Don’t miss this exciting opportunity to engage a vital audience of global regulatory professionals seeking partners, solutions, and technologies to help them change, advance, and succeed.

raps.org/euroconvergence
“The sponsored social events—welcome reception, farewell toast etc.—are a great way to meet, chat, exchange ideas and are much appreciated.

Beate Schmidt (Germany)
RAPS Euro Convergence 2022 delegate
Take Part in a Dynamic Regulatory Conference in Europe!

Regulatory professionals rely on RAPS Euro Convergence for vital regulatory updates, dynamic collaboration opportunities, and essential professional development.

That is why your organisation must prominently reinforce your commitment to this profession before, during and after the conference!

About RAPS Euro Convergence

RAPS Euro Convergence is the premier annual European conference where the most senior medical device, IVD, and pharmaceutical regulatory professionals convene to learn, network, and share best practices that foster excellence—personally and professionally.

With an extensive education programme curated exclusively by European regulatory leaders, it is the top destination for regulatory professionals to gain insights and exchange ideas about the most pressing deadlines, topics, challenges, and opportunities across the European healthcare community.

While the event focuses on the region’s greatest needs, RAPS Euro Convergence brings global perspectives on implications across the entire healthcare product landscape.
Engaged Influencers

Regulatory professionals rely on RAPS Euro Convergence for essential updates, dynamic collaboration opportunities and essential professional development to shape the future of the global health industry.

Your organisation will have the opportunity to engage with the most influential regulatory executives and personnel to shape the profession’s future and drive decisions that will impact the global health industry.

RAPS Euro Convergence Delivers on What Global Professionals Need

<table>
<thead>
<tr>
<th>Percentage</th>
<th>Description</th>
</tr>
</thead>
<tbody>
<tr>
<td>96%</td>
<td>Quality of speakers</td>
</tr>
<tr>
<td>89%</td>
<td>Overall conference experience</td>
</tr>
<tr>
<td>89%</td>
<td>Quality of content</td>
</tr>
<tr>
<td>85%</td>
<td>Overall relevance of content to job responsibilities</td>
</tr>
<tr>
<td>81%</td>
<td>Ability to connect with peers</td>
</tr>
<tr>
<td>75%</td>
<td>Ability to learn about innovations, products and solutions</td>
</tr>
<tr>
<td>90%</td>
<td>Want to network and make new industry contacts</td>
</tr>
<tr>
<td>75%</td>
<td>Visited sponsor stands</td>
</tr>
<tr>
<td>55%</td>
<td>Want to find new suppliers and business partners</td>
</tr>
</tbody>
</table>

Source: RAPS Euro Convergence 2022 post-event delegate survey data

RAPS Euro Convergence is Your Opportunity to:

- **Engage with Customers**: Euro Convergence effectively strengthens business relationships, positions you to recruit regulatory talent, and showcases your products and services.
- **Build New Business**: Networking is a top priority for Euro Convergence delegates. Connect with key decision-makers, develop new relationships, and generate awareness of your brand.
- **Demonstrate Expertise**: Help delegates navigate the complexities of today’s global regulatory landscape by demonstrating your expertise and solutions.
Delegate Profile

RAPS Euro Convergence 2022 by the Numbers*

- 520 Delegates
- 6 Continents
- 33 Countries

*Rargest attended conference to-date

Regional Breakdown

Industry

Job Function

Source: RAPS Euro Convergence 2022 registrant data
Sectors of Interest

- APIs: 10%
- Biologics: 22%
- Biotechnology: 24%
- Combination products: 39%
- Diagnostics: 35%
- IVDs: 2%
- Nutritional/natural health: 5%
- Medical devices: 85%
- OTC: 8%
- Pharmaceuticals: 28%
- Other: 12%

Regional Areas of Interest

- North America: 48%
- Latin America & Caribbean: 20%
- Africa: 15%
- Middle East: 22%
- Asia: 23%
- Europe: 76%
- Oceania: 14%
- Global: 59%

Professional Areas of Interest

- Advertising, promotion and labeling: 37%
- Audit/FDA inspection: 49%
- Chemistry, manufacturing and controls (CMC): 16%
- Clinical trials: 50%
- Compliance: 58%
- Environmental: 12%
- Ethics: 21%
- FDA meeting and communication strategy: 39%
- Preclinical study: 35%
- Product lifecycle: 52%
- Professional development/training: 39%
- Project management: 35%
- Quality assurance and control: 51%
- Regulatory intelligence/policy: 86%
- Research, design and development: 41%
- Supply chain management: 14%
- Other: 6%

Source: RAPS Euro Convergence 2022 registrant data
Purchasing Role

- Final decision maker: 22%
- Recommend products and/or specify vendors: 26%
- Influence purchase decisions: 26%
- Research new products: 14%
- Other: 6%

Source: RAPS Euro Convergence 2022 registrant data

Purchasing Authority

- €5,000,001+: 3%
- €1,000,01 - €5,000,000: 1%
- €500,001 - €1,000,000: 6%
- €100,001 - €500,000: 12%
- €25,001 - €100,000: 24%
- Less than €25,000: 51%
- Don’t Know/Not Applicable: 3%

