



Cultivating Progress for California in Life Sciences

MEMBERSHIP BENEFITS

When you become a California Life Sciences member, you gain access to a diverse member-base that represents the world's largest life sciences companies and the most promising entrepreneurial start-ups, and includes research and academic institutions, investors, service partners, and the full spectrum of emerging life sciences clusters. As a partner in your mission, we offer public policy advocacy, local and national cost savings partnerships, and a portfolio of programs and events that support engagement, entrepreneurship, education and career development.

CLSADVANTAGE COST SAVINGS PROGRAM



SAVING YOU MONEY



We **NEGOTIATE DISCOUNTS** for our members on over **50 INDUSTRY EVENTS** and conferences, resulting in potential savings of \$12,000 per member company



Welcomed **12 NEW COMMUNITY PARTNERS** in 2022 to better support our membership base through discounts and partnerships

ANNUAL CLS MEMBER SAVINGS

**1-20
EMPLOYEES**

AVERAGE
SAVINGS OF
\$20,783

**21-100
EMPLOYEES**

AVERAGE
SAVINGS OF
\$129,243

**100+
EMPLOYEES**

AVERAGE
SAVINGS OF
\$587,566

- + Discounts on products and services offered by **CLS's 30+ cost saving partners** (i.e. scientific equipment, supplies, and corporate services).
- + In partnership with BIO Business Solutions, the largest cost savings purchasing program for the life sciences, CLS offers exclusive pricing and deals on services and products like lab supplies, office supplies, insurance, and much more.
- + Searchable **Directory** gives you access to more than 175 trusted and curated professional services partners and profiles offering the right support to meet your business needs
- + Lead generation reporting functionality for each CLS Advantage cost savings partner. ([example](#))



**20% DISCOUNT ON
ADP R&D TAX CREDIT
SERVICES**



**UP TO 75% OFF
LAB SUPPLIES**



UPS Healthcare
Quality Focused. Patient Driven.

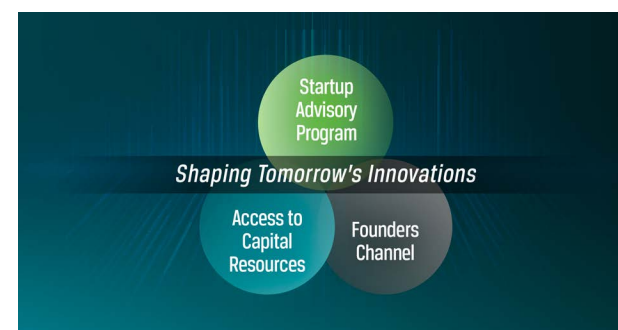
**UP TO 74% OFF
SHIPPING**

ADVOCACY & PUBLIC POLICY

- + Stay informed on all major policy issues, proposals and year-round public campaigns in support of the life sciences industry in real-time.
- + Best-in-class CLS government relations professionals directly engage with policymakers and advocates for your policy priorities.
- + Impact the political process via CLS' political action committee, which directly supports lawmakers who support life sciences issues.

- + Educate and influence key elected officials, and establish personal relationships with local/state/federal representatives.
- + Tap into CLS' deep relationships at the highest levels of the executive and legislative branch.

INNOVATION & ENTREPRENEURSHIP



- + Opportunity to apply to **FAST California**, a 12-week advisory and coaching program for early-stage life sciences startups that help them build successful ventures.
- + Connecting pharma to the latest emerging technologies and innovators.
- + Experienced CLS staff dedicated to supporting startups in their fundraising journey, helping to connect with investors, channel partners and licensing collaborators.
- + Participation in CLS's Innovation Showcase (Fall and Spring) helping startups connect with investors, channel partners, corporate business development, and licensing collaborators.

