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**BIO 2020, June 8-11, San Diego, CA**

**International Pharma and Biotech Business Partnering, Exhibition and Conference**

**San Diego Convention Center, West Harbor Drive, CA 92101**

This note is to inform you of the support available through Scottish Enterprise (SE) and Scottish Development International (SDI) at BIO 2020.

As the format of BIO changes each year, I advise you to access the website for full details of what's on offer and the options available to you: [www.convention.bio.org](https://convention.bio.org)

**The SDI offer**

SDI is offering three packages for BIO 2020. Please read the following information carefully before making your choice.

A discount is available for companies joining the Scottish BIO delegation for the first (50% discount) or second time (25% discount).Please contact your SDI Trade Advisor or Connie Ness ([Connie.ness@scotent.co.uk](file:///C:\Users\mcgrede\AppData\Local\Microsoft\Windows\Temporary%20Internet%20Files\Content.Outlook\HSARA730\Connie.ness@scotent.co.uk)) to discuss available discounts.

Please note, there will be no additional SDI subvention towards attendance at BIO 2020; however,TAP funding may be available to eligible companies through [BioPartner UK](http://www.biopartner.co.uk/events.php#event:2490) (see below).

**Package 1**: Join the Scottish Mission as a delegate – cost £500

Companies participating as part of the Scottish delegation will benefit from the following:

* Two three-day passes into the exhibit hall (worth $1000)
* Access to the Scotland pavilion where your company logo will appear on our graphic panels and SDI staff will be available to field enquiries and provide additional support during the event.
* Space for participating companies to exhibit promotional materials.
* Use of the networking space on the Scotland pavilion and access to a bookable private meeting room.
* Additional exposure as part of SDI’s BIO 2020 promotional campaign, including social media activity.
* An invitation to you and your guests to attend the Scottish networking reception at deck655 – see details below.

**Package 2:** Scottish delegation and Exhibitor Booth Partnering – cost £1000

Companies will benefit from the following:

* Scottish delegation package as outlined above:

*plus*

* An **Exhibitor Booth Partnering pass** for partnering on the Scotland pavilion.

***Exhibitor Booth Partnering passes*** *are worth approximately $750 (pro-rated against the cost of a full partnering pass). Exhibitor Booth Partnering allows access to the same official BIO Partnering website; however, meetings take place on the Scotland pavilion.*  **Please note that the time available for partnering is slightly reduced with this option and meetings can only be scheduled during hours when the Exhibition Hall is open: 10.00 am start each day from Tuesday, through to close of play Thursday.**

There are a limited number of Exhibition Booth Partnering passes available and these will be allocated on a first come/first served basis.

**Package 3:** Scottish delegation with Exhibitor Booth Partnering and dedicated company Pod space on the Scotland pavilion – £3100 (including VAT).

If you are interested in this option, we recommend that you contact BioPartner UK as there is limited UK-wide funding available for this event via the Trade Access Programme (TAP).  Please contact BioPartner UK for information on how to apply for TAP funding: [enquiries@biopartner.co.uk](mailto:enquiries@biopartner.co.uk).   Lin Bateman at BioPartner UK may also be able to assist: [Lin@biopartner.co.uk](mailto:Lin@biopartner.co.uk).

As noted above, SDI is offering a discount to **first-time or second-time participants;** however, should you be successful in securing TAP funding, additional SDI discounts will not apply.

Companies exhibiting via a Pod will benefit as follows:

* Scottish Delegation and Exhibitor Booth Partnering package as outlined above

*plus*

* Dedicated Pod including a small poster panel, name board, lockable cupboard, 1 power socket, 1 literature rack, 1 high stool & 1 laptop lock (companies to provide laptop).
* Company details listed in the official Exhibitor directory and BIO website

**There are FOUR Pods available on the Scottish Pavilion and these will be allotted on a first come basis.**  We would request that where possible, you are present at your Pod for some of the time to engage with passing trade.  You are also encouraged to alert targeted companies to your presence on the pavilion.

**Networking Reception -** **Please SAVE THE DATE of this reception in your schedule.**

Scottish Networking Reception will take place on Tuesday, June 9th from 7.00 pm – 9.00 pm at deck655 ([www.deck655.com](http://www.deck655.com)).

**Venue**:  deck655, corner of Kettner and W Broadway

This event is a great opportunity to network at BIO and have fun at the same time!  The evening will begin around 6.45/7.00 pm and finish around 9.00 pm.  In addition to a selection of fine malt whiskies, we will be serving wine/beer/soft drinks and finger food.

Please remember the reception belongs to you, the Scottish organisations, and we encourage you to invite two/three of your own guests.  We will provide e-mail invitations which you can send on personally.  We would ask you to supply names of respondents in order that we have an indication of how many people are likely to attend.

We anticipate catering for around 150 guests.

**Hotel Accommodation**

As always, you are advised to access **BIO Housing** on the website and book your accommodation as soon as possible. [www.convention.bio.org/book\_housing](http://www.convention.bio.org/book_housing). The hotels are selling out very quickly.

**BIO 2020 Registration Packages**

**Outside of the SDI offer** you should access ‘Registration’ options through the BIO Website to see what is available [www.convention.bio.org/register](https://convention.bio.org/register/):

e.g. Full Convention Access and Partnering: this option allows access to all that BIO has to offer, including seminars, key notes and all BIO organised receptions.  However, it is the most expensive at $3000 for a non-member.

Registration opened at the end of January and the Early Bird Rates end on April 16th,. This is very important and could save a significant amount of money.

**SDI Registration of Interest**

Please register your interest in participating with SDI at BIO 2020 below.  An application form will then be forwarded to you.

 As always, I look forward to working with you on this important event.

 Regards

Connie

If you wish to participate in BIO 2020 event and take advantage of the benefits outlined, please complete this short form and return it **by e-mail** to Denise Addie ([Denise.Addie@scotent.co.uk](mailto:Denise.Addie@scotent.co.uk)) or Connie Ness ([Connie.Ness@scotent.co.uk](mailto:Connie.Ness@scotent.co.uk)) at SDI no later than **Friday 28th February.**

Organisation     \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

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Event Contact   \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

Signature           \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

E-mail Address \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

* I wish to sign up to participate as part of the Scottish Delegation at BIO 2020 at a cost of £500 (including VAT).
* I wish to sign up to participate as part of the Scottish Delegation at BIO 2020 with an Exhibitor Booth Partnering Pass at a cost of £1000 (including VAT).
* I wish to purchase a pod stand space in the Scottish Pavilion at BIO 2020 at a cost of £3100 (including VAT). **AS POD SPACE IS LIMITED IT WILL BE ALLOCATED ON A STRICTLY FIRST COME BASIS.**
* I wish to attend the Scottish Networking Reception:   Yes/No

**On receipt, we will contact you with an application for completion. This is standard practice for all SDI exhibitions and missions. As always we’re happy to help.**