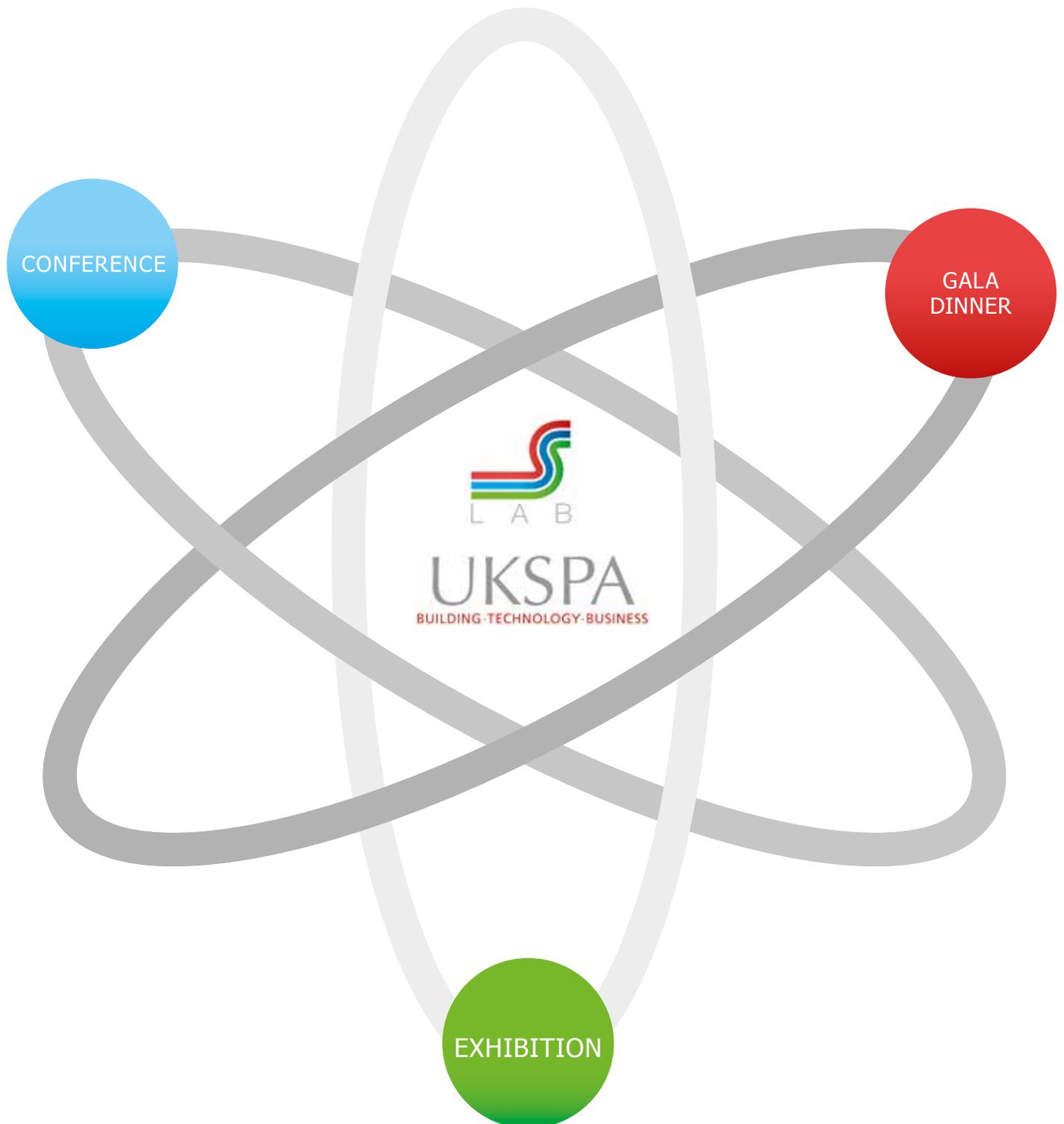


# SCIENCE, INNOVATION AND TRANSLATION:

THE DESIGN AND OPERATION OF RESEARCH LABORATORIES,  
INCUBATORS AND SCIENCE PARK FACILITIES

YORK RACECOURSE, MAY 9-10 2017

EXHIBITOR AND SPONSOR OPPORTUNITIES





The Science, Innovation and Translation Conference will be held at York Racecourse on May 9-10 2017. It provides unique opportunities for exhibitors (see below) and sponsors (see next page) as it brings together a range of key stakeholders in the design, financing, managing and operation of science research, incubation and innovation facilities, and knowledge transfer between them and industry. Many of the attendees - who will include research, estates, technical management, procurement and other staff from a range of laboratories; incubation and science park/areas of innovation managers and support staff; knowledge transfer professionals; designers and contractors focused on science facilities; and suppliers of scientific equipment - have significant influence on procurement of buildings, equipment and services.

