



## BIO International Convention & Exhibition BOSTON, USA

June 4-7, 2018

Dear Exhibitor

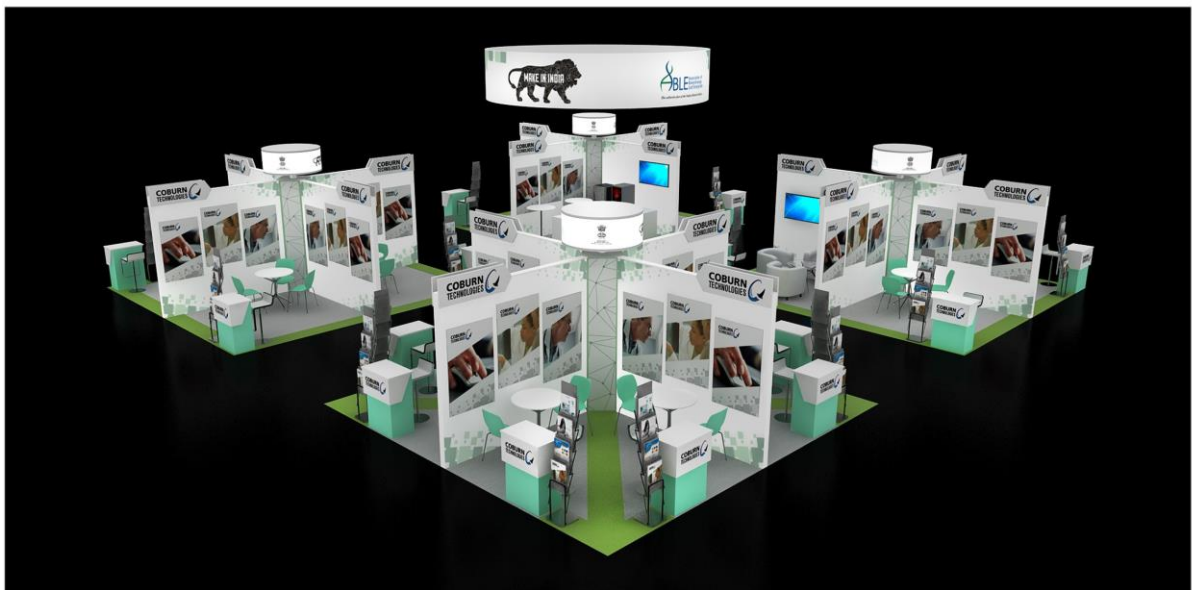
March 20, 2018

Greetings from ABLE.

We wish to inform you that the BIO International Convention & Exhibition 2018 will be held from June 4-7 in Boston, USA. The exhibition will be from June 5-7. ABLE has booked 1600 sq. feet space. In June 2017, BIO held at San Diego attracted more than 16000 attendees from over 70 countries. ABLE coordinated the INDIA pavilion that was inaugurated by Hon'ble Minister of State for S&T and Earth Sciences, Shri Y S Chowdary. More than 80 government officials and professionals from India attended the event. All exhibitors were extremely satisfied with the Convention and the India Pavilion.

