

# Make connections. Drive results.

HEALTHCARE



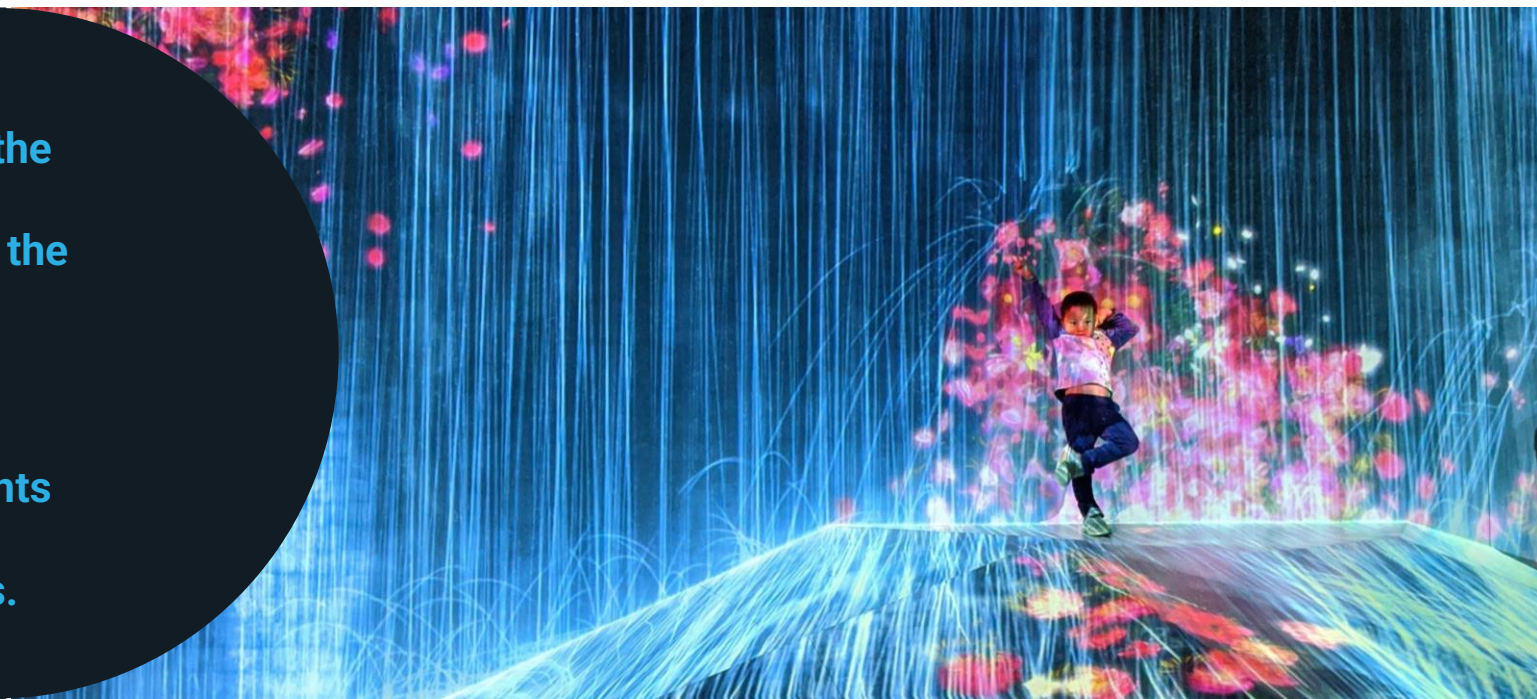
Arena International, a GlobalData company, is the premier provider of conferences for the biopharmaceutical industry. GlobalData PLC is the fastest growing content, data, and technology company on the London Stock Exchange.

Our combined capabilities help over 4,000 clients identify, target, engage and build lifelong relationships with their most valued customers.

# Heritage and expertise

We have developed a reputation of providing access to an audience of senior buyers at a time when they are actively sourcing solutions and partners. We achieve this by providing a series of exclusive events for senior-level executives across the healthcare and pharmaceutical industries which provide a unique opportunity to exchange ideas, network and stay up-to-date on industry trends.

Our annual programme - attended by over **10,000 professionals each year** - welcomes industry-leaders to facilitate positive change through discussion and debate.



