



Drugs
Devices
Diagnostics
Digital Health

MEETS



Digital Partnering Conference
September 17-18, 2020
4dmeetsai.com

Sponsorship Brochure



**Advancing Drugs, Devices,
Diagnostics, and Digital Health
through the Power of Artificial Intelligence**

Created & Produced by



LIFE SCIENCE NATION

Connecting Products, Services & Capital

4D Meets AI Overview

4D Meets AI is a partnering conference that connects the investors and strategic partners and matches them to companies developing and commercializing AI technology in **drugs, devices, diagnostics, and digital health (the 4 Ds)** to revolutionize healthcare. This two-day digital conference provides the opportunity to meet strategic partners, learn from the experts, and build relationships to advance the future of healthcare.

Attendee Breakdown



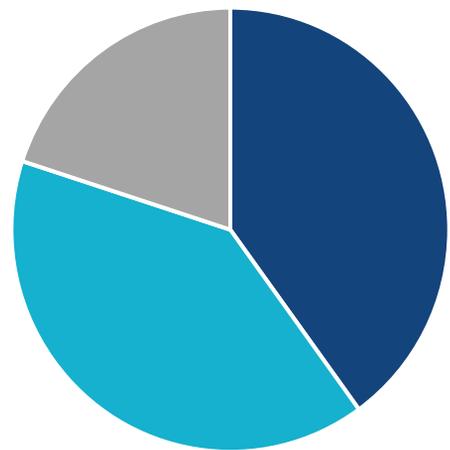
200+ Investors



200+ AI Startups



100+ Industry Experts
& Service Providers



■ Investors

■ AI Startups

■ Industry Experts & Service Providers



500+
Participating
Attendees



Unlimited Virtual
Partnering
Meetings



Participants
from **4**
Continents



48 hours of
uninterrupted
partnering

4D Meets AI Sponsorship Levels

	Title	Gold	Silver	Bronze	Exhibitor	Ad Sponsor
Dedicated Webpage	✓	✓	✓	✓	✓	
Free Registration	6	5	4	3	2	
Discounted Additional Registration	25%	20%	15%	10%		
Logo Featured on 4D Meets AI Website	✓	✓	✓	✓		✓
3-Week Newsletter Banner Ad	3	2	1	1		✓
One Newsletter Article	✓	✓	✓			✓
Workshop or Panel Moderator Slot	✓	✓	✓			
5 Slots for Pitch Sessions	✓	✓				
Branding of One Track	✓					
Logo Featured on 4D Meets AI Banner	✓					



Dedicated Web Page*

By clicking the sponsor's logo on the 4D Meets AI live agenda, attendees will access a dedicated sponsor webpage, which includes a video presentation, company description, presenter bio, and downloadable marketing materials.

Example below is from another Life Science Nation partnering event:

RESI REDEFINING EARLY STAGE INVESTMENTS

Registration Participants Pitch Session Innovation Challenge Partnering Sponsorship RESI Series [Partnering Login](#)

WELCOME TO DIGITAL RESI PARTNERING EVENT

Connecting Early Stage Products With Capital & Channel Partners

[BACK TO EVENT PORTAL](#)

Sponsor

McDermott Will & Emery

For life sciences leaders seeking to clear their path to success, McDermott Will & Emery is an industry-leading law firm offering mission-first business solutions that are equally informed by market intelligence and proven experience. We harness the power of collaboration to bring the right combination of people, skills and knowledge to bear at the right time. Composed of top lawyers with demonstrated strength across intellectual property, transactional and litigation law and FDA regulatory, we're a purpose-built team of thought leaders united by a passion for our work. For decades, we have embraced the value of focused knowledge, harnessing both the particular skills of individuals and the collective experience of our team. This makes us uniquely qualified to help you move business initiatives across the finish line when it matters and anticipate what's next. McDermott Will & Emery is a leading international firm with a diversified business practice. Currently numbering more than 1,100 lawyers, we have 20 offices worldwide and a strategic alliance with MWE China Law Offices in Shanghai.



Negotiating Term Sheets: What's Best for the Company and What's Best for You?