### INDIA PAVILION BIO BOSTON JUNE 2018

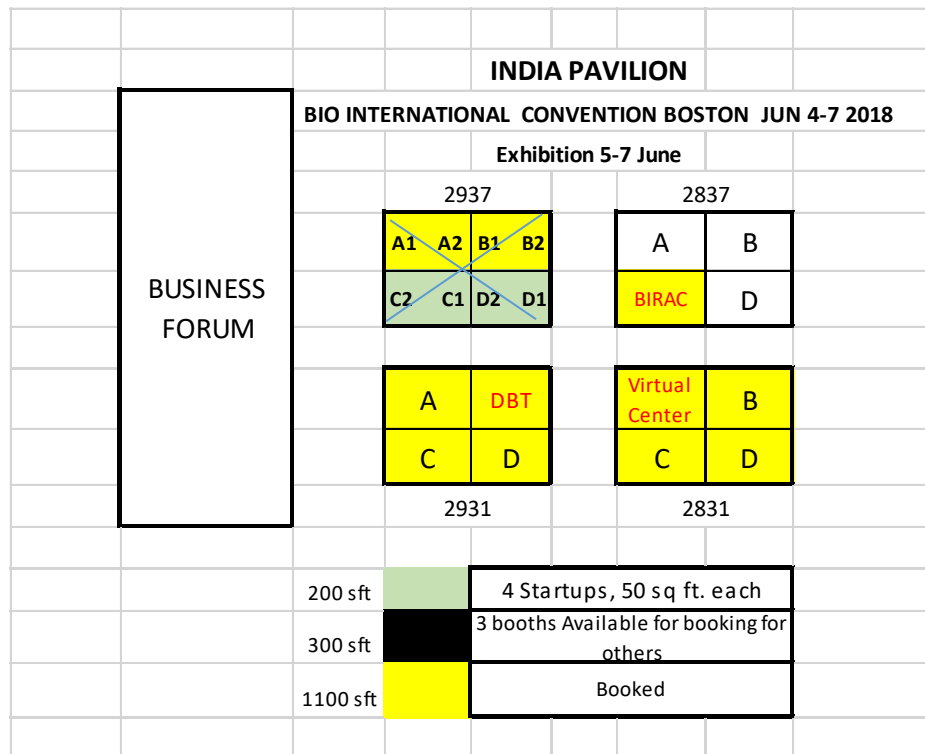
Draft visual



The INDIA Pavilion and program for BIO 2018 is under development. Since space is rather limited we are providing an early opportunity for companies, Organizations and State Government agencies to book in advance. The central government may support start-ups and small companies that will be known later. In case your company qualifies for support it will be communicated when the information is known. We invite you to participate as an Exhibitor in the INDIA PAVILION. Details of the INDIA Pavilion and Terms & Conditions are being shared. We request you to book your Booth quickly since space is limited.

Anil Chauhan  
SENIOR ADVISER - ABLE  
INDIA PAVILION ORGANIZER BIO BOSTON  
9871632688  
[anil@ableindia.org.in](mailto:anil@ableindia.org.in)

## LAYOUT



### GENERAL TERMS and CONDITIONS, March 20, 2018

1. Investment at INR 11.5 lakhs per 100 sq. feet.
2. The 11.5 lakhs is inclusive of 18% GST
3. 100% advance required.
4. Confirmation only on receipt of entire amount (INR 11.5 lakhs) by ABLE. No part or conditional payments accepted.
5. After Confirmation – there will be no refund for any reason including denial or delays in obtaining US Visa.
6. In case of No Show or delays in providing final Poster/logo Files in the required format as per communicated deadlines, ABLE will have a right to cancel a confirmed booth (without refund) in order to prevent potential adverse impact on ABLE, India Pavilion and other exhibitors.
7. First pay - First choose principle to apply subject to the categories indicated in the layout up to March 31. ABLE retains the right to allot or reallocate stalls after March 31.
8. In case of more demand, preference will be given to first timers.
9. Fully furnished stalls with electricals and carpeting with standard furniture. Please contact us for details.
10. For LCD in the booth the same will be provided on direct payment of 51,180 INR (inclusive of 18% GST) to the INDIA pavilion designer. Exhibitors can contact ABLE for details.
11. 100 sq feet Exhibitor provided a total of 4 EBP (Exhibitor Booth Personnel) passes allowing access to Exhibition. One of the 4 EBP passes to be utilized for the Partnering account.
12. ONE InBooth partnering Account allowing exhibitor to invite and accept meeting requests. In Booth partnering to be provided at 10 identified spots. The schedule and location of meetings to be decided by the BIO Partnering system for which the requests have to be made by the Exhibitor well in time. The location of the meeting spot may not be in your particular booth but close by, within the India Pavilion. Once the invitee reaches the meeting spot the exhibitor can easily take him to his or her own booth. Responsibility of ABLE ends with providing the Partnering Account.