THOUGHT  
LEADERSHIP

BRANDING

LEAD  
GENERATION

# Reasons to sponsor Arena International conferences

01

Build relationships in an intimate and enjoyable environment

05

Promote your credentials, customer base, successes, and the outcomes your solutions deliver

02

People buy from brands they trust so you will be building brand awareness and recognition with the perfect prospective customer base - get your brand front of mind

06

Create viable new business opportunities with qualified budget holding decision makers from your new business target account list

03

Explain and demonstrate what is unique about your solutions, and how it can help your target audience based on their challenges

07

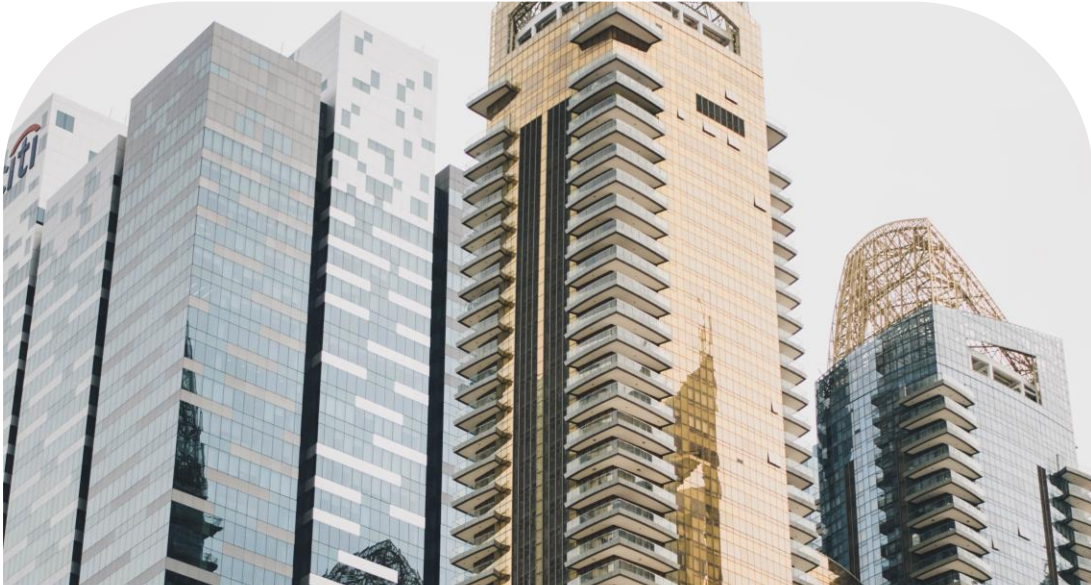
Over 67% of the delegates have a follow up call or meeting with the sponsor post event

04

Understand what challenges and struggles your new business targets are currently facing

# Our Partners

WE WORK WITH SOME OF THE BIGGEST AND MOST RESPECTED BRANDS, BUSINESSES AND TECHNOLOGIES IN THE HEALTHCARE INDUSTRY.



# 2022 Event Schedule H1

	Event	Date	Live/Virtual
2022			
May	Outsourcing in Clinical Trials Europe	4-5 <sup>th</sup> May	Live Event – Barcelona
	Future Trials Conference: Decentralized, Direct to Patient and Virtual Clinical Research Conference	18 <sup>th</sup> May	Virtual
	Outsourcing in Clinical Trials East Coast	24-25 <sup>th</sup> May	Live Event – King of Prussia, PA
June	Outsourcing in Clinical Trials & Clinical Trial Supply Israel	6-7 <sup>th</sup> June	Live Event – Tel Aviv
	Outsourcing in Clinical Trials: Medical Devices USA	8-9 <sup>th</sup> June	Live Event – Irvine, CA
	Outsourcing in Clinical Trials UK & Ireland	14-15 <sup>th</sup> June	Live Event – London
	eClinical & Clinical Data Management Innovation Conference	28 <sup>th</sup> June	Virtual

# 2022 Event Schedule H2

	Event	Date	Live Event/Virtual
<b>2022</b>			
<b>July</b>	Clinical Operation in Oncology Trials East	19-20 <sup>th</sup> July	Live Event – Newton, MA
<b>September</b>	Outsourcing in Clinical Trials Southern California	28-29 <sup>th</sup> September	Live Event – San Diego, CA
<b>October</b>	Outsourcing in Clinical Trials New England	12-13 <sup>th</sup> October	Live Event – Boston, MA
	Clinical Trial Supply East Coast	19-20 <sup>th</sup> October	Live Event – King of Prussia, PA
	Outsourcing in Clinical Trials and Clinical Trial Supply Nordics	25-26 <sup>th</sup> October	Live Event – Copenhagen
<b>November</b>	Outsourcing in Clinical Trials Texas	9-10 <sup>th</sup> November	Live Event – Houston, TX
	Clinical Operations in Oncology Trials Europe	22-23 <sup>rd</sup> November	Live Event - Zurich
	Outsourcing in Clinical Trials and Clinical Trial Supply East Asia	29-30 <sup>th</sup> November	Live Event – Seoul
	Outsourcing Clinical Trials DACH	30 <sup>th</sup> November – 1 <sup>st</sup> December	Live Event - Munich
<b>December</b>	Clinical Trials in Rare Diseases	7 <sup>th</sup> December	Virtual

