

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

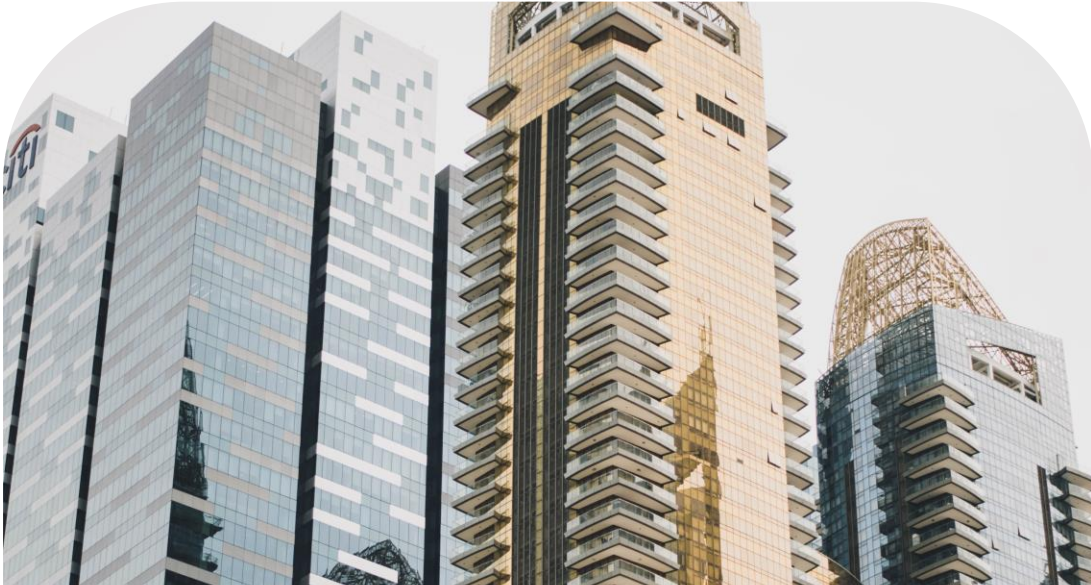
Over 67% of the delegates have a follow up call or meeting with the sponsor post event

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.



WORLDWIDE
CLINICAL TRIALS

IQVIA™

ORACLE®
Health Sciences

DS MEDIDATA

WestRock

parexel®

Syneos.
Health

SUVODA

NT
NOVOTECH
The Asia Pacific CRO

ALMAC

CLARIO.

MEDPACE

Medable

ICON

viedoc™

2024 Event Schedule H1

e	Event	Date	Location
2024			
January	Outsourcing in Clinical Trials: Medical Devices (Europe)	January 30-31	Munich, Germany
February	Outsourcing in Clinical Trials West Coast	February 6-7	San Francisco (Burlingame), CA
March	Clinical Trial Supply Europe	March 6-7	Barcelona, Spain
	Temperature Controlled Logistics in Biopharmaceuticals Europe	March 6-7	Barcelona, Spain
April	Clinical Trial Supply New England	April 9-10	Boston, MA
	Outsourcing in Clinical Trials Southeast	April 16-17	Raleigh/Durham, NC
	Clinical Trials in Oncology West Coast	April 23-24	San Francisco (Burlingame), CA
May	Outsourcing in Clinical Trials Europe	May 7-8	Barcelona, Spain
	Outsourcing in Clinical Trials East Coast	May 21-22	King of Prussia, PA
June	Outsourcing in Clinical Trials UK/Ireland	June 11-12	London, UK

2024 Event Schedule H2

	Event	Date	Location
2024			
July	Clinical Trials in Oncology East Coast	July 9-10	Boston, MA
September	Clinical Trials in Rare Diseases (USA)	September 10-11	San Francisco (Burlingame), CA
	Clinical Data Management Innovation (USA)	September 10-11	San Francisco (Burlingame), CA
	Clinical Trial Supply West Coast	September 17-18	San Francisco (Burlingame), CA
	Outsourcing in Clinical Trials Southern California	September 24-25	San Diego (La Jolla), CA
October	Outsourcing in Clinical Trials and Clinical Trial Supply Nordics	October 1-2	Copenhagen, Denmark
	Outsourcing in Clinical Trials New England	October 23-24	Boston, MA
November	Clinical Trial Supply East Coast	November 5-6	King of Prussia, PA
	Outsourcing in Clinical Trials DACH	November 12-13	Zurich, Switzerland
	Clinical Trials in Rare Diseases (Europe)	November 19-20	Brussels, Belgium
	Clinical Data Management Innovation (Europe)	November 19-20	Brussels, Belgium
December	Clinical Trials in Oncology Europe	December 3-4	Munich, Germany
	Outsourcing in Clinical Trials/Clinical Trial Supply East Asia	December 3-4	Seoul, Korea Republic