13. Online Exhibitor listing provided the Exhibitor registers well in time. Late registration can lead to delays.
14. Invitation to India related sessions at BIO.
15. Profile included in the Exhibitor Brochure provided all information requested is supplied by March 31, 2018.
16. Trip to Local industries/companies/laboratories. Arranged with BIO support.
17. For an offsite (non-BIO) meeting being arranged by ABLE in Boston on June 5<sup>th</sup> 3:30 -6:30 PM there will be an advance Fees payable on per person basis. The fees will be a non-refundable 5000 INR person paid in advance to ABLE. There are limited slots and no onsite or walk-in registration will be possible. Limited sponsorships available. Please contact for details.
18. Interaction with other Country delegations as per finalized program and availability.
19. Access to various events in the Exhibition area normally provided by BIO to Exhibitor Booth Personnel as per information in the PDF on the BIO website. [http://convention.bio.org/uploadedFiles/BIO2018\\_RegistrationGrid.pdf](http://convention.bio.org/uploadedFiles/BIO2018_RegistrationGrid.pdf)
20. **Exclusions:** No charge/liability can be created on ABLE if any Exhibitor avails services from any Service provider at the venue. Exhibitor will be solely responsible to discharge all liabilities unless explicitly mentioned by ABLE.
21. Business Forum Partnering & Convention access not included in this package for which please refer to web link on point 19 above.
22. No infants or persons below 21 years are allowed in the Venue at any time during the Convention or Exhibition.
23. Any or all Terms and conditions can be altered by ABLE as per changes communicated by BIO or the Department of Biotechnology or the Government of India and the ground realities. The latest terms and conditions will apply. The layout of the Pavilion and stalls is being structured to give the INDIA Pavilion and Exhibitors the best possible exposure.
24. ABLE will not be liable for any mishaps due to Force Majeure or events beyond its control.
25. By agreeing to participate the Exhibitor agrees to accept the terms and conditions stated above and those applied by BIO on all exhibitors – Please check BIO website for the T&Cs.

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#### ABLE BANK DETAILS

<b>Bank Details :-</b>	
<b>Description</b>	<b>Information</b>
Vendor Name	<b>Association of Biotechnology Led Enterprises.</b>
Address of Communications	<b>#123/C 16th Main Road, 4th Block, 5th cross, Koramangala Bangalore - 560034</b>
Phone No	080-41636853
Bank Name	<b>Yes Bank Ltd</b>
Bank Branch Name	Kasturba Road Branch
Bank account Number :	<b>002294600000104</b>
IFSC Code	<b>YESB0000022</b>
MICR Code	<b>560532002</b>
SWIFT Code	<b>YESBINBB</b>
Bank Address line 1	Ground floor, Prestige Obelisk
Bank Address line 2	Municipal No 3,
Bank Address line 3	Kasturba Road, Bangalore - 560001
State	Karnataka

For cheques /drafts please make in favour of “**Association of Biotechnology Led Enterprises**” and courier at the ABLE address highlighted above.

**BIO International Convention & Exhibition BOSTON, USA**

**June 4-7, 2018**

Dear Start-up:

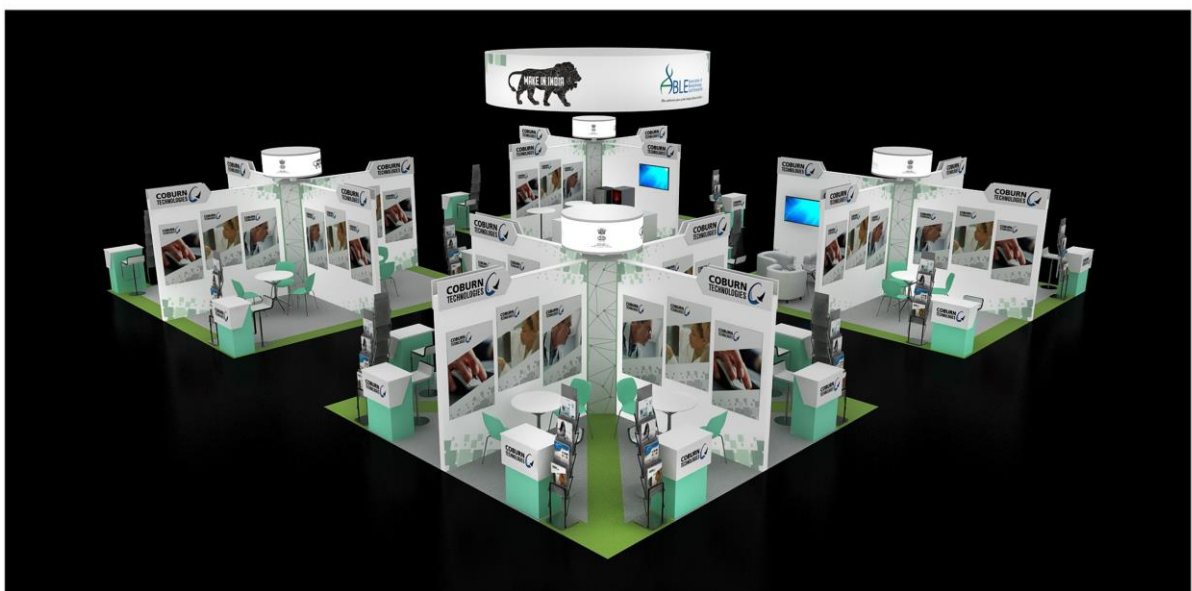
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**INDIA PAVILION BIO BOSTON JUNE 2018**

Draft visual



The INDIA Pavilion and program for BIO 2018 is under development. The central government may support start-ups. In case your company qualifies for support it will be communicated when the information is known. We invite you to send your application as a start-up Exhibitor in the INDIA PAVILION. Details of the INDIA Pavilion and Start up -Terms & Conditions are being shared. We advise you to file the required applications within MARCH 31 so that we begin our evaluation process.



