



SPONSORSHIP PROSPECTUS

*From Discovery to Delivery
Navigate the Digital Era in Life Sciences*

Hosted by the ISPE San Francisco Bay Area Chapter
February 5, 2027 | Santa Clara Convention Center, Santa Clara, CA
Projected Attendance: 200–300 Life Science Professionals

Reserve Your Sponsorship Today

Connect with 200–300 decision-makers shaping the AI era in life sciences at the Santa Clara Convention Center.

Contact & Inquiries: manager@ispesf.org | ispesf.org

1. Executive Summary & Event Overview

The Discovery to Delivery: Digital Enablers Summit is a flagship, full-day multi-track conference organized by the ISPE San Francisco Bay Area Chapter. Convening 200 to 300 qualified decision-makers across biotech, pharma, AI, and digital health, this event addresses practical implementation across the entire continuum — from early R&D through clinical development, manufacturing, regulatory compliance, and commercial delivery.

Unlike generalist technology conferences, every session is curated for technical depth, regulatory compliance, and real-world applicability. By bringing together practitioners who are actively building and implementing these systems, the summit offers sponsors a targeted platform to demonstrate thought leadership and engage directly with qualified client-side end users.

The only day-long, multi-track summit in the Bay Area dedicated to practical AI and digital transformation across the full biotech/pharma value chain — from molecule discovery to commercial delivery. Built by industry practitioners, for industry practitioners.

Key Event Snapshot

Organizer	ISPE San Francisco Bay Area Chapter
Date & Venue	February 5, 2027 Santa Clara Convention Center, Santa Clara, CA
Target Audience	200–300 qualified leaders in CMC, R&D, IT/OT, Data Science & Operations
Program Format	Full-day, 4 parallel tracks, keynote, interactive sessions, and evening reception

2. Strategic Value Proposition for Sponsors

Why Partner with ISPE SF Bay Area?

- **Direct Access to Decision-Makers:** Engage with 200–300 qualified end-users, practitioners, and executives who run biotech/pharma labs, clinical trials, and manufacturing facilities.
- **Thought Leadership Beyond the Vendor Booth:** Elevate your brand as an industry thought leader on stage alongside client-side peers, rather than remaining confined to an exhibit hall booth.
- **Balanced Audience Representation:** The summit maintains commitments to equal representation between pharma/biotech clients and service providers, ensuring exceptionally high lead quality.
- **High-Impact Brand Visibility:** Gain comprehensive coverage across physical venue signage, main stage presentations, digital event apps, pre-event email campaigns, and social media channels.

3. Summit Program Structure & Tracks

The summit agenda features 4 tracks designed to address key segments of the life science value chain:

- **Track 1 — Foundations:** A dedicated, judgment-free space for professionals early in their AI and digital journey. Covers intro to AI, practical business applications, and hands-on working sessions/workshops.
- **Track 2 — Product Lifecycle:** Covers end-to-end AI and digital applications across discovery, clinical trials, process development, regulatory submissions, tech transfer, experimental data AI/ML, and AI in CMC.
- **Track 3 — Build Environment & Operations:** Focuses on physical/operational infrastructure — robotics in manufacturing, AI in capex project delivery, CMO data sharing, sourcing/procurement, and quality.
- **Track 4 — Data & Digital Infrastructure:** Deep technical sessions on cross-functional data models, architecture, metadata strategies, and IT/OT convergence in regulated environments.

Event Day Schedule Overview

Time	Session / Activity
8:00 – 9:00 AM	Registration & Continental Breakfast
9:00 – 9:15 AM	Welcome & Opening Remarks
9:15 – 10:00 AM	Keynote Address
10:15 AM – 12:00 PM	Breakout Sessions 1 & 2 (All Tracks)
12:00 – 1:00 PM	Networking Lunch
1:00 – 2:15 PM	Interactive Sessions / Workshops
2:30 – 4:15 PM	Breakout Sessions 3 & 4 (All Tracks)
4:15 – 5:00 PM	Closing & Wrap-Up
5:00 – 6:00 PM	Evening Networking Reception

4. Sponsor Package Descriptions

The sponsorship program offers a range of opportunities designed to align with your organization's marketing goals, budget and desired level of visibility. Packages range from top-tier exclusive title branding to targeted experiential and supporting opportunities.

Premier Opportunities

Title Sponsor (\$15,000 | 1 Available – Exclusive)

The marquee partnership package. Offers maximum prominence and visibility including exclusive main stage video/slide recognition, speaker introduction opportunity, lobby exhibitor table, opt-in attendee list, bag inserts, branded floor clings, featured digital and onsite signage, attendee email/app ads, email and social media promotions, and 6 full conference passes.

