

SCDM Live

annual conference



SPONSORSHIP & EXHIBITION OPPORTUNITIES

11-14 September 2022 | San Antonio, Texas



Society for Clinical Data Management
DATA DRIVEN

WELCOME TO THE SCDM 2022 ANNUAL CONFERENCE!

SCDM is the World's Leading Advocate for the Discipline of Clinical Data Management.

Founded in 1994, the Society for Clinical Data Management is going through an exciting time as technology is creating new possibilities for our discipline. By integrating thought leadership, education, and advocacy – SCDM is shaping the future of clinical data science. To realize our ambitions, we need you to get involved and follow us on our path from Clinical Data Management to Clinical Data Science.

Our goal is to connect you with your customers not only in person but also in a new digital way.

This year's conference is where face to face meets digital! In the past 2 years we have learnt that nothing will ever replace face to face meetings, an opportunity to see each other, meet our colleagues and share thoughts with experience!

However, we also learned that Digital has its own benefits such as broader outreach and the quality of data gained in the online presence. Therefore, at SCDM 2022 we are confident to have understood what you need to optimize your customer outreach, engage with them both online and offline!

You are in the driver's seat by choosing your ideal road and SCDM 2022 is the event to support you to get there!

This conference will deliver key learning experiences where our Members, Partners, Thought Leaders and Organizations come together.

As an SCDM Annual Conference Sponsor, we will support you to:

- Connect with your target audience both online and face to face
- Co-create new collaboration opportunities
- Generate leads and increase revenues
- Increase your visibility
- Collect data to give you an understanding of who you are reaching
- Position your company as a thought leader
- Obtain data insights on your Conference engagements
- Create direct connections and meaningful, long-term relationships

Thank you to all previous sponsors and exhibitors for making our Conference a success. We acknowledge that we could not have achieved these results without your continued support. For those considering sponsoring for the first time, we welcome you and will support you achieving your objectives!

TABLE OF CONTENTS

SCDM Annual Conference in numbers	04
Benefits offered to all sponsors and exhibitors	05
Sponsorship opportunities	06
Exhibit opportunities	13
Exhibitor add-ons	14
A la carte	15
Exhibition Floorplan	16
Booking form	17



