

# Sponsorship Opportunities

## 2<sup>nd</sup> Future of Pharmaceutical Manufacturing Conference

**May 18-20, 2021 • Virtual**

This latest conference in the AIChE PD2M series addresses the question of what pharmaceutical manufacturing will look like in 2030 and how we should prepare now to be ready for the changes that are coming. It follows on from previous workshops on Continuous Manufacturing (Bethesda, 2016 and Ireland 2017) and the Future of Manufacturing (Washington 2019). We have assembled a group of excellent chairs and speakers leading or working at the cutting edge of manufacturing technology development. These include senior regulatory, industry and academic leaders.

Presentations will address:

- Why the industry needs to embrace new ways to develop and manufacture medicines; including small molecules, biopharmaceuticals, vaccines and ATMPs
- How manufacturing needs to adapt to new modalities for medical treatment including ATMPs, making them both affordable and safe
- The impact of the wave of disruptive technologies referred to as Industry 4.0, including Industrial Internet of Things (IIoT), machine learning (ML), automation, robotics, advanced analytics and 3-d printing
- The role of enabling technologies for example continuous manufacturing in alleviating drug shortages and shortening supply chains
- Making future manufacturing systems flexible and modular
- The value of collaboration and standardization around these topics in order to avoid diluted effort as pharmaceutical companies, CMOs, CROs and their vendors move forward

This workshop will be of interest to:

- Leaders, scientists and engineers working in pharmaceutical development and manufacturing functions, including technical operations and manufacturing science and technology
- Innovators, generics, CMOs and CROs
- Members of Regulatory and Quality functions and those involved in preparing regulatory submissions
- Pharmaceutical development and manufacturing innovators, including technology and software vendors
- Consultants and systems integrators providing assistance with delivery of technology projects and implementation

### **Conference Chairs**

- Mike Butler, NIBRT
- Steven Ferguson, University College Dublin (UCD)
- Brian Glennon, UCD/SSPC and APC
- Jessica Whelan, UCD

### **Session Topics**

- Industry 4/0, AI and Digitalization
- Modular Supply Including Supply Chain
- New Technologies and Approaches
- Advanced Therapy Medicinal Products
- Biopharmaceuticals

## Why Sponsor?

Sponsoring this conference shows your company's leadership in shaping the future of pharmaceutical manufacturing. It allows you to connect and communicate your message with experts and leaders working in this field.

All levels of sponsorship are customizable to meet your budget and goals for the meeting. Please do not hesitate to ask if you are interested in alternate means of recognition. All sponsorships include the core benefits outlined below. The base packages are described in the table on this page and the following page.

AIChE is committed to bringing together our various research communities. The COVID-19 pandemic has offered the opportunity for us to bring together leading researchers via virtual formats, while still providing companies with ways to interact with these individuals. The sponsorship and exhibit options for this virtual event focus on allowing companies to showcase their brand, generate leads and share their technical expertise with attendees.

**Are you looking to recruit?** Many of the sponsorship benefits listed below, such as networking sessions and blog posts can be a great way to share why your company is a great place to work with to graduate students who are looking to enter the industry.

## Sponsorship Package Details and Exclusive Options

At each sponsor level there are several options for recognition. In addition to the overall sponsorship recognition, sponsors will receive exclusive opportunities based on the package chosen with each sponsorship level.

All sponsors receive:

- Recognition
  - Logo included on the conference website
  - Logo included in promotional emails
  - Logo included in the virtual meeting environment
- Post meeting attendee list (email addresses not included)

### Gold - \$7,500

- 10 meeting registrations
- Virtual exhibit booth
- Two of the following
  - Session Track Sponsor
    - Recognition as sponsor during selected session
  - Networking Break Sponsor – focus a networking discussion around a topic you would like to talk with attendees about
    - Recognition as sponsor of one of the networking breakout rooms
    - Select a topic for the breakout room to focus on
    - Develop questions to stimulate conversation in the networking room
  - Dedicated Email Blast – highlight your work to meeting attendees through an email
    - Develop an email to send to attendees before, during or after the event. AIChE will send it on your behalf.
  - Sponsored Blog Post – showcase your thought leadership and expertise to meeting attendees and the larger AIChE community
    - Post an interview or industry perspective article to AIChE's ChEnected blog
    - An email will be sent to all attendees with the post

### Silver - \$5,000

- 5 meeting registrations
- Virtual exhibit booth
- One of the following
  - Session Track Sponsor
    - Recognition as sponsor during selected session
  - Networking Break Sponsor – focus a networking discussion around a topic you would like to talk with attendees about
    - Recognition as sponsor of one of the networking breakout rooms
    - Select a topic for the breakout room to focus on
    - Develop questions to stimulate conversation in the networking room
  - Dedicated Email Blast – highlight your work to meeting attendees through an email
    - Develop an email to send to attendees before, during or after the event. AIChE will send it on your behalf.
  - Sponsored Blog Post – showcase your thought leadership and expertise to meeting attendees and the larger AIChE community
    - Post an interview or industry perspective article to AIChE's ChEnected blog
    - An email will be sent to all attendees with the post

