

Sponsorship Opportunities

Contents	Page
Introduction	3
About One Nucleus	3
Why Sponsor One Nucleus?	4
Sponsorship Benefits	4
Corporate Sponsorship	5
Event Sponsorship	6
- Network Meetings and BioWednesdays	6
- Special Interest Groups	6
- ON Helix	6
- Genesis	7
Member Benefits and Prices	8
Contact Your One Nucleus Team	9

Introduction

As a **not-for-profit membership** organisation, sponsorship is a valuable source of income for us. Indeed without sponsorship revenues, we would not be able to deliver such a wide range of support to the life science and healthcare community we serve. At the same time, we recognise it is very important to ensure that One Nucleus sponsorship delivers value for money to each individual sponsor. We also want to maintain our successful track record by continuing to work with sponsors that can add real value to our core mission: activities which help our members to maximise their global growth and competitiveness.

The following sections of this document set out all the sponsorship opportunities we currently have available. We would be pleased to meet you to discuss how these opportunities can meet our mutual goals in the coming year as well as explore any new ideas you may have.

We thank you for your continued support for, and interest in, One Nucleus.

About One Nucleus

One Nucleus is an international membership organisation for life science and healthcare companies. We are based in Cambridge with the majority of our members across the Cambridge/London corridor – at the heart of Europe’s largest life science and healthcare cluster.

Vision: For One Nucleus and our members to be the top European life science and healthcare network.

Mission: We will achieve this by maximising the global competitiveness of our members.

Organisation History

Established in 1997, One Nucleus is a **not-for-profit** membership organisation located in Cambridge.

We have over 470 organisations as members, including pharmaceutical, biotech, medical device and diagnostic companies and associated technical and commercial service providers.

One Nucleus’ mission is to maximise the global competitiveness of our members. For our science and technology-based members, that means them being global leaders in the research, development and commercialisation of healthcare innovations that radically improve the quality of people’s lives around the world. For our business and professional services members, it means them delivering exceptional services that significantly enhance the business performance of their clients.

The One Nucleus Family

Collectively the membership forms a commercial, clinical and academic powerhouse. Around 80% of our members are based in the Cambridge/London corridor, an area which is home to at least 60% of the UK’s life science industry base. The region includes 4 of the UK’s 5 Academic Health Science Centres and 3 of the world’s top 6 Universities.

Our membership reflects that the ‘corridor’ and network is an international life science ‘super cluster’. With our critical mass of membership with us (being the largest organisation of our kind in Europe by some way), as well as the services we offer, member impact includes:

- A large and significant pool of companies to support business to business interaction within the membership
- Membership of a cluster of international size, relevance and visibility
- Major impact both in the UK and overseas with the compelling excellence of our members articulated strongly to international organisations, institutions and Governments for ultimate member benefit

Why Sponsor One Nucleus?

At One Nucleus we appreciate the need to ensure that sponsorship delivers value for money to each individual sponsor. Moreover, we want to work with sponsors who can add real value to our core activities. In addition to membership, you can become involved with One Nucleus either as a Corporate Sponsor or by sponsoring one of our events.

One Nucleus has a successful track record in providing a platform for people from all parts of the life science and healthcare community to meet and interact. We achieve this by hosting a wide range of events in Cambridge and London, exhibiting at national and international events, hosting delegations from overseas, publishing newsletters and maintaining a content-rich website. Our mailing list currently includes over 10,000 contacts working in the global life science and healthcare sector.

Sponsorship Benefits

- Raising your company profile in one of the top cluster communities in the world
- Aligning your organisation with the leading life science and healthcare network in Europe
- Promoting your company via One Nucleus, not just to the Cambridge and London community, but to the global industry
- **Corporate Sponsorship attracts all Gold Member benefits**
- One complimentary ticket to One Nucleus' Genesis and ON Helix conferences (depending upon sponsorship level)

We are grateful to the following companies for their continued support:

Corporate Patron:



Corporate Sponsors:



Corporate Sponsorship

£9,175 per Annum

In addition to the sponsorship benefits listed on page 4, Corporate Sponsorship benefits include:

One Nucleus Correspondence

- Your company name on the One Nucleus digital letterhead

Website

- Your logo featured on all pages of the One Nucleus website
- Your company name listed on the Corporate Sponsors' page of the One Nucleus website
- Your company profile and contact details on the Corporate Sponsors' page of the One Nucleus website with a hyperlink to your website

Newsletter

- Your name on One Nucleus' bi-annual hard copy newsletter (known as ON Highlights), which issues to 10,000 people

One Nucleus Promotional Materials

- Your logo on One Nucleus' standard PowerPoint Presentation
- Your logo on relevant promotional flyers
- One Nucleus logo on your communications as appropriate
- First refusal on further sponsorship opportunities e.g. networking meetings

Events and Conferences

- Distribution of your literature by One Nucleus at national and international events where One Nucleus is exhibiting, e.g. MOU partner events; United Life Sciences member events e.g. BIA BioScience Forum

If you would like to support One Nucleus as a Corporate Sponsor, please contact harriet@onenucleus.com.

Event Sponsorship

Genesis Conference (December): London

www.genesisconference.com

Sponsor packages start from £3,000



Our annual Genesis conference continues to be one of the 'must attend' events in the Life Sciences calendar. Assembling thought leaders and stakeholders from across the spectrum of the sector to debate key challenges, highlight current trends and celebrate successes, the event regularly attracts over 700 delegates for a high content day in central London.