The Conference will be the main 2017 event for the co-organisers, The United Kingdom Science Park Association and S-Lab: Supporting World Class Science. It is also being supported by four programme partners: The International Association of Science Parks and Areas of Innovation, Innovation DB Forum, Praxis Unico and York Science Park. The amount and variety of content, and the reach of the organising and partnering bodies, is expected to attract over 400 delegates from the UK and mainland Europe.



A Gala Dinner on May 9 will feature an entertaining speaker, and short presentations to winners of both the S-Lab and UKSPA Awards. It provides an ideal opportunity for exhibitors and sponsors to entertain clients and have informal interaction with delegates.

The S-Lab Awards are the only scheme covering all aspects of laboratory design, management and use. The UKSPA Awards recognise good practice in the management and impact of science parks and similar facilities.



The main exhibition area will be open on both days and has space for around 50 table top spaces (one table, 2 chairs) of approximately 2.4 x 1.4 metres. Traffic levels should be high as a result of a compact layout, location of all catering within the exhibition space and multiple breaks. Previous exhibitors have found that S-Lab and UKSPA events provide opportunities to reach a wide range of purchasing influencers, as well as strengthening relations with existing customers.

Exhibition spaces are available at an early bird rate of £1500\*, rising to £1800\* after 20 slots have been filled. A premium package involving a Conference session can also be purchased at additional cost, depending on how user education-focused the content is.

Exhibitors are entitled to: an exhibition space (as outlined above); one Conference ticket, which allows access to the Conference keynotes and sessions as well as refreshments and lunch; and one Exhibitor pass, which allows access to the exhibition area, refreshments and lunch on the Conference days. Additional Exhibitor passes are available at cost price and can be booked online.

Sponsors receive: a prime exhibition space; two Conference tickets; unlimited Exhibitor passes including the evening Drinks Reception on May 9; two tickets to attend the Awards Dinner on May 9 plus many additional benefits (see overleaf).

# York 2017 Conference and Awards Sponsorship

<p><b>PLATINUM</b></p> <p><b>£8,000+</b></p> <p>WITH OPPORTUNITY TO PURCHASE ADDITIONAL SPONSORSHIP OPTIONS AT 50% DISCOUNT (SEE NEXT PAGE)</p>	<p>All of the Gold benefits outlined below, plus:</p> <ul style="list-style-type: none"> <li>• Prominent placement of logo on all Conference-related outputs, including website, flyer, programme, and combined Conference/Awards report.</li> <li>• References in Conference-related media articles when feasible.</li> <li>• Large sized exhibition in prime area, with first choice of location.</li> <li>• Opportunity for brief introduction to Conference proceedings.</li> <li>• Opportunity to include two pieces of marketing literature in delegate pack.</li> <li>• Opportunity for one keynote, and one breakout, presentation on a client project (provided that the client 'owns' the presentation).</li> <li>• Opportunity to purchase "additional sponsorship options" at 50% discount.</li> <li>• Opportunity to chair 3-4 breakout sessions.</li> <li>• Opportunity to do independent PR about sponsorship (subject to consultation).</li> <li>• Co-hosting an evening Drinks Reception at the venue on May 9.</li> <li>• Unlimited company attendees at the Conference sessions and evening Drinks Reception.</li> <li>• Complimentary table of ten at the Awards Dinner.</li> </ul>
<p><b>GOLD</b></p> <p><b>£4,500+</b></p>	<ul style="list-style-type: none"> <li>• Placement of logo on all Conference and Awards related outputs, including website, flyer, programme, and combined Conference / Awards report.</li> <li>• Profile and website details on Conference website(s), in Conference programme, and in combined Conference / Awards summary report.</li> <li>• Prime space in exhibition area.</li> <li>• Free access to rooms for delegate briefings and meetings.</li> <li>• Medium logo on screen between presentations at the Conference.</li> <li>• Use of the S-Lab / UKSPA brands on relevant publications (with pre-notification).</li> <li>• Opportunity to include one piece of marketing literature in delegate pack.</li> <li>• Opportunity for breakout presentation on a sponsor project (provided that the client 'owns' the presentation).</li> <li>• Up to two free places at Conference sessions, plus unlimited free attendees for Exhibition staffing and evening Drinks Reception on May 9.</li> <li>• Opportunity to chair a breakout session.</li> <li>• Sponsorship announced in S-Lab and UKSPA e-newsletters which have a joint reach of over 3,000 people</li> <li>• Complimentary Awards Dinner tickets for two attendees from your organisation.</li> </ul>
<p><b>INTERNATIONAL THEATRE</b></p> <p><b>£3,500</b></p>	<ul style="list-style-type: none"> <li>• Naming and signage of purpose built conference area.</li> <li>• Prominent logo placement on all signage within the "International Theatre".</li> <li>• Logo placement as a sponsor in all printed communications about the event.</li> <li>• Logo placement on the event website as a sponsor of the theatre.</li> <li>• Logo placement in e-newsletters about the event.</li> <li>• Full page advert in the Conference &amp; Exhibition programme and prominent logo placement.</li> <li>• Complimentary Conference passes for four attendees from your organisation.</li> </ul>

