Through FOCIS, researchers and clinicians share knowledge across traditional disease borders, and identify commonalities between treatments and therapies that are life changing for those affected with immune-mediated diseases. FOCIS is the world’s leader in immunology education and in training future generations of clinical immunologists.
Dear Colleagues,

Through the lens of translational immunology, we are able to look past disease, into the underlying and overlapping mechanisms to accelerate science, medicine and human health. FOCIS is the leading forum that unites thought leaders along these lines and provides novel education, cutting-edge publications and cross-disciplinary networking opportunities that cannot be found anywhere else.

We invite you to join us at FOCIS 2019, June 18-21 in Boston. In this brochure, you will find many ways to participate that will boost visibility, educate and provide return on your investment. FOCIS values industry collaboration and has worked to provide opportunities for 360° annual participation. See what FOCIS has in store for you in 2019!

William Robinson, MD
FOCIS 2019 Chair
Stanford University

Larry Turka, MD
FOCIS Development Chair
Harvard University

Maria-Grazia Roncarolo
FOCIS President
Stanford University

About FOCIS

Mission: To improve human health through immunology by fostering interdisciplinary approaches to both understand and treat immune-based diseases.

What makes FOCIS unique?

FOCIS brings together over 900 researchers and clinicians from around the world to gather and share the latest findings, breakthroughs and therapies related to human immune-mediated disease.

Who attends the FOCIS Annual Meeting?

- PhD: 49%
- MD, PhD: 12%
- MD: 13%
- DO, MBA, PharmD, DVM, Allied Health: 4%
- Other: 22%

Academic Medical Center/Research Institute/University: 53%
- Biotechnology Company: 21%
- Clinical Practice: 1%
- Government: 5%
- Non-profit/Foundation: 3%
- Other: 5%
- Pharmaceutical Company: 11%
FOCIS Board of Directors

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Stanford University

President-Elect
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University of California, San Francisco

Immediate Past President
Jeff Bluestone, PhD
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Ad Hoc Director
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The Jackson Laboratory for Genomic Medicine

Ad Hoc Director
William Robinson, MD
Stanford University

Ad Hoc Director
Terri Laufer, MD
University of Pennsylvania

Ad Hoc Director
William Robinson, MD
Stanford University

Membership Chair
Betty Diamond, MD
Feinstein Institute

FOCIS Steering Committee

Lanny J. Rosenwasser, MD
American Academy of Allergy, Asthma and Immunology (AAAAI)

Kristine Kuhn, MD, PhD
American College of Rheumatology (ACR)

Benny Chen, MD
American Society for Blood & Marrow Transplantation (ASBMT)

Elaine F. Reed, PhD
American Society of Histocompatibility and Immunogenetics (ASHI)

Jonathan Maltzman, MD, PhD, FAST
American Society of Transplantation (AST)

Phoebe Lin, MD, PhD
American Uveitis Society (AUS)

Leonie Taams, PhD
British Society for Immunology

Barbara Detrick, PhD
Association of Medical Laboratory Immunologists (AMLI)

Tania Watts, PhD
Canadian Society for Immunology (CSI)

Matthias G. von Herrath, MD
Clinical Immunology Society (CIS)

Andres Hurtado-Lorenzo, PhD
Crohn’s and Colitis Foundation of America (CCFA)

Olivier Boyer, MD, PhD
French Society for Immunology

Gerald Nepom, MD, PhD
Immune Tolerance Network (ITN)

Bart Roep, MD, PhD
Immunology of Diabetes Society (IDS)

Vijay Kuchroo, DVM, PhD
International Society for Neuroimmunology (ISNI)

Raffaele De Palma, MD, PhD
Italian Society of Immunology, Clinical Immunology and Allergy (SIICA)

Daniel Rotrosen, MD
National Institute of Allergy and Infectious Disease (NIAID)

Francesco M. Marincola, MD
Society for Immunotherapy of Cancer (SITC)

Ilfor Williams, MD, PhD
Society for Mucosal Immunology (SMI)

Megan Sykes, MD
The Transplantation Society (TTS)
FOCIS 2018 Annual Meeting Highlights

The FOCIS Annual Meeting is an incubator for developing scientists and clinicians to coalesce with relevant biotech and pharmaceutical industries to improve the field of translational research throughout medicine. The Annual Meeting highlights the best science in translation immunology.

