

Bio Member Services

BIO represents more than 1,100 biotechnology companies, academic institutions, state biotechnology centers and related organizations across the United States and in more than 30 other nations. BIO members are involved in the research and development of healthcare, agricultural, industrial and environmental biotechnology products.

Advocacy

BIO represents the needs of its members by helping legislators and regulators stay focused on the tremendous value that biotech brings to human health, food & agriculture, industry and the environment, and by fighting for legislation and regulations that keep the R&D cycle moving products to the marketplace. In addition, BIO provides aggressive advocacy in Congress, the Administration and statehouses across the country.

- **Federal Issues** (legislative and/or regulatory). During the 110th session of Congress, BIO's team of government relations professionals is leading—or actively involved with—issues that directly affect member companies, including:
 - Drug Safety
 - Follow-on Biologics
 - Agricultural Regulations
 - Sarbanes-Oxley Reform
 - Pandemic & Biodefense Preparedness
 - PDUFA IV
 - Reimbursement (Medicare and Medicaid)
 - Access to SBIR Grants
 - Bioethics Issues
 - Bioenergy Policy
- **State Issues.** Working through 42 state biotechnology associations, BIO's state government affairs group coordinates and/or directly lobbies on many of the same issues being addressed at the federal level. BIO is active on state prescription drug and agricultural issues, as well as economic development.
- **Legal/Regulatory Compliance.** Biotech executives have many legal and regulatory concerns that affect all aspects of their business—FDA, SEC, USDA and EPA. BIO also is working to decrease the regulatory burden on member companies. Currently, BIO is interested particularly in Sarbanes-Oxley compliance and best practices.
- **Intellectual Property Protection.** BIO has long recognized that a biotech company's first and most valuable asset is its intellectual property. Through work with PTO and respective Congressional committees, BIO works to protect its member companies' intellectual property.
- **BIO Committees.** BIO hosts nearly 20 committees—made up of representatives from member companies—that address the issues facing the biotechnology industry. From legislative issues to business development and patent protection, BIO has a forum to delve deeply into virtually every matter that affects the industry. Only BIO members are permitted to participate in these committees. Decisions and recommendations made by the committees influence the direction of the industry and the organization.

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Direct Financial Savings

Significant discounts are available to BIO members on services, supplies and BIO meeting registration.

- **The Business Solutions Group Purchasing Program.** BIO partners with industry suppliers to provide BIO members discounts and special benefits on products and services such as insurance and lab supplies. For example, members can save up to 75% off the catalog price on lab and office supplies. Participating providers include Chubb, VWR International, Office Depot and BusinessWire. BIO leverages the combined purchasing power of its members to negotiate pricing that most companies cannot get on their own.
- **Meeting Registration.** When signing up to attend BIO meetings, representatives from BIO member organizations save up to 45%. At the BIO International Convention alone, members save \$500. If one person attends, or presents at just three BIO meetings per year, member savings total over \$2,000.
- **Exhibits.** The BIO International Convention offers exhibit opportunities to companies. Member organizations save \$400 or more in exhibit charges and receive a complimentary full registration, a \$1,995 value.
- **Advertising.** Members enjoy significant discounts on advertising with BIO's website or in BIO's numerous publications, such as *BIO News* and the *BIO Membership Directory*.

Business Development

BIO creates opportunities to illustrate the value of biotechnology to the financial and business communities by sponsoring investor conferences. Through extensive partnering meetings and programs, BIO also brings together business development and R&D professionals to facilitate business among its members. Following is a short summary of the business development services that BIO provides:

- **Partnering Programs.** BIO hosts meetings each year that offer participants an efficient method of finding partners and forming strategic alliances drawn from all over the world. In 2006, BIO facilitated over 27,000 one-on-one partnering and investor meetings.
- **Investor Meetings.** Each year, BIO hosts or co-hosts several of the biotechnology industry's key investor events for biotechnology companies seeking seed, early and late-stage funding. These meetings expose presenting companies to a wide audience of investors and venture capitalists, feature valuable workshops, roundtables, and plenary sessions with industry thought leaders, and offer numerous networking opportunities.
- **Investor Outreach Programs.** BIO provides current information to investors and analysts regarding events in Washington, DC, that may affect investment decisions. BIO also supplies investors with unbiased information on cutting-edge technologies by conducting timely briefings for the investment community. These briefings feature senior BIO staff closest to policy issues that are critical to the growth and direction of the industry.

- **Executive Workshops.** These intensive skills workshops are hosted by professional faculty from the communications, financial and biotech industries. They focus on corporate positioning and presentation skills and feature one-on-one coaching.
- **Business Development Courses.** Each year, BIO and the Licensing Executives Society offer two courses designed exclusively for business development professionals in the life science industry: Business Development Basics and Advanced Business Development.

Media/Communications

BIO is the first stop for reporters and journalists covering all aspects of biotech, from medical breakthroughs to controversial policymaking to Wall Street. BIO executives contribute regularly to national and international media outlets such as *The New York Times*, CNBC, BBC and the *Financial Times*. Acting as the industry spokesperson, BIO assists member organizations in crafting media messages and is the global champion for biotech.

Publications

Members have access to BIO's print and electronic publications and newsletters including:

- **BIO Bulletin.** Up-to-the-minute news and information on the issues that affect your organization every day.
- **BIO SmartBrief.** A free email compilation service of the top biotechnology-related news stories of the day.
- **science.bio.org.** The daily science news affecting the biotechnology industry. Customize the page to bring breaking stories to your desktop on topics such as bioterrorism and biodefense, vaccines and therapeutics, genomics, bioinformatics, proteomics and global health.
- **BIO News.** A bi-monthly publication that provides an in-depth review of current legislative and regulatory issues facing the industry, as well as recent events covered by the media.
- **BIO Membership Directory.** A print and on-line directory that provides contact information for all BIO member organizations. Find BIO members by company or by locale—state or country.
- **BIO Annual Report.** An annual snapshot of BIO's work and the progress of the industry.