This interactive workshop, organized and led by McDermott Will & Emery, will provide wisdom to early stage CEOs and management on the latest trends in term sheets, with focus on founder and management equity opportunities. The workshop will cover common issues of concern to entrepreneurs (valuation/dilution, liquidation preference, board makeup, protective provisions, anti-dilution). Experts from the legal, investment and entrepreneurial community will discuss the interplay of financing milestones in the term sheet discussion.

- McDermott Digital Health Practice
- McDermott FDA Practice
- McDermott Life Sciences Practice
- Life Sciences Entrepreneurs Acceleration Program
- Life Sciences Investment Practice Brochure



Your passionate pursuit of progress drives innovation in life sciences and healthcare. We know where you're coming from, but more importantly we can help you get where you're going. Let us help you navigate the legal and regulatory landscape.

[VISIT US AT MWE.COM/LIFESCIENCES](https://www.mcdemott.com/lifesciences)



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Contact Us:
4DmeetsAI@lifesciencenation.com

*Available to Title, Gold, Silver, Bronze, and Exhibitor levels

Free & Discounted Registration*

2-Day Ticket \$650

- 24 hours per day/unlimited meeting slots
- Live Video Meetings embedded in partnering system with screen-sharing capabilities
- Access all Conference Content

Premier Partnering

Premier Partnering Plus provides deep insight into the investors and strategic partners that regularly attend conferences in search of assets to partner with and invest in. LSN sells a world class investor and strategic partner database to scientist-entrepreneurs and fundraising CEOs, and now attendees can get partial access to that data and review the deep profiles that come with this one-of-a-kind database as part of the partnering experience. This will make for better alignment for both sides of the meeting table as the sell side attendees will now have detailed investment and deal mandate information to help dial in who they need to meet with based on fit.

These investment mandates will be imported from the LSN Investor Platform that has more than 5,000 investors listed. This information is gathered by the LSN Research team, based on one-on-one conversations with the investors and updates gathered every 6 months. The Premier Partnering is available for additional per company fee.

**Premier partnering gives you additional and exclusive access to the full profile of all investors attending, which are imported from the LSN Investor Platform that has more than 5,000 investors listed, including personal contact information for each investor. This information is gathered by the LSN Research team, based on one-on-one conversations with the investors and updates gathered every 1-6 months.*

Contact Us:
4DmeetsAI@lifesciencenation.com

**Free Registration is available to Title, Gold, Silver, Bronze, and Exhibitor levels. Exhibitor is excluded from additional discounted registration.*

3-Week Newsletter Banner Ad*

LSN Newsletter delivers to 36,000+ readers on every Thursday through email, featuring 3 articles, and the sponsor banner ads. Newsletter subscription is promoted weekly on LSN's official social media accounts, as well, including LinkedIn and Twitter, to further increase sponsor visibility.

Life Science Nation Newsletter | February 27, 2020 | Issue 357

LIFE SCIENCE NATION
Connecting Products, Services & Capital

NEXT PHASE

The LSN Story | Investor Platform | Company Platform | RESI Conference | Fundraising Consulting

HOT Life Science Investor Mandates (Feb. 20 - Feb. 26)

Europe Venture Capital
Raises New Fund for Early Stage Drugs and Platforms

Asia Life Science Fund
Looking Globally for New Investments

Global Insurance Giant

NIH Is Supporting Entrepreneurs To Address The Looming Public Health Crisis

- Life Science Nation Interview with **Todd Haim, Ph.D.**, Chief, Office of Small Business Research, National Institute on Aging, National Institutes of Health

**Todd Haim**

- By **Dennis Ford**, Founder & CEO, Life Science Nation; Creator of RESI Conference Series

**Dennis Ford**

The sponsor's banner will be featured in the Newsletter for 3 weeks, which may include: The company/event name, one tagline, and embedded link to the sponsor's website.