**Participants**

- **Attendees**: 1,060*
- **Countries**: 37
*Highest Annual Meeting Attendance since 2008

**Participating FOCIS Member Societies**

*Non-profit organization representing an interest or application in clinical immunology apply for this status, to receive recognition, financial savings, and professional development opportunities for their members.

- **Member Societies Represented**: 46
- **Member Society Symposia Held**: 14
- **Member Society Speakers**: 96

**Trainee Participation**

- **Trainees Attended FOCIS 2018**: 318
- **FCE Fusion* Trainee Participants**: 35
*Invitation only lunch and networking event where trainees present their most novel and innovative research

- **Travel Awards**: 95
- **Value of Travel Awards**: $63,750

**Abstracts**

- **423 Abstracts accepted to the Annual Meeting on a vast array of research**
- **Most Abstracts Since 2004**: 318

**Partners**

- **Sponsors**: 59
- **Exhibitors**: 20

**Scientific Sessions**

- **3 Keynote Speakers**
- **18 Plenary Speakers**
- **40 Thematic Speakers**
- **48 Oral Abstract Speakers**

**People**

*Highest Annual Meeting Attendance since 2008

**“As a physician-immunologist, I value FOCIS because of its translational emphasis and coverage of breadth of topics covered across human immunology.”**

**“The FOCIS Annual Meeting highlights where the field is and where it is heading.”**

**“FOCIS gave me, a trainee, a great avenue to present my research to senior scientists and leaders in my field.”**

**“FOCIS strikes the right balance between translational research and clinically useful information.”**

**SAN FRANCISCO**

**JUNE 20-23 • MARRIOTT MARQUIS**

**SAN FRANCISCO**

**JUNE 20-23 • MARRIOTT MARQUIS**
FOCIS is a key forum where opinion leaders who are developing and applying novel concepts come together to chart the path to the next major breakthrough in disease therapy. Through the FOCIS Annual Meeting, researchers and clinicians share knowledge across traditional disease borders, and identify commonalities between treatments and therapies that are life changing for those affected with immune-mediated diseases.

**FOCIS 2019 Plenary Sessions**
- Cancer Immunotherapy: Light the Fire
- Cytokine Therapy
- Epigenetics to Dissect Immune Cell Identity in Health and Disease
- Metabolic Control
- Tissue Resident Immunity
- Immune Checkpoints: Autoimmunity, Cancer and Infectious Diseases

**FOCIS 2019 Thematic Sessions**
- Myeloid Cells in Human Disease
- Humanized Mouse Models of Immune Disease
- Primary Immune Regulatory Disorders: A Novel and Emerging Class of Primary Immunodeficiencies
- Xenobiology and Generation of Tissue for Transplantation
- Immunotherapy for Allergic Disease
- The Effects of Stromal and Myeloid Cells on Immune Inflammation
- Immune Barriers to Protein/Gene Replacement Therapies
- Aging/Senescence: Immunology of the Ages
- New Biologics

**Keynote Speakers**

Laurie Glimcher, MD  
Dana Farber Cancer Institute

Mark Davis, PhD  
Stanford University

Hans Clevers, MD, PhD  
University Hospital Utrecht
## Sponsorship Levels

All FOCIS Diamond, Platinum, and Gold-Level sponsors receive the following sponsorship benefits:

- Company Profile Article in Newsletter
- Quarterly Facebook/Twitter/LinkedIn Promotions
- Company Ad in Newsletter
- FOCIS Individual Memberships
- FOCIS Homepage Logo
- FOCIS Homepage Banner Ad
- President’s Reception Invitation
- Printed Program Ad
- Dedicated Email to Meeting Attendees
- Mobile App Banner Ad
- Exhibit Booth
- Company Logo in Printed Program
- Company Logo on Meeting Website
- Company Logo on Signage
- FOCISed Course Registrations
- FOCIS 2019 Exhibit, Scientific Session Passes

