OVERVIEW

BVGH – BIO Ventures for Global Health (BVGH) is a results-oriented nonprofit organization based in Seattle, Washington. BVGH was established in 2004 by the Biotechnology Innovation Organization (BIO) to engage biotechnology, pharmaceutical, and diagnostic companies in meaningful initiatives and programs to impact global health. This includes establishing collaborations to accelerate product development for diseases of poverty, building biomedical research and development (R&D) capacity in low- and middle-income countries (LMICs), and enabling access to innovative medicines.

Africa Pavilion – BVGH organizes the Africa Pavilion at the annual BIO International Convention. The BIO International Convention is the world’s largest biopharmaceutical, diagnostic, and life sciences industry partnering meeting, convening 16,000+ leaders from academic, scientific, business, and government sectors worldwide.

The Pavilion is an opportunity for African researchers to showcase their institutions’ research capabilities and innovations – in-person at the Convention – and to explore research partnership opportunities with other Convention attendees.

2017 BIO INTERNATIONAL CONVENTION – INTERNATIONAL NETWORKING

Africa Pavilion Partnering and Events

BVGH will coordinate one-on-one partnering meetings for each Africa Pavilion exhibitor so that they can explore promising partnership opportunities with pharmaceutical, biotechnology, diagnostic, and life science companies and organizations. These ~20 minute partnering meetings are customized to each exhibitor’s research interests and partnering needs. The Africa Pavilion provides institutions with the opportunity to represent their country and:

- Raise awareness of the institution’s biomedical innovations, strengths, and research activities
- Establish collaborations that augment the institution’s research and capacity
- Encourage companies to involve them in business and partnering activities and leverage their capabilities and infrastructure
- Promote investment in their research activities

In addition to the partnering activities, BVGH will host an Africa Pavilion media event – featuring BIO President & CEO, Mr. James Greenwood – to raise the profile of the Pavilion and its exhibitors. The 2016 media event also featured keynote speaker and celebrity, Dr. Bennet Omalu.

Participants and Outputs of 2016 Africa Pavilion

- 16 exhibitors from 10 government, nonprofit, and academic organizations participated in 2016.
- The 2016 Africa Pavilion exhibitors participated in a total of 160+ scheduled partnering meetings.

“Participating in the Pavilion, speaking on panels, and the overall BIO Convention has exceeded my highest expectations. The meetings and discussions have been productive and show great promise for NIPRD and for Nigeria.” – Prof. Kamaruyus Gamananiel, CEO, National Institute for Pharmaceutical Research and Development (NIPRD), Nigeria
Private Meetings and Site Visits

BVGH will also organize the following activities for the 2017 Africa Pavilion exhibitors:

- **Special side meetings** with pharmaceutical company executives
- **Bilateral meeting** between Africa Pavilion exhibitors, government representatives, company executives, and industry representatives to discuss partnerships and access to medicines
- **Exclusive site visits** to local pharmaceutical and biotechnology companies and academic institutes
  - 2016 Africa Pavilion exhibitors visited Genentech, met with staff scientists, and toured its pilot plant
  - 2017 site visits will include: JLABS – Janssen R&D, Calibr, University of California, San Diego (UCSD), and Takeda

Convention Keynote Sessions and Educational Programs

Africa Pavilion exhibitors are provided with Convention Access registration, which allows access to Convention receptions, keynotes, and educational programming.

- 2016 keynote session featured actor Will Smith and Dr. Bennet Omalu – the inspiration behind the 2015 film, *Concussion*.
  - Africa Pavilion exhibitors were VIP guests with front row seating at the keynote session.
  - Dr. Bennet Omalu visited the Africa Pavilion to speak at the Pavilion media event and meet with the Pavilion exhibitors.

Africa Pavilion Exhibitor Benefits

- **Five Convention Access Badges** – the highest Convention registration (valued at $8,750), which includes access to Convention receptions, keynotes, and all sessions
- **Personalized custom booth** representing exhibitor institute and country within the Africa Pavilion
- Participation in Africa Pavilion **bilateral meeting** with government and pharmaceutical company representatives
- **Special side meetings** with company executives
- **Exclusive site visits** to local pharmaceutical, biotechnology, and academic research institutes
- Invitation to **pre-Convention dinner** with Pavilion exhibitors and to **private reception**
- **One-on-One Partnering™ account** – BVGH provides customized partnering support and services to ensure relevant and high-impact meetings with BIO Convention attendees
- **Printed materials package** – 150 copies of a two-page brochure with BVGH copy-editing and formatting support
- Dedicated **BVGH team to support** all partnering and event participation during the Convention

Previous Africa Pavilion Outcomes

- Joint study co-designed by a sequencing company and a Pavilion exhibitor that will use the exhibitor’s biobank
- Convention attendee’s likely implementation of a molecular biology educational program at a Pavilion exhibitor’s institution.
- Agreement to sponsor a PhD student from another exhibitor’s country. The PhD student will study antimicrobial resistance.
- Workshop at a Pavilion exhibitor’s institute co-planned by the Pavilion exhibitor and a Convention attendee