



A Guide to Membership

Welcome

IBioIC exists to support companies in their innovation journey working across the bioeconomy. Membership of IBioIC provides companies with the tools needed to accelerate and de-risk this journey.

The IBioIC Membership is diverse, and we realise that no two innovation journeys are the same, so the package of support that IBioIC provides continues to evolve to meet your needs.

Whether you're on your innovation journey, are seeking to provide support for others on their innovation journeys, or are looking to expand your market reach, we're here to help you achieve your business goals.

This brochure outlines the range of activities that we undertake and facilitate for our members, and the tangible impacts that those activities have on the companies who work with us. Treat it as a helpful reference guide and keep hold of it, more benefits and offers may become relevant to you as you progress your journey.

You can also visit our website for more information on upcoming events, workshops and conferences, funding calls, training courses, news, and how to access discounts, offers, information, and advice. Find us on Twitter and LinkedIn for up to the minute information from our network and don't hesitate to contact us at info@ibioic.com or on 0141 548 5830 with any queries.

Finally, thanks for joining us and welcome to the IBioIC community.

IBioIC connects industry with academic expertise and government to accelerate and de-risk commercialisation to bring new biotechnology processes and products to the global market.

As a member of IBioIC, we will provide you with an extensive range of benefits designed to support your company's innovation journey in the IB sector.

Our membership allows you to connect with a **network** of like-minded companies and give access to training, industrial and academic **talent**, knowledge and expertise.

We can help you navigate the **funding** landscape, offer access to scale-up **facilities**, and **promote** your company to our network to enhance the growth of your business.

"IBioIC has become the go-to hub for the industrial biotechnology sector in Scotland and the UK. Having access to IBioIC's membership benefits has been essential to fully realising our company's growth potential."

Network

They say it's not always what you know, but who you know. That's why building and sustaining relationships is vital for your business. Our membership is varied and cross-sectoral, creating an ideal platform to facilitate new introductions and collaborations.

Whether you access the network to make the most of our discounted rates for conferences and events, utilise the expertise of our Technical Network, or simply wish to expand your network, IBioIC engages with its membership on a regular basis to bring people together and provide opportunities to solve industry relevant problems and share ideas.

"IBioIC are so well connected both in Scotland and internationally. They have introduced us both to some of our recently appointed board members and to partners and customers that we probably would never have encountered otherwise."

"Being members of IBioIC and taking part in their networking events has enabled us to make valuable industry connections. We recently announced an important new partnership to drive our future plans for expansion in the US, and the initial meeting that led to this partnership took place at IBioIC's Annual Conference."

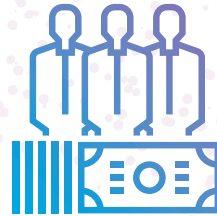


Promotion



SHOWCASE
ACHIEVEMENTS,
BREAKTHROUGHS
AND INNOVATIONS

**RAISE YOUR
PROFILE**
TO REACH NEW
PARTNERS,
INVESTORS AND
MARKETS



ENHANCE
YOUR REPUTATION
WITH CUSTOMERS
TO REALISE GLOBAL
AMBITIONS

We provide members with a platform to share good news stories, events, commercial offers or job openings to the IB industry and wider community in order to raise the profile of your organisation.

Our promotional activities work towards enhancing the reputation of our member companies working in the bioeconomy, ultimately facilitating and improving the attractiveness of their offering to various markets.

“Working closely together we recently secured coverage for the Company in national and local press, which led to further coverage across the BBC, both on BBC Alba and on BBC News. It was a fantastic opportunity to raise our profile and reputation with potential investors who can help us realise our global ambitions.”

Funding

Growth is a priority for many of our member organisations and, at IBioIC, we understand that securing funding and investment to accelerate and de-risk your innovation and scale-up activities is high on your agenda.

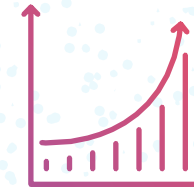
Take advantage of our funding opportunities to progress your R&D activities, use our ever expanding network to find collaborators for consortia building, and make use of the IBioIC team to help you build your business case.

“IBioIC has been a fantastic support to us throughout our journey. They have not only helped us to secure financial support for projects ... they have helped to future-proof our company through supporting R&D projects ... to achieve an improved product. These are key drivers for the future and commercially critical for us.”



