



Membership Information

1 June 2011

www.bionow.co.uk

Corporate Patron



University Affiliates



Partners



**Preferred Recruitment
Partner**



**Procurement
Partner**



**Digital Marketing
Partner**

ABOUT Bionow

Bionow is a membership organisation serving the biomedical industry in the North of England. We aim to provide a fully integrated company support structure so that our members are amongst the most productive and competitive biomedical companies in Europe. Bionow offers a range of specialist business support products and services, detailed within this document, aimed at enabling the potential of biomedical businesses.

Bionow's History

Bionow was established by the Northwest Regional Development Agency in 2000 to support, promote and encourage the growth of the biotechnology, pharmaceutical, medical device and health technology cluster in the Northwest.

The region is now home to one of the UK's largest biomedical clusters with:

- A core base of 160 biotech, pharmaceutical, CRO, CMO and analytical companies and 120 medical device and health technology companies
- Over 250 specialist support companies and organisations
- Seven global pharmaceutical companies
- 26,000 people employed in the sector and supply chain
- International recognition as a vibrant community in a strategic location

Following 10 years of successfully supporting this community Bionow was incorporated as Bionow Ltd, a not-for-profit Company Limited by Guarantee, in October 2010 in order to continue to support the cluster.

Bionow was awarded the UK Cluster Mark Award in 2010



OUR VISION

"Bionow will support and promote the biomedical sector in the North of England which will be recognised as a leading European location in which to locate, establish and grow biomedical businesses. Bionow will facilitate and accelerate the development of our strong and diverse offering - and the sector, already a significant exporter and major creator of wealth for the region and its people, will continue to grow. Underpinned by our regional talent and skills we will be recognised nationally and internationally for an environment which de-risks the investment required to deliver significant commercial and clinical gains"

Bionow will deliver this vision through:

- A range of service provision and business support to member companies including recruitment, partnering, procurement and special events
- New business support services and alliances to meet the needs of our member companies and organisations large and small
- Strategic support to local and government bodies to promote continued investment in the sector
- Engagement with local, national and international networks of contacts and organisations to deliver synergistic benefits
- Continuing to be a ready source of information and advice on research, access to finance, services and facilities
- Fostering the spirit of collaboration to make our enviable infrastructure including our universities and the NHS more accessible to business

We will return in excess of the membership fee in tangible value to our member companies

Our service is proven and totally confidential

MEMBERSHIP BENEFITS

All companies who are already listed in the Bionow Directory are automatically considered Associate Members of Bionow.

Companies are encouraged to subscribe to Bionow as Members or Premium Members in order to access the additional benefits available to these categories of membership.

Membership Benefits	Associate	Member	Premium Member
Profile in Bionow Directory	✓	✓	✓
Able to Join Bionow Linked In Group	✓	✓	✓
Special rates with our Preferred Recruitment Partner - SRG	✗	✓	✓
Post news on website	✗	✓	✓
Post vacancies on Bionow website	✗	✓ £150 for 3 months	✓
BioPartner discount for international events	✗	✓	✓
Post events on website	✗	✗	✓
Post Partnering Opportunities on website	✗	✗	✓
Bionow Network Events	£30 per delegate	1 free delegate (additional at £30)	3 free delegates (additional at £30)
Other Bionow Events	Normal rates	Discounted attendance for one delegate	Discounted attendance with no limit to number of delegates
Annual Awards Dinner	Normal rates	20% Reduction	30% Reduction
Advantage Scheme*	May Purchase via Advantage	✓	✓
Preferred Supplier Agreements (delivered through One Nucleus)	✗	✗	✓
Bespoke Partnering Events	✗	By Invitation	By Invitation
Senior Executive Breakfast Club Events	✗	By Invitation	By Invitation

*Any company may purchase through Advantage. A Supplier must be a Member or Premium Member in order to offer Advantage discounts via the Bionow website.

ANNUAL MEMBERSHIP SUBSCRIPTION

Annual Subscription is dependent on employee numbers at Northwest sites

There is no charge for Associates

Company Size	Member	Premium Member
Individual / Consultant	£100 + VAT	n/a
Startup*	£150 + VAT	£600 + VAT
Micro SME (< 10 staff)	£250 + VAT	£1,000 + VAT
Small SME (< 50 staff)	£375 + VAT	£1,500 + VAT
< 100 staff	£500 + VAT	£2,000 + VAT
< 250 staff	£750 + VAT	£3,000 + VAT
250+ staff	£1,250 + VAT	£5,000 + VAT
Not for Profit Organisations**	£250 + VAT	£1,000 + VAT

* Incorporated within last two years and employing < 10 people

** Not for profit organisations include public bodies, research institutes, hospitals & government bodies

INFORMATION AT YOUR FINGERTIPS

Bionow Directory

The Bionow Directory is a high quality publication produced annually by Bionow to showcase the progress being made by the biomedical sector in the Northwest. This offers companies an ideal opportunity to both promote their presence in the region and showcase products and services offered. We endeavour to list all biomedical companies and supply chain companies who support the sector, across the Northwest. Companies who wish to be included in the Directory can apply to Bionow for inclusion and automatically become Associates of Bionow. The Directory is made available as hardcopy to all contributors and listed companies and is also available online in .pdf format. As part of Bionow's national and international activities copies of the Directory are distributed to a worldwide network of contacts.