2025 Event Schedule H1

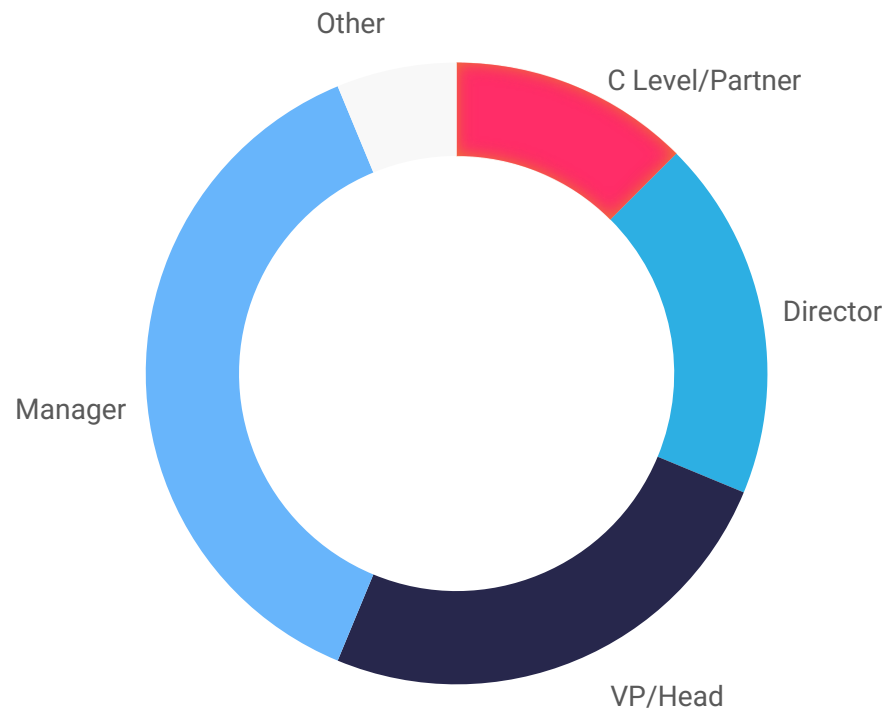
e	Event	Date	Location
2025			
January	Outsourcing in Clinical Trials: Medical Devices (Europe)	January 28-29	Munich, Germany
February	Outsourcing in Clinical Trials West Coast	February 11-12	San Francisco (Burlingame), CA
	Clinical Trial Supply Europe	February 25-26	Barcelona, Spain
	Temperature Controlled Logistics in Biopharmaceuticals Europe	February 25-26	Barcelona, Spain
April	Outsourcing in Clinical Trials Southeast	April 1-2	Raleigh/Durham, NC
	Clinical Trial Supply New England	April 8-9	Boston, MA
May	Outsourcing in Clinical Trials Europe	May 7-8	Barcelona, Spain
	Clinical Operations in Oncology Trials West Coast	May 14-15	Burlingame, CA
	Outsourcing in Clinical Trials East Coast	May 20-21	King of Prussia, PA
June	Outsourcing in Clinical Trials UK/Ireland	June 10-11	London, UK