**SEE NEXT PAGE FOR ADDITIONAL SPONSORSHIP OPTIONS**

**\*NOTE: ALL PRICES QUOTED ARE EXCLUDING VAT WHICH IS TO BE ADDED AT THE CURRENT RATE.**

# York 2017 Conference and Awards Sponsorship

## ADDITIONAL SPONSORSHIP OPTIONS

(PLATINUM SPONSORS RECEIVE A 50% DISCOUNT OFF THESE PRICES.)

<p>SEE BELOW FOR ADDITIONAL INFORMATION ON PACKAGES**</p>	<ul style="list-style-type: none"> <li>• Pre-Dinner Reception Sponsor £3,000 **</li> <li>• Awards Gala Dinner Sponsor £7,500 **</li> <li>• Award Sponsor £2,500 (per Award) **</li> <li>• Exhibition/Networking Area Sponsor £3,000 **</li> <li>• Lunch Sponsor £2,000 (per day) **</li> <li>• Lanyard Sponsor £2,000</li> <li>• Bag Sponsor £2,000</li> </ul>
<p><b>PRE-DINNER DRINKS RECEPTION SPONSOR</b> £3,000 (CO-HOSTING WITH PLATINUM SPONSORS)</p>	<ul style="list-style-type: none"> <li>• Prominent branding of Drinks Reception area.</li> <li>• Logo placement as a sponsor in all printed communications about the event.</li> <li>• Logo placement on the event website as a sponsor of the event.</li> <li>• Half page advert in the Conference &amp; Exhibition programme and logo placement.</li> <li>• Logo placement in e-newsletters about the event.</li> <li>• Complimentary Conference and Awards Dinner tickets for two attendees from your organisation.</li> </ul>
<p><b>AWARDS GALA DINNER SPONSOR</b> £7,500</p>	<ul style="list-style-type: none"> <li>• Logo placement as a main sponsor in all S-Lab/UKSPA printed communications about the Awards Dinner.</li> <li>• Logo placement on the event website as a key sponsor of the Awards Dinner.</li> <li>• Logo placement in all e-newsletters about the Awards.</li> <li>• Recognition as Awards Dinner sponsor during the opening speech at the dinner.</li> <li>• An opportunity to deliver a 2 minute speech at the start of the Dinner.</li> <li>• Logo placement on all Dinner signage.</li> <li>• Full page advert in the Awards Dinner programme and prominent logo placement.</li> <li>• One A4 sheet of your promotional literature or merchandise made available for Dinner attendees (sponsor to provide promotional leaflet or merchandise).</li> <li>• Logo placement on the presentation screen for the duration of the Awards Dinner.</li> <li>• Complimentary Conference passes for four attendees from your organisation.</li> <li>• Complimentary table of ten at the Awards Dinner.</li> </ul>
<p><b>AWARDS SPONSORSHIP</b> £2,500 PER AWARD (THERE WILL BE 8 AWARDS PRESENTED)</p>	<ul style="list-style-type: none"> <li>• Logo placement as a sponsor in all printed communications about the Awards.</li> <li>• Logo placement on the event website as a sponsor of the Awards.</li> <li>• Logo placement in all e-newsletters about the Awards.</li> <li>• Full page advert in the Awards Dinner programme and prominent logo placement.</li> <li>• The opportunity for a member of your organisation to present this category Award to the winner.</li> <li>• Complimentary Conference passes for two attendees from your organisation.</li> <li>• Complimentary table of ten at the Awards Dinner.</li> </ul>

ADDITIONAL SPONSORSHIP OPTIONS CONTINUED...