YOUR CONTACT

Rik Bollaert

Corporate Relations Manager

Global Headquarters

Boulevard du Souverain 280, B-1160 Brussels

Tel: +33 645 24 44 42

sales@scdm.org | scdmevents@scdm.org

SCDM ANNUAL CONFERENCE IN NUMBERS



1500+
People & Industry

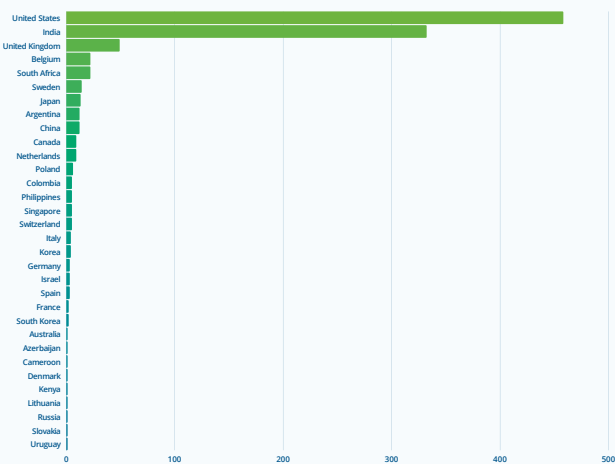


100
Sessions

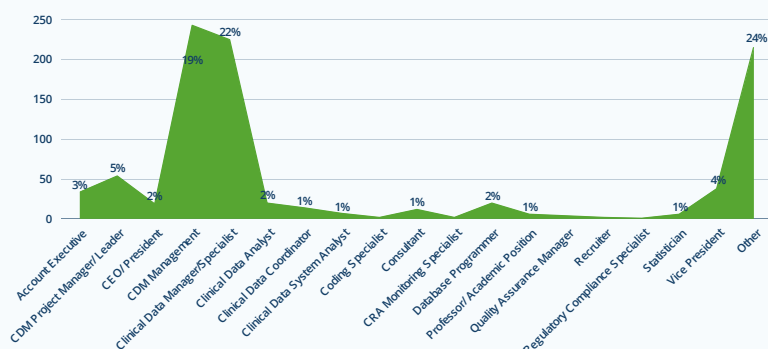


200+
Speakers

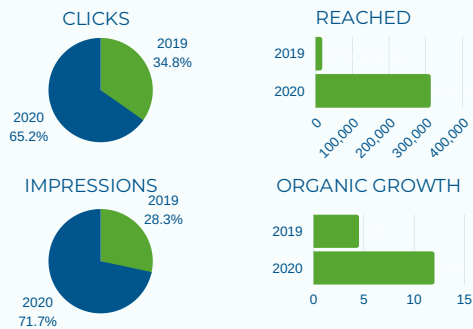
Regional Representation



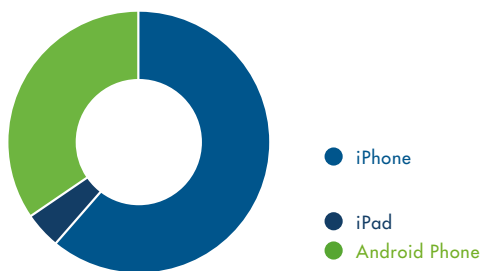
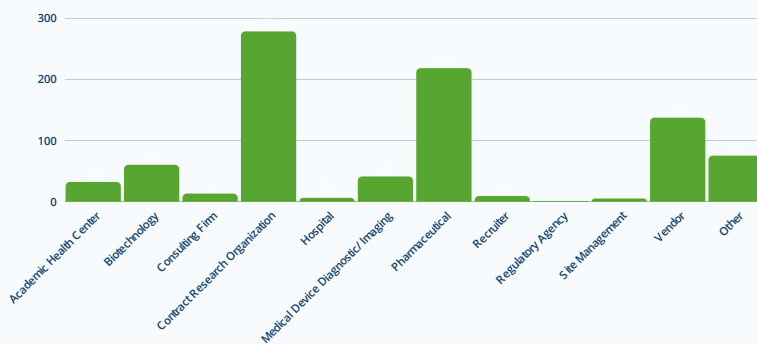
Job Title



Social Media: Exponential Growth



Company type



NAME	INSTALLATIONS	% OF TOTAL
iPhone	673	49.81 %
iPad	37	2.74 %
Android Phone	383	28.35 %
Android Tablet	0	0 %

BENEFITS OFFERED TO ALL SPONSORS AND EXHIBITORS

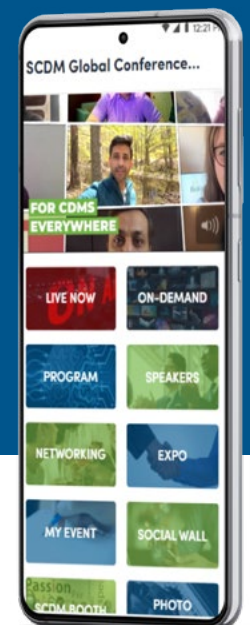
Branding & Advertising

- A booth in the exhibit hall and in the conference app.
- Your company name displayed on a dedicated page of the event website
- Your company logo included in the Thank You Sponsors banner in Data Connections – November 2022 issue
- A virtual booth with your company logo, website link and company description
- Your company logo on main conference signage and in looping slides prior to all sessions Sponsor & Exhibitor ribbon for all company representatives.
- Verbal recognition in the Opening Plenary Session.
- Pre-attendee and attendee list: name, title, organization, country, email (from participants who explicitly opt in)
 - July 6, 2022
 - August 3, 2022
 - September 8, 2022
 - Post-Conference

Exhibit & Registration

- Opportunity to register additional staff at the special SCDM Member Fee.
- Lead retrieval license to capture booth visitor information/ data.
- Participation in the Promotional Giveaway Contest (traffic creation game).

