

Sponsor Guide

Speaker Programs 2025





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ConnectMe Guide: How to Edit Virtual Booths



Link to online platform: <u>https://lifesciences.connectmeinforma.com/</u> Please use the login details you have received by email.

Enter your email.

You will be emailed a 4-digit code that will redirect you to the platform. Please contact us if you do not receive the email. It will come from "Totem"

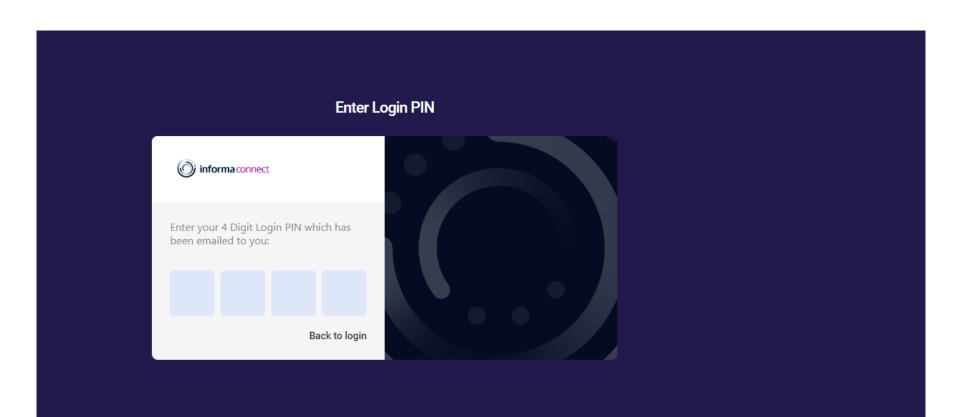
Welcor	me to Life Sciences
() informa connect	
Life Sciences To login, enter your email address and we'll send you a Login PIN. Enter your email address Request Login PIN Login with Password	
	Support Change Language



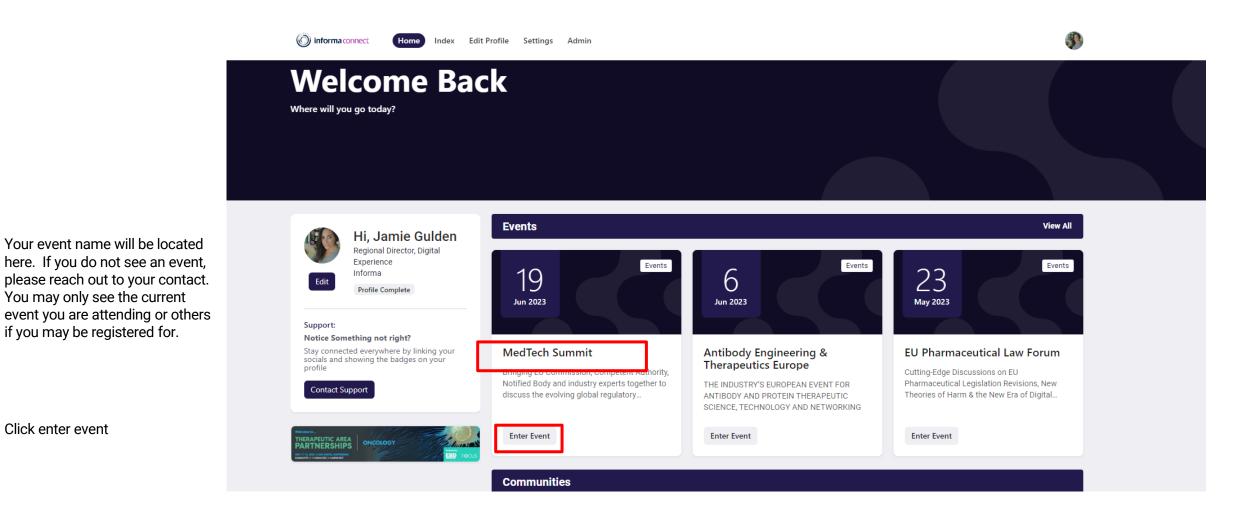
Link to online platform: <u>https://lifesciences.connectmeinforma.com/</u> Please use the login details you have received by email.