**PROJECT FUNDING
ALLOWED COMPANY TO
COMMERCIALISE
THEIR PRODUCT**

Project funding
enabled company to
LEVERAGE
x10
INVESTMENT



Company leveraged
PhD funding to
ACCELERATE
R&D

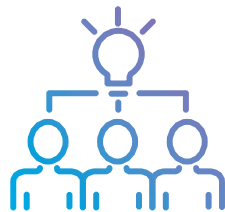


Consortia funding
SECURED
**RESEARCH &
INNOVATION
FUNDING**

Our BIC membership
allows members to
INFLUENCE
**EU FUNDING
CALLS**



Talent



ACCESS STUDENT PLACEMENTS TO GENERATE NEW IDEAS AND ADD VALUE

ATTRACT NEW TALENT



ACCESS CPD COURSES TO DEVELOP AND RETAIN STAFF

Attracting, developing, and retaining talent is key for many of our members to help future-proof their business. Membership of IBioIC provides a direct route to the rising stars of IB, as well as opportunities to enhance the skillset of your existing workforce through our comprehensive CPD programme.

Attracting talent starts with raising awareness with the next generation workforce and those who influence their future career choices. IBioIC can help you to develop your public engagement strategy to achieve your goals. There are opportunities to share a platform with us at outreach and public engagement events, host facility tours, workshops or talks to get your messages out there.

Host a work-based placement, partner in our teaching provision or conduct a joint research programme and get to know potential employees, or engage with our workforce training to fill a skills gap, increase resilience during change or grow your leadership capability.

“Taking on IBioIC placement students has been a valuable experience for the company. We have used this temporary source of talent to help generate new ideas and create added value for the business. The extended interview process of a placement is incredibly useful, not only in helping to recruit key staff but also in developing the management skills of our current employees.

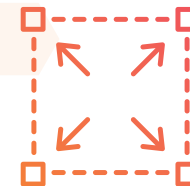
We’ve been able to recruit a number of students into full-time positions following successful placements, and would have recruited more had circumstances allowed.”

Facilities

IBioIC's bioprocessing scale-up centres offer a comprehensive approach to support your innovation journey.

Members can gain access to our expertise and technical support to help progress the development of projects from basic research to scale-up. In addition, we can help identify collaborators and support the bid writing process for external funding to realise your scale up ambitions.

"Membership of IBioIC has been instrumental to our development over the past five years. We were able to use the IBioIC facilities as our R&D base to deliver our process development programme. As a result of the work we were able to do there, we've been able to advance commercialisation of our product and we were recently awarded a €17m investment by BBI JU to build a first-of-its-kind, large-scale, integrated biorefinery facility as part of a 10-party consortium."



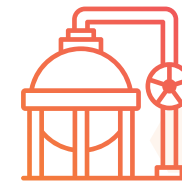
VALIDATED
SCALE-UP –
SECURED FUNDING
FOR A PILOT
SCALE PROJECT

DEMONSTRATED
PROCESS AT SCALE
LED TO SUCCESSFUL
SPIN-OUT OF
COMPANY



COMPARED NEW
TECHNOLOGY VS
INDUSTRY STANDARD –
EXEMPLIFIED
COMMERCIAL /
MARKET CASE

OPTIMISED
PROCESS –
MAXIMISED
PRODUCTION OF
BIOBASED PRODUCT



Our Activities

	NETWORK	PROMOTION	FUNDING	TALENT	FACILITIES
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BUILD AND SUSTAIN KEY RELATIONSHIPS

Receive discounted rates & priority booking at IBioIC's Annual Conference	✓	✓			
Exclusive access to IBioIC member only events	✓	✓			
Invitations and discounted rates to IBioIC-led and partnership events	✓	✓			
Join our boards/committees to support/influence the bioeconomy in Scotland	✓		✓		
Opportunity for facilitated consultancy	✓	✓			

SHOWCASE THE LATEST UPDATES FROM YOUR ORGANISATION & RAISE YOUR BUSINESS PROFILE

Use of IBioIC's PR channels	✓	✓	✓	✓	✓
Use of IBioIC's digital and print media platforms	✓	✓	✓	✓	✓

ADVANCE AND DEVELOP R&D PROJECTS

Apply for project funding	✓	✓	✓		
Gain access to PhD funding opportunities	✓	✓	✓	✓	
Inclusion in consortia building	✓	✓	✓		
Support in securing project funding	✓	✓	✓		
Utilisation of IBioIC's BioIndustries Consortium Membership	✓	✓	✓		
Tailored funding updates	✓	✓	✓		

ATTRACT, RETAIN AND DEVELOP KEY TALENT

Recruit and host placement students	✓	✓		✓	
Access to a comprehensive and bespoke CPD programme	✓	✓		✓	