Be part of our community with the **SCDM mobile app !**



SPONSORSHIP OPPORTUNITIES

Technology Sponsor _____ \$27,500
EXCLUSIVE

BRANDING & ADVERTISING

- Status as Technology Sponsor
- Banner 650x275 px in the SCDM Newsletter «Data Connections» November 2022 issue
- Pre & post push notification through the SCDM SCDM 2022 mobile app
- 45-minute Product Showcase (September 12 or 13 - date and timing to be confirmed by organizers)

EXHIBIT & REGISTRATION

- 2 x Exhibit Booths (10'x10') For a detailed description, see page 14
- 3 x Exhibit Hall Access Only Passes – Registration due by July 18, 2022
- 3 x Full Conference Passes – Registration due by July 18, 2022

// MOBILE APP

- Recognition as Mobile App Sponsor in all related marketing collateral (AC website, Destination San Antonio, pocket guide, onsite signage)
- Logo on Mobile App opening splash screen & home screen
- Floor decal at Exhibit Hall entrance

SPONSORSHIP OPPORTUNITIES

Platinum Sponsor ————— \$30,000
3 OPPORTUNITIES

BRANDING & ADVERTISING

- Status as the Platinum Sponsor
- 45-minute Product Showcase (September 12 or 13 - date and timing to be confirmed by organizers)

EXHIBIT & REGISTRATION

- 2 x Exhibit Booths (10'x10') For a detailed description, see page 14
- 3 x Exhibit Hall Access Only Passes – Registration due by July 18, 2022
- 2 x Full Conference Passes – Registration due by July 18, 2022

A LA CARTE

One choice per Sponsor - First come, first served

// OPENING RECEPTION

- Sponsor of the Opening Reception taking place on Sunday, September 13 in the Exhibit Hall—official AC kick-off
 - Sponsor recognition in all related marketing collateral (AC website, Destination San Antonio, pocket guide, onsite signage, mobile app)
 - Participation in ribbon cutting ceremony as official AC kick-off
 - Opportunity to distribute promotional collateral via designated table during Reception
 - Opportunity for sponsor team to welcome and greet attendees

OR

see see next page —→

SPONSORSHIP OPPORTUNITIES

Platinum Sponsor ————— \$30,000
3 OPPORTUNITIES

// NETWORKING RECEPTION

- Sponsor of the SCDM Networking Reception taking place on Tuesday, September 12 with 4 complimentary entrance tickets
 - Sponsor recognition in all related marketing collateral (AC website, Destination San Antonio, pocket guide, onsite signage, mobile app)
 - Opportunity for sponsor team to welcome and greet attendees
 - Opportunity for sponsor representative to give a Welcome Speech
 - Opportunity to offer small gift to participants upon departure

OR

// CONFERENCE BAG SPONSOR

- Corporate logo on the conference bag
- Logo on 'Save the Date 2023'
- Opening Keynote Speaker introduction on Monday, September 12, 2022

SPONSORSHIP OPPORTUNITIES

Gold Sponsor ————— \$19,000
4 OPPORTUNITIES

BRANDING & ADVERTISING

- Status as Gold Sponsor

EXHIBIT & REGISTRATION

- 1 x Exhibit Booth (10'x10') For a detailed description, see page 14
- 2 x Exhibit Hall Access Only Passes – Registration due by July 18, 2022
- 2 x Full Conference Passes – Registration due by July 18, 2022

A LA CARTE

One choice per Sponsor - First come, first

// LUNCHES (Monday & Tuesday)

- Sponsor recognition in all related marketing collateral (AC website, Destination San Antonio, pocket guide, onsite signage, mobile app)
- Opportunity to distribute promotional collateral via designated table during lunches
- Sponsor recognition on signage on catering stations

OR

// POCKET GUIDE

- Sponsor recognition in all related marketing collateral (AC website, Destination San Antonio, pocket guide, onsite signage, mobile app)
- Sponsor logo on cover page
- Ad in Pocket Guide

OR

see see next page —→

SPONSORSHIP OPPORTUNITIES

Gold Sponsor ————— \$19,000
4 OPPORTUNITIES

// SCDM VOLUNTEER HAPPY HOUR (Sunday, September 11 | 05:00PM – 06:00PM)

