and service.

This program recognizes science and scientists in three areas that relate to the mission and goals identified in the AAPS Strategic Plan:

- Scientific Contribution and Innovation
- Leadership
- Service

SCIENCE & INNOVATION

Distinguished Pharmaceutical Scientist
Outstanding Manuscripts (3 awarded)
Best Abstracts (top 10%)

LEADERSHIP

Global Leader
Emerging Leader
Student Chapter Awards (3 awarded)

SERVICE

Distinguished Service
Pharmaceutical Global Health Award

Partners are invited to contact [Erik Burns](mailto:BurnsE@aaps.org) (BurnsE@aaps.org), Director of Corporate Engagement, about a customized sponsorship of the awards program or celebrations of the recipients. Options include signs, videos, receptions for recipients, mention in the printed awards program, and in special cases, participation in the presentation of a significant honor.

MARKETING OPPORTUNITIES

Upgrade Your Company Profile

• **Print | \$500**

Increase your company's visibility in the printed program by adding your company logo and 50-word description. All print company profiles include company name, booth number, mailing address, company phone number, company email address, and website. Deadline to be included in the printed program is August 15, 2019, at 5 pm EDT.

• **Print & Digital | \$1,000**

Receive the above print benefits plus feature your electronic brochure on your company profile on the website and app. Deadline to be included in the printed program is August 15, 2019, at 5 pm EDT.

Pre-Show / Post-Show Emails

Target pre-registered participants with your customized message embedded in the PharmSci 360 template. Select all applicable audiences according to your organization's alignment with the drug development process, self-selected by attendees at the time of registration:

- Pre-Discovery
- Product Characterization
- Pharmacokinetics and Drug Disposition
- Bioanalytical Testing
- Clinical Research
- Manufacturing
- Post-market Safety Monitoring
- Discovery
- Formulation, Delivery, Packaging Development
- Preclinical Toxicology Testing and IND Application
- Preclinical Research
- Regulatory Review
- Supply-Chain Issues

Through a third-party consultant, upload your content or HTML code with your unique message. Dates available are first-come, first-served.

Please see options in next column.

• **Pre-Show cost per email | \$2,000**

4 weeks to show: October 7–11

3 weeks to show: October 14–18

• **Pre-Show cost per email | \$2,500**

2 weeks to show: October 21–25

1 week to show: October 28–November 1

Sponsor Benefit (dates available for purchase and reservation by *Silver level sponsors or higher*)

• **Post-Show cost per email | \$1,500**

November 11–15

November 18–22

December 2–6

Pre-Show Mailing List | \$1,500

Reach pre-registered participants with a direct mail piece created and mailed by you. Mailing list includes first name, last name, company, job title, and mailing address to be used one-time exclusively for this event. The sample mail piece must be submitted and approved before release of this list.

Sample Artwork Deadline: September 16, 2019

Attendee List | \$1,000

Receive a list of participants pre-registered to attend PharmSci 360. The list includes attendee name, company name, job title, city/state, and country. Two lists will be emailed to you on August 28 and October 16.

Private Meeting Rooms

\$9,000 Monday – Wednesday

\$5,000 1-day reservation

LIMITED AVAILABILITY

Reserve a private meeting room inside the Solution Center for client meetings or a break/work room for staff. Meeting Rooms are reserved on a first-come, first-served basis.

EXHIBITOR & NON-EXHIBITOR PACKAGES

NEW
IN 2019!

Exhibitor & Non-Exhibitor Packages

Pair a package with your booth space.
Or, for companies who are unable to

exhibit, consider one of the packages below for opportunities to connect with your target audience. Availability is limited and reservations are made first-come, first-served. To discuss your organization's specific needs, contact Alex Skeete at SalesAAPS@ntpevents.com.

Thought Leadership Package |

Exhibitor Rate: \$9,750;

Non-Exhibitor Rate: \$14,750

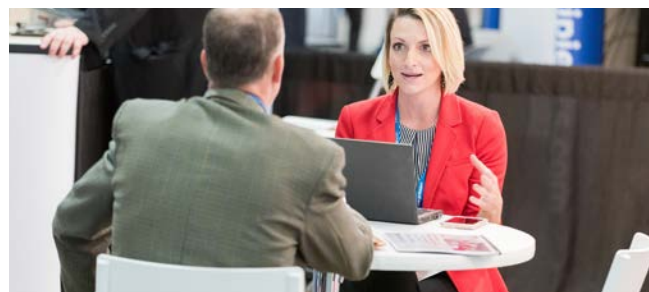
- 1 Partner Presentation (page 11)
 - Complimentary 1-day full conference badges are included for speakers leading a presentation
 - Option to upgrade speaker badges to a 3-day full conference badge is \$495
- 1 Partner Presentation Reception (page 11)
- 1 Pre-Show Email (page 18)
- 1 Post-Show Email (page 18)
- 1 Complimentary Full Conference Badge
- Lead retrieval scanner
- Access to Executive Learning Track Programming & Lounge for qualified parties
- **NEW! Enhance your Experience!**
Upgrade and record your presentation with ***Pharmaceutical Technology*** (page 23–25).