59% involved across all stages of the decision-making process

Purchasing Intentions (Next 12 Months)

- Biotechnology: 8%
- Clinical research organization (CRO): 11%
- Communications: 5%
- Conformity assessments: 13%
- Consulting: 25%
- Education and training: 21%
- Legal: 8%
- Marketing: 6%
- Medical devices: 34%
- Notified Body: 22%
- Pharmaceutical: 7%
- Recruitment and staffing: 9%
- Regulatory information management: 27%
- Regulatory intelligence: 38%
- Software: 22%
- Translation: 13%
- Other: 12%

Source: RAPS Euro Convergence 2022 registrant data
Sponsor Profile

RAPS Euro Convergence 2022 featured 24 sponsors who presented ideas and solutions to global regulatory professionals in Amsterdam.

RAPS Convergence 2022 Sponsor Snapshot
Euro Convergence Education Overview

Through 54 sessions, RAPS Euro Convergence 2022 delegates heard from—and had the chance to connect with—135 expert speakers.

Among the presenters were more than 30 representing health authorities—the European Medicines Agency (EMA), the European Commission (EC), Swissmedic, the Austrian Medicines and Medical Devices Agency, the UK’s Medicines and Healthcare products Regulatory Agency (MHRA), and the US Food and Drug Administration (FDA)—or notified bodies, such as BSI, TÜV SÜD, Dekra and Kiwa Dare.

2023 Education Topics

**Combination Products**
- Drug-Device Combination Products
- Drug-Device Combination Products Under MDR

**In Vitro Diagnostics**
- Regulation Changes: EU IVDR
- Regulation Changes: US
- Global IVDs
- Companion Diagnostics
- Laboratory Developed Tests (LDTs)
- IVDR - Postmarketing Surveillance
- IVDR - Postmarketing Clinical Follow-up (PMPF)
- EU IVD Performance Evaluation Studies

**Medical Devices**
- Regulation Changes: US
- Regulation Changes: EU MDR
- Preclinical Studies
- Clinical Evaluation
- Postmarketing Clinical Follow-up (PMCF)
- Postmarketing Surveillance
- Vigilance
- Medical Device Quality Management Systems (e.g., ISO 13485)
- Standards and Compliance
- Medical Device Single Audit Program (MDSAP)
- Human Factors Studies/Usability Engineering
- Biocompatibility
- Risk Management
- Use of Real-world Evidence to Support Regulatory Decision-making for Medical Devices
- Harmonization/IMDRF/AHWP
- Software as a Medical Device, Mobile apps, Wearables
- Data Security and Digital Health
- Supply Chain Aspects in New Applications

**Pharmaceuticals**
- Regulation Changes: US
- Regulation Changes: EU
- Dossier digitalization (from e-CTD to cloud based submission)
- Harmonization
- Real-world Evidence and Precision Medicine
- Innovative Technologies
- OTCs
- ATMPs/Cell and Gene Therapies
- Biologics and Vaccines
- Patient-Focused Drug Development
- Data Security and Digital Health
- Standards and Regulatory Compliance

**Regulatory Business**
- The Virtual RA Department - Is It Working?
- RA Leadership – Essence of the Profession
- QA Leadership – Essence of the Profession
The Park Inn by Radisson Amsterdam City West is a modern hotel just minutes from Amsterdam city center by train. Beautifully decorated by world-renowned designer Karim Rashid, it offers a distinct setting to elevate the delegate and sponsor experience!

Reserve Today

RAPS Euro Convergence brings together leading experts in the medical device, IVD and pharmaceutical industries to examine and provide insight on some of the most urgent and crucial issues facing regulators, manufacturers and regulatory professionals who work with healthcare products for the European market.
## 2023 Euro Convergence Sponsorship Packages

<table>
<thead>
<tr>
<th>Presenting/Title</th>
<th>Visionary</th>
<th>Innovator</th>
<th>Leader</th>
</tr>
</thead>
<tbody>
<tr>
<td>€ 25,000 (1 available)</td>
<td>€ 16,000 (3 available)</td>
<td>€ 9,250 (9 available)</td>
<td>€ 4,500 (17 available)</td>
</tr>
</tbody>
</table>

### THOUGHT LEADERSHIP

- **Plenary Session:**
  - Exclusive recognition and brief welcome remarks at the beginning of the session

- **Programme Track:**
  - Exclusive recognition and a :30 pre-roll video at the beginning of all track sessions (choice of track on a first-come, first-served basis)

- **Sponsored Presentation:**
  - 30-minute content session on a topic of your choice included in the education line-up and open to all delegates; involves 20 minute presentation followed by 10 minutes of Q&A (timeslots are available on a first-come, first-served basis; topic and speakers must be pre-approved by RAPS)

### EXPERIENTIAL/NETWORKING

- **Opening Reception:**
  - Prominent branding and logo placements on signage and napkins throughout the Tuesday reception, recognition in welcome remarks, and opportunity to provide a delegate giveaway (item to be provided by sponsor)