- Sponsor recognition in all related marketing collateral (AC website, Destination San Antonio, pocket guide, onsite signage, mobile app)
- Opportunity to distribute promotional collateral via designated table
- Sponsor recognition on signage on catering stations
- Opportunity for sponsor team to welcome and greet attendees
- Opportunity for sponsor representative to give a Welcome Speech
- Opportunity to offer small gift to participants upon departure

OR

// Award Ceremony (Wednesday, September 14)

- Verbal recognition as a sponsor at the awards ceremony
- 5-minute welcoming speech to the audience
- Branding displayed at the ceremony
- Logo on the award design

SPONSORSHIP OPPORTUNITIES

Silver Sponsor ————— **\$12,500**
5 OPPORTUNITIES

BRANDING & ADVERTISING

- Status as Silver Sponsor

EXHIBIT & REGISTRATION

- 1 x Exhibit Booths (10'x10') For a detailed description, see page 14
- 2 x Exhibit Hall Access Only Passes – Registration due by July 18, 2022
- 1 x Full Conference Passes – Registration due by July 18, 2022

A LA CARTE

One choice per Sponsor - First come, first served

// **CUSTOMIZED HOTEL KEY CARDS (one-color logo imprint)**

- Sponsor recognition in all related marketing collateral (AC website, Destination San Antonio, pocket guide, onsite signage, mobile app)
- Item to be produced by SCDM upon receipt of artwork from sponsor

OR

// **WELLNESS SESSION (yoga, run/ walk, etc)**

- Sponsor recognition in all related marketing collateral (AC website, Destination San Antonio, pocket guide, onsite signage, mobile app)
- T-shirts with company logo to be provided to each participant

OR

see next page —→

SPONSORSHIP OPPORTUNITIES

Silver Sponsor ————— \$12,500
5 OPPORTUNITIES

// **BREAKFASTS** (Monday, Tuesday & Wednesday)

- Sponsor recognition in all related marketing collateral (AC website, Destination San Antonio, pocket guide, onsite signage, mobile app)
- Opportunity to distribute promotional collateral via designated table during breakfasts
- Sponsor recognition on signage on catering stations

OR

// **COFFEE BREAKS – DAY 1** (two breaks - AM & PM)

- Sponsor recognition in all related marketing collateral (AC website, Destination San Antonio, pocket guide, onsite signage, mobile app)
- Opportunity to distribute promotional collateral via designated table during the coffee breaks
- Sponsor recognition on signage on catering stations

OR

// **COFFEE BREAKS – DAY 2** (two breaks - AM & PM)

- Sponsor recognition in all related marketing collateral (AC website, Destination San Antonio, pocket guide, onsite signage, mobile app)
- Opportunity to distribute promotional collateral via designated table during the coffee breaks
- Sponsor recognition on signage on catering stations

EXHIBITOR OPPORTUNITIES

EXHIBIT PACKAGE

The exhibition part is the one place for you to showcase your products and company, as well as network and meet conference participants. Don't miss out!

10'X10' EXHIBIT SPACE

2 x Exhibit Hall Access Only Passes
(Exhibit Hall & Opening Reception access only)

- Pre-attendee and attendee list: name, title, organization, country, email (from participants who explicitly opt in)
 - July 6, 2022
 - August 3, 2022
 - September 8, 2022
 - Post-Conference
- Your company name will be displayed on a dedicated page of the event website and in the mobile app ensuring direct visibility to each visitor
- Booth equipment: 1 x 6' draped table, 2 x side chairs, 1 x wastebasket
- Exhibitor ribbon for all company representatives
- Lead retrieval accessible

NOTE: 10% discount applies on the second 10'x10' exhibit space.



PRICING STRUCTURE

	Exhibit Package	STARTUP Gallery
Early reservation until March 6, 2022	\$4,950	\$1,950
Regular reservation as of March 7, 2022	\$6,950	\$2,950

START-UP GALLERY

Whether you are a startup with an innovative solution for the CDM industry or a young company that would like to network with key industry representatives do not mist this chance! Strategically located at the entrance of the exhibit hall, our Start-Up Gallery exhibitors receive a full complement of benefits to ensure maximum exposure.