Career Recruitment Package

(see next page for details)

WARNING! SCAMMERS!

AAPS IS AWARE of unofficial companies contacting you soliciting similar offerings in this prospectus. View the Official AAPS Vendor List in the Exhibitor Resource Center.



Lead Generation Package |

Exhibitor Rate: \$9,750;

Non-Exhibitor Rate: \$14,750

- 1 Tech Challenge
 - Complimentary 1-day full conference badges are included for speakers leading a presentation
 - Option to upgrade speaker badges to a 3-day full conference badge is \$495.
- 1 Pre-Show Webinar or Post-Show Webinar
- 1 Pre-Show Email (page 18)
- 1 Post-Show Email (page 18)
- 1 Complimentary Full Conference Badge
- Lead Retrieval Scanner
- Access to Executive Learning Track Programming & Lounge for qualified parties
- **NEW! Enhance your Experience!**
Upgrade and record your presentation with ***Pharmaceutical Technology*** (page 23–25).

Branding Package |

Exhibitor Minimum Spend: \$9,750;

Non-Exhibitor Minimum Spend: \$14,750

Contact Alex Skeete (SalesAAPS@ntpevents.com), for a customized proposal.

- Customized package can include opportunities listed under Brand Recognition (page 9)
- 1 Pre-Show Email (page 18)
- 1 Post-Show Email (page 18)
- 1 Complimentary Full Conference Badge
- Access to Executive Learning Track Programming & Lounge for qualified parties

Please contact Alex Skeete (SalesAAPS@ntpevents.com), for more details. Customized branding options are available.

CAREER DEVELOPMENT CENTER

Recruiter Opportunities

Thousands of scientists, managers, and executives will visit the AAPS Career Development Center at PharmSci 360 this November. More than 20% of event attendees are seeking new positions and will come to the meeting with that goal in mind. If you're looking to attract top talent to your organization, you should be here!

- **MEET CANDIDATES ON-SITE**; tables, seating arrangements, and private interview booths available
- **POST JOBS** and make appointments before the meeting using the PharmSci 360 online job board
- **REVIEW POSTER ABSTRACTS** before the meeting; use our app to contact candidates you want to meet

CAREER DEVELOPMENT CENTER SCHEDULE

Monday, Nov. 4	8:30 am–5:00 pm
Tuesday, Nov. 5	8:30 am–5:00 pm
Wednesday, Nov. 6	8:30 am–1:30 pm

- **SCREEN DOZENS OF POTENTIAL JOB CANDIDATES**—volunteer for a shift at the LinkedIn Bar or serve as a résumé reviewer
- **VISIT THE POSTER FORUMS** and meet potential hires
- **INTRODUCE SPEAKERS** in the Career Development Classroom

The Career Development Center also houses a classroom, offering sessions that are designed to attract new and experienced managers. Stay tuned for this year's topics!

Participation Options	Premium Package \$4,500	Standard Package \$3,500	Interview Room Package \$2,500
Furniture	Cozy seating arrangement including 2 arm chairs, 1 coffee table for literature, and ID sign*	36" high 6' long table with 2 stools and ID sign*	A table with 2 chairs
Solution Center Badges	3	2	1
Complimentary Job Postings on Career Development Center online platform*	5	3	1
Company Profile on web and mobile app	✓	✓	
Inclusion in print brochure if reserved by August 1	✓	✓	
Private interview room with printer	✓		✓

* You are permitted to bring 1 pop-up floor banner (max 3' wide). Company brochures permitted and encouraged.

** Complimentary Job Posting on Career Development Center online platform: Allows you to review résumés, communicate with potential candidates, and set up meetings or interviews in advance. Site will be live August–December 2019.

Additional Online Job Postings | \$250 per posting

- Premium, Standard, or Interview Room required

Job Postings without a package | \$500 per posting

- Access to post individual job listing. Site will be live August–December 2019

IMPORTANT! Choose your package by August 1 to be included in the Career Development Center print brochure!

CAREER DEVELOPMENT CENTER

Headshot Booth Sponsorship | \$15,000

Support the career development of attendees by sponsoring the Headshot Booth in the Solution Center. Sponsor receives lead information for all attendees who participate.