Anil Chauhan  
SENIOR ADVISER - ABLE  
INDIA PAVILION ORGANIZER BIO BOSTON  
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## LAYOUT

		<b>INDIA PAVILION</b>					
		<b>BIO INTERNATIONAL CONVENTION BOSTON JUN 4-7 2018</b>					
		<b>Exhibition 5-7 June</b>					
		2937		2837			
BUSINESS FORUM		A1 A2 B1 B2		A B			
		C2 C1 D2 D1		BIRAC D			
		A DBT		Virtual Center B			
		C D		C D			
		2931		2831			
	200 sft	4 Startups, 50 sq ft. each					
	300 sft	3 booths Available for booking for others					
	1100 sft	Booked					

### STARTUP TERMS and CONDITIONS, March 20, 2018

1. A startup is a company that has been registered for less than 7 years or has a turnover of less than 25 crores per annum – whichever is earlier. A scan of the ROC and the audited Financial Statement (2016-17) should be submitted along with the two-pager mentioned in point 3 below.
2. Eight Start-ups will be shortlisted among the applicants.
3. Selection will be based on various parameters including the Innovativeness of service or product, market readiness and Objectives of participation etc. All things being equal, first timers will be given preference. A crisp two pager describing the Company, Innovativeness of Product/Service, market readiness and objectives of participation should be mailed to [anil@ableindia.org.in](mailto:anil@ableindia.org.in). Only the first 2 pages will be read. Last date of receiving the applications is March 31, 2018. **Canvassing in any form will invite disqualification.** The decision of ABLE management will be final.
4. 50 sq. feet will be provided. The stalls will be allocated after the shortlisting is done.
5. Shortlisted applicants will be required to pay a Deposit of 50,000 by Cheque in name of ABLE within one week of intimation by ABLE. The deposit will not be refunded in case the start-up does not comply with timelines or is unable to come to the BIO for any reason including denial or delay in obtaining US Visa. The startup will be obliged to fill up a questionnaire provided by ABLE within 14 days of the event. The deposit will be refunded within 60 days of completion of the event. Any charge created on ABLE will be deducted.
6. In case of No Show or delays in providing final Poster/logo Files in the required format as per communicated deadlines, ABLE will have a right to cancel and reallocate confirmed booth (without refund) in order to prevent potential adverse impact on ABLE, India Pavilion and other exhibitors.
7. Fully furnished stalls with electricals and carpeting with standard furniture is provided.
8. For LCD in the booth the same will be provided on direct payment of 51,180 INR (inclusive of 18% GST) to the INDIA pavilion designer. Exhibitors can contact ABLE for details.
9. 50 sq feet Exhibitor will be provided a total of 2 EB (Exhibitor Booth Personnel) passes allowing access to Exhibition. One of the 2 EB passes to be utilized for the Partnering account. An amount of 4000 INR will be charged for a Booth Partnering account that will be deducted from the 50,000 INR deposit. The InBooth partnering Account allows exhibitors to invite and

accept meeting requests. In Booth partnering points will be provided at 10 identified spots within the India Pavilion that may not be in the exhibitors own stall. The schedule and location of meetings to be decided by the BIO Partnering system for which the requests have to be made by the Exhibitor well in time. Responsibility of ABLE ends with providing the Partnering Account.

10. Online Exhibitor listing provided the Exhibitor registers well in time. Late registration can lead to delays.
11. Invitation to India related sessions at BIO.
12. Profile included in ABLEs Exhibitor Brochure provided all information requested is supplied by March 31, 2018.
13. Trip to Local industries/companies/laboratories may be arranged with BIO support.
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15. Access to various events in the Exhibition area normally provided by BIO to Exhibitor Booth Personnel as per information in the PDF on the BIO website. [http://convention.bio.org/uploadedFiles/BIO2018\\_RegistrationGrid.pdf](http://convention.bio.org/uploadedFiles/BIO2018_RegistrationGrid.pdf)
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