START-UP EXHIBIT SPACE

2 x Exhibit Hall Access Only Passes (Exhibit Hall & Opening Reception access only)

Pre-attendee and attendee list: name, title, organization, country, email (from participants who explicitly opt in)

- July 6, 2022
- August 3, 2022
- September 8, 2022
- Post-Conference
- Your company name will be displayed on a dedicated page of the event website and in the mobile app ensuring direct visibility to each visitor
- Booth equipment: 1 x 6' draped table, 2 x side chairs,
- 1 x wastebasket
- Exhibitor ribbon for all company representatives

START-UP CRITERIA:

- Privately held company or academic spin-off, started less than 3 years ago or with less than 15 employees
- Annual sales under pricing not exceed \$2M
- A registered non-profit organisation

EXHIBITOR ADD-ONS

(Exhibiting is required in order to benefit from the below add-ons)

PROMOTIONAL GIVEAWAY CONTEST - \$50

Generate traffic at your booth by nominating your company for this contest. The right trade show give aways can help generate leads and support integrated marketing messages that will prompt participants to tie that message back to your company long after the AC has ended. Attendees will be prompted to visit your booth and vote for their preferred/ the most innovative promotional item. The winning company will get the chance to promote their company in a 2 minutes podcast displayed on the SCDM marketing channels.

To enter the contest please do submit a picture of your give-away by email to annualconference@scdm.org latest by September 4, 2022.

UPGRADED WEB LISTING - \$275

Benefit from additional visibility by adding your company logo and link to your website on the SCDM 2022 Annual Conference website.

JOB POSTING IN MOBILE APP - \$500

Increase your visibility and highlight your job openings by posting them in the mobile app.

Available to all registered conference participants and overall SCDM community, your job posting will reach over 2,000 individuals consistently throughout the year (app is available in the stores beyond the conference).

A LA CARTE

NOTE: Exhibiting is not required in order to participate as a sponsor.

ENERGIZE ME!

- Networking Lounge Area
- 2 Opportunities
- Value: \$7,000

The lounge allows attendees to network in a relaxed setting and to deepen their business conversations. This offers the perfect opportunity for your company to promote your latest solutions and innovations. The lounges are highly flexible options. Contact us to brainstorm on options to ensure you will get the most out of your lounge (additional charges may apply for added visibility).

CONFERENCE LANYARDS

- Exclusive
- Value: \$7,000

Benefit from prime visibility by placing your company logo on the conference lanyards provided to every participant registered to the conference. The lanyards will be customized with the sponsor's logo as well as the SCDM 2022 Annual Conference logo. The production cost of the lanyards including 1 x one color logo imprint is included in the package value.

RIVERWALK SHUTTLE BUSES

- Exclusive
- Value: \$5,750

Looking for the undivided attention of the conference attendees? Play your video and/ or provide your flyer whilst giving participants the opportunity to make their way from the conference venue to the Riverwalk (downtown San Antonio).

REFRESH ME!

- Ice Cream Cart/ Slushie Machine
- 2 opportunities (one hour offering during coffee/lunch break)
- Value: \$5,500

Offer conference participants a refreshing treat to keep them cool under the Texan sun. Those succumbing to temptation, will benefit from an unforgettable experience and your company will definitely become their favorite.

NOTEPADS & PENS

- Exclusive
- Value: \$5,500

Take advantage of placing your company logo on notepads and pens distributed to all conference participants. The production cost of the notepads & pens including 1 x full colour logo imprint is included in the package value.

CONNECT ME!

- 2 Min Podcast Displayed On The SCDM Ac Website And SCDM Social Media Channels
- 3 Opportunities
- Value: \$5,000

The greatest thing about podcasting is that it makes it so easy to get in touch with your desired audience. Grow your brand by posting your two minutes podcast building momentum for your AC attendance on SCDM's platforms and reach more than 10,000 potential clients.

GUEST ROOM AMENITY & ROOM DROP

- 3 opportunities (one each night)
- Value: \$2,500

Reach out to the conference participants on peak nights with personal favors highlighting your company. Limited to 400 rooms and one item per room. Items to be provided by the sponsor (subject to approval by SCDM).

