



# Membership Benefits

[www.obn.org.uk](http://www.obn.org.uk)



# What we offer:



A thoughtful and engaging annual programme of 50 events hosting over 4,000 delegates, that create opportunities to network, share knowledge and catalyse growth for the life sciences industry.



A group-purchasing solution that saves an average 45% on list prices of lab consumables. Over 200 R&D SMEs saved a combined £10m each year, making Members' money work harder.



The BioLearn® programme of training events has been created specifically to support professionals working within the life sciences industry.



P4P is designed to connect pharmaceutical companies with UK biotech / medtech companies, organisations and academic institutions. Projects can be tailored to the requirements of the client and usually include a search and evaluation exercise and tailored in-person event.



Increase your communication reach by posting your latest jobs, news and events via our website and include high profile news in our regular monthly updates, via our social channels and within dedicated mailers.



OBN's core purpose is to catalyse success in life sciences, and as a not-for-profit member organisation you can be confident that everything we do is focused on helping you to thrive.

Whether you are an early stage R&D SME, an established pharma company looking for investment or acquisition targets, CRO, science park, professional services provider or an investor, we are here to give you opportunities to meet, learn and grow.

**Your success is our success.**



# Membership

**Becoming an OBN Member opens the door to a broad range of opportunities to catalyse your growth via networking, events, partnering, purchasing, training, advice and advocacy.**

## **OBN membership is open to (UK & international):**

- R&D small-medium enterprises
- Investors
- Pharmaceutical companies
- Science Parks
- Professional service providers
- Entrepreneurial life sciences students
- Academic institutions & research institutes
- Independent consultants
- Government departments & public bodies

## **Membership benefits**

### **Save time & money**

- Save an average 45% off list price through OBN's Purchasing Consortium (managed by full-time in-house procurement manager who pools 200+ member companies for real buying power)
- Enjoy discounted registration at OBN flagship events, (including BioTrinity, BioSeed and BioForward) worth over £1,000 per person
- Find equipment, expertise and facilities within the OBN network
- Build skills and knowledge that help you make the right business decisions first time (saving both time and money)
- Post jobs free of charge on OBN's website

## **Get investment**

- Gain access to 100+ specialist life sciences investors through twice-yearly BioSeed events
- Take advantage of 1,400 in-person and virtual partnering meetings to pitch your idea to investors and partners
- Get advice on how to hone your pitch for impact and results
- Learn how to optimise your access to cash through OBN's Investment & Tax Special Interest Group
- Broadcast your news and milestones through OBN's website and LinkedIn community

## **Create connections**

- Access over 14,000 life sciences professionals through OBN's social media, website and unique mailing list
- Meet 700+ like-minded life sciences professionals through BioTrinity, the UK's premier 2-day networking event
- Access & meet key decision-makers from OBN's 470+ member companies, (plus many others in the wider OBN network)
- Feature your Company in OBN's online Membership Directory
- Get access to 50 events each year, (ranging from lunchtime online learning to two-day conferences), many with discounted or free attendance
- Appear on OBN Cluster Maps and website
- Make contact with all other members through OBN's dedicated Member Community, reaching over 2,750 life sciences professionals

## **Find out more**

Contact our Membership Team at [membership@obn.org.uk](mailto:membership@obn.org.uk) or call **+44 (0) 1235 420 870**



**We deliver a thoughtful and well-planned annual programme of events, designed principally to share knowledge, create opportunities to network, build contacts and catalyse your growth.**



### **BioTrinity®**

An established, must-attend London conference, that catalyses growth and supports in-person engagement across the life sciences industry. The event is attended by an audience of early stage and emerging life sciences R&D companies, investors, big pharma, and other valued partners throughout the life sciences ecosystem.



### **BioForward®**

Our 'Roadmap for Growth' life sciences event, designed to provide the support, skills, know-how and industry connections required to build a commercially successful business. BioForward is attended by leaders and decision makers of growing R&D companies across all therapy and technological areas, alongside companies who provide services that help support their sustainable growth.



### **BioSeed®**

A twice yearly fast-paced, one-day pitching event where innovative early-stage life sciences companies seeking seed funding, showcase to and meet with an extensive audience of active life sciences investors.



### **OBN Awards®**

A highly regarded and sought-after awards programme for life sciences, designed to celebrate innovation and outstanding achievement across all corners of the industry.



### **BioLearn®**

A monthly programme of professional training and knowledge sharing sessions, designed to support individuals with access to a broad and ever-changing skillset and know-how required to succeed.



### **BioTuesdays**

A monthly seminar style event addressing topics of scientific or business interest via keynote presentations. The evenings feature interactive audience Q&A's and networking.



### **Science Socials**

Monthly informal networking evenings, facilitating interactions between colleagues across the industry.



### **C-suite Club**

A monthly series of high level discussion-based events, designed to explore solutions to industry challenges.



### **Summer Drinks**

An informal and relaxed celebratory evening of networking and entertainment open to the whole OBN network.



### **Christmas Lecture**

Featuring an inspiring speaker presenting on a topic of boundary-breaking science.



