

EXCLUSIVELY  
EXCIPIENTS



EXHIBITOR+SPONSORSHIP  
**PROSPECTUS**

September 27, 2021 (Workshops) | September 28–29, 2021 (Conference & Expo)  
Gaylord National Resort and Convention Center, National Harbor, MD

# CELEBRATION



Join us as we  
celebrate our 30th  
Anniversary and  
reconnect in  
person with you  
and the Excipients  
community in  
2021!



For thirty years, IPEC-Americas has been a unified voice committed to advocate, educate, innovate and develop best practices for excipients, with a focus on patient safety. The 2021 Excipient World Conference & Expo will feature our 30th anniversary celebration as well as recognition of industry leaders and accomplishments.

A number of factors make this event a successful business development opportunity for both experienced and new-to-market companies, including:

- ▶ **Attendees are drawn to our unique information exchange exhibit floor format** which encourages professional collaboration
- ▶ **Our comprehensive conference program attracts a highly qualified audience** of professionals across the entire pharmaceutical manufacturing process
- ▶ **Exhibitors now have the opportunity to promote their brand year-round** through a new series of Excipient World digital offerings (365 days of visibility)
- ▶ **Revised schedule of conference events provides 20% more dedicated hours for exhibit floor** exploration and information exchange
- ▶ **Exhibitor registration includes access to all conference programming and networking events** providing opportunities to learn, collaborate, and engage with attendees both on and off the exhibit floor

We hope to see you at Excipient World in National Harbor, MD. To learn more, visit [www.ExcipientWorld.org](http://www.ExcipientWorld.org) and then contact Patty Wanzer at 202-277-9394 or [patty@excipientworld.org](mailto:patty@excipientworld.org)

Sincerely,



Janeen Skutnik-Wilkinson  
Chair - IPEC-Americas  
Director,  
Global Regulatory CMC Policy & Intelligence Head  
Biogen



Kimberly Beals  
Executive Director,  
IPEC-Americas





“Excipient World is a better value for my time and investment than large pharmaceutical trade shows.”

“Excipient World is the only U.S. event that focuses specifically on excipients which is most relevant to the work that I do. I find that the workshops, general sessions, and exhibits are designed with my needs in mind.”



“Exhibiting at Excipient World Conference & Expo is a unique opportunity to position your company as a leader in the excipient industry.”

“In just a few days, I can learn all about the latest excipient trends and innovations, discuss supply chain needs, and connect with my peers at a focused and intimate event.”



"My team comes to this event every year because of the excellent way FDA and IPEC-Americas updates are incorporated into the conference program."



**Excipient World is designed by and for the industry. The content is determined by subject matter experts in the field of excipients.**



## MEET THE PLANNING COMMITTEE

Janeen Skutnik-Wilkinson  
**Chair, IPEC-Americas**  
Director,  
Global Regulatory CMC Policy &  
Intelligence Head

### **Biogen**

Kimberly Beals  
Executive Director  
**IPEC-Americas**

Dale Carter  
Head of Quality  
**Evonik**

Ron Kelly  
Principal Scientist,  
Drug Product Technologies  
**Amgen**

Nigel Langley, Ph.D., MBA  
Global Technology Director,  
Pharma Solutions  
**BASF Corporation**

Gina Marsee  
Director,  
Compendial Compliance and Advocacy  
**Merck & Company, Inc.**

Doug Muse  
Consultant,  
Compendial Affairs  
**Eli Lilly and Company**

Michael Polito  
Regulatory Expert,  
Pharma and Food Materials  
**MilliporeSigma**

Michelle Quinn  
Field Marketing Manager,  
Formulation  
**MilliporeSigma**

Meera Raghuram  
Director,  
Regulatory Strategy and Policy  
**Lubrizol Advanced Materials, Inc.**

David Schoneker  
Consultant  
**Black Diamond Regulatory Consulting**

Irwin Silverstein, Ph.D.  
Consultant  
**IBS Consulting in Quality LLC**

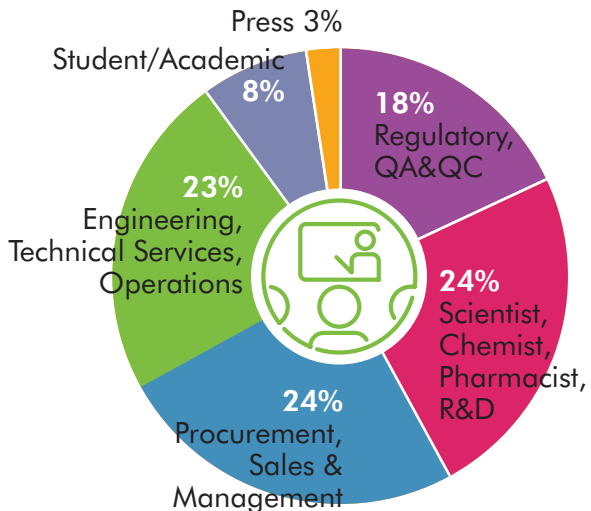
Heather Sturtevant  
Sr. Manager,  
Global Technical Operations  
**Johnson & Johnson**