Platinum Sponsor (\$10,000 | Multiple Available)

High-impact tier including main stage video/slide recognition, speaker introduction opportunity, lobby exhibitor table, opt-in attendee list, bag inserts, branded floor clings, featured digital and onsite signage, attendee email/app ads, email and social media promotions, and 4 full conference passes.

Gold Sponsor (\$6,000 | Multiple Available)

Excellent visibility featuring a lobby exhibitor table, bag inserts, featured digital and onsite signage, attendee email/app ads, email and social media promotions, and 3 full conference passes.

Event Sponsor Opportunities

Lunch Sponsor (\$5,000 | 1 Available)

Host the conference lunch, includes dedicated branding during the networking lunch, bag insert, digital and onsite signage, email and social media promotions, and 2 full passes.

Networking Reception Sponsor (\$4,000 | 2 Available)

Host the post-conference evening reception, includes a lobby table, dedicated reception signage, digital and onsite signage, email and social media promotions, and 2 full passes.

Networking Break Sponsor (\$4,000 | 4 Available)

Sponsor the morning and afternoon coffee breaks with prominent break-area signage, digital and onsite signage, email and social media promotions, and 2 full passes.

Session Supporter (\$2,000 | 18 Available)

Sponsor a specific track or session. Includes introducing the track speaker, screen branding in breakout rooms, digital and onsite signage, email and social media promotions, and 1 full pass.

Additional Opportunities

Lanyards / Badges Sponsor (\$3,000 | 1 Available)

Exclusive brand exposure printed directly on all attendee lanyards and badges throughout the event, plus bag insert, digital and onsite signage, email and social media promotions, and 1 full pass.

Wi-Fi Sponsor (\$3,000 | 1 Available)

Name the event Wi-Fi network (SSID) after your company. A high-frequency touchpoint reaching every attendee. Includes digital and onsite signage, email and social media promotions, and 1 full pass.

Mobile App Sponsor (\$2,500 | 1 Available)

Direct digital visibility within the official summit mobile app, plus digital and onsite signage, email and social media promotions, and 1 full pass.

Tote Bag Sponsor (\$2,000 | 1 Available)

Logo branded on the official conference tote bags distributed at registration, plus a bag insert, digital and onsite signage, email and social media promotions, and 1 full pass.

5. Comprehensive Benefits Matrix

Deliverable / Benefit	Title (\$15k)	Platinum (\$10k)	Gold (\$6k)	Lunch (\$5k)	Break (\$4k)	Reception (\$4k)	Sessions (\$2.5k)	Lanyards (\$3k)	Wi-Fi (\$3k)	App (\$2.5k)	Tote (\$2k)
Complimentary Passes	6	4	3	2	2	2	1	1	1	1	1
Exhibitor Table in Lobby	✓	✓	✓			✓					
Insert in Conference Bag	✓	✓	✓	✓				✓			✓
Logo on Event Website	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓
Digital Signage & Onsite Branding	✓	✓	✓	✓	✓	✓	✓	✓	✓		
Main Hall & Breakout Screens	✓	✓	✓				✓				
Main Stage Video / Welcome Slide	✓	✓									
Sponsor Introduces Speaker	✓	✓					✓				
Logo on Lanyards & Badges								✓			
Custom Wi-Fi Network Name (SSID)									✓		
Logo on Mobile Event App	✓	✓	✓							✓	
Attendee Email / App Ads	✓	✓	✓								
Email Mentions	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓
Social Media Promo Graphic	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓
Branded Floor Clings	✓	✓									
Featured Onsite Signage	✓	✓	✓								
Attendee List (Opt-In Consent)	✓	✓									

6. Terms, Guidelines & Reservation Instructions

- **Reservation & Allocation:** Sponsorships are limited and assigned on a first-come, first-served basis upon receipt of a signed agreement and deposit.
- **Logo Specifications:** All sponsor logos must be supplied in high-resolution vector format (EPS or SVG) at least 4 weeks prior to the event.
- **Data Privacy Compliance:** Attendee list sharing for Title and Platinum sponsors is strictly subject to explicit opt-in consent in compliance with data privacy regulations.
- **Pass Terms:** Complimentary passes are non-transferable after registration and hold no cash redemption value.
- **Venue Compliance:** Physical branding assets (floor clings, pop-up banners) are subject to Santa Clara Convention Center approval and venue specifications.
- **Email Recognition:** Sponsor mentions and profile features are included in a minimum of two (2) pre-event attendee communications.