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You will be emailed a 4-digit code that will redirect you to the platform. Please contact us if you do not receive the email. It will come from "Totem"

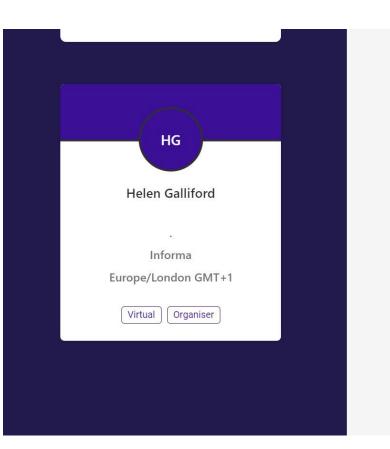


Click enter event





If this is your first time entering the event, You will be asked to choose your country of residence from the drop down



Country of Residence

Your country of residence determines which privacy policy you need to approve.

Select your country residence United Kingdom Let us know how you would like to stay in touch. Am interested in receiving relevant information regarding industry news, products, services and events directly from select third-party partners of the event. I understand that I can unsubscribe from these at any time. third-party partners [2] of the event. I understand that I can unsubscribe from these at any time. For more information on how we share your personal data please see our privacy policy [2]. Agree and Enter Decline

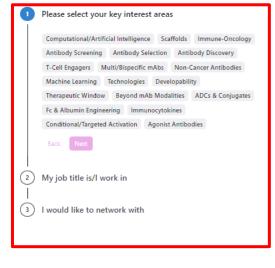


Some events will first ask you to choose some interests. This could happen regardless if you are attending the event or are just a support staff.

Not all events will have this pageskip to next step

Helix: Content I am interested in

Select up to ten of the tags below that most interest you.





STEP 2 – FIND YOUR BOOTH

Click on the **"Exhibit Hall"** to see a list of all sponsors and partners.

Search for your company name

Click on **"Showcase"** to access the booth.

	Sponsors			
h	Ø trionnacrives		Hilton	
	Informa	Marriott	Hilton	
	Showcase	Showcase	Showcase	
	IHG HOTELS & RESORTS	STPETE CLEARWATER	Arroy	
	IHG Resorts	Visit St Pete	Array	
	Showcase	Showcase	Showcase	

STEP 3 – BUILD YOUR BOOTH

You can change the settings, by clicking on "Edit Stand". Only **representatives** can edit the booth.

If you don't have this permission, please send an email to your Informa contact.

Book Meeting & Chat Now: Interactive tools that can be used by attendees to either book a meeting with Reps or send a message on Chat.

Social media links

Representatives: will show all registered staff from your company attending the show (all attendee's will be registered 2 weeks before the event).

About: short company description

Guest book: Lead capture tool that can be used by attendees. You can export a list of all guests who signed by clicking on the Spreadsheet icon.

Home My Event Attendees Exhibit Hall	
Back to Exhibit Hall	🖋 Edit Stand
ormana Informa f in ∅ ¥ Ľ	Book Meeting Chat Now
About Representatives 1	
About	Guest Book 🕞 🕫
Representatives View All >	Isabela Silva Digital Experience Co-Ordinator Informa
JG Jamie Gulden Informa	Chat Options



STEP 4 – BUILD YOUR BOOTH

Details: An overview of your booth. You can edit all your company details such as 'About Us', 'Logo', 'Background', etc. Specs are listed besides each editable option.

Don't forget to save your changes by clicking on **"Update About Us"** at the bottom of the page.

Header Banner: 1250 x 150px recommended. The background appears at the top of your

stand so abstract backgrounds without any text to logos work best.

Thumbnail: 600 x 250px is in the lobby of the Exhibit Hall - we will provide one for you if you choose not to add one of your own.

tails	Details	
deos wenioads	About us header ' Write a snappy header to let visitors know who you are. (max 150 characters)	
	About Us This is your opportunity to give people more information about you and your brand. What do you want them to know? (Character limit 1000).	Normal : B I U % IE E I.
		Cytiva is a trusted partner to customers that undertake life-saving activities ranging from biological research to developing innovative vaccines, biologic drugs, and novel call and gene therapies. Cytiva brings speed, efficiency and capacity to research and manufacturing workflows, enabling the development, manufacture and delivery of transformative medicines to patients.
		,
	Logo * Drop a PNC of your logo hare (400 x 180px recommended). Make sure the image is cropped to the very edges of the logo with no white space	Drop tile here or browse
	around It. Your logo appears in the top left of your stand (PNG 5mb).	🕐 cytiva 🛛 🖻
	Header Banner	Drop file here or browse
	Add an eye-catching background to your stand to make it stand out here. Make sure the image is as quality as possible whilst still being under 5mb in size (1250 x 150px recommended). The background appears behind your stand contents so abstract backgrounds without any text to logos work best (PNG 5mb).	
	Thumbnall	Drop file here or browse
	Add a thumbnall to the preview of your booth in the expo tab. Make sure the image is as quality as possible whilst still being under Smb in size (600 x 250px recommended). The background appears behind your stand contents so abstract backgrounds without any text to logos work best (PNG Smb).	
	Website URL Link to your company website in the top left of your stand by adding your URL here.	https://www.cytivalifesciences.com/
	Social Links	Instagram
	This is your opportunity to add social media URLs to your stand and encourage traffici icons for each social media site will only appear on your stand once a link is added.	Linkedin
		Y Twitter