Newsletter

Bionow produces an informative monthly newsletter which is free to anyone who registers to receive it. The newsletter is produced using information in the public domain and Bionow encourages the community to share news and information about relevant events. This represents an ideal opportunity to promote progress and events to over 2000 recipients of the newsletter across the UK.

Bionow Website www.bionow.co.uk

Viewed by around 4000 users per month, the Bionow website is the portal to Bionow's events and services. The website is integral to the Bionow community reaching a large, specialist, local audience, and of course those further afield. This is a valued online resource for the global biomedical community offering information and services including an overview of business support available to companies already here and those wishing to invest.

Closer to home, for our Members and Premium Members the Bionow website is a ready resource offering:

- Jobs page where Premium Members can advertise vacancies free of charge, Members pay a modest fee.
- A facility for Members and Premium Members to post their news stories online.
- A business partnering opportunities page for Premium Members.
- Bionow's Advantage Scheme – supplier Members can offer incentives or discounts to companies in the sector.
- Online Registration for Bionow events.
- News and other upcoming events.
- Online advertising – for further details please refer to Bionow's Sponsorship & Advertising brochure.

Individuals can join the Bionow group on LinkedIn and follow @Bionow on Twitter.

EVENTS

A wide range of specialist events are delivered by Bionow and some of these are detailed below. Our aim is to deliver events which are valued by our Members and we are always open to developing and delivering more.

Bionow Annual Awards Dinner

The prestigious Bionow Annual Awards dinner is held in November to celebrate success and innovation in the sector with several industry-sponsored prize categories. The competition opens in late summer each year and we encourage applications from companies, academics and clinicians. The dinner is always extremely well-attended by senior representatives from companies large and small and tickets go on sale early in Autumn.

Quarterly Networking Events

Bionow runs quarterly networking events for its member companies. These provide an ideal opportunity to engage with the regional network, keep up to date with or make new contacts and gain information on highly relevant topics. New companies and individuals are welcome to attend and benefit from high-quality networking opportunities and managed introductions. Online registration and payment is quick and easy.

Bionow Special Events

Bionow also runs specialist events through the year addressing specific topics and themes tailored to the needs and requirements of our Members. These events are aimed at specific job roles within our Members' businesses. They include:

Senior Executive Breakfast Club Events

This Premium Member service is by invitation only. The aim is to bring together senior executives for a themed morning meeting facilitated by Bionow. The events are aimed at sharing best practice and providing senior executives with a platform which facilitates the growth of their businesses.

Bespoke Partnering Events

This Premium Member service is by invitation only. These events provide an opportunity for Bionow cluster companies to meet with and present to other companies, including multi-national corporations, who are looking for commercial partnerships or research collaborations.

Special Topics

Bionow organises special events to communicate information to the biomedical community. Where relevant these meetings are organised in partnership with other bodies e.g. the HealthTech & Medicines KTN.

RECRUITMENT

Advertise vacancies online at www.bionow.co.uk

Bionow recognises that with over 26,000 people employed in the sector in the Northwest, there is a ready pool of local talent with specialist skills and experience. Bionow is particularly keen to help 'recycle' skilled people who become available as a result of restructuring activity, helping people back into similar work and assisting our Member companies to access this rich resource of talent.

The Bionow Jobs page offers Premium Members a free online job advertising service and we make this service available to Member companies for a modest charge. These opportunities are then open to the large numbers of visitors to the Bionow website.

SRG – Bionow's Preferred Recruitment Partner

SRG is the UK's leading supplier of scientific, clinical, quality, regulatory, technical and engineering staffing solutions to the broad based science community. Having pioneered the scientific contract market in 1990, SRG has expanded its offering from providing traditional contract and permanent recruitment services through to bespoke out-sourced resource solutions.