<table>
<thead>
<tr>
<th>Year-Round Promotion</th>
<th>DIAMOND $75,000</th>
<th>PLATINUM $50,000</th>
<th>GOLD $25,000</th>
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<tr>
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<td>Dedicated Email to FOCIS Database</td>
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<tr>
<td>Use of FOCIS Mailing List</td>
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<td>12 months</td>
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<td>6</td>
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<td>Company Ad in Newsletter</td>
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<td>FOCIS Individual Memberships</td>
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<td>FOCIS Homepage Logo</td>
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<tr>
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<tr>
<td>Industry Tutorial</td>
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<tr>
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<td>FCE Directors Dinner</td>
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<tr>
<td>Private Meeting with FOCIS Leaders</td>
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<td>President’s Reception</td>
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<tr>
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<tr>
<td>Mobile App Banner Ad</td>
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<tr>
<td>Exhibit Booth</td>
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<tr>
<td>Company Logo in Printed Program</td>
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<tr>
<td>Company Logo on Meeting Website</td>
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<tr>
<td>Company Logo on Signage</td>
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<tr>
<td>FOCIS 2019 Exhibit, Scientific Session Passes</td>
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<td>8</td>
<td>6</td>
</tr>
</tbody>
</table>
Sponsorship Levels

Support Interdisciplinary Collaboration
FOCIS offers a variety of sponsorship packages to help your organization connect with the translational scientists in the FOCIS community. All sponsorship packages include your organization’s logo on the Annual Meeting program, Annual Meeting website, and Annual Meeting mobile app.

<table>
<thead>
<tr>
<th>Year-Round Promotion</th>
<th>SILVER $10,000</th>
<th>BRONZE $5,000</th>
<th>TRAVEL AWARD $2,500</th>
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</thead>
<tbody>
<tr>
<td>FOCIS Individual Memberships</td>
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</tr>
</tbody>
</table>

| EVENT INVITATIONS | | |
|-------------------|-----------------|
| President’s Reception | X |

| MARKETING | | |
|-----------|-----------------|
| Exhibit Booth | X |
| Company Logo in Printed Program | X | X | X |
| Company Logo on Meeting Website | X | X | X |
| Company Logo on Meeting Signage | X | X | X |

| REGISTRATION | | |
|---------------|-----------------|
| FOCIS 2019 Exhibit, Scientific Session Passes | 4 | 2 | 0 |

**Exhibit Packages**
The FOCIS Annual Meeting offers several options to showcase your products and services to attendees. Exhibit booths are included in select sponsorship packages, or can be purchased as a standalone item. Further details are included on page 11.

**Registrants**

- **900+**

**Abstracts**

- **400+**

**Speakers**

- **109**

**Countries Represented**

- **37**

**Exhibitors**

- **20**

**Society Symposia**

- **14**
FOCIS offers Diamond, Platinum, and Gold-level sponsors the opportunity to sponsor scientific sessions at the FOCIS Annual Meeting. Diamond Level sponsors have exclusive access to keynote address sponsorships. All other scientific sessions -- including plenary, thematic, and oral abstract sessions -- will be awarded to Platinum and Gold level sponsors on a first-come, first-served basis.

**Keynote Address**  **Diamond-Level Sponsorship Only**
Each day of the 2019 FOCIS Annual Meeting concludes with a one-hour address from a leading scientist attracting 900+ attendee Platinum sponsors are recognized on the opening slide in the session, the FOCIS website, email promotions, mobile app, scientific program and onsite signage.

**Plenary Session**
Each full day of the 2019 FOCIS Annual Meeting begins with two unopposed sessions scheduled in the heart of the scientific program. Sponsors are recognized on the opening slide in the session, the FOCIS website, email promotions, scientific program and onsite signage.

**Thematic Symposium**
Featuring world-renowned invited speakers, three one-hour forty-five-minute thematic sessions run concurrently each day. Sponsors are recognized in the scientific program, mobile app, and onsite signage.

**Poster Session**
Daily poster sessions are scheduled each evening and include appetizer and beverage service in the Poster & Exhibition Hall. Sponsors are recognized in the scientific program, mobile app, and onsite signage.

**Oral Abstract Session**
Oral abstract sessions are theme-based concurrent sessions featuring the top-scoring abstracts. Sponsors are recognized in the scientific program, mobile app, and onsite signage.