2025 Event Schedule H2

	Event	Date	Location
2025			
July	Clinical Operations in Oncology Trials East	July 8-9	Boston, MA
September	Clinical Trials in Rare Diseases USA	September 9-10	Princeton, NJ
	Clinical Data Management Innovation USA	September 9-10	Princeton, NJ
	Clinical Trial Supply West Coast	September 9-10	San Francisco (Burlingame), CA
	Outsourcing in Clinical Trials Southern California	September 23-24	San Diego, USA
	Outsourcing in Clinical Trials New England	October 15-16	Boston, MA
October	Outsourcing in Clinical Trials and Clinical Trial Supply Nordics	October 21-22	Copenhagen, Denmark
	Clinical Trial Supply East Coast	November 4-5	King of Prussia, PA
November	Outsourcing in Clinical Trials DACH	November 18-19	Zurich, Switzerland
	Clinical Trials in Rare Diseases EU	November 19-20	Brussels, Belgium
	Clinical Data Management Innovation EU	November 19-20	Brussels, Belgium
	Clinical Operations in Oncology Trials Europe	November 25-26	Munich, Germany
	Outsourcing in Clinical Trials/Clinical Trial Supply East Asia	December 2-3	Seoul, Korea Republic
December			

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	\$9,000	\$8,500	\$8,000
CTS Europe, OCT SoCal, OCT East Coast	\$8,500	\$8,000	\$7,500
CTS East, Oncology East, Oncology West	\$7,500	\$7,000	\$6,500
All other events	\$7,000	\$6,500	\$6,000

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	\$10,000	\$9,500	\$9,000
CTS Europe, OCT SoCal, OCT East Coast	\$9,000	\$8,500	\$8,000
CTS East, Oncology East, Oncology West	\$8,500	\$8,000	\$7,500
All other events	\$8,000	\$7,500	\$7,000

* 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

INCLUDED AT ALL ARENA SHOWS: Booth stamping, Wifi, furniture
INCLUDED AT ALL TIER 1 & 2 EVENTS: Badge Scanning app to capture emails

EVENT	SINGLE EVENT	2-3 EVENTS*	4+ EVENTS*
OCT West Coast, OCT Europe, OCT New England	\$15,500	\$15,000	\$14,500
CTS Europe, OCT SoCal, OCT East Coast	\$14,500	\$14,000	\$13,500
CTS East, Oncology East, Oncology West	\$13,250	\$12,750	\$12,250
All other events	\$12,500	\$12,000	\$11,500

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	\$31,000	\$30,000	\$29,000
CTS Europe, OCT SoCal, OCT East Coast	\$27,500	\$26,500	\$25,500
CTS East, Oncology East, Oncology West	\$25,000	\$24,000	\$23,000
All other events	\$22,000	\$21,250	\$20,500

* 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	\$24,500	\$23,500	\$22,500
CTS Europe, OCT SoCal, OCT East Coast	\$21,500	\$20,500	\$19,500
CTS East, Oncology East, Oncology West	\$20,000	\$19,000	\$18,000
All other events	\$17,500	\$17,000	\$16,500

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	\$42,000	\$40,000	\$38,000
CTS Europe, OCT SoCal, OCT East Coast	\$33,000	\$31,000	\$29,500
CTS East, Oncology East, Oncology West	\$28,000	\$27,000	\$26,000
All other events	\$25,000	\$24,000	\$23,000

* Price per conference

Extras

STAND OUT BRANDING & OTHER EXTRAS

	Tier 1 Event	Tier 2/3 Event	Tier 4 Event
Drinks Reception Sponsorship – 1hr full branded drinks reception at the close of Day 1	\$10,000	\$8,000	\$6,000
Lanyards Sponsorship	\$6,000	\$4,500	\$3,500
Program advert – A4 advert in the printed agenda	\$2,250	\$1,750	\$1,500
Brochure seat drop	\$2,250	\$1,750	\$1,500
Lunch Sponsorship – banners place by lunch station on one day, branding in the agenda	\$3,250	\$2,750	\$2,250
Coffee Break Sponsorship – banners place by coffee station for one break, branding in the agenda	\$3,000	\$2,500	\$2,000
Video Sponsor	\$6,000	\$5,000	\$4,000
Pens, Notepad Sponsor	\$4,000	\$3,500	\$2,500
Registration Sponsor	\$4,000	\$3,500	\$2,500
Tote Bag Sponsor	\$5,000	\$4,000	\$3,500
Badge Sponsor	\$4,000	\$3,500	\$2,500
Incentive Card Sponsor	\$4,000 (Single Day)	\$4,000	\$3,000



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

Please contact:

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