



Sponsorship Opportunities

BIOFLORIDA CONFERENCE VIRTUAL 2020

COMPANY PROMOTION & BRAND EXPOSURE

23rd Annual BioFlorida Conference
One-Day Virtual Event
Thursday, October 29, 2020

About the 2020 Conference

Florida's Leading Life Sciences Conference

WHY ATTEND THIS YEAR'S CONFERENCE

- **Hear about the latest in BioPharma, MedTech and HealthIT**
 - Addressing Science, Business & Public Policy
 - Progress in the fight against COVID-19 and other diseases
 - Showcasing Florida's achievements
- **Uniquely connect with hundreds in the life sciences industry**
 - Committees, forums, video chats and one-on-one meetings
 - Meet potential investors and discuss your financial needs
 - Leverage the BioFlorida network
- **Strategize on Florida's life sciences industry path forward**
 - How our industry is evolving during the pandemic
 - Recognize and celebrate companies, entrepreneurs and researchers

WHO ATTENDS

- Executives and entrepreneurs from emerging life sciences companies
- Executives and seasoned professionals from established life sciences companies
- Scientists, researchers and technology transfer employees from universities and research institutions
- Health systems and hospitals
- Life science investors and venture capitalists
- Federal and state lawmakers
- Economic development agencies
- Industry service providers

Sponsorship Packages

Choose the right options to increase your exposure and meet your business objectives. Choices include Sponsorship Packages, A-La-Carte Sponsorship Items, Advertising Options, Exhibitor Spaces or a combination that is right for your organization! Contact BioFlorida at admin@bioflorida.com to confirm your sponsorship today.

	DIAMOND SOLD	RUBY \$7,500	EMERALD \$5,000	PARTNERING \$5,000
Complimentary passes	15	10	5	5
50% discount on additional registration	yes	yes	yes	yes
Access to 1-on-1 partnering	yes	yes	yes	yes
Exhibit booth in the virtual exhibit hall	yes	yes	yes	
Video introduction	yes			
Dedicated social media posts	3	2		
Dedicated email blast	1	1		
Special recognition	1 dedicated sponsor page within the conference platform	Recognition on the registration pages & registration confirmation emails	Banner ad on the conference platform	Recognition on the People / Connect pages within the conference platform
Recognition on BioFlorida website & conference platform	logo & hyperlink	logo & hyperlink	logo & hyperlink	logo & hyperlink
Recognition on promotional emails	logo & hyperlink	logo & hyperlink	logo & hyperlink	logo & hyperlink

Additional Opportunities

EXHIBITOR

\$2,500 MEMBER / \$4,000 NON-MEMBER

- 1 Exhibit booth in the virtual exhibit hall: Maximize your booth's personalization and interactivity through your "booth staff." Use messaging capabilities and real-time video demos to interact with attendees during specified "Exhibit Hours" and beyond. Booths are entirely customizable - bring your brand to life with your logo, marketing materials, documents and multimedia content. Connect immediately and personally with attendees who visited your booth and message them via the platform during the event.
- 3 complimentary registrations
 - Includes access to one-on-one partnering
- Recognition on Website: company name & hyperlink
- Recognition in Promotional Emails: company name & hyperlink

ADVERTISING OPTIONS

Banner Ad \$3,000

Reserve a banner ad to catch attendees' eyes. Work with BioFlorida to secure placement to get brand exposure in the event platform, where attendees are accessing the program, visiting tradeshow booths, exchanging messages and holding video meetings.

Dedicated Email Blast \$3,000

Sponsor a branded message, including pre-scheduled email blasts, to attendees. Include your logo, messaging and other support materials.

SATELLITE EVENT \$5,000

- 2 complimentary registrations
 - Includes access to one-on-one partnering
- Opportunity to host a networking group, roundtable or mixer of your choice. Will be advertised on the main agenda of our Conference platform.