### Bronze - \$2,500

- 2 meeting registrations
- Virtual exhibit booth

## Sponsorship Reservation Form

### Contact Information

Name (First/Given Last/Family): \_\_\_\_\_ Position Title: \_\_\_\_\_

Company Name (as you wish it to appear): \_\_\_\_\_

Physical Mailing Address: \_\_\_\_\_

City, State, Postal Code, Country: \_\_\_\_\_

Telephone: \_\_\_\_\_ Email: \_\_\_\_\_

Web Address (your logo will link to this url on the conference website): \_\_\_\_\_

**Signature Required for Sponsorship Confirmation:** By signing below you acknowledge that you have read and agree to abide by the terms and conditions enclosed in this sponsorship prospectus.

Signature: \_\_\_\_\_ Date: \_\_\_\_\_

### Sponsorship/Exhibit Level

Please indicate your selected sponsorship level: \_\_\_\_\_

Indicate your selected benefits (see previous pages for options): \_\_\_\_\_

Amount (total amount of your selected sponsorship and/or exhibit product(s)): \_\_\_\_\_

### Payment

Select Choice of Payment:  Check or Money Order Payable to AIChE/Invoice  Credit Card  Wire Transfer

**For Check or Money Order/Invoice Indicate PO# (if required for invoice):** \_\_\_\_\_

### For Credit Card

American Express  Mastercard  Visa  Discover  Diner's Club

Name (as it appears on card): \_\_\_\_\_ Account Number: \_\_\_\_\_

Expiration Date: \_\_\_\_\_ Billing Postal Code of Card: \_\_\_\_\_

Signature Required for Payment by Credit Card: \_\_\_\_\_ Date: \_\_\_\_\_

Completed forms can be emailed to [patrb@aiche.org](mailto:patrb@aiche.org), faxed to 646-495-1501, or mailed to:  
American Institute of Chemical Engineering, Attn: Pat Brennan, 120 Wall Street, 23<sup>rd</sup> Floor, New York, NY 10005

## Terms and Conditions

**1. Acceptability of Exhibits** All exhibits shall serve the interests of the members of AIChE and shall be operated in a way that will not detract from other exhibits or from the Exhibition. Exhibit Management determines acceptability of persons, things, conduct and/or printed matter and reserves the right to require the immediate withdrawal of any exhibit which is believed to be injurious to the purpose of the Association. All exhibits will remain within space described. In the event of such restriction or eviction, exhibit fees and any other exhibit-related expense may not be refunded.

**2. Sponsorship Packages** Standard sponsorship package details can be found in the meeting sponsorship prospectus. Any custom sponsorship packages will be agreed to in writing between the AIChE and Sponsor.

**3. Payment** Full payment must accompany the exhibitor and sponsor reservation unless a special payment arrangement has been approved by AIChE and attached to this agreement. Payments should be remitted directly to AIChE by wire transfer, check, cash or credit card. All payments must be received in full 30 days before the meeting start date. Exhibitor and sponsor registrations made 29 days or less to the meeting start date must be paid in full, no alternative payment arrangements will be made.

**4. Assignment of Space** Exhibit location assignments are assigned approximately 30-45 days prior to the meeting start date with priority based on the date of payment. Registrations not paid in full 30 days prior to meeting start date will not be assigned a table location until full payment is made.

**5. Care of Exhibits** Nothing shall be posted on, nailed, screwed or otherwise attached to columns, walls, floors or other parts of the building or furniture. Distribution of promotional gummed stickers or labels is strictly prohibited. Any property destroyed or damaged by an exhibitor must be replaced or restored to its original condition by the exhibitor or at the exhibitor's expense.

**6. Exhibit Fees** Fees for exhibit rental, including dates during which promotional rates may apply, are set forth in the Exhibitor Prospectus. A listing of the items included in the standard exhibitor package appears in the same section.

**7. Eligibility** Only the company named on this contract will be used in exhibitor and sponsor recognition opportunities by AIChE. No subsidiaries or secondary company units will be permitted in the same contract.

**8. Marketing / Promotions** AIChE has authorization to use the exhibitor or sponsor logo and/or images for marketing purposes in all media. Company logos must be submitted in a timely manner (based on marketing deadlines). Logos will be used as submitted by the exhibitor or sponsor. Any additions or changes must be added to the logo file by the exhibitor or sponsor. AIChE reserves the right to refuse placement of any graphic and/or image that it believes to be objectionable for any reason.