Kathy Ulman  
Consultant  
**KLU Consulting**

Priscilla Zawislak  
Global Regulatory Affairs  
Advocacy Manager  
**DuPont**



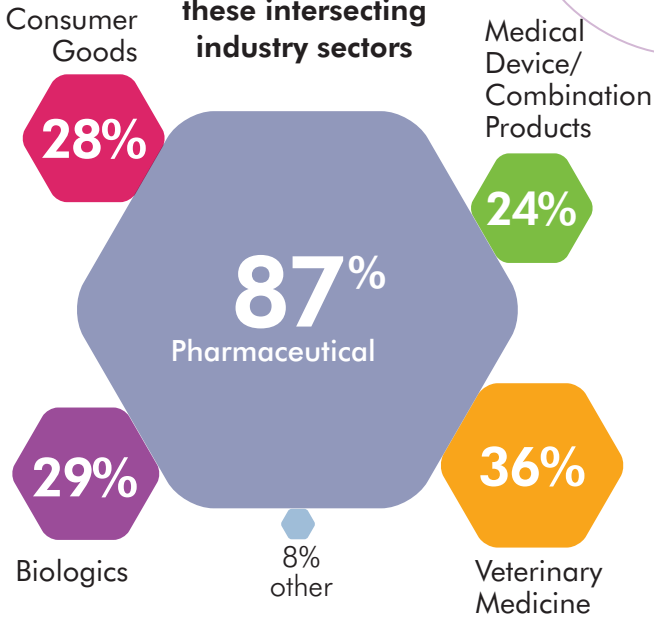
**Our education program attracts professionals across the entire manufacturing process**



Excipient World brings together professionals from pharmaceutical, biologics, veterinary medicine, combination device and consumer healthcare product manufacturers for three days of learning and connection.

**Attendees value collaborating and learning about your company's innovations.**

**Attendees come from these intersecting industry sectors**



**89%**

**consider** networking and the **opportunity to meet with excipient suppliers** to be a very important benefit

**100%**

said they **will return** to Excipient World

**85%**

of exhibitors rate the **audience quality as above average to excellent**

**36%**

**are first-time attendees** joining our community and cultivating new relationships

**IPEC-Americas continues to invest in expanding the Excipient World audience.**

Our marketing efforts include a dedicated website, email, print+digital ads, and focused collaborations with other associations, organizations and media companies.





**CONTACT**  
Patty Wanzer for  
more information  
**Patty@**  
**ExcipientWorld.org**  
**202-277-9394**

## Full Engagement Exhibits \$4,200

The purpose of our exhibit hall is to facilitate collaboration and information exchange between all industry stakeholders (excipient users, makers, distributors, media, etc.). This information exchange is an integral part of the attendee experience – likewise, exhibitor personnel are encouraged to participate in all of the educational sessions and networking functions. Excipient World is truly a collaborative event.

### Each 8' x 10' exhibit space includes

#### ▶ Turnkey furnishings package

Pipe & drape, identification sign, 6' draped counter and two (2) stools

#### ▶ Three (3) booth staff registration badges

with full access to two days of conference sessions including keynotes, break-out sessions and all networking functions

#### ▶ Brand awareness

Company logo and description on interactive floor plan used by attendees to search for exhibitors, logo on the event website home page and company listing in the onsite program guide and event app

#### ▶ Marketing support

Materials to promote your presence at the event and a discount code for \$100 off for your customers and prospects

#### + Eligibility for additional sponsorship and advertising opportunities

See page 7



## Limited Engagement Participation

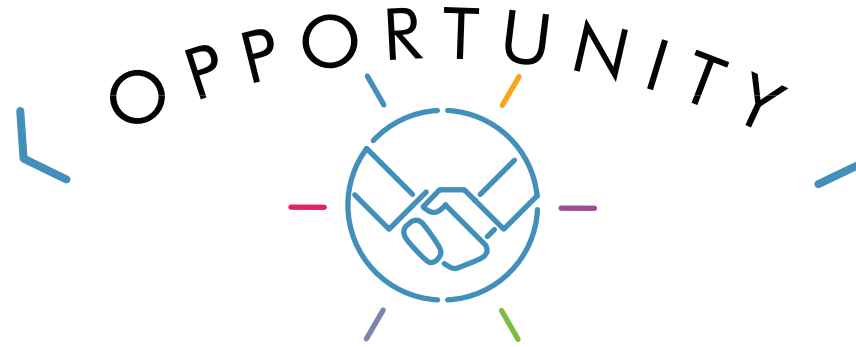
\$1,290 Early;  
\$1,390 Standard

Not ready for a full engagement exhibit? No problem. You are welcome to participate as an attendee and take advantage of the Excipient World learning opportunities. **(We kindly ask that you refrain from business development activities with this option.)**

#### ▶ One (1) registration badge

with full access to two days of conference sessions including keynotes, break-out sessions and all networking functions

**NOTE**  
You must be a Full Engagement Exhibitor to take advantage of our sponsorship and advertising opportunities



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Increase attendee engagement with these cost-effective marketing opportunities.