SESSION SPONSOR \$4,000

- 2 complimentary registrations
 - Includes access to one-on-one partnering
- Introductory Speaking Opportunity in Breakout Session
- Recognition on Website: logo & hyperlink
- Recognition in Promotional Emails: logo & hyperlink
- Recognition in Conference Platform: logo & hyperlink

BIOPITCH SPONSOR \$4,000

- 2 complimentary registrations
 - Includes access to one-on-one partnering
- Participation in BioPitch Committee
- Opportunity to mentor some of the selected companies (prior to the Conference)
- Recognition on Website: logo & hyperlink
- Recognition in Promotional Emails: logo & hyperlink
- Recognition in Conference Platform: logo & hyperlink
- Recognition in BioPitch Communications: logo & hyperlink

GAME SPONSOR \$4,000

Use this opportunity to showcase your company and generosity to the life sciences community. Participants will earn points by utilizing our online Conference platform and the participants with the most points will be awarded a prize by this sponsor.

- 2 complimentary registrations
 - Includes access to one-on-one partnering
- Award prizes to the winners (sponsor to provide prizes)
- Recognition in Promotional Emails: logo & hyperlink
- Recognition in Conference Platform: logo & hyperlink on sponsor page, digital ad on game subpage
- Recognition on game page: digital ad
- Recognition in Game Communications: logo & hyperlink

SUPPORTING SPONSOR \$2,000

- Recognition on Website: logo & hyperlink
- Recognition in Promotional Emails: logo & hyperlink
- Recognition in Conference Platform: logo & hyperlink
- 1 complimentary registration
 - Includes access to one-on-one partnering

INSTITUTIONAL HOST \$2,000

- 15 complimentary student / faculty registrations
 - Includes access to one-on-one partnering
- Recognition on Website: company name & hyperlink
- Recognition in Promotional Emails: company name & hyperlink
- Recognition in Conference Platform: company name & hyperlink

Increase Your Company Exposure

BANNER AD

Introduce your organization with strategic ad placement. Reserve a banner ad to catch attendees' eyes.

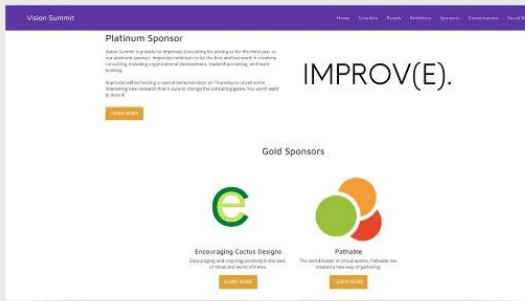
THE VALUE: Get continuous brand exposure in the event platform, where attendees are accessing the program and speaker information, visiting exhibit booths, exchanging messages, holding video meetings and participating in breakout sessions.



DEDICATED SPONSOR PAGES

Stand out as a sponsor on a dedicated page highlighting your support level. Highlight your products, expertise and core capabilities with event attendees. Pique attendee interest to follow up with you at your virtual exhibit booth and beyond.

THE VALUE: You get additional exposure in the platform, all driving traffic back to your exhibit booth or company personnel.



DEDICATED EMAIL BLAST

Sponsor a branded message, including pre-scheduled email blasts, to attendees, include your logo, messaging and other support materials.

THE VALUE: Unlike putting your brand onto signage for an onsite event, you can be certain your company is reaching attendees' eyes in a targeted way that is tailored to you, your messaging and your products.

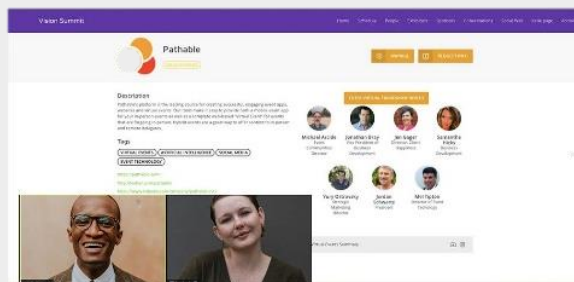


VIRTUAL EXHIBIT BOOTH

Maximize your booth's personalization and interactivity through your "booth staff". Your booth is entirely customizable – bring your brand to life with your logo, descriptive words, marketing materials, and multimedia content.

View event attendees who visited your booth and message them via the platform during the event. Use messaging capabilities and real-time video demos to interact with attendees during specified exhibit hours and beyond.