\*NOTE: ALL PRICES QUOTED ARE EXCLUDING VAT WHICH IS TO BE ADDED AT THE CURRENT RATE.

# York 2017 Conference and Awards Sponsorship

## ADDITIONAL SPONSORSHIP OPTIONS

(PLATINUM SPONSORS RECEIVE A 50% DISCOUNT OFF THESE PRICES.)

<b>EXHIBITION/ NETWORKING AREA SPONSOR</b> <b>£3,000</b>	<ul style="list-style-type: none"><li>• Logo placement as a main sponsor in all S-Lab/UKSPA printed communications about the event.</li><li>• Logo placement on the S-Lab/UKSPA event website as a sponsor of the event.</li><li>• Logo placement in e-newsletters about the event, which are distributed to all members and affiliates.</li><li>• Logo placement in prominent position in the Exhibition Hall.</li><li>• Logo placement at the Exhibition on all other general signage.</li><li>• One page advert in the Conference &amp; Exhibition programme and prominent logo placement.</li><li>• Complimentary Conference passes for four attendees from your organisation.</li><li>• Complimentary stand space in the Exhibition Hall.</li><li>• 2 Complimentary tickets to the Awards Dinner.</li></ul>
<b>LUNCH SPONSORS X 2</b> <b>£2,000 EACH</b>	<ul style="list-style-type: none"><li>• Prominent branding of luncheon area.</li><li>• Logo placement as a sponsor in all printed communications about the event.</li><li>• Logo placement on the event website as a sponsor of the event.</li><li>• Half page advert in the Conference &amp; Exhibition programme and prominent logo placement.</li><li>• Logo placement in e-newsletters about the event.</li><li>• Logo placement on the lunch break presentation slide at the Conference.</li><li>• Complimentary Conference passes for two attendees from your organisation.</li></ul>
<b>CONFERENCE SESSION</b> <b>From £600+</b>	<ul style="list-style-type: none"><li>• Opportunity to purchase a Conference session at additional cost, depending on how user education-focused the content is.</li><li>• Contact <a href="mailto:conference@istonline.org.uk">conference@istonline.org.uk</a> for further information.</li></ul>

**\*NOTE: ALL PRICES QUOTED ARE EXCLUDING VAT WHICH IS TO BE ADDED AT THE CURRENT RATE.**

CONTACT

If you would like further information on exhibiting or sponsoring, please contact:

Helen Exton – [conference@istonline.org.uk](mailto:conference@istonline.org.uk) – 07531 244208 or

Jim Duvall – [info@ukspa.org.uk](mailto:info@ukspa.org.uk) – 01799 532049

# ABOUT THE CONFERENCE PARTNERS



**The United Kingdom Science Park Association** supports the work of its Members to plan, develop and sustain vital environments for around 4,000 innovative, high tech, knowledge based businesses that are located on their sites. These innovative companies choose to base their R&D and other activities in places that provide the right kind of facilities and services that support their growth. See [www.ukspa.org.uk](http://www.ukspa.org.uk).

**S-Lab** is an HE-owned not-for-profit initiative that works with university, research institute and other laboratory sectors and stakeholders to support good practice in laboratory design, operation and management. It particularly focuses on improvement in operational efficiency and effectiveness, and good laboratory design guidelines. It does so through experience sharing events, the S-Lab Awards scheme and projects and publications. See [www.effectivelab.org.uk](http://www.effectivelab.org.uk).



**The International Association of Science Parks and Areas of Innovation** is the worldwide network of science parks and areas of innovation. IASP connects the professionals managing science, technology and research parks and other areas of innovation around the globe. The Association provides services to drive growth and effectiveness of members, and enhance the competitiveness of their cities and regions. See [www.iasp.ws](http://www.iasp.ws).

**Innovation DB Forum** helps business people turn science and technology into commercial success, by collaborating with universities and research institutions that produce world-class innovative technologies. Its database has details of 100,000+ technologies, 10,000s of innovative small businesses and 100s of university technology transfer offices. See [www.innovationdb.com](http://www.innovationdb.com)



**Praxis Unico** members work directly with scientists, researchers and businesses to ensure that the UK's world-leading research can be used and developed by industrial partners. PraxisUnico works nationally and internationally to enable and promote best practice through its network of 5,000+ professional knowledge exchange and commercialisation practitioners based in 170+ universities and public sector research organisations. See [www.praxisunico.org.uk](http://www.praxisunico.org.uk).