PRODUCT SHOWCASE

- Multiple opportunities
- Value: \$5,000

Interested in showcasing your product? Sign up for your 45-minute session in our 20x20 demo booths located in the near proximity of the exhibit



EXHIBIT FLOORPLAN

Date

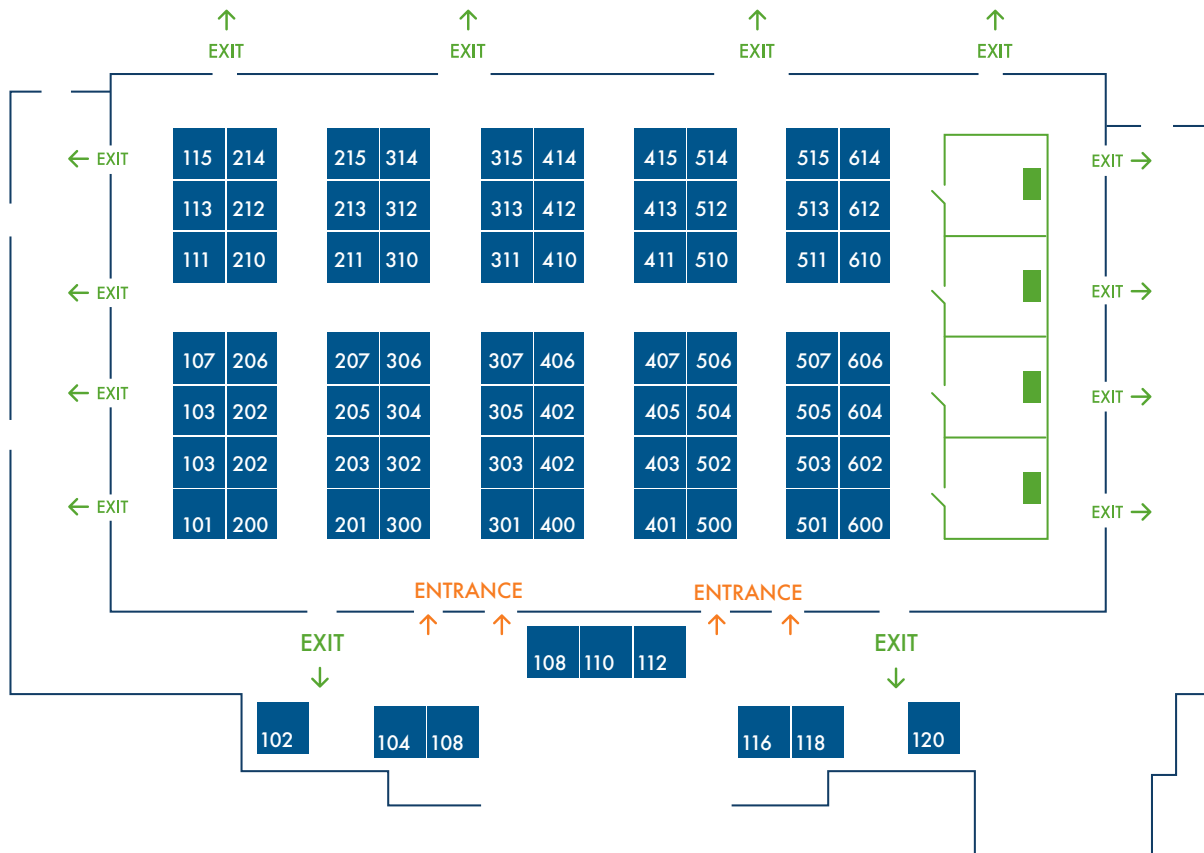
Septembre 11-14, 2022

Location

San Antonio, Texas
Hyatt Regency Hill Country
Resort and Spa

EXHIBIT HALL SCHEDULE (Subject to change)

DAY & DATE	OPENING HOURS
Sunday, Sept 11, 2022	06:00 PM to 08:00 PM
Monday, Sept 12, 2022	10:30 AM to 06:00 PM
Tuesday, Sept 13, 2022	10:00 AM to 03:30 PM



