



# Patent Information Users Group, Inc.

*The International Society for Patent Information Professionals*

**Kartar Arora, Chair**  
**Martha Yates, Vice Chair**  
**Christopher Baldwin, Treasurer**  
**Barbara Miller, Director-at-Large**

**Devin Salmon, Vice Chair**  
**Mrinalini Muralidharan, Secretary**  
**Shelley Pavlek, Immediate Past Chair**  
**Victoria Smith and Ron Kaminecki, Directors-at-Large**

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Fall 2022

Dear Current and Prospective PIUG Sponsors and Exhibitors,

On behalf of the PIUG Board of Directors, I would like to invite you to participate in the **PIUG 2023 Biotech Conference** and the **PIUG 2023 Annual Conference**. Our Conferences would not be possible without the generous support of our current and past Sponsors and Exhibitors and we thank you. We also welcome any new Sponsors and Exhibitors – we hope you will find an opportunity that suits your needs and that you will find participation in PIUG Conferences to be both beneficial and enjoyable.

## **PIUG Conferences in 2023:**

### **PIUG 2023 Annual Conference – On-Site**

Sunday April 30, 2023 – Wednesday May 3, 2023  
The Westin Alexandria  
400 Courthouse Sq.  
Alexandria, VA 22314

### **PIUG 2023 Biotech Conference – On-Site**

Tuesday February 28, 2023 – Wednesday March 1, 2023  
Kimpton Marlowe Hotel  
25 Edwin H Land Blvd.  
Cambridge, MA 0214

Please find enclosed the 2023 Sponsorship Benefits table that outlines the sponsorship and exhibitor opportunities and benefits for the year. **Please read page 1 carefully** in order to assist with your Sponsorship/Exhibitor decision.

## **Discounts**

For 2023, discounts will be based on the current year's participation level rather than past participation. All discounts will require participation in the Annual Conference and the Biotech Conference. All discounts will require full payment by **January 16, 2023**. Discounts apply to Sponsorship fees (not to workshop fees).

Gold Sponsor at both Conferences	12%	(2 conferences)
Gold Sponsor at Annual + Biotech Sponsor	10%	(2 conferences)
Annual Sponsor + Biotech Sponsor	7.5%	(2 conferences)
Annual Sponsor + Biotech Exhibitor	5%	(2 conferences)
Annual Exhibitor + Biotech Sponsor/Ex	3%	(2 conferences)

## **2023 Sponsorship/Exhibitor Levels\*\*\*:**

### **PIUG 2023 Biotech Conference**

Gold	\$5000.00
Silver	\$3500.00 (or prepare the meeting book)
Bronze	\$2500.00
Exhibitor	\$1750.00

### **PIUG 2023 Annual Conference**

Gold	\$10000.00
Silver	\$7500.00 (or prepare the meeting book)
Bronze	\$5000.00
Exhibitor	\$3000.00

\*\*\*Please note that sponsorship may entitle the sponsor to one or more free conference registrations, but ***the sharing of meeting registration badges is not permitted*** irrespective of whether different members of an organization plan to attend different days of the conference or at different times on the same day of the conference. Please see the enclosed sponsorship benefits table for more details.

Sponsorships are available on a **first come, first served basis**. Sponsorship preferences will be considered and assigned in the order that applications are received. Sponsorships and participation as an Exhibitor are not considered **secure until PIUG has received and confirmed acceptance of your signed Sponsorship/Exhibitor Agreement**, which will be provided to you once PIUG is aware of your sponsorship choices. Once PIUG has received your signed Sponsorship/Exhibitor Agreement by email, fax or mail, your organization's logo and description will be displayed on the conference website in accordance with the attached Sponsorship/Exhibitor Benefits table. Please note that it is your responsibility to provide a high-resolution JPEG, EPS OR PDF file (at least 600kb) of your organization's logo. **Please do not send "ai" files.** For the PIUG conference website, a web-quality logo (20 kb) is acceptable.

**To select your preferred sponsorship options, please complete the attached sponsorship request form and sponsorship calculation sheet. Please send the completed forms to PIUG by email or fax as indicated on the sheet.** We will then send you a Sponsorship/Exhibitor Agreement for your review and signature.