Website & Social links: The links must include the prefix https://

Helix Tags: If these have been provided for the event, pick up to 10 Helix tags that best define your stand to help the most relevant attendees find you. Attendees can filter stands by specific Helix tags on the Expo overview page. Chosen Helix tags will also appear in the top left of your booth, underneath your logo.

Chat & Guest book list: Interactive tools. We recommend keeping both of these toggled on.

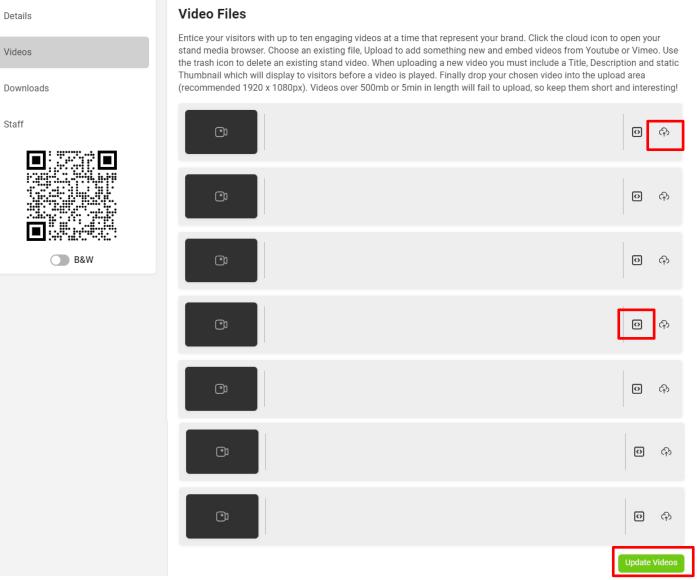
Expo Visibility: I do not believe you will have this button, but if you do, please leave it toggled on

Don't forget to save your changes by clicking on **"Update About Us"**

Website URL Link to your company website in the top left of your stand by adding your URL here.	htt	ps://www.cytivalifesciences.com/
Social Links	0	Instagram
This is your opportunity to add social media URLs to your shand and encourage traffici icons for each social media site will only appear on your stand once a link is added.	In	Linkedin
	¥	Twitter
	0	Facebook
Chat Toggle this button off to hide chat from this expo	-	
Guest Book	-	•••
Toggle this button off to hide guest book from this expo		
Expo Viaibility	-	
Toggle this button off to hide this expo from mobile app		
		Update A