YOUR CONTACT

Rik Bollaert

Corporate Relations Manager

Global Headquarters

Boulevard du Souverain 280, B-1160 Brussels

Tel: +33 645 24 44 42

sales@scdm.org | scdmevents@scdm.org

CONTRACTUAL AGREEMENT

YOUR INFORMATION

First Name
 Last Name
 Occupation
 Email
 Land Line
 Mobile
 Company
 Address
 City
 State
 Postal Code
 Country
 Web Address
 Additional Contact Name
 Email

PRODUCT & SERVICE

(please check all that apply):

Authorized Education
 Biostatistics
 Clinical Data Management Staffing & Consulting
 Clinical Research Organization (CRO)
 Clinical Services and Software for Clinical Trials
 Clinical Trial Management & Support
 Data management
 Drug development
 Education, Research
 Electronic Data Capture (EDC)
 eSource Software Solutions for Clinical Trials
 Functional sourcing (FSP)
 Interactive Response Technologies
 Medical Writing/Publishing
 Non-profit organization
 Professional Recruitment Services
 Regulatory, Clinical, Processing Consulting
 Scientific communications
 Standards development organization
 Other (please specify)

EXHIBIT RESERVATION

Booth Location

First Preference
 Second Preference
 Special Request

RESERVATION TYPE	FEE	
	10'x10	STARTUP
Early reservation until March 6, 2022	\$4,950	\$1,950
Regular reservation as of March 7, 2022	\$6,950	\$2,950

TOTAL BOOTH COST \$:

SPONSORSHIP RESERVATION

Technology Sponsor ————— \$27,500
EXCLUSIVE

Exclusive sponsored items:

- Mobile app
- Floor Decal at the entrance

Platinum Sponsor ————— \$30,000
3 OPPORTUNITIES

Choice of One per Sponsor:

- Opening reception
- Networking Reception
- Conference Bag sponsor

Gold Sponsor ————— \$19,000
4 OPPORTUNITIES

Choice of One per Sponsor:

- Lunches
- Pocket Guide
- Volunteer Happy hour
- Closing and award ceremony

Silver Sponsor ————— \$12,500
5 OPPORTUNITIES

Choice of One per Sponsor:

- Customized Hotel Key card
- Wellness Session
- Breakfast
- Coffee Breaks Day 1
- Coffee Breaks Day 2

ENERGIZE ME!
 Value: \$7,000

REFRESH ME!
 Value: \$5,500

GUEST ROOM AMENITY & ROOM DROP
 Value: \$2,500

CONFERENCE LANYARDS
 Value: \$7,000

NOTEPADS & PENS
 Value: \$5,500

PRODUCT SHOWCASE
 Value: \$5,000

RIVERWALK SHUTTLE BUSES
 Value: \$5,750

CONNECT ME!
 Value: \$5,000

(Tick the day of your choice) —————> DAY 1 - Sunday DAY 2 - Monday DAY 3 - Tuesday

ADD-ONS

	Job posting in AC mobile app	\$500
	Upgraded web listing (link to website & logo)	\$275
	Upgraded listing in AC mobile app	\$225
	Promotional giveaway contest	\$50

PAYMENT

Total Exhibit \$

Total Sponsorship \$

Total Add-Ons \$

Grand Total \$

Web Address

Additional Contact Name

Email

PAYMENT BY CREDIT CARD

AMEX

MC

VISA

Card Number

Cardholder Name

Expiry Date

CVV

Zip Code

Signature

I agree that this application shall be deemed as valid and binding. Payment is due by June 21, 2022, in full to reserve sponsorship packages, booth space, add-on items and in order to benefit from any of the included services. SCDM has final rights to move any reserved booth and will notify the exhibitor in writing no later than August 21, 2022.

I agree to all exhibiting and sponsorship deadlines and regulations.

For further information, please contact us at annualconference@scdm.org.

In making this application, we the undersigned agree to abide by all governing regulations set forth in the invitation to exhibit. The signatory of this contract must have the authority to bind the undersigned company with regard to this contract.

Print Name/Title Authorized Signature Date

Make checks payable to Society for Clinical Data Management and return application to:
7918 Jones Branch Drive, Suite 300, McLean, VA 22102.
Fax: 703-503-3266 | E-mail: annualconference@scdm.org