THE VALUE: Don't lose the interactivity of an in-person event – connect immediately and personally with attendees. Take advantage of the visual and informational elements that go beyond signage in a traditional booth and give attendees a snapshot into who you are and what you offer.



2020 Sponsorship Information

SPONSORSHIP FAQS

What is the sponsorship confirmation deadline?

All sponsorships are sold on a first-come, first-served basis and some packages are limited number. Confirm your sponsorship today!

Is this the final list of all options available?

No – All sponsorship opportunities are subject to change and will be sold on a first-come, first-served basis. Options may be added or deleted as the programs further develop.

How do I let BioFlorida know what items I want?

Fill out the Sponsorship Agreement and send to BioFlorida at admin@bioflorida.com.

How can I network at the 2020 BioFlorida Conference?

There will be multiple opportunities to network during the Conference, including at the virtual exhibit hall (engage in 1-on-1

zoom meetings with exhibitors), through the “connect” tab in the Conference platform, and in various networking groups and forums offered.

How many complimentary registrations will I receive?

This depends on your package level or the Exhibitor space you have selected.

How will I register my complimentary and discounted attendees for the Conference?

Once your application is in and your payment is confirmed, you will be contacted by BioFlorida with next steps.

How do I pay for my sponsorship?

Checks made payable to BioFlorida, Inc. can be mailed to 6742 Forest Hill Blvd., Suite 256, West Palm Beach, FL 33413. Credit card options available upon request.

LAST YEAR'S PARTICIPANTS

20Lighter Program	Business Wire	Finnegan, Henderson, Farabow, Hospital	Engagement	Steriline North America
ACC Hall International	CAI	Garrett & Dunner	NSU Research	STERIS Corporation Life
Adare Pharmaceuticals	Catalent Pharma Solutions	Fisher Scientific	Ology Bioservices	Sciences
ADMA Biologics	Catalyst Pharmaceuticals	Florida Africa Foundation	Oragenics	Stryker
Advanced Systems Engineering	Celerion	Florida Atlantic University	OrganaBio	Surgical Technologies
AdventHealth	Cherry Bekaert	Florida Department of Children and Families	Orlando Economic Partnership	Synthego
Aerotek	Chubb Insurance	Florida Funders	Oxidien Pharmaceuticals	Taconic Biosciences
Affiliated Engineers	Citibank	Florida House of Representatives	OZ Digital Consulting	Tamiami Angel Funds
AiM Medical Robotics	Citius Pharmaceuticals	Florida International University	PAREXEL	TAMM Net
AireHealth	City of Tampa	Florida Trend	Pfizer	Tampa General Hospital
Akron Biotech	Cleveland Clinic	FocalPoint Business Coaching	PhRMA	Tampa Hillsborough Economic
Alcami	Commenda Capital	Foundation Regulatory	Pinellas County Economic	Development Corporation
Alchemy Scientific	Commissioning Agents	Consulting	Development	TAS Medical
Allele Capital Partners	Concept Companies	Fox Rothschild	PNC Bank	TECHFIT Digital Surgery
American Cancer Society	Construction Services Inc. of Tampa	GE Healthcare	Precision Resource Group	The Alexis Group Consultants
Amgen	Covance	Gemseki	QPS	The Bioinformatics CRO
Arcinova	CRB	Genentech	Quotient Sciences	The Miami-Dade Beacon Council
Arthrex	Curelt LifeSci	GenScript USA	rbb Communications	The Neal Group
Astrix Technology Group	Curtiss Healthcare	Germfree	Regenerative Processing Plant	The Whiting-Turner Contracting
Automated Systems	Cyclo Therapeutics	Gilbane Building Company	RegenX Science	Company
axiVEND	Cytonics Corporation	Globiox, Inc	RenovaNano	TherapeuticsMD
Axogen	Dalent Medical	Goodwin Biotechnology	RGP	TriNet
B. Braun Medical	Dasfanh Biosciences	Graffeo & Associates	RJR Technical Services	Triumvirate Environmental
Ballast Point Ventures	DavosPharma	Grantek Systems Integration	ROBRADY design	UF Innovate Sid Martin Biotech
Bausch & Lomb	Dawson James Securities	GrayRobinson	Rook Quality Systems	Underscore Marketing
Baymar Solutions	DeepScience	Greater Fort Lauderdale Alliance	RS&H	United Therapeutics Corporation
BDB of Palm Beach County	DeepWork Capital	GuideWell	Saliwanchik, Lloyd & Eisenschenk	University of Central Florida
Beacon Pharmaceutical	DermaSensor	Harrington Pure	Scott Laboratory Solutions	University of Florida
Beckman Coulter	Diatech Diabetic Technologies	HCW Biologics, Inc.	Scripps Research	University of Miami
Bioinsure.com	DiligentCXO	HealthCare Capital Advisors	Secret Sequence	University of South Florida
Bioline	DLA Piper	Hemispherx Biopharma	Segana	UPS
BioPharmAdvisors	DPR Construction	Hesperos	Sensus Healthcare	USF Health CAMLS
Biorep Technologies	Dubak Electrical Group	Hodess Cleanroom Construction	SleepSana	Valencia College
Biosysco	DW Medtech Advisory	Hutchison	SMART CRE Advisors	Vector Capital
Biotech Strategies	Eldon James	Hylant	Smith & Hopen	Ventac Partners
Biotechnology Innovation Organization	Enterprise Florida	ICON Early Phase Services	Smith Seckman Reid	Vero Beach High School
Biotility	Epigene Channel	ImmunSYS	Soilcea	VistaPharm
BlackHagen Design	EriVan Bio	Institute for Commercialization of Florida Technology	Spectrum Pharmaceuticals	Vitamin D Creative
bluebird bio	Espero BioPharma	lovance Biotherapeutics	Sphere Fluidics	VuEssence
BlueJay Mobile Health	Evotec	J.P. Morgan	Springlake Solutions	Vycellix
Boardwalk Advisors	Evren Technologies	J.B.K. Associates International	SRG-Life Sciences	Wasatch Investments
Boca Biologics	Exergy	JFK Communications	St. Pete Catalyst	WDSrx - Woodfield Distribution
Brand Institute	EXIOM	JL Glick	STAT3 Therapeutics	Xcovery
BRIDGE Angel Investors	Facility Logix	Johns Hopkins's All Children's Hospital	State College of Florida	X-Vax Technology
Bristol-Myers Squibb	FAU Tech Runway		STATKING Clinical Services	Ziptek
				ZyVersa Therapeutics