As Bionow's Preferred Recruitment Partner, SRG in return for a two week period of exclusivity, will offer preferential terms and benefits to Bionow Members dependent on the level of membership and the services required. The services include, but are not limited to, the following:

- **Permanent Search and Recruitment Services**
A comprehensive, project-managed recruitment service delivered by a dedicated, scientifically qualified SRG Account Manager, providing consistency and one point of contact to Members.
- **E-advertising and Response Handling Service**
SRG can provide a response handling service that can be tailored to the need of the clients with regards to the level of involvement they require.
- **Temporary/Contractor Workers, Interns and Pay-Rolling Services**
SRG offers flexible resource solutions to companies seeking temporary or contract staff, including the management of student placements and internships. If required, SRG can provide contract staff on assignment, employed and pay-rolled by SRG.
- **Contingency Permanent Placement**
SRG can assist where there is an immediate requirement for a permanent member of staff. A fee is payable upon SRG filling the open position.
- **Executive**
SRG offer executive retained search for middle to executive level management, in all disciplines including R&D, manufacturing, marketing, sales, supply chain and quality and regulatory affairs.



PURCHASING

Preferred Supplier Agreements offered in association with One Nucleus Limited

Bionow has an agreement with One Nucleus to give Bionow Premium Members access to One Nucleus's Preferred Supplier Agreements that they have in place, at their discretion. Bionow Membership does not give Bionow Members access to other One Nucleus membership benefits. One Nucleus is a membership organisation for international life science and healthcare companies, based in Cambridge and London.

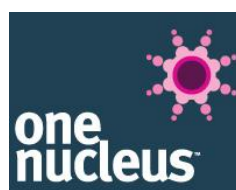
The Preferred Supplier Agreements are targeted at specific products and services that are directly applicable to Biomedical companies. The One Nucleus Purchasing Scheme was set up to deliver low cost purchasing based on the combined spend of Scheme members. By joining together in a consortium, members enjoy the same purchasing influence as larger companies since through the scheme excellent prices and substantial savings have been negotiated in a number of product areas as below.

Preferred Supplier	Scope of Agreement
Fisher Scientific	Laboratory consumables, chemicals and low value apparatus
Sigma Aldrich	Molecular biology, cell biology and cell culture products
GE Healthcare	Maintenance and servicing of laboratory equipment
Air Liquide	Compressed gases and dry ice
BOC	Liquid nitrogen services
Starlab	Pipette maintenance
Harts	Stationery and IT consumables
Deliver Plus	Couriers

The Preferred Supply Agreements (PSAs) are fully tendered agreements for various key supplies which are awarded based on their ability to offer substantial discounts (up to 50% off catalogue prices), no minimum order requirements, prompt delivery with no delivery or handling charges and volume rebates for companies exceeding annual turnover targets.

The One Nucleus scheme currently has around 70 customers with most member companies saving more than their annual subscription to One Nucleus. The aggregated spend through the Preferred Supplier Agreements is very significant (for example One Nucleus is one of Fisher Scientific's top five customers).

In taking up Bionow Premium Membership, your company will be invited to engage with One Nucleus so that an illustration of the savings possible can be provided. There is of course no obligation to take up any of these offers.



PURCHASING

Advantage Scheme

Bionow is keen to encourage local suppliers and companies to do business together and the Bionow website offers an ideal, online marketplace to bring this about. Specialist Suppliers who are Bionow Members or Premium Members offer discounts or other incentives via the Bionow website. Primarily aimed at the Bionow community these offers are open to any company or individual who has an interest.

While we expect this to stimulate local trade within the Northwest biomedical community, the offer is open to all, across the UK and abroad.

INTERNATIONAL TRADE & COLLABORATION

Bionow has a Partnership Agreement with BioPartner.co.uk Ltd, an independent, accredited trade organisation, promoting international partnering for trade, investment and collaborations with UK life science enterprises. Through this partnership, Members and Premium Members of Bionow may access many of the benefits afforded to members of BioPartner.co.uk without having to make a separate subscription.

International partnering events and tradeshows are a major source of business leads for companies expanding into new markets or looking for new collaborative partners. BioPartner has negotiated the highest entry fee discounts available for UK companies attending many major international biopharma events. **Bionow Members and Premium Members can claim these discounts by contacting BioPartner before registering for each event.**

Joining a UK Delegation

In addition, BioPartner's UK Delegations promote the UK presence at international conferences and work with conference organisers, in-country agencies and overseas networks to provide the best business opportunities for UK companies travelling with the Delegation. Joining a BioPartner UK Delegation means you can attend as part of the UK Pavilion which acts as a highly visible and recognisable brand to draw in business in the competitive global market.

BioPartner ensure that their UK Delegation companies receive benefits over and above those available at the event, as well as a full discount. These can include Tradeshow Access Programme (TAP) Grants for eligible companies to offset the cost of exhibiting. Bionow Members and Premium Members attending an international conference can join a BioPartner UK Delegation for a fee of £300+VAT.

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