

# Academic Partners Network Sponsorship

The Academic Partners Network Sponsorship is a special opportunity offered only through the MassBio Innovation Services team, as part of our Academic Outreach & Engagement (AOE) Initiatives. The AOE Initiatives connect academia and industry in accelerating innovation and its future impact on patients. We aim to provide sustainable access to resources and mentors for innovators and to enable more partnerships between academia and industry.

We recognize our reach spans beyond the Greater Boston region, where the majority of our current members best benefit from the valuable resources we have to offer. As a result, we have created the Academic Partners Network Sponsorship for those academic institutions who do not have a presence in Massachusetts and may not desire to apply for a full membership.

## Sponsorship Fee: \$1,750 USD (1-year sponsorship)

*Optional free 3-month trial, subject to change*

### DELIVERABLES:

- Access to Innovation Services programs
- Access to the Academic-Industry Relationship (ACAD) Forum Working Group events (webcasts)
- Discount on MassBio Events
- Ability to post on MassBio Calendar
- Institution logo and recognition on academic network-related webpage and social media announcements
- Receive regular announcements about events, partnership opportunities, and related activities through our dedicated monthly newsletter.

### NOT INCLUDED IN YOUR SPONSORSHIP:

Landing page on the website, access to MassBio Edge benefits, ability to post news and resources, attend MassBio members-only networking events and Forums (beyond ACAD) without MassBio approval.

## Initiatives:

### ADVOCACY

- **Academic Steering Committee** – The Academic Steering Committee is consulted quarterly to provide guidance to MassBio as we work towards advocating for and providing the academic network with relevant programs for this community.
- **Academia-Industry Quarterly Roundtable** – The roundtable convenes professionals from academia and industry to develop consensus read-outs of each session summarizing key perspectives, common ground, and key issues identified and addressed. Roundtable members will inform and solicit input from the broader community to create actionable solutions and implement best practices to overcome hurdles in producing effective academia-industry collaborations (e.g. events, forums, training, online resources, guidelines, etc.).

### PROGRAMS

- **ACAD Forum Working Group** – The ACAD Forum Working Group was developed to convene MassBio members working to accelerate tech transfer in addressing relevant topics. Meetings are free and held once a quarter at the MassBioHub. If you are unable to attend in person, we broadcast these discussions for you to watch live or on-demand.
- **MassCONNECT PI** – This AOE program provides access to an unparalleled network of mentors to serve the needs of principal investigators (PIs) in the life sciences. Our mentor pool is comprised of entrepreneurs and biopharma/medtech experts who eagerly volunteer their time to provide perspective and guidance to our community. Each PI who is accepted into the program is matched with two mentors for two 1-hour meetings.
- **Partnering / Pharma Days®** – The MassBio Partnering / Pharma Days are invitation-only partnering events hosted eight to 10 times a year featuring one pharma, med device, or digital health company at each event. The typical Partnering / Pharma Day is comprised of private partnering meetings with the host company, a plenary session with Q&A (to be broadcast in 2020), and a networking reception. However, the format may vary to meet the host company's expectations. You will receive invitations for each of these events along with a detailed agenda and list of host company employees who will be in attendance for the duration of your sponsorship. Additionally, you will be invited to submit 1:1 partnering meeting requests with the host company (teleconference possible).

## Resources:

- **Monthly Newsletter** – Our AOE newsletter is curated for an academia audience with opportunity listings (i.e. calls for proposals, collaborations and funding opportunities, job opportunities, programs, and deadlines), relevant events, and an update of the latest news in the community.
- **Preparation for Partnering Meetings** – In collaboration with our industry partners, we have developed templates and guidelines to assist you in your preparation for your partnering meetings. We also have access to a wide network of mentors and partners who are happy to advise you 1:1 or as a team.
- **Access to the MassBio Calendar** – As part of your sponsorship package, you will have access to our Events Calendar where you can post your events to reach a wider audience. Additionally, posted events will be included in our weekly Upcoming Events newsletter sent out every Friday to ~14,000 life sciences professionals.