- **Lunch:**
  - Exclusive branding and logo placements on signage and napkins throughout the event (available on a first-come, first-served basis; lunch options are Thursday or Friday; Farewell Toast is Friday)

- **Networking Dinner at the Kanarie Club:**
  - Branding and logo placements on signage and napkins throughout the Wednesday evening special event, recognition during event remarks, and opportunity to provide a delegate giveaway (item to be provided by sponsor)

- **Tabletop Exhibit:**
  - A standard rectangular table (X by X cm) with 2 chairs placed near an electrical outlet; includes lead retrieval (sponsor may put up a pop up display or banners as long as it fits within the designated 3 x 2 sqm tabletop space)

### BRANDING

- **Lanyard:**
  - Exclusive logo placement on all event badge holders

- **Onsite Sponsor Recognition:**
  - Logo placement on all onsite sponsor thank you signage

- **Pre/Post-Event Sponsor Recognition:**
  - Logo placement on the event website, online agenda and applicable marketing materials

- **Onsite Exhibitor Recognition:**
  - Logo placement on all onsite exhibitor thank you signage

### MARKETING

- **Event newsletter sponsorship:**
  - Exclusive sponsorship of the editorial-driven preview, dailies and wrap-up newsletters for the event; includes company logo and banner ad with hyperlink in each issue; distributed to all event registrants and RF Today subscribers (approx 35,000 regulatory recipients around the globe)

- **Banner ad with hyperlink on RAPS.org:**
  - 300 x 250 on a space available basis
  - 2 months 1 month 1 month

- **Banner ad with hyperlink on event website:**
  - Exclusive 728 x 90 banner placement with hyperlink

- **Mobile App Alert:**
  - 150 character headline and 230 character body copy, including URLs (timeslots are available on a first-come, first-served basis)

- **Pre-event delegate list:**
  - Includes name, title, organisation, address, city, state, country

- **Post-event delegate list:**
  - Includes name, title, organisation, address, city, state, country

### PASSES

- **Team registrations:**
  - Full access event passes which include entry into all professional development sessions, lunches and networking events (unless an add-on ticket is specified)

  - 5 4 3 2

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Note: A VAT charge of 21% will be assessed to all customers.
**Sponsorship Add-Ons**

<table>
<thead>
<tr>
<th>Service Description</th>
<th>Price</th>
<th>Availability</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Notebooks:</strong> Exclusive logo placement/branding on an A4 executive notebook with memo pad distributed to all delegates</td>
<td>€ 5,000</td>
<td>1 available</td>
</tr>
<tr>
<td><strong>Opening Reception:</strong> Prominent branding and logo placements on signage and napkins throughout the Wednesday reception, recognition in welcome remarks, and opportunity to provide a delegate giveaway (item to be provided by sponsor)</td>
<td>€ 5,000</td>
<td>2 available</td>
</tr>
<tr>
<td><strong>Refreshment Services:</strong> Exclusive branding and logo placements on signage and napkins near refreshment stations providing coffee, tea and snacks throughout the day (choice of Thursday or Friday)</td>
<td>€ 5,000</td>
<td>2 available</td>
</tr>
<tr>
<td><strong>Networking Dinner at the Kanarie Club:</strong> Branding and logo placements on signage and napkins throughout the Wednesday evening special event, recognition during event remarks, and opportunity to provide a delegate giveaway (item to be provided by sponsor)</td>
<td>€ 5,000</td>
<td>2 available</td>
</tr>
<tr>
<td><strong>Mobile App:</strong> Exclusive branding and banner placements within the app</td>
<td>€ 3,500</td>
<td>1 available</td>
</tr>
<tr>
<td><strong>Lanyard:</strong> Exclusive logo placement on all event badge holders</td>
<td>€ 3,500</td>
<td>1 available</td>
</tr>
</tbody>
</table>

Note: A VAT charge of 21% will be assessed to all customers.

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**Don’t Miss Out—Opportunities are Limited**

For more information or to reserve your space, contact:

**Leslie S. V. LeGrande, CEM, DES**  
Senior Sales Executive, Exhibits & Sponsorship  
Phone: +1 301 770 2920, ext. 221  
E-Mail: llegrande@raps.org

To learn more about RAPS Euro Convergence 2023, visit [raps.org/euroconvergence](http://raps.org/euroconvergence)

**About RAPS**

The Regulatory Affairs Professionals Society (RAPS) is the largest global organization of and for those involved with the regulation of healthcare and related products, including medical devices, pharmaceuticals, biologics and nutritional products.

Founded in 1976, RAPS helped establish the regulatory profession and continues to actively support the professional and lead the profession as a neutral, non-lobbying nonprofit organization. RAPS offers education and training, professional standards, publications, research, knowledge sharing, networking, career development opportunities and other valuable resources, including Regulatory Affairs Certification (RAC) credentials, the only post-academic professional certifications to recognize regulatory excellence.