The Patent Information Users Group, Inc. (PIUG), the International Society for Patent Information Professionals, is a not-for-profit organization for individuals having a professional, scientific or technical interest in patent information. With the constant increase in volume of patents and related technical documents, the effective retrieval and analysis of patent information has become an essential skill in business. The mission of PIUG is therefore to encourage the development of patent information research and analysis systems, to further develop members' patent research and analysis skills, and to provide appropriate recognition for its members excelling in the field. Through this international forum and discussion, we promote and improve the retrieval, analysis and dissemination of patent information.

PIUG has more than 340 members in 23 countries, including approximately 160 patent information professionals directly involved in corporate patent searching, 47 working for vendors, 43 patent information professionals working in law firms, 15 in academia, 12 in government, and 60 patent information consultants. PIUG members are employed to conduct patentability, freedom to operate, and validity patent searches for Fortune 500/multi-national companies, several leading universities and

major intellectual property law firms. PIUG has a very active discussion list with over 520 subscribers world-wide. For more information, see [www.piug.org](http://www.piug.org).

Patent Information Users Group, Inc. (PIUG, Inc.) is a nonprofit corporation registered in Michigan, USA. Its Employer Identification Number (EIN) is 38-3449639. Payments made to PIUG may or may not be tax deductible as ordinary and necessary business expenses. Please consult your tax advisor. All payments must be received in U.S. dollars.

If you have any questions concerning the sponsorship opportunities for 2023, please do not hesitate to contact us. We sincerely thank you for your continued and generous support of PIUG.

Yours truly,

***Jane Thompson***  
PIUG 2023 Sponsorship Chair  
[sponsorship@piug.org](mailto:sponsorship@piug.org)



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## PIUG 2023 Conferences Sponsor/Exhibitor Request

**Company** \_\_\_\_\_

**Contact Person** \_\_\_\_\_

**Address** \_\_\_\_\_

**City, State, Postal Code** \_\_\_\_\_

**Phone** \_\_\_\_\_ **Fax** \_\_\_\_\_

**Email** \_\_\_\_\_

Please print this page and indicate the package or events in which you would like to participate. Once complete, please return via email to [Admin@piug.org](mailto:Admin@piug.org) or fax to +1-302-660-3276. Upon receipt, a Sponsorship/Exhibit Agreement will be sent for your review and signature.

<input type="checkbox"/> Annual Gold	<input type="checkbox"/> Annual Silver	<input type="checkbox"/> Annual Bronze	<input type="checkbox"/> Annual Exhibitor
<input type="checkbox"/> Biotech Gold	<input type="checkbox"/> Biotech Silver	<input type="checkbox"/> Biotech Bronze	<input type="checkbox"/> Biotech Exhibitor

### Sponsorship Payment Calculation Sheet

2023 Annual Conference Sponsorship/Exhibitor Fee		\$
2023 Biotech Conference Sponsorship/Exhibitor Fee		\$
Subtotal		\$
Discount on Sponsorship/Exhibitor Fee (discount rate = %)		\$ -
Total Sponsorship/Exhibitor Fee		\$
Annual Conference Workshop – first hour for all Workshop hosts	\$1000/hr	\$
Annual Conference Participation Fee (\$500 <b>non</b> -Sponsors or <b>non</b> -Exhibitors; <b>no</b> Participation fee for Sponsors/Exhibitors)	\$500	\$
Annual Conference Workshop – additional time (subject to availability) \$1000/hr for non-Sponsors/non-Exhibitors \$500/hr for Sponsors/Exhibitors		\$
Annual Conference Workshop Credit (see Sponsor Benefits)		\$ -
Biotech Conference Workshop Fee **	max \$1000/hr	\$
<b>TOTAL</b>		\$

**\*\* Biotech Workshop fee is dependent on number/timing of workshops; exact costs are split among the hosts and may be <\$1000/hr; Ken Koubek can provide additional information for those interested in presenting a workshop at the 2023 Biotech Conference**

Please send the completed sponsorship request form and calculation sheet to Ken Koubek at:

[Admin@piug.org](mailto:Admin@piug.org) or to the PIUG Fax: +1-302-660-3276