Our Partnership with SCRIP Intelligence enables us to call on the business intelligence arising from the research and journalism of Informa Group to ensure a significant depth of data and real world evidence is presented in order to help frame the day's debates.

An annual event, Genesis is an intensive one-day event with a strong conference programme, exhibition, 1-2-1 partnering and networking. Moreover, recognising the pivotal role the event has in bringing all stakeholders together in London, the satellite seminars that form the Genesis Fringe continue to provide additional return on investment for those staying in London either side of the main event.

What to expect:

- A first class agenda featuring an international speaker faculty developed in collaboration with SCRIP Intelligence that will include a mix of:
 - Plenary key opinion leader presentations
 - Case study deal debates
 - Focused parallel leadership sessions
 - Plenary debates on industry trends and challenges
- 1-2-1 partnering open to all delegates to review other delegates' profiles and pre-arrange key meetings throughout the day
- Genesis BioNewsRound Award
- Genesis Fringe
- Welcome Reception
- First-class exhibition area featuring more than 50 UK and overseas exhibitors

ON Helix (June): Cambridge

www.onhelix.com

Sponsor packages start from £2,000



ON Helix is our must-attend translational research conference for the life science industry and academia.

This one day event aims to inform delegates of how to turn early stage inventions and ideas into innovative health treatments. It presents the UK landscape of the business environment, funding, scientific and clinical research excellence and is a unique knowledge-sharing environment between academia and business. It combines keynote presentations from high profile global leaders, practical information, exceptional world-class case studies and plenty of time for networking.

What to expect from the conference:

- ON Helix Welcome Reception and Summer BioNewsRound Award
- Interactive Panel Debates
- 300 + Delegates
- 30 Exhibitors
- 1-2-1 Partnering

Network Meetings and BioWednesdays (Cambridge and London)

Exhibition and Sponsor packages from £500

We run monthly networking meetings. Typically these are held in the afternoon or evening and involve short presentations and/or panel debates on a topic followed by networking over drinks and canapés. Attendance ranges between 50 and 150 delegates.

We encourage our members to circulate invitations to all their members of staff as the events are an ideal opportunity for people to update their knowledge in topics they may not be directly involved in, but nevertheless may affect the growth of their company.

We welcome enquiries from potential sponsors who have ideas for topics they believe will be of interest to our members.

Life Science Leadership Series

Sponsor packages from £500

- Leadership Sessions – Half or full day events covering developments within a specific therapeutic area
- Innovation Sessions – Showcasing the latest technical solutions to challenges in R&D
- Business Intelligence Sessions – Data presentation and debate around key issues and innovation in business practice

We welcome enquiries from potential sponsors who have ideas for topics they believe will be of interest to our members. For further information please contact Aline@onenuclues.com.

Special Interest Groups (SIGs)

£4,000 and includes all Gold member benefits

We run a range of Special Interest Groups for our Gold members including human resources, operations also covering health and safety, and alliance & project management.

The aim of the SIGs is to provide a platform for personnel doing similar jobs in different companies to get together informally and discuss the issues that affect their particular roles. Meetings typically involve a presentation or talk on a topic nominated by the SIG followed by discussion and networking. Feedback from our Gold members suggests that they gain significant benefits by attending these special interest groups.

We welcome enquiries from companies interested in sponsoring any of these SIGs. We prefer to work with organisations that can add value to these meetings including, for example, selecting the topics, recruiting speakers and chairing the meetings.

Membership Benefits and Prices

Membership Benefits

We offer three levels of membership – **Partner**, **Gold** and **Silver** status. Partners and Gold Members enjoy an enhanced range of exclusive services and benefits. The following benefits table compares the services available to Gold and Silver Members.

Benefit	Non member	Silver member	Gold member
Profile in One Nucleus member directory	✗	✓	✓
Post news on the One Nucleus website	✗	✓	✓
Post events on the One Nucleus website	✗	✓	✓
Post jobs on the One Nucleus website	✗	✓	✓
Genesis	£350 + VAT	£280 + VAT	£210 + VAT
Cambridge Networking Meetings	£50 + VAT per delegate	Free	Free
London BioWednesday Meetings	£50 + VAT per delegate	Free	Free
ON Helix	£425 + VAT	£275 + VAT	£145 + VAT
One Nucleus Training	List price	15% discount	30% discount
Discounts under Support Supplier Agreements (SSAs)	✗	✓	✓
Discounts under Preferred Supplier Agreements (PSAs)	✗	✗	✓
Participation in Special Interest Groups	✗	✗	✓

Membership Prices

Membership Level	Company Size	Silver member	Gold member
Individual / Sole Trader	N/A	£185 + VAT	N/A
Start up company - available for the first year to start up companies only	<10 employees	£280+VAT	Free for the first year since incorporation
Micro company	<10 employees	N/A	£660+VAT
Small company	<20 employees	£390+VAT	£1,110+VAT
Medium company	21-50 employees	£545+VAT	£2,900+VAT
Large company	51-150 employees	£680+VAT	£4,475+VAT
Extra large company	150+ employees	£815+VAT	£6,740+VAT
Partner Programme	For more information please contact tony@onenucleus.com		

Contact Your One Nucleus Team

Department enquiries

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Training	training@onenucleus.com

The Team

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