The 2019 FOCIS Annual Meeting features several networking events that bring together researchers and clinicians from across disciplines. Diamond-level sponsors have exclusive access to sponsorship of the Opening Reception and invitation-only President’s Reception. Other networking events listed below are available to Platinum and Gold-level sponsors on a first-come basis.

**Opening Reception** *(Tuesday)*  **Diamond-Level Sponsorship Only**
The first evening of the 2019 FOCIS Annual Meeting culminates in the Opening Reception, held in the exhibit hall. Sponsor will be recognized with an illuminated logo projected in the exhibit hall, logo on beverage napkins, signage in the exhibit hall and in the scientific program and mobile app.

**President’s Reception** *(Thursday)*  **Diamond-Level Sponsorship Only**
The President’s Reception is an intimate gathering of FOCIS leadership, Annual Meeting speakers and key opinion leaders. Sponsor will be recognized on the formal invitation, onsite signage, and with logo on beverage napkins.

**FOCIS Members Reception** *(Wednesday)*
The second day of the meeting culminates with a networking event for FOCIS members. Sponsor will be recognized on invitations, on signage, and the sponsor logo on beverage napkins. Sponsor has the opportunity to provide giveaways during the reception (with prior FOCIS approval).

**FOCIS Centers of Excellence Dinner** *(Tuesday)*
This gathering of influential translational researchers, clinicians and interdisciplinary innovators follows a day-long working meeting of directors from 74 worldwide FOCIS Centers of Excellence (FCE). Sponsorship includes two invitations to the dinner and an opportunity to present during the Directors Meeting on Tuesday preceding the annual meeting.
Host an exhibit booth and share your message with over 900 researchers and clinicians that will attend FOCIS 2019. All coffee breaks and poster receptions are held in the exhibit hall, giving your exhibit booth great exposure and access to attendees.

Every 10’ x 10’ exhibit booth includes a skirted table and two chairs, side and back wall draping, and two all-access passes for exhibit staff to attend scientific sessions.

**10’ x 10’ Exhibit** $2,500

Includes side and back wall drape, identification sign and two all-access passes.

<table>
<thead>
<tr>
<th></th>
<th>Monday, June 17</th>
<th>Tuesday, June 18</th>
<th>Wednesday, June 19</th>
<th>Thursday, June 20</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Exhibitor Registration</strong></td>
<td>3:00 pm - 6:00 pm</td>
<td>7:00 am - 5:00 pm</td>
<td>7:00 am - 5:00 pm</td>
<td>7:30 am - 7:45 pm</td>
</tr>
<tr>
<td><strong>Exhibit Installation</strong></td>
<td>12:00 pm - 4:00 pm</td>
<td></td>
<td></td>
<td>7:30 am - 7:45 pm</td>
</tr>
<tr>
<td><strong>Exhibit Hours</strong></td>
<td>4:00 pm - 8:00 pm</td>
<td>7:30 am - 7:45 pm</td>
<td>8:00 pm - 10:00 pm</td>
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<tr>
<td><strong>Exhibit Dismantle</strong></td>
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</tbody>
</table>

*Booth may be unmanned until 6:00 pm. Please note attendee coffee breaks will be in the exhibit hall 7:30 - 8:30 am, 9:30 am - 10:00 am, and 2:45 pm - 3:15 pm.

**Maximum Interaction Exhibit** $5,500

Includes 10’ x 20’ space or 10’ x 10’ exhibit space and adjacent curtained area for one-on-one meetings, logo visibility, five all-access passes and exhibitor profile video or article included in FOCIS email blast.

Purchase a Diamond, Platinum, Gold, or Silver sponsorship package and receive a complimentary exhibit booth at FOCIS 2019!