STEP 5 – ADD NEW VIDEOS

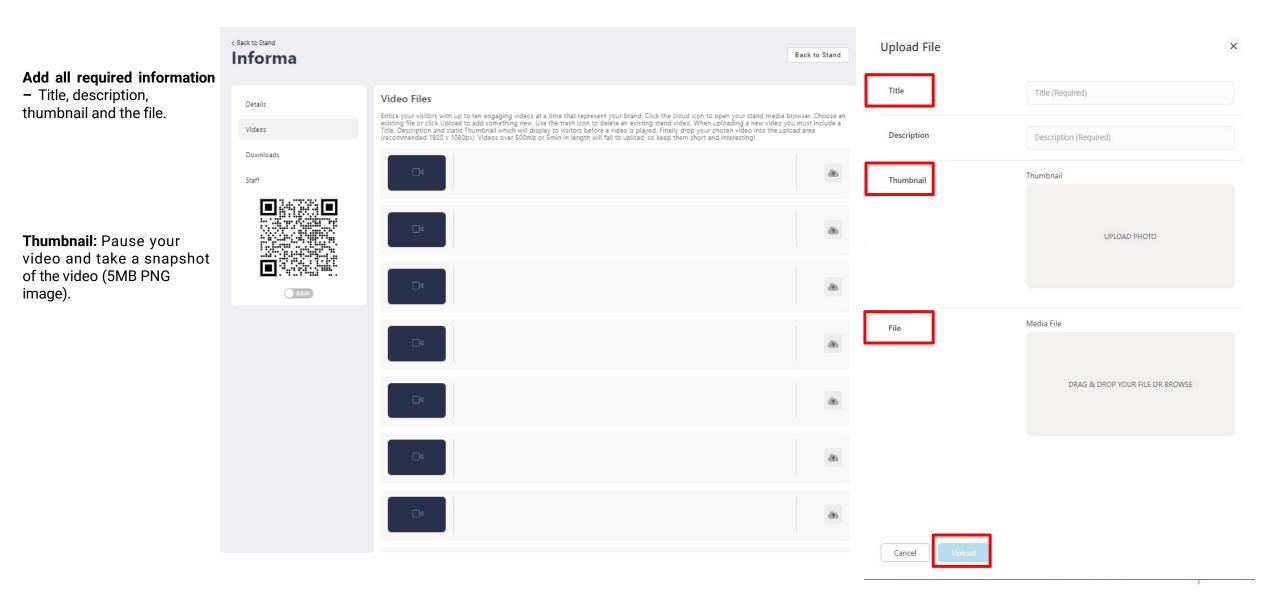


Upload Video: To upload a new video file, click on the cloud icon

Embed Existing Video: To input a video link that'd already hosted on an external site, click on the embed icon

Don't forget to save all changes by clicking on **"Update Videos"**

STEP 5 CONT. – ADD NEW VIDEOS

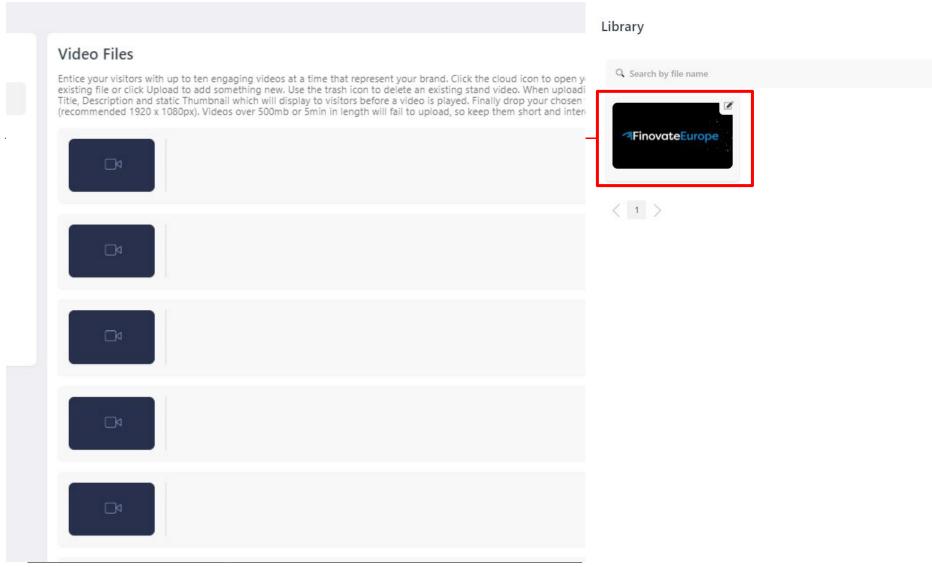


×

Upload

STEP 5 CONT. – UPLOAD NEW VIDEOS

Select the file in the library and press "Confirm Selection."



