



Patent Information Users Group, Inc.

The International Society for Patent Information Professionals

Martha Yates, Chair
Rosanna Lindquist, Secretary
Elliott Linder, Immediate Past Chair

Shelley Pavlek, Vice Chair
Malcolm Hallam, Treasurer
Heather Simmons and Ron Kaminecki, Directors-at-Large

Summer 2018

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 2019 PIUG Conferences. 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.

We are pleased to provide sponsorship or exhibitor opportunities at all three of our conferences as listed below:

- PIUG Biotech Conference at the Kimpton Marlowe Hotel – Cambridge, MA; February 19-20, 2019;
- PIUG Annual Conference at The Westin Alexandria – Alexandria, VA; May 4–9, 2019; and the
- PIUG Northeast Conference at (venue TBD), Autumn 2019 (actual date TBD).

Level Names – Standardized for All Conferences

The level names have been standardized for all three conferences rather than the previous combination of metals and gemstones: This table shows the comparison between 2017 levels and the current ones.

2017 Levels		2019 name
Annual	Emerald Sponsor -->	Gold Sponsor
	Sapphire Sponsor -->	Silver Sponsor
	Amethyst Sponsor -->	Bronze Sponsor
	Exhibitor/ExPlus -->	Exhibitor/ExPlus
Biotech / Northeast	Platinum Sponsor -->	Gold Sponsor
	Gold Sponsor -->	Silver Sponsor
	Silver Sponsor -->	Bronze Sponsor
	Bronze Sponsor -->	Exhibitor

Please find enclosed the 2019 Sponsorship Benefits tables that outline the sponsorship opportunities and benefits for the year.

Discounts

For 2019, 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 at least one of Biotech or Northeast. All discounts will require full payment by **January 18, 2019**. Discounts apply to Sponsorship fees (not to workshop fees).

Gold Sponsor at all 3 Conferences	12%	(3 conferences)
Annual Sponsor + Biotech Sponsor + NE Sponsor	10%	(3 conferences)
Annual Sponsor + (Bio Sponsor OR NE Sponsor)	5%	(2 conferences)
Annual Sponsor/Ex + Biotech Sponsor/Ex + NE Sponsor/Ex	5%	(3 conferences)
Annual Sponsor/Ex + (Biotech Sponsor/Ex OR NE Sponsor/Ex)	3%	(2 conferences)

NOTE

Sponsor = Gold or Silver or Bronze levels

Sponsor/Ex = Gold or Silver or Bronze or Exhibitor levels

Examples

3 Conferences - Gold or Silver or Bronze at all 3 conferences = 10% discount

2 Conferences - Gold or Silver or Bronze at Annual and either Bio or NE = 5% discount

3 Conferences – Gold or Silver or Bronze or Exhibitor at all 3 conferences = 5% discount

2 Conferences – Gold or Silver or Bronze or Exhibitor at Annual and either Bio or NE = 3% discount

2019 Sponsorship/Exhibitor Levels*:**

PIUG 2019 Annual Conference

Gold	\$14000.00
Silver	\$11000.00
Bronze	\$ 6250.00
Exhibitor Plus	\$ 4500.00
Exhibitor	\$ 4500.00

PIUG 2019 Biotech Conference

Gold	\$3000.00
Silver	\$2100.00
Bronze	\$1400.00
Exhibitor	\$1100.00

PIUG 2019 Northeast Conference

Gold	\$3000.00
Silver	\$2100.00
Bronze	\$1400.00
Exhibitor	\$1100.00

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 or Exhibitor Plus 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 500 members in 20 countries, including approximately 300 patent information professionals directly involved in corporate patent searching, 70 patent information professionals working in law firms, 25 each in academia and government, and 110 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 1300 subscribers world-wide. For more information, see 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 2019, please do not hesitate to contact us. We sincerely thank you for your continued and generous support of PIUG.

Yours truly,

Ken Koubek
PIUG 2019 Sponsorship Chair
admin@piug.org



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PIUG Sponsorship/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 or fax to +1-302-660-3276. Upon receipt, a Sponsorship/Exhibit Agreement will be sent for your review and signature. **Please remember, that to receive a discount, your payment must be received in full by January 18, 2019.**

<input type="checkbox"/> Annual Gold	<input type="checkbox"/> Biotech Gold	<input type="checkbox"/> Northeast Gold
<input type="checkbox"/> Annual Silver	<input type="checkbox"/> Biotech Silver	<input type="checkbox"/> Northeast Silver
<input type="checkbox"/> Annual Bronze	<input type="checkbox"/> Biotech Bronze	<input type="checkbox"/> Northeast Bronze
<input type="checkbox"/> Annual Exhibitor	<input type="checkbox"/> Biotech Exhibitor	<input type="checkbox"/> Northeast Exhibitor
<input type="checkbox"/> Annual Exhibitor Plus	<input type="checkbox"/> Biotech Government/NGO or non-profit	<input type="checkbox"/> Northeast Government/NGO or non-profit
<u>Reason(s) for Exhibitor Plus eligibility (Government/NGO/Non-profit):</u> 		
<u>Website:</u>		

Sponsorship Payment Calculation Sheet

2019 Annual Conference \$ _____

2019 Biotech Conference +\$ _____

2019 Northeast Conference +\$ _____

Subtotal =\$ _____

Discount rate: _____%

Discount amount -\$ _____

(Please note that **discounts above apply only to sponsorships, not to workshop time.** See below for Workshop Credit.)

Total Sponsorship Fees =\$ _____

First Hour of Workshop Time at Annual Conference

(\$1000/hr for first hour for all workshop providers, excluding Exhibitor Plus) +\$ _____

Workshop Participation Fee

(\$500 for non-sponsor or non-Exhibitor of 2019 Annual conference; **NO** participation fee for Exhibitors or Sponsors) +\$ _____

Additional Workshop Time (subject to available space and time) (\$1000/hr for Exhibitor or non-sponsor or non-exhibitor; only \$500/hr or \$250/half-hour for Bronze sponsor or higher) +\$ _____

(Bronze and up) Workshop Credit -\$ _____
(see Benefit Tables for amount)

Total Due: =\$ _____

Please send the completed sponsorship request form and calculation sheet to Ken Koubek at:
Admin@piug.org or send to: PIUG Fax: +1-302-660-3276