### Past Exhibitors

**Adaptive Biotechnologies**
**Alpco**
**American Autoimmune Related Diseases Association**
**American Express OPEN**
**BD Biosciences**
**Beckman Coulter Life Sciences**
**Bentham Publishing**
**BioCision - The Cool Rack Company**
**BioLegend**
**CEDARLANE®**
**Cellular Technologies, Ltd.**
**Cyto-Track, Inc.**
**Cytobank, Inc.**
**DeNovo Software**
**DVS Sciences**
**eBioscience**
**Elsevier**
**EMD Millipore**
**Fluidigm Corporation**
**GeneDx**
**Genway Biotech, Inc.**
**Grifols**
**IBT Laboratories Illumina**
**Immudex**
**Immune Epitope Database & Analysis Resource**
**Immunology Database and Analysis Portal**
**International Union of Immunologic Societies**
**iRepertoire**
**Jackson Immuno Research Laboratories, Inc.**
**JPT Peptide Technologies GmbH**
**KWS BioTest**
**MBL International**
**MedImmune**
**Merck**
**Myriad RBM, Inc.**
**Nature Publishing Group**

**Nexcelom Bioscience**
**PBL InterferonSource**
**Precision Bioservices**
**Precision for Medicine**
**ProImmune**
**Qognit**
**Randox Laboratories Ltd.**
**Real Time Lab**
**Roche**
**Rules-Based Medicine, Inc.**
**Sanguine Biosciences**
**Science Immunology**
**SRI International**
**STEMCELL Technologies**
**St. Jude Children’s Research Hospital**
**Studylog Animal Study Management Software**
**Tree Star, Inc.**
**Wolters Kluwer Health**
**World Allergy Organization**

*To explore these opportunities further, please contact: Mike Mathy, Executive Director • mmathy@focisnet.org • (414) 359-1670*
Annual Meeting Visibility Items

**Registration Area Signage** $5,000

Sponsor logo will be prominently featured on signage in the Annual Meeting’s highest traffic area.

**Badge Lanyards** $8,000

Sponsor logo will appear on the name badge lanyard worn by all 900+ Annual Meeting attendees.

**Room Keys for Hotel Guests** $8,000

Every person checking into the hotel will see your logo on their room key with this valuable sponsorship. Hotel room keys with the sponsor’s logo will be made and distributed to hotel guests at the time of check-in at the FOCIS 2019 headquarter hotel.

**Notebooks/Pens** $5,000

Notebooks and pens featuring the sponsor’s logo will be made and distributed on-site to Annual Meeting attendees with their registration materials.

**Industry Tutorial** $9,500

Sponsor selects the agenda and speakers for a special session hosted over lunch or breakfast hour during the Annual Meeting. The sponsor will be responsible for any additional audio-visual equipment and any food and beverage costs. Sponsorship includes recognition on signage, the mobile app, and the printed program.

**Exhibitor Bingo** $3,000

All Annual Meeting attendees receive a printed bingo card with the names of exhibiting companies and are encouraged to visit the booths to have their card stamped. Attendees completing their cards are entered in a drawing for a prize. Sponsors will provide a prize for the drawing, host the card collection station at their exhibit booth and receive special recognition on the bingo card as well as post event promotion of the drawing and drawing winner.

**Video Graphics** $1,500/graphic

Sponsor logo or advertisement is displayed on the Annual Meeting venue’s hallway monitors leading to meeting space.

**Directional Signage** $1,000/sign

Help attendees navigate from the hotel to the conference space with large, attention-getting signage complete with your company’s logo.

**Large Floor Graphics** $1,500

Receive logo floor graphics displayed on the way to and inside the meeting space of FOCIS 2019.
Communication Opportunities

FOCIS is pleased to offer the following communication sponsorship opportunities and visibility items that may be purchased individually or as a customize sponsorship package to achieve your desired marketing objectives. Contact FOCIS Executive Director Mike Mathy at 414-359-1670 to discuss bundling options and pricing.

**FOCIS Annual Meeting Website**  $5,000

Sponsor receives exclusive advertising privileges on the FOCIS Annual Meeting home page. The FOCIS Annual Meeting website is the destination for information on abstract submission, registration, travel awards, scientific program, satellite programs, social receptions, exhibit hall and more. Sponsor receives logo or ad displayed on the FOCIS Annual Meeting home page as a static banner ad.

**FOCIS 2019 Mobile App**  $5,000

The mobile app was enhanced in 2017 to much enthusiasm, bringing even more information to the fingertips of the attendees. Sponsors receive one banner ad on the mobile app and one scheduled push notification sent during the Annual Meeting.

**WiFi Access**  $10,000

Sponsor will be listed in the printed program, mobile app, and onsite signage. Sponsor will be announced during the Annual Meeting. Sponsor will select the password for WiFi access to be used by attendees.