PROGRESS R&D PROJECTS AT SCALE

Access our Bioprocessing Scale-up Hub, technical expertise and analytical support	✓	✓	✓	✓	✓
Hot desk in IBioIC's centrally located office facilities	✓				✓



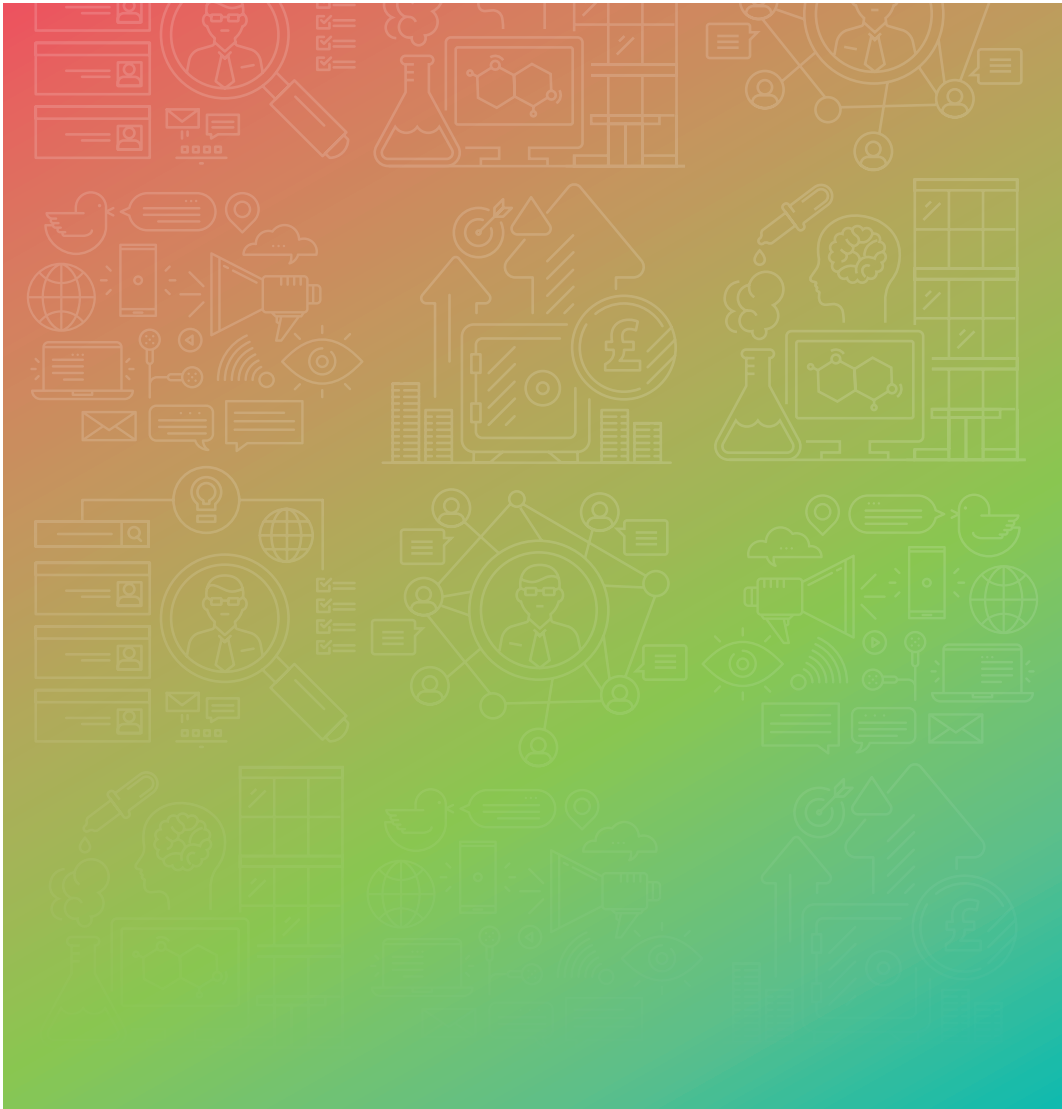
JOIN US!

Visit our website for more on how IBioIC is delivering success for our members, or give us a call to chat through how we can help advance your business interests.

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www.ibioic.com



The Centre is hosted by the University of Strathclyde and located in the Glasgow City Innovation District, a hub for entrepreneurship, innovation and collaboration.

Prepared by:



WWW.IBIOIC.COM

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