Medmarc Insurance
We insure medical Innovation
Insuring the Life Sciences Industry Since 1979
Products Liability | Clinical Trials Liability | Manufacturers E&O
[LEARN MORE >>](#)

 **RESI** REDEFINING EARLY STAGE INVESTMENTS

Created & Produced by

 **LIFE SCIENCE NATION**
Connecting Products, Services & Capital

www.lifesciencenation.com
Address: 9B Hamilton Place, Boston, MA, 02108, USA
Phone: +1 (617) 600-0668
Email: Info@lifesciencenation.com

Contact Us:
4DmeetsAI@lifesciencenation.com

*Available to Title, Gold, Silver, and Bronze levels

Newsletter Article*

Sponsors can choose from one of the following:

1. An educational article with the promotion purpose, written by the sponsor. E.g. providing insights on the industry trends, while introducing the service of sponsor;
2. An interview with sponsor with the promotion purpose, conducted and written by the 4D Meets AI team.

VIVA Biotech, Shanghai, China based CRO will be the Innovation Challenge Gold Sponsor for RESI

By [Candice He](#), Global Investment Strategist, LSN



After supporting the RESI Conference Series with delegates and speakers for many years, VIVA Biotech has become a Gold Sponsor of RESI Shanghai and RESI San Francisco. At RESI, you will be able to meet with VIVA's delegation of elite portfolio companies, and with top expert speakers representing VIVA at RESI's panels and pitch sessions. You will also have the opportunity to meet with VIVA during RESI's cocktail party, where VIVA will

present the awards for the RESI Innovation Challenge! Finally, RESI Shanghai attendees will also have the opportunity to take a tour of VIVA Biotech's incubator. We hope you will join us and our sponsors and partners at RESI Shanghai.

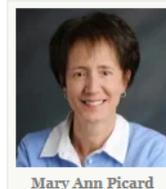
About VIVA Biotech



Viva Biotech's mission is to become a cradle for innovative biotechnology companies around the world. Viva Biotech has developed a scalable business model

combining the conventional cash-for-service (CFS) model and its unique equity-for-service (EFS) model. Under the CFS model, the Group provides structure-based drug discovery services to its biotechnology and pharmaceutical customers worldwide for their pre-clinical stage innovative drug development, covering the full spectrum of the customers' needs for early stage drug discovery, including target protein expression and structure research, hit screening, lead optimization and drug candidate determination. Viva Biotech also provides drug discovery and incubation services to biotechnology start-up companies with high potential under its EFS model. As of June 30, 2019, Viva Biotech had provided drug discovery services to 388 biotechnology and pharmaceutical customers worldwide, worked on over 1,000 independent drug targets, delivered over 11,000 independent protein structures, and incubated a total of 37 early stage R&D projects.

Interview with M2D2: How Global Tech Hubs Showcase Startups to Investors at RESI



An interview with **Mary Ann Picard**, COO of the M2D2 Incubator

– By **Greg Mannix**, VP of International Business Development, LSN



One of the clear trends in Life Science funding is that investors are taking a keen interest in earlier and earlier-stage companies. Some investors will put money in at a very early stage, while others will come in a bit later, but what is very clear is that they all want to identify the most significant new technology breakthroughs in the life sciences and put those companies on their radar as soon as possible.

A majority of these hot, early-stage technologies are being developed in tech hubs all around the world. The Redefining Early-Stage Investments (RESI) conference series is an excellent opportunity for these Tech Hubs to gain visibility among investors who will want to track the technologies being incubated and accelerated in their facilities. This is why at LSN we have made a purposeful effort to create a nexus between these two key players in the life science ecosystem.

I recently spoke to **Mary Ann Picard**, COO at Massachusetts Medical Device Development (M2D2) Center about how RESI plays a part in the success of her program and its constituent companies.

Greg Mannix: First of all, I consider M2D2 a perfect example of a Tech Hub. Could you give me some context as to what M2D2 is?

Mary Ann Picard: M2D2 is an incubator program for medical device and biotech early stage startup companies. M2D2 is a joint project with UMass Lowell and UMass Medical School. No affiliation with UMass is required and no equity taken. Resident companies have access to a whole host of university

Panel Moderator*

Joining a 4D Meets AI investor panel as the moderator includes a 10-minute dedicated presentation-for-promotion time. The 4D Meets AI team will send out up to two marketing mailings for the session to selected target attendees.

Panel Moderators facilitate a 50-minute conversation with four additional panelists. The 4D Meets AI team will reach out the month before the conference to introduce the panelists and moderator and plan out the conversation. Two weeks in advance of the conference, we will pre-record the panel discussion, including the 10-minute dedicated sponsor promotion time.