**FOCIS Website**  $1,500/ quarter

Sponsor logo or ad will be displayed on the FOCIS home page as a rotating slider. Website traffic comes from meeting registrations, publications, the online education portal, abstracts, grants/awards, membership and the FOCIS Centers of Excellence.

**Dedicated Email to FOCIS Database**

$1,000 for email to FOCIS members (900 individuals)

Custom packages available

Contact the FOCIS Office for pricing based on targeted distribution list

FOCIS dedicated emails are sponsor-created, stand-alone message sent by FOCIS on behalf of the sponsor. The FOCIS database includes over 10,000 records of individual and companies. Sponsor provides the content and FOCIS will send the message. Sponsor may target the email audience to Annual Meeting attendees, or select by primary specialty, location, and/or job function.

**FOCIS eNewsletter**

Banner Ad: $1,500
Profile Article with Logo: $2,500

The Immunology Update is our quarterly electronic newsletter that distributed to over 1,000 members of the FOCIS community and posted on the homepage of the FOCIS website. Sponsor receives a banner ad in the eTOC email. Sponsor may provide a dedicated scientific article or a banner ad.

**Scientific Program Ad**  $2,500 - $6,000

The printed program book is the ideal place to advertise your products and services to attendees who are based around the world. This content rich program is at the core of the attendee experience, and includes all scientific, exhibitor and social activities.

- $6,000: Outside back cover, full color ad
- $3,500: Full page, full color ad
- $2,500: Full page, black and white ad
One Stop Education: Courses Held at the FOCIS 2019 Annual Meeting

Basic Immunology in Medicine: Update 2019
starting at $5,000

The day-long course is aimed at practicing clinicians, trainees, and individuals in biotechnology and pharmaceutical companies who are involved in the development of therapies for immunological diseases. The course is designed to provide a sophisticated review of selected principles in basic immunology, with emphasis on recent advances and issues that are relevant to the pathogenesis and treatment of immune-mediated inflammatory diseases.

Advanced Course in Basic & Clinical Immunology*
starting at $5,000

This unique two and a half-day course is held each spring and features world-renowned leaders in immunology speaking on the major topics in cellular and molecular immunology, including innate immunity, B cells, T cells, and cytokines. Special sessions cover new advances in interventional clinical immunology and the molecular and genetic basis of immune-mediated diseases. Students in this course include clinical fellows, trainees in the pharmaceutical industry, and practicing academic physicians who find the need to enhance their understanding of immunology. Students have ample opportunity to interact with each other and the faculty outside the lecture room.

* Not held during FOCIS 2019

Systems Immunology
starting at $5,000

This day-long course is aimed at scientists involved or interested in the use of multi-dimensional data generated by modern genomics and proteomics technologies such as mass/flow cytometry, next-generation sequencing and microarrays and that feel a need to get a better basic understanding of modern statistical and mathematical concepts necessary for their analysis and interpretation.

FCE Fusion: Careers. Collaboration. Connection. $5,000

FCE Fusion is a lunch and networking event held on the first day of the Annual Meeting, where trainees present their research during a moderated poster session and receive mentoring and feedback from FCE directors. Sponsorship includes two passes to attend this invitation-only event.

Cancer Immunity and Immunotherapy
$5,000

Co-organized by SITC and FOCIS, the course will review tumor immunology as the scientific foundation for the current practice of cancer immunotherapy, emphasizing fundamental principles, clinical advances, limitations, and opportunities to accelerate clinical progress.

Principles of Flow Cytometry for Immune Monitoring
$5,000/day

Held over two afternoons during the Annual Meeting, with the first day including discussions focusing on general theories and principles of flow cytometry including staining protocols and consideration, compensation in theory and in practice, quality control and standardization, and basic panel construction. The second day’s program includes data analysis, gating and statistical approaches, and automated data analysis, exporting to databases and dos and don’ts of publishing data.

Education Courses

Sponsors receive acknowledgement on printed program materials, onsite signage, and the course website. Sponsorship opportunities can include but are not limited to material distribution, email marketing to registrants, social media/web promotions. Contact FOCIS Executive Director Mike Mathy to discuss bundling options and pricing.
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