**9. Insurance & Required Certificate of Insurance** The Exhibitor understands that neither AIChE nor the venue maintains insurance covering the Exhibitor's property and it is the sole responsibility of the Exhibitor to obtain such insurance. Exhibitor agrees to obtain and keep in force, during the term of occupancy and use of the facility, policies of General Liability insurance, specifically including the Premises-Operations and Personal Injury Liability with limits not less than \$1,000,000 CSL (combined single limit each accident), and, if applicable, Worker's Compensation insurance to statutory limits in the jurisdiction where the meeting is held, Employer's Liability insurance with limits not less than \$500,000 CSL, and Automobile Liability insurance covering all owned, non-owned and hired vehicles with limits not less than \$1,000,000 CSL per occurrence. Exhibitor agrees to include "American Institute of Chemical Engineers" and the meeting venue in the General and Auto Liability policies as additional insureds thereunder. Exhibitor insurance will be considered primary of any similar insurance carried by AIChE or the meeting venue. Exhibitor Commercial General Liability and Automobile Liability policies to contain standard Waiver of Subrogation provision.

**Such Certificate of Insurance must be provided to AIChE no less than 21 days before the proposed exhibit date. All policies of insurance will be with insurance companies rated by A. M. Best Company as an A-VII or better or otherwise acceptable to AIChE.**

**10. Cancellation by Exhibitor** All reservations cancelled by 5 PM EST 30 days prior to meeting start date will receive a 75% refund. (A 25% processing fee is charged on all cancellations received more than 30 days before the meeting.) Cancellations received less than 29 days prior to meeting start date are not

eligible for refund. In the event payment has not been made at time of cancellation, you will be invoiced for the balance due.

**11. Cancellation by Sponsor** There are no refunds or credits for sponsorship cancellations once payment has been received.

**12. Cancellation or Postponement of Event by AIChE** AIChE may decide to cancel or postpone the event, in its sole discretion. If AIChE postpones said event, sponsorship and exhibit funds will be carried forward to the rescheduled event. If AIChE cancels said event, AIChE will consider a refund on a case-by-case basis depending on a number of factors including the related expenses already incurred by AIChE and the already accrued visibility of sponsorship and exhibits.

**13. Change of Conference Format** AIChE may decide to change the conference format from in-person to virtual, in its sole discretion. If AIChE changes the format of said event, sponsorship and exhibit benefits will be converted to applicable products offered in the virtual conference platform.

**14. Exclusivity** AIChE events are offered to all potential sponsors and exhibitors without exclusivity.

**15. Indemnification and Hold Harmless** Exhibitor or Sponsor agrees to indemnify, defend and hold harmless AIChE, the event facility, the owner of such facility, and the city in which this event is being held, and their respective officers, agents and employees, from and against all bodily and personal injury, loss, claims, or damage to any person or any property arising in any way from the Exhibitor company, its employees, agents, licensees, contractors or customers. AIChE shall not be responsible for loss or damage to displays or goods belonging to Exhibitor or Sponsor.

**16. Resolution of Disputes** If a dispute or disagreement arises between Exhibitor or Sponsor and AIChE or between two or more Exhibitors or Sponsors, such dispute will be reviewed by AIChE. To address such dispute, the Exhibitor(s) or Sponsor(s) must present a document in writing to AIChE stating the dispute in detail. AIChE will take immediate action to review the dispute, evaluate its merit and make a ruling. All decisions made by AIChE are final.

**17. Acceptance** All terms and conditions are in effect once the Exhibitor or Sponsor signs the registration form. This agreement shall not be binding on AIChE until received and accepted by AIChE.

**18. Confidentiality** This Agreement, its terms and the Event are each confidential until publicly announced by AIChE. You may not disclose the existence of this Agreement or the terms of this Agreement to any third party without AIChE's prior written consent. You hereby authorize AIChE to provide your company representative's contact information including address, phone number, fax number and contact person information to the AIChE events and marketing team, and any AIChE vendor contracted to AIChE work for this Event, as well as to the venue owner and its employees, agents and contractors.

**19. Independent Contractors** The parties shall be independent contractors under this Agreement, and nothing herein shall constitute either party as the employer, employee, agent, or representative of the other party, or both parties as joint ventures or partners for any purpose.

**20. No Assignment** The rights granted by this Agreement are personal in nature. Sponsor may not assign this Agreement to any third party without the written consent of AIChE.

**21. Miscellaneous** This Agreement supersedes any prior oral or written understanding between AIChE and Exhibitor or Sponsor, and may not be amended or modified except in writing signed by both parties. This Agreement shall be governed by and construed in accordance with the laws of the State of New York.