**Making Members' money work harder by facilitating a group-purchasing solution.**

**Your money working smarter**

One of the major services that we offer Members is our Purchasing Consortium. Here's how you could save:

**Key points:**

- Average savings up to 45% against list price (see table below)
- Big or small, office or laboratory – any type of business can save money
- Low cost of entry – all OBN Full Members are eligible to take part
- UK's most comprehensive and cost-effective group-purchasing solution for life sciences companies
- Over 200 Member companies together save more than £10 million each year

- Managed by a full-time, in-house Procurement Manager
- Capital expenditure support
- Negotiation service
- Guidance and support on e-Procurement
- New suppliers regularly added
- European life sciences companies outside of the UK, can save via our Partner, ProcEurope

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**Over 200 Member companies together save more than £10 million each year**

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**Savings analysis**

Company size	Spend without discount	Spend with discount	Savings	% Saved
Sole trader/Micro company (1-5)	£9.3k	£3.1k	£6.2k	66%
Small company (6-20)	£132k	£69k	£69k	48%
Medium company (21-50)	£173k	£51k	£122k	71%
Large company (51-100)	£462k	£327k	£134k	29%

\* Data is rounded from OBN suppliers and is based on actual Members' spend.

Official Sponsors of the Purchasing Consortium



**Find out more**

Have an assessment of how your spend could be reduced. For this and any other Purchasing Consortium information please contact: Lee Pratley, Head of Purchasing and Membership – [lee.pratley@obn.org.uk](mailto:lee.pratley@obn.org.uk) / +44 (0) 7917 762 707



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**P4P is designed to connect pharmaceutical companies with UK biotech/medtech companies, organisations and academic institutions. Projects can be tailored to the requirements of the client and usually includes a search and evaluation exercise and tailored in-person event.**

## Positive outcomes

Specifically, via our Partner4Pharma® events, we aim to facilitate the following positive outcomes and opportunities for pharma companies:

- Acquisition
- Investment
- Partnering
- In-licensing
- Collaboration
- Technology transfers

## Networking

Partner4Pharma® events are organised as an individual event or as a roadshow with a series of formatted events taking place in different locations.

## Attendance

Our in-house industry analyst responds to your brief and works with you to identify target areas of interest. We then conduct detailed research and analysis of suitable companies and academics to invite to the event.

Typical delegate mix: 20-25 targeted delegates comprising R&D companies, research academics and/or technology transfer officers and 6-10 representatives from the host pharma company.

## Sample programme

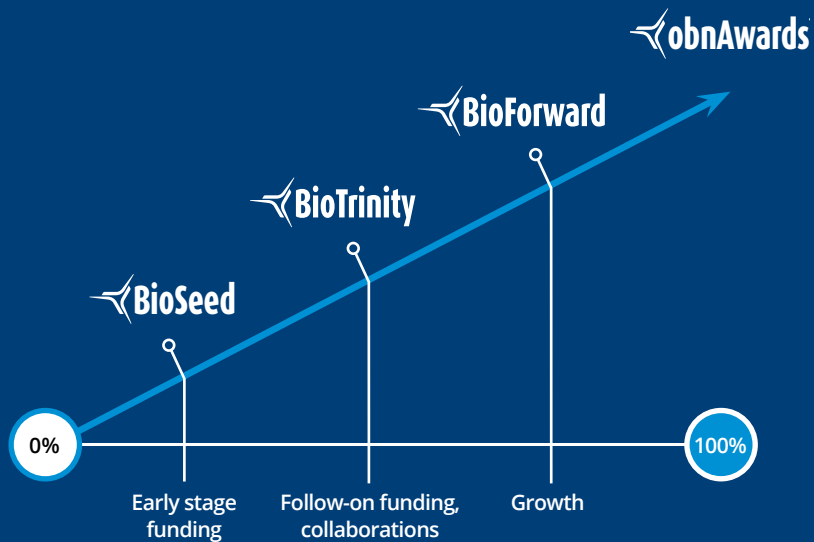
<b>10:00-10:30</b>	Delegate arrival and refreshments
<b>10:30-11:00</b>	Welcome from host company, followed by company keynote and outline of objectives
<b>11:00-17:00</b>	Private one-to-one meetings between R&D companies/academic researchers and host company, this takes place across parallel tracks, with 6-8 companies per track
<b>13:00-14:00</b>	All guests to break for a networking lunch with host company attendees
<b>17:00-18:00</b>	Optional drinks reception for all guests, and additional industry invitees

## To find out more, contact:

- Stuart Rose, CEO – [stuart.rose@obn.org.uk](mailto:stuart.rose@obn.org.uk)
- Jane O'Driscoll, Head of Events – [jane.odriscoll@obn.org.uk](mailto:jane.odriscoll@obn.org.uk)

# Join OBN

Join our growing network of over 470+ Member companies who save time and money, get investment and create connections that support long term, sustainable growth



- Save
- Get investment
- Connect

- obnEvents
- obnTraining
- obnPurchasing
- Partner4Pharma

# Useful OBN Contacts



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# SAVE THE DATES

For OBN's major events

# BioTrinity 2024

Catalysing Growth in the Life Sciences Industry



Celebrating Innovation & Achievement in Life Sciences

22 November 2023, London



The Early-Stage Life Sciences Investment Event

22 January 2024, London



Catalysing Growth in the Life Sciences Industry

23-24 April 2024, London



BioTrinity is OBN's flagship two-day, **partnering, knowledge sharing & investment conference** for the life sciences industry, designed to catalyse growth for all who attend

## LONDON APRIL 23-24 2024

Organised by



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