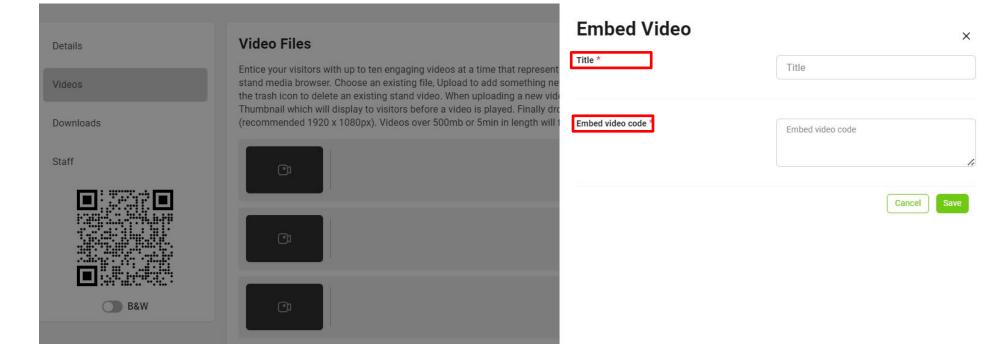
STEP 5 CONT. – EMBED VIDEOS

Add a title for your video

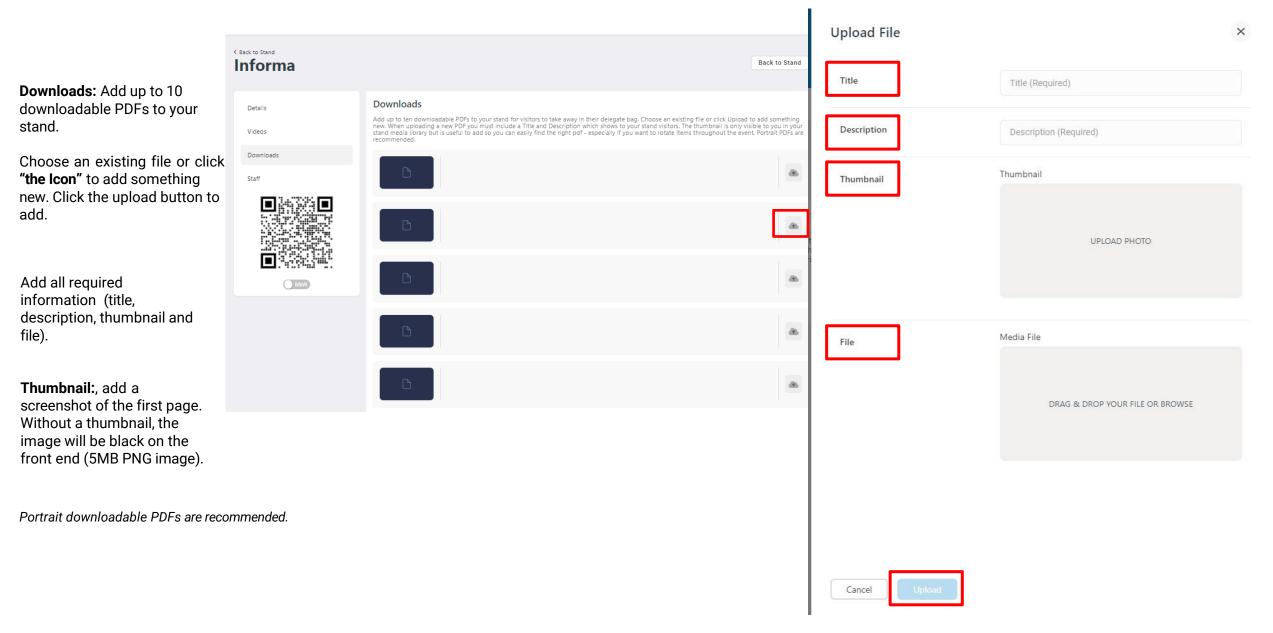
Paste Existing Embed Code

Vimeo is recommended as a video hosting site

An example of a Vimeo embed link format: https://player.vimeo.com/video/ 1234567890