Track 1: AI Applications

- + AI AND ELECTRONIC HEALTH RECORDS
- + AI IN DRUG DISCOVERY AND DEVELOPMENT
- + AI IN MEDICAL IMAGING AND PATHOLOGY
- + AI AND OMICS TECHNOLOGIES
- + AI AND PATIENT MONITORING
- + AI DIAGNOSTICS FOR DISEASE DETECTION
- + AI HELPING MANAGE CHRONIC DISEASES
- + AI IMPROVING THE SUCCESS OF CLINICAL TRIALS

Track 2: AI Strategic Partners and Investors

- + AI MEDICAL DEVICE INVESTMENT
- + INVESTING IN NEW DIGITAL HEALTH AI APPLICATIONS
- + HEALTH SYSTEM PARTNERS AND THE IMPACT OF AI
- + INVESTORS FOCUSED ON AI-BASED DIAGNOSTICS
- + ANGELS AND FAMILY OFFICES FUNDING AI STARTUPS
- + BIG PHARMA AI INVESTMENT STRATEGIES
- + AI AND PRECISION MEDICINE INVESTMENTS
- + CHINA AND AI

Featured Company Pitch Sessions*

Eligible sponsors receive 5 slots for Featured Company Pitch Sessions. This includes the sponsor's choice of the following:

1. The 4D Meets AI Team will source and select the top 5 start-ups to join the named pitch session. After the digital event, the sponsor will have a Q&A session with all 5 pitching companies.
2. The sponsor can showcase 5 portfolio companies on the named pitch. The 4D Meets AI team will invite a 4-5 experienced investor panel of related fields for the Q&A session after the conference.

FEATURED COMPANY PITCH SESSION
(Click Logo to See Information)

FEATURED BY WIB
Women In Bio

Track Branding*

The sponsor has customized theme of one track, including prominent logo feature:

- **Partnering:** The sponsor's logo will be featured on the 1-1 partnering system, which is necessary for attendee participation. Plus, all sponsor attendees will have premier partnering access for free, while being featured as the partnering sponsor.
- **Hosted Panel:** The sponsor can host their own panel to be featured on our agenda.

A banner for the RESI Innovation Challenge. It features a teal header with a white 'A' logo and the text 'RESI INNOVATION CHALLENGE'. Below the header is a central graphic with a globe and the text 'RESI INNOVATION CHALLENGE' and '\$100,000 RESI CASH'. The website 'www.RESIConference.com' is listed below the graphic. A red box highlights the 'Sponsored by' section, which includes logos for MEDMARC, 40, and IVA Biotech.

A vertical sidebar for Track 3: MWE 2019 Symposium. The top section is highlighted with a red box and includes the track title and logos for McDermott Will & Emery and MWE. Below this, the sidebar lists several topics: 'KEYNOTE: CHALLENGES AND OPPORTUNITIES - IP DEVELOPMENTS IN LIFE SCIENCES', 'LEGAL UPDATE ON US/EUROPEAN HEALTH MARKETS', 'HOT LEGAL TOPICS IN LIFE SCIENCE/HEALTH INDUSTRIES', 'OVERVIEW OF THE REGULATORY PRIORITIES & CHALLENGES FROM US/EUROPEAN REGULATIONS', 'KEY LEGAL ISSUES ON CROSS-BORDER INVESTMENT AND MGA TRANSACTIONS', and 'FUND RAISING FROM PE/VC & CORPORATE GOVERNANCE'.

A banner for the Digital RESI 2020 Partnering Platform. It features a dark blue background with the text 'DIGITAL RESI 2020 PARTNERING PLATFORM' and 'DIGITAL RESI THREE DAY CONFERENCE JUNE 8 - 10, 2020'. A red box highlights the 'Sponsored by' section, which includes the logo for LIFE SCIENCE NATION. Below the banner is a search bar and navigation links.

Logo Feature*

The 4D Meets AI banner will be displayed on the event website, all email campaigns, 4D Meets AI team's email signatures, and event live agenda. Logo features largely increase sponsor brand visibility.



Contact Us:
4DmeetsAI@lifesciencenation.com

*Available to Title level only

Previous Event Sponsors



STETSON FAMILY OFFICE