**York Science Park** provides an exciting environment to create, innovate and grow next to the world-leading University of York. It offers high-specification, fully-serviced office and laboratory space with facilities and business support to over 100 businesses, primarily in the bioscience, creative, digital media, IT and technology sectors. See [www.yorksciencepark.co.uk](http://www.yorksciencepark.co.uk).



# THANKS TO S-LAB AND UKSPA EXHIBITORS AND SPONSORS IN PREVIOUS YEARS WHO WERE DELIGHTED WITH THE BENEFITS OF:



## THOUGHT LEADERSHIP

*Keynotes from Innovate UK, BBSRC, The Francis Crick Institute, NESTA and other leading Science and Innovation figures*



*Aecom described their innovative work on the carbon-neutral GSK Sustainable Chemistry Laboratory at the University of Nottingham*



## NETWORKING

*Generous breaks, compact layouts and many discussion sessions facilitate informal contact between delegates and exhibitors*



*Refreshment breaks in the exhibition area and the Gala Awards Dinner will deliver interaction with key decision makers and operational staff*



## CUSTOMER CONTACT

*The Exhibition area will provide unrivalled opportunities to connect with delegates from the Science, Laboratory and Innovation sectors*



*The conference and exhibition will help raise user awareness, showcase your services and deliver opportunities for product launches and demonstrations*

## WHAT DELEGATES HAVE SAID ABOUT PREVIOUS EVENTS...

**"I THOUGHT IT WAS VERY WORTHWHILE AND REALLY ENJOYED THE ENTIRE PROGRAMME. IT WAS WELL ORGANISED, FUN, EDUCATIONAL AND COMPLETELY INSPIRING"**

"WHAT A FANTASTIC EVENT YOU ALL PUT ON - I WAS VERY IMPRESSED! LOOK FORWARD TO SEEING YOU AGAIN AT FUTURE EVENTS ... "

**"I HAVE LEARNT AN IMMENSE AMOUNT OVER THE LAST TWO DAYS AND HAVE MADE GOOD CONTACTS"**

"AN EXCELLENT RANGE OF SPEAKERS AND I'M HUGELY IMPRESSED ..."

**"WELL DONE FOR ORGANISING AN EXCELLENT PROGRAMME ... I AM SURE YOU WILL SEE US AT FUTURE EVENTS..."**

"VERY MUCH ENJOYED THE CONFERENCE, SOME VERY THOUGHT PROVOKING SESSIONS AND MADE SOME USEFUL CONTACTS

**"I FOUND IT VERY USEFUL AND INFORMATIVE. IT WAS ALSO A GREAT NETWORKING OPPORTUNITY I LIKED THE AGENDA WHICH I FOUND VERY RELEVANT..."**

"I DON'T ATTEND MANY EVENTS SINCE MOST FAIL TO MEET MY EXPECTATIONS. THIS COMFORTABLY EXCEEDED MY EXPECTATIONS - OVERALL I FOUND IT AN EXCELLENT EVENT"

**"WELL RUN, WELL ORGANISED, GOOD CONTENT AND SPEAKERS WHO KNEW THEIR SUBJECT**

"ONCE AGAIN A FANTASTIC CONFERENCE, THANK YOU TO THE TEAM FOR PULLING IT TOGETHER AND GETTING THE PRESENTATIONS OUT ASAP. SEE YOU AT THE NEXT ONE

**"ENJOYED THE CONFERENCE LAST WEEK, IMPRESSIVE FACILITIES THERE AND GOOD MIX OF DELEGATES – HAVE GOT A FEW OPPORTUNITIES OUT OF IT WHICH IS GREAT..."**

"HOPE YOU WERE PLEASED WITH HOW BEDFORD WENT, THOUGHT IT WAS AN EXCELLENT EVENT"

**"IT WAS A GREAT EVENT, WHICH I ENJOYED IMMENSELY ... AND A GREAT INTRO TO THE GREAT THE GOOD AND EVERYONE IN UKSPA AND WHAT SCIENCE PARKS AND INCUBATION ARE ALL ABOUT"**

### S-LAB AND UKSPA SUPPORTERS

**IOP** Institute of Physics