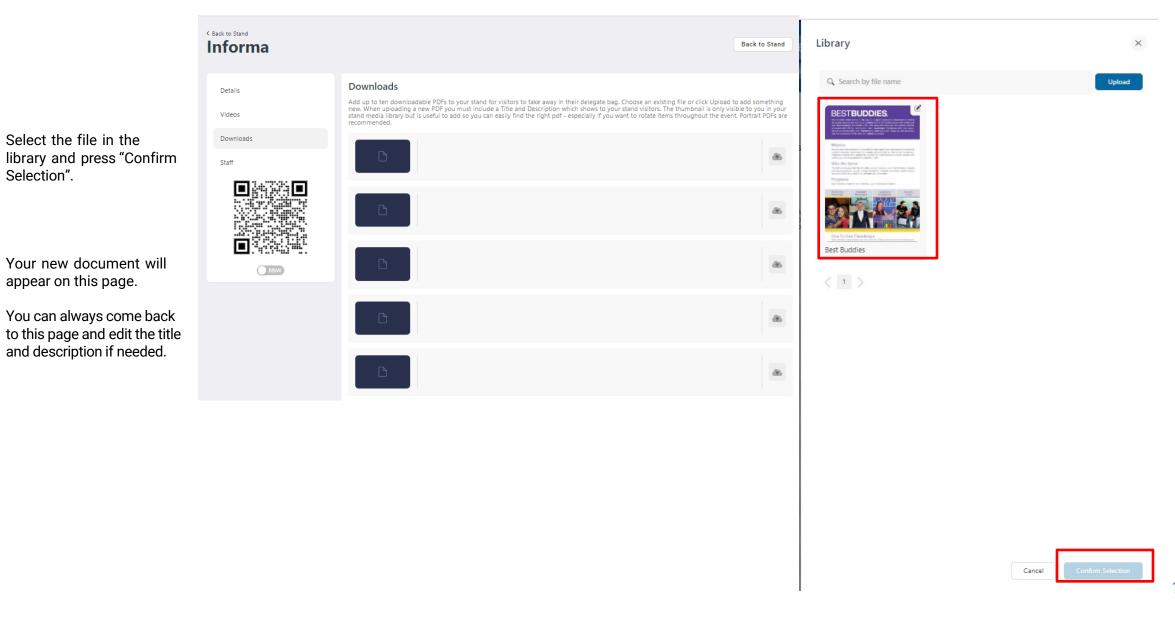


STEP 6 - ADD DOWNLOADABLE DOCUMENTS





STEP 6 CONT. – ADD DOWNLOADABLE DOCUMENTS



STEP 7 – MANAGE STAFF AVAILABILITY

Staff: Manage staff availability by toggling them on/off.

Get in touch with your operations manager if you team is missing.

Please note, your full team will not be displayed until ConnectMe launches for all attendees (4 weks before event)

< Back to Stand Informa Demo

Details

Videos

Staff

Downloads

Staff Availability

Manage which members of staff are available to contact from your stand by toggling them on/off here. Get in touch with the event organisers if you wish to add more staff members to your stand but note that new members can only be added once they have signed in to the platform and built their badge.



Jamie Gulden



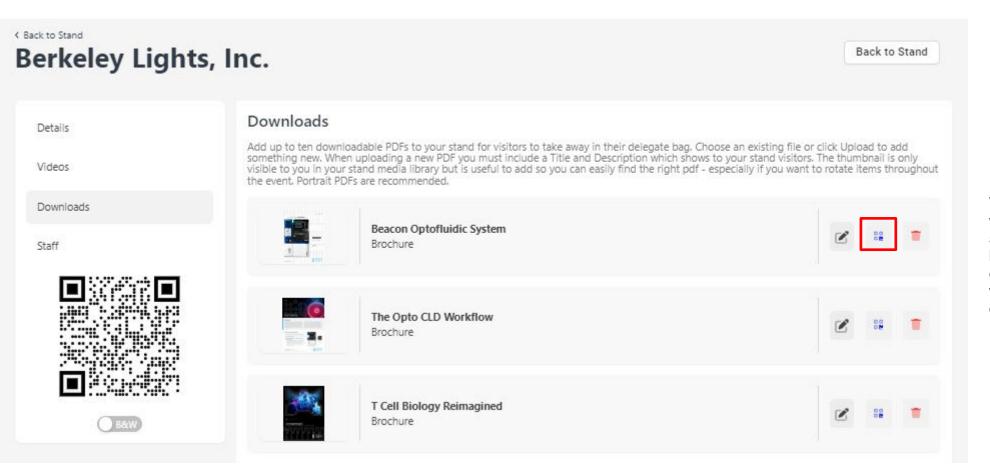
Back to Stand



B&V



STEP 8 – QR CODES



You can print a QR code which can be scanned by attendees onsite at your booth to download your documents for later viewing. All downloads come in 1 file



STEP 8 – QR CODES (cont'd)



Beacon Optofluidic System



When you click download, all your uploaded documents will be linked to the respective QR codes for you to print and bring onsite.



ConnectMe Guide: How to Edit your Personal Profile



STEP 1 – EDIT MY PROFILE

To edit your profile, go to My Event in the Navigation Bar and select My Profile.

To change/add a photo, click on the profile picture icon. Images should be no larger than 500x500px.

You can also change your password, timezone, job title etc. here too.

edTech Home Dashboard Summit	Agende My Event Attendees Speakers Exhib	it Hall Sustainability My Virtual Experience	
🖆 My Schedule	Details		
S My Meetings	Update your profile details		
 My Filters 	First Name	Last Name	
🖻 Delegate Bag	Jamie	Gulden	
울 My Profile	Profile Picture		
Edit Profile			
Change Password	Edit		
	Email		
	Jamie.Gulden@informa.com		
	Company	Job Title	
	Informa	Regional Director, Digital Experience	
	Bio		
			li
	Company Details		
	About Company		
	Timezone America/N		