Sponsorship Agreement

This agreement is for all 2020 BioFlorida Conference sponsors and outlines basic terms and understandings between BioFlorida and Sponsor. Sponsorship is not final until payment is received. Complete all fields to ensure proper listing. **Submit completed Sponsorship Agreement to BioFlorida at admin@bioflorida.com. Please make checks payable to:** BioFlorida, Inc., 6742 Forest Hill Blvd., Suite 256, West Palm Beach, FL 33413

COMPANY GENERAL INFORMATION

Company Name: _____ Phone: _____

Mailing Address: _____

City: _____ State: _____ Zip: _____

SPONSORSHIP CONTACT INFORMATION *This person will receive all sponsorship communication.

Contact Name: _____

Contact Phone: _____ Contact Email: _____

SPONSORSHIP AUTHORIZATION

By signing this form, you are committing to full payment of the option checked. No refunds are permitted. Sponsorship benefits, including recognition on website and promotional materials are not active until payment is received in full.

- Commitments made prior to September 18, 2020 are due within 30 days.
- Commitments made after September 18, 2020 are due in full at the time the commitment form is submitted.

Authorized Signature: _____

Printed Name: _____ Date: _____

SELECT YOUR SPONSORSHIP

Sponsorship Packages

- Diamond **SOLD**
- Ruby \$7,500
- Emerald \$5,000
- Partnering \$5,000

Exhibitor Space

- Member \$2,500
- Non-Member \$4,000

Advertising Items

- Banner Ad \$3,000
- Dedicated Email Blast \$3,000

A-La-Carte Sponsorship Items

- Satellite Event \$5,000
- Session Sponsor \$4,000
- BioPitch Sponsor \$4,000
- Game Sponsor \$4,000
- Supporting Sponsor \$2,000
- Institutional Host \$2,000

SPONSORSHIP TOTAL: \$ _____