# 2023 Event Schedule H1

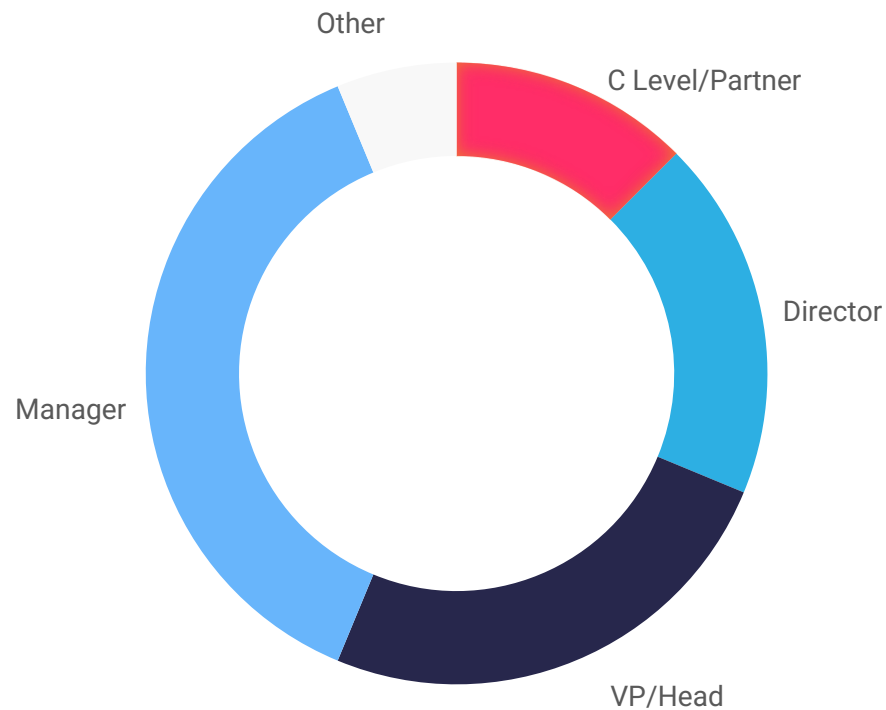
e	Event	Date	Live Event/Virtual
2023			
January	Outsourcing in Clinical Trials: Medical Devices Europe	31 <sup>st</sup> January - 1 <sup>st</sup> February	Live Event – Munich
February	Outsourcing in Clinical Trials & Clinical Trial Supply Israel	6-7 <sup>th</sup> Feb	Live Event – Tel Aviv
March	Outsourcing in Clinical Trials West Coast	1-2 <sup>nd</sup> March	Live Event – Burlingame, CA
	Clinical Trial Supply New England	7-8 <sup>th</sup> March	Live Event – Waltham, MA
	Clinical Trial Supply Europe	21-22 <sup>nd</sup> March	Live Event – Milan
	Temperature Controlled Logistics in Biopharmaceuticals Europe	21-22 <sup>nd</sup> March	Live Event – Milan
	Outsourcing in Clinical Trials Southeast	28-29 <sup>th</sup> March	Live Event – Raleigh, NC
April	Clinical Operations in Oncology Trials West Coast	4-5 <sup>th</sup> April	Live Event – Burlingame, CA
	Clinical Trial Supply West Coast	4-5 <sup>th</sup> April	Live Event – Burlingame, CA
	Translating Documentation and Communication in Clinical Research	25 <sup>th</sup> April	Virtual
May	Outsourcing in Clinical Trials Europe	3-4 <sup>th</sup> May	Live Event - Barcelona
	Future Trials Conference; Decentralized, Direct to Patient and Virtual Clinical Research Conference	17 <sup>th</sup> May	Virtual
	Outsourcing in Clinical Trials East Coast	23-24 <sup>th</sup> May	Live Event – King of Prussia, PA
June	Outsourcing in Clinical Trials: Medical Devices USA	7-8 <sup>th</sup> June	Live Event – Irvine, CA
	Outsourcing in Clinical Trials UK & Ireland	13-14 <sup>th</sup> June	Live Event - London
	eClinical & Clinical Data Management Innovation Conference	27 Jun 2023	Virtual