FOSTERING THOUGHT LEADERSHIP, COLLABORATION, & BRAND PRESENCE

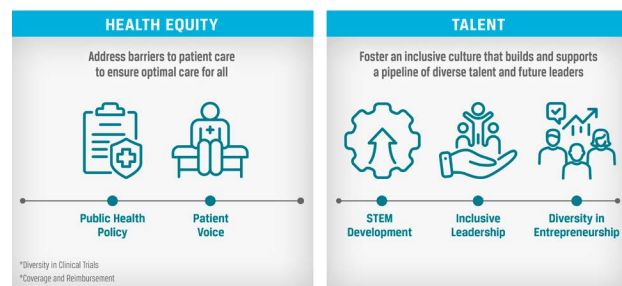
EVENTS & NETWORKING

- + Attendance at CLS's portfolio of events, including Pantheon, Inclusive Leadership Symposium and more.
 - + Registration discounts (up to 20%) on CLS's premier events including Pantheon, Evening with Thought Leaders, and more.
 - + Sponsorship discounts (up to 20%) on all CLS event packages.
 - + Registration discounts on select industry-supported conferences (BIO International Convention, Advamed's Medtech Conference, RESI, Fierce, and more).
- Visit our industry-supported event calendar for details.



DIVERSITY, EQUITY & INCLUSION

Opportunity to share successes and learnings; support partnerships and programs; and share in our mission.



PROFESSIONAL DEVELOPMENT

Pricing discounts to participate in Biotech Primer (\$100 value); Leadership Edge (\$250- \$500+ value); Keck Graduate Institute (10% off tuition); and ion Learning (10% discount) educational courses to increase knowledge of scientific concepts, improve leadership and commercial competence, Certificate in Bioscience Management, and inclusion/ change management, respectively. ([learn more](#))

BRAND VISIBILITY

An average of 18,000 monthly impressions across califesciences.org gives CLS members additional brand visibility through:

- + Logo listing on [homepage](#) for three months under New Member section.
- + Company featured in CLS [Member Directory](#), alongside 1,300+ member companies and partner organizations.
- + Opportunity to list member events on CLS industry-supported [event calendar](#).
- + Discounted pricing on website, social media, email and quarterly newsletter advertising placements.
- + CLS offers additional visibility opportunities. Learn more about banner advertising on CLS website (pg. 19 in prospectus).

VOICE OF MEMBER

MEMBER NEWS

CLS members can submit articles, press releases, whitepapers, and/or blogs to be featured on the 'Member Voice' section of our website, which will also be amplified on CLS social media channels.

MEMBER SPOTLIGHT

Your submission will be used to highlight YOU in our newsletter, on CLS's website, and via our social media channels. A great opportunity to help our member community get to know more about other members!

CLS amplifies your content in multiple places, including our website which receives **7,740 average monthly visitors in total**, across our social media platforms comprised of **40,000 followers**, and via email to our audience of **7,000 active email subscribers**.

LIFE SCIENCES INSIGHTS

Life Sciences Insights is our digital magazine that explores the latest thought leadership from California's life sciences sector. We release a new edition each quarter, exploring a specific topic or theme. Life Sciences Insights features the perspectives, ideas, and experiences of our member organizations who are working to deliver innovative solutions for healthier lives, through science.

INDUSTRY EVENTS CALENDAR

Do you have an upcoming conference or an event you want to spotlight? Submit to our industry supported events calendar.

DE&I RESOURCE LIBRARY

To fulfill our role as convener of industry knowledge, CLS created a repository of member resources, including reports, resource guides, toolkits, articles, and other DE&I training and education. This online library will offer guidance to organizations as they assess their current inclusive culture and practices.

SCIENCE & INNOVATION WEBINARS

These webinars offer informative deep dives into your product innovation and solutions and other learnings and are hosted and marketed through CLS channels. CLS will offer 6-8 educational webinars per year. (Sponsorable opportunity).

CALIFORNIA LIFE SCIENCES CAREER CENTER

- + Members receive a 20% discount on job postings (plus Diversity Network option) and banner ads that connect you with highly qualified industry professionals.

STAY UPDATED ON THE LATEST NEWS
AND HAPPENINGS WITH CLS >>

FOLLOW US:



JOIN OUR MAILING LIST: <https://www.califesciences.org/stay-updated>