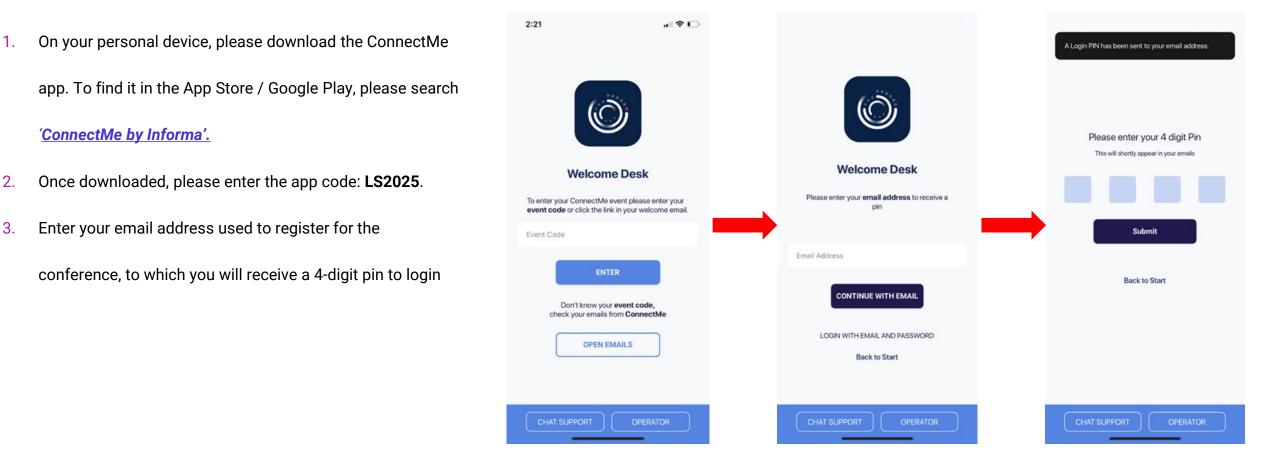


Lead Retrieval – Access Begins February 3 for registered attendees



LEAD RETRIEVAL – HOW TO SETUP, SCAN & COLLECT LEADS ONSITE STARTING FEB. 3

3.



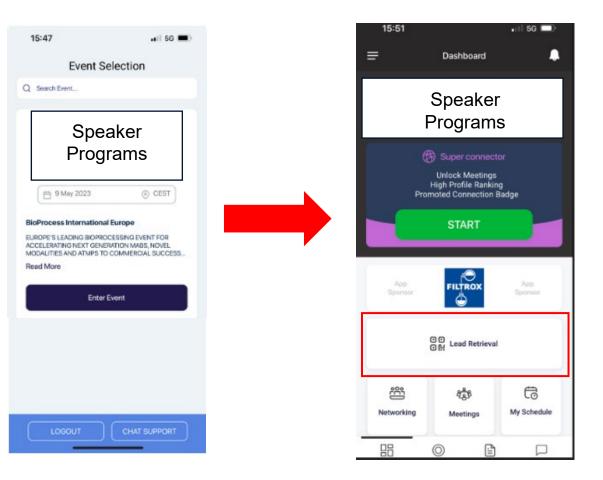
If you do not receive a 4-digit pin, please email Justine.Comeau@informa.com.



LEAD RETRIEVAL – LAUNCHES FEB. 3

4. Once entered, please select the Speaker Programs event. The dashboard on the right should appear and you will have the **Lead Retrieval** button which will take you to the lead scanning page.

If you do not see this button on your screen, please contact Justine.Comeau@informa.com





LEAD RETRIEVAL – LAUNCHES FEB. 3

5. This takes you to the partner portal for capturing leads. To begin scanning click the blue button at the bottom of your screen.

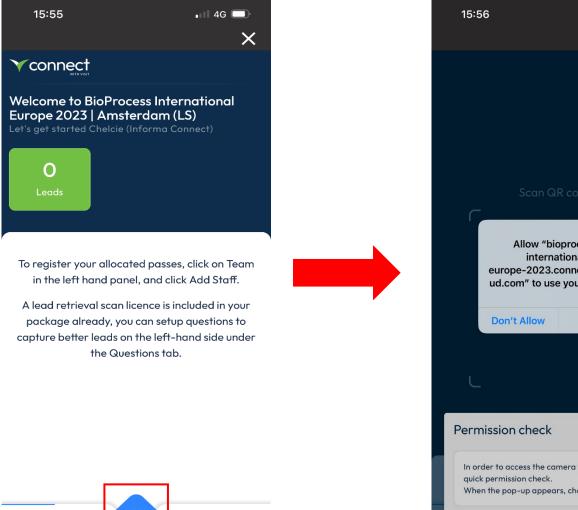
6. Make sure your camera permissions are set to "allowed" in order to scan.