Meet-the-Editors Event | \$2,500

Editors need research, and they review submissions. PharmSci 360 attendees need to get published and want to meet editors face-to-face. The Meet-the-Editors event invites editors and other publishing scientists to meet, connect on research, and find opportunities to get published.

EVENT BENEFITS

- Connect with research scientists for a 1-hour networking event inside the Solution Center

- Timeslots available Monday–Wednesday. First-come, first-served
- Editor listing included in Career Development print brochure
 - Print Deadline: August 1
 - Listing includes:
 - Editor Name
 - Journal Name
 - URL
- Participation listed in session on the event website and mobile app
- “Journal Editor” ribbon provided to designated staff member
- 1 Complimentary one-day full conference pass

**NEW EXHIBITOR AND
NON-EXHIBITOR PACKAGES!**
SEE PAGE 19



ADVERTISING

Are you launching a **NEW PRODUCT** or want to ensure that your **BRAND** is in front of the **AAPS** community?

Advertising opportunities are available in:

PharmSci 360 print program
(5,000 copies)



AAPS Newsmagazine
(print)



PharmSci 360 content email



AAPS Newsmagazine Online



View the [Media Kit](#) for more information.
Contact Us Today: advertising@aaps.org



**Pharmaceutical
Technology®**

Exclusive Video Content Partners

Exclusive video production and distribution for exhibitors, presenters/keynote speakers and thought leaders

Extend your ROI at 2019 AAPS PharmSci 360 with custom video content that can strengthen your brand reach post show with editorialized videos by *Pharmaceutical Technology* and audience engagement with the *Pharmaceutical Technology* community.



**Why Pharmaceutical
Technology?**

Pharmaceutical Technology provides thought leadership and influence in the bio/pharmaceutical market reaching key decision makers in the industry.

34K+

total qualified
subscribers

99K+

monthly unique online views
at pharmtech.com

142K+

total newsletter
subscribers

Capture video interviews at your booth, presentations, and commentary



Build Branding and Awareness with Video Content

Exhibit Booth Interview



On-Site Package

- Ownership of your video interview
- MP4 of asset for promotional use
- 3-5 minute edited video by *Pharmaceutical Technology*
- Link to video on pharmtech.com

We will integrate up to three of your assets into your video, enabling viewers to:

- Download a brochure/whitepaper
- Click through to your website
- Register for a webcast or workshop
- Other calls to action



Post Show Promotion

Presentation promoted to *Pharmaceutical Technology* community via:

- Dedicated eBlasts
- Social media
- eNewsletters
- Website banner ad

\$3,500 per video



Extend Reach and Editorialize your Presentation

Presentation Showcase



On-Site Package

- Video recording of onsite interviews of your speaker by *PT* editors
- Video recording of editorial commentary provided by *PT* editors
 - Covered as a news story by *PT* editors

\$8,000 per video

**Special rates for multiple videos*



Post Show Promotion

Pharmaceutical Technology will deliver an editorial program, comprised of a series of short videos, that weaves together clips from the interview, your speaker, and their presentation

Includes:

- Full interview with speakers
- Full video taping of their presentation
- Edited into individual video chapters
- Hosted on pharmtech.com for 12 months
- Promoted to the *PT* community via dedicated eBlasts, social media, and eNewsletters

One-on-one interview with your expert and a member of *Pharmaceutical Technology's* editorial team



Create Video Content on Subjects that Matter to Your Industry

Thought Leadership Interview



On-Site Package

- 4 to 6 questions of your choice
- Completed 5 to 8 minute edited video
- MP4 file for own promotional use
- You receive ownership of your video interview

We will integrate up to three of your assets into your video, enabling viewers to:

- Download a brochure/whitepaper
- Click through to your website
- Register for a webcast or workshop
- Other calls to action



Post Show Promotion

- Promote to *Pharmaceutical Technology* community via:
 - Link to video on website
 - e-Newsletters
 - Social media
 - Dedicated eBlasts
 - Website banner ad

\$4,700 per video

Contact us today to increase your investment at 2019 AAPS PharmSci 360

Kate Hawley

Business Development Manager, AAPS
Email: HawleyK@aaps.org
Phone: +1.703.248.4785

Erik Burns

Director, Corporate Engagement, AAPS
Email: BurnsE@aaps.org
Phone: +1.703.248.4738



Why Pharmaceutical Technology?

Pharmaceutical Technology provides thought leadership and influence in the bio/pharmaceutical market reaching key decision makers in the industry.

34K+

total qualified
subscribers

99K+

monthly unique online views
at pharmtech.com

142K+

total newsletter
subscribers