# 2023 Event Schedule H2

	Event	Date	Live Event/Virtual
<b>2023</b>			
<b>July</b>	Clinical Operations in Oncology Trials East	11-12 <sup>th</sup> July	Live Event – Waltham, MA
<b>August</b>	Vaccines Virtual	3 <sup>rd</sup> August	Virtual
<b>September</b>	Clinical Trials in Rare Diseases	14 <sup>th</sup> September	Virtual
	Outsourcing in Clinical Trials Southern California	3-4 October	Live Event – San Diego, CA
<b>October</b>	Outsourcing in Clinical Trials DACH	3-4 <sup>th</sup> October	Live Event - Zurich
	Outsourcing in Clinical Trials New England	1-2 November	Live Event – Boston, MA
	Clinical Trial Supply East Coast	17-18 <sup>th</sup> October	Live Event – King of Prussia, PA
	Outsourcing in Clinical Trials and Clinical Trial Supply Nordics	24-25 <sup>th</sup> October	Live Event – Copenhagen
<b>November</b>	Outsourcing in Clinical Trials and Clinical Trial Supply East Asia	21-22 <sup>nd</sup> November	Live Event – Seoul
	Clinical Operations in Oncology Trials Europe	28-29 <sup>th</sup> November	Live Event - Munich

## REACHING DECISION MAKERS

# Our audience



**Our attendees are senior-level pharmaceutical, biotech and medical device executives and other health experts creating a connected community to exchange ideas and stay up-to-date with shifting trends and practices.**

- CEO, CSO, CMO
- VP/Head/Director Clinical Operations
- VP/Head/Director Clinical Project Management
- QA/QC
- VP/Head/Director Clinical Data Management
- Regulatory Affairs
- VP/Head/Director Clinical Trial Supply
- VP/Head/Director Clinical Packaging and or labelling
- VP/Head/Director Clinical Logistics
- Packaging and Labelling Functions



# Sponsorship Packages

## LIVE CONFERENCES

**NETWORKING PACKAGE**

- Branding as a Co-Sponsor
- Two attendee passes
- Logo on event web site (hyperlinked), marketing emails and program
- 50 word profile on the event web site
- Attendee list

EVENT	SINGLE EVENT	2-3 EVENTS*	4+ EVENTS*
OCT West Coast, OCT Europe, OCT New England	\$7,500	\$7,000	\$6,500
OCT Southern California, OCT East Coast, Oncology Series	\$7,000	\$6,500	\$6,000
All other events	\$6,000	\$5,500	\$5,000

**MINI BOOTH PACKAGE**

- Branding as an “Exhibitor”
- Two attendee passes
- 5’ exhibit space, suitable for a pull up banner and cocktail table
- Logo on event web site (hyperlinked), marketing emails and program
- 50 word profile on the event web site
- Attendee list

EVENT	SINGLE EVENT	2-3 EVENTS*	4+ EVENTS*
OCT West Coast, OCT Europe, OCT New England	\$8,500	\$8,000	\$7,500
OCT Southern California, OCT East Coast, Oncology Series	\$7,500	\$7,000	\$6,500
All other events	\$6,500	\$6,000	\$5,500

\* Price per conference

# Sponsorship Packages

## LIVE CONFERENCES

**EXHIBITOR PACKAGE**

- Branding as an “Exhibitor”
- Two attendee passes
- 10’x8’ space for exhibition stand
- Logo on event web site (hyperlinked), marketing emails and program
- 50 word profile on the event web site
- Attendee list

EVENT	SINGLE EVENT	2-3 EVENTS*	4+ EVENTS*
OCT West Coast, OCT Europe, OCT New England	\$13,500	\$13,000	\$12,500
OCT Southern California, OCT East Coast, Oncology Series	\$12,250	\$11,750	\$11,250
All other events	\$10,500	\$10,000	\$9,500

**SESSION SPONSOR PACKAGE**

- You will be known as a “Session Sponsor” (pre/post/during)
- 30 minute speaking slot
- Three attendee passes including speaker
- 10’x8’ space for exhibition stand
- Logo on event web site (hyperlinked), marketing emails and program
- Logo on event signage and cover of program
- 50 word profile on the event web site
- Attendee list

EVENT	SINGLE EVENT	2-3 EVENTS*	4+ EVENTS*
OCT West Coast, OCT Europe, OCT New England	\$27,000	\$26,000	\$25,000
OCT Southern California, OCT East Coast, Oncology Series	\$23,000	\$21,500	\$20,000
All other events	\$20,000	\$18,500	\$17,000