## Premier Sponsorship Opportunities

Put your company in the spotlight while bringing awareness to your brand and driving booth traffic

### SPONSORSHIP

### DESCRIPTION

### FEE

### #AVAILABLE

#### ▶ KEYNOTE SPONSOR



#### **Katherine Eban Keynote Presentation**

\$5,000

1

- ▶ Sponsor recognition on event website, onsite signage, keynote session intro slide, event app and program guide
- ▶ Seat drop of company brochure prior to keynote presentation

#### ▶ Event Bag Sponsor

Your company logo featured on the event bag provided to every registered participant

\$1,600

1

#### ▶ Hand Sanitizer Station Sponsor

Your company logo featured on the hand sanitizer station located in the exhibit hall

\$1,500

1

#### ▶ Badge Lanyard Sponsor

Your company logo featured on the badge lanyard provided to every registered participant

\$1,500

1

#### ▶ Anniversary Raffle Giveaway Sponsor

Your company representative will draw the raffle winner of one of the prizes during the IPEC-Americas 30th Anniversary Reception.

\$700

5

- ▶ Includes sponsor recognition on event website, attendee marketing materials, onsite signage, event app and program guide

**MORE**

# OPPORTUNITY



continued

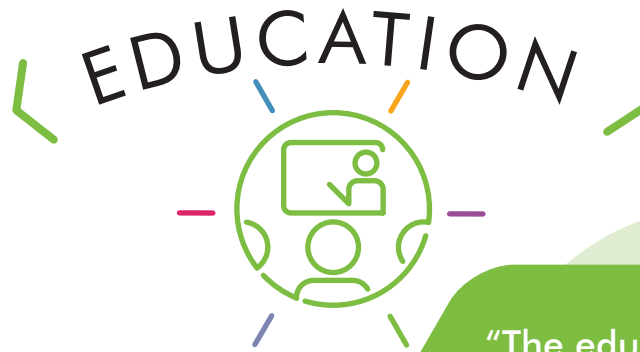
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## Sponsorships Opportunities (continued)

SPONSORSHIP	DESCRIPTION	FEE	#AVAILABLE
<b>▶ EVENT BAG INSERTS</b>			
	Inserted in event bags provided to every registered participant		
Face Masks	Exhibitor-provided branded masks (Sponsor to provide masks)	\$250	<b>1</b>
Sanitizer	Exhibitor-provided branded personal hand sanitizer (Sponsor to provide sanitizer)	\$250	<b>3</b>
Company Flyer	Your 1-sheet flyer placed in event bag provided to every registered participant (Sponsor to provide flyer)	\$250	<b>5</b>
<b>▶ Poster Presentation</b>	Your company's latest research poster prominently displayed at the main entrance of the exhibit hall	\$ 195	<b>10</b>
<b>▶ Full color display ad</b>	4/c ad in the program guide distributed to every participant		
	▶ Half-page	\$250	<b>5</b>
	▶ Full page	\$500	<b>2</b>





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Preliminary (as of November 11, 2020)

**SCHEDULE OF EVENTS**

**MONDAY, SEPTEMBER 27**

- ▶ 8:00 AM – 4:00 PM Registration Open
- ▶ 9:00 AM – 12:00 PM Pre-Conference Workshop Sessions
- ▶ 12:00 – 1:00 PM Networking Lunch
- ▶ 1:00 – 4:00 PM Pre-Conference Workshop Sessions
- ▶ 1:00 – 5:00 PM Exhibitor Move-in
- ▶ 5:00 – 7:00 PM Excipient World Welcome Reception

**TUESDAY, SEPTEMBER 28**

- ▶ 7:30 AM – 5:00 PM Registration Open
- ▶ 8:00 – 9:00 AM Opening General Session
- ▶ 9:00 AM – 5:30 PM Exhibit Hall Open
- ▶ 9:30 AM – 11:45 AM Educational Sessions
- ▶ 11:45 AM – 1:00 PM Networking Lunch
- ▶ 1:00 – 3:15 PM Educational Sessions
- ▶ 3:30 – 4:30 PM General Session
- ▶ 4:30 – 5:30 PM Book Signing & Networking in Exhibit Hall
- ▶ 5:30 PM Exhibits Close
- ▶ 5:30 – 7:30 PM Excipient World Cocktail Reception

**WEDNESDAY, SEPTEMBER 29**

- ▶ 7:30 AM – 3:30 PM Registration Open
- ▶ 8:00 – 9:00 AM General Session
- ▶ 9:00 AM – 2:30 PM Exhibit Hall Open
- ▶ 9:45 AM – 11:45 AM Educational Sessions
- ▶ 11:45 AM – 1:00 PM Networking Lunch
- ▶ 1:00 – 3:15 PM Educational Sessions
- ▶ 2:30 PM Exhibits Close
- ▶ 3:30 – 5:00 PM Closing General Session
- ▶ 5:00 – 7:00 PM Excipient World Thank You Happy Hour
- ▶ 2:30 – 5:00 PM Exhibitor Move-out

“The educational program is not only an important aspect of the IPEC-Americas mission, it is also a powerful draw that attracts qualified decision makers and industry thought leaders.”