\* Price per conference

# Sponsorship Packages

## LIVE CONFERENCES

**TECHNOLOGY SHOWCASE PACKAGE**

- You will be known as a “Technology Showcase Sponsor” (pre/post/during)
- 15 minute slot on the conference program for a product showcase
- Three attendee passes including speaker
- 10’x8’ space for exhibition stand
- Logo on event web site (hyperlinked), marketing emails and program
- Logo on event signage and cover of program
- 50 word profile on the event web site
- Attendee list

EVENT	SINGLE EVENT	2-3 EVENTS*	4+ EVENTS*
OCT West Coast, OCT Europe, OCT New England	\$21,500	\$20,500	\$19,500
OCT Southern California, OCT East Coast, Oncology Series	\$19,000	\$18,000	\$17,000
All other events	\$15,500	\$14,750	\$14,000

**FEATURED SPONSOR PACKAGE**

- You will be known as a “Featured Sponsor” (pre/post/during)
- 30 minute speaking slot (Day One AM plenary)
- A seat on a panel discussion on the program
- Four attendee passes including speaker
- 10’x8’ space for exhibition stand
- Logo on event web site (hyperlinked), marketing emails and program
- Logo on event signage and cover of program
- 50 word profile on the event web site
- Brochure seat drop in conference room before your presentation OR A4 / 8½x11” advert in program
- Attendee list

EVENT	SINGLE EVENT	2-3 EVENTS*	4+ EVENTS*
OCT West Coast, OCT Europe, OCT New England	\$37,000	\$35,000	\$33,000
OCT Southern California, OCT East Coast, Oncology Series	\$29,000	\$27,000	\$25,000
All other events	\$24,000	\$22,000	\$20,000

\* Price per conference



5000

Delegates from over 40 countries

15,000+

Hours of delegate platform interaction

100

Days of highly-specialist programme sessions

## Virtual Events

01

Build sector visibility and industry credentials through a combination of live and pre-recorded,

02

Develop your brand story through virtual exhibitor stands carrying text and video content, branding, and messaging capabilities.

03

Powerful AI technology identifies relevant delegates and exhibitors with shared interests – allowing you to build your network with confidence.

04

Get access to audience information complete with names, job titles, company, contact details and background information, fully GDPR compliant.

05

Full analytical breakdown of engagement with attendees - live chats, presentation views and booth visits.

THE VIRTUAL CONFERENCE FORMAT DELIVERS ALL THE BENEFITS OF A TRADITIONAL IN-PERSON EVENT WITHOUT THE COST AND EFFORT OF TRAVEL.

Across a range of online presentations, panel discussions, and case studies we deliver cutting-edge content across our platform and provide solution providers with unrivalled thought-leadership positioning to our audience.

Alongside the event agenda we have a thriving virtual exhibition lounge where solution providers can host an unlimited amount of marketing documents and videos, and also engage in both text and video chat with attendees.

For a demo of our virtual platform please view:

<https://www.youtube.com/watch?v=fBhaIT3MT0A>

# Sponsorship and Exhibition Packages

## VIRTUAL CONFERENCES

	Headline \$12,000	Platinum \$10,000	Gold \$6,000	Silver \$3,000
Branding as a Lead Sponsor, positioned above all other sponsors ( <b>exclusive to 1 company</b> )	●			
Welcome video address to all attendees in the lobby of the platform	●			
20-minute prerecorded presentation with 10-minute live Q&A	●	●		
Speaker profile and bio on the event website	●	●		
Report on who attended your presentation, including email addresses and phone numbers	●	●		
Virtual booth in the exhibition hall	●	●	●	
Multiple uploads of videos, images, documents at virtual booth available for download	●	●	●	
Report on who visited your booth, including email addresses and phone numbers	●	●	●	
Instant chat function with all delegates on-line	●	●	●	●
Book 1-2-1 meetings with a video chat function	●	●	●	●
GDPR compliant data of all registered attendees 48 hours prior to the event, including e-mail addresses, phone numbers, investment priorities and budget responsibility	●	●	●	●
Branding & marketing exposure on event website	●	●	●	
Branding & marketing exposure in the lobby of the virtual platform (landing page)	●	●	●	●
Passes included in package for employees	Unlimited	Unlimited	4	2
Passes included in package for clients (criteria applies)	Unlimited	Unlimited	4	2



**We create bespoke, tailor-made packages, depending on your needs  
and budget capability**

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