*The specific name of your event will be shown

If you do not see this button on your screen, please contact Justine.Comeau@informa.com

Dashboard

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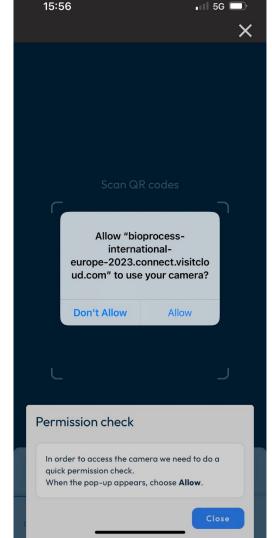


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More





LEAD RETRIEVAL – LAUNCHES FEB. 3

7. Example badge QR code:



8. These QR codes ill be printed on attendee badges onsite which will be easier to scan.

Once scanned, the page will show the attendee details and you are then able to add your own notes/media files and answer any preset questions.

Click the back button at the top left to go back to your main dashboard, which will show all your scanned leads in one place.

16:07		• 11 5G 🗩
← Contact		
Contact	Your questions	Notes
	Catherine Chang © Informa Connect	
General		Save
Email	catherine.chang@informa	.com
Recent notes	& media	See a
There are	e no notes or media files fo	r this lead.





FAQ -LEAD RETRIEVAL

PRE-EVENT

How do I setup my team so that they have access to capture leads?

As the main contact for your team, login to the VISIT Connect portal link sent to you by your operations manager to register your allocated passes for the event. Go to TEAM on the left-hand side navigation bar, and then select Add Staff. Once your team has been entered, they will be automatically setup with access to lead retrieval.

Can I setup custom questions?

Yes - your company's main contact person can set these for your team via the VISIT Connect portal under Questions.

How many custom questions can we have?

You can have an unlimited amount.

Is there a character limit for the questions I set?

There is a 100-character maximum for questions (including spaces).

When is the deadline for customizing questions?

There is no deadline, you can keep updating questions right up until the event.

Is it possible to get a developer's kit so that we can use our own lead retrieval system?

No, it is not possible. Lead retrieval for this event can only be used via the system provided through the ConnectMe app. You cannot scan badges with another program.

I want to stop my colleagues attending from downloading leads. Is this possible?

Yes, in your Visit Connect portal, go to TEAM on the left-hand side. Hover your mouse over the attendee whose permission you would like to change and select the *Edit* icon on the right-hand side. From here, you can change whether that person can: capture leads, export leads, show all leads or have admin permissions.

What does "admin" permission mean?

An Admin user will have access to dashboard, users, profile questions, leads and agenda. This included managing registration and downloading the team's leads.

FAQ -LEAD RETRIEVAL DURING THE EVENT

How do I access the lead scanner?

Download ConnectMe by Informa via your smart-device's app store.

What is the event code for the *ConnectMe* App? LS2025

How do I login to the app? Enter the email address that was used to register for the event.

How do I scan badges with the ConnectMe App?

Once logged in, on your dashboard you should see a Lead Retrieval button. Click this to begin scanning badges. If you do not see this button, please visit the helpdesk at registration.

Are the leads GDPR compliant?

All attendees are asked an explicit opt-in consent statement as a required stage of the delegate badge process. Please see example <u>here</u>. If your company requires a specific question to be asked, the easiest way of capturing this would be to create a custom question at setup.

Does lead scanning work if there is no internet connection?

Yes, you can still scan badges. The app will synchronise the missing information as soon as you reconnect to the internet. There will be event WiFi available to all attendees. Can I see the leads I've scanned in real-time?

Yes, all the leads you have scanned will show on the lead retrieval dashboard. From there, you can export these leads straight away.

Can I see a consolidated list of leads scanned by my team?

Yes, on the VISIT by GES pass registration portal under *Leads*, you can view and export your team's scanned leads. This will show which colleague scanned which delegate line by line.

Can I give permission to my colleagues to view and export all the leads on their devices?

Yes. As an admin user, you can click on the homepage > Team and see all the colleagues who are using Visit Connect. In the Permissions column, there are shown the 4 types of access:

- Admin permissions in this case, the user becomes an admin user
- Show all leads the user will be able to see the leads captured by other team members
- Allow capture leads this option is already enabled when a user is registered
- Allow export leads when enabled, the user can export the leads

Require help onsite? Visit the Helpdesk at registration for all Lead Retrieval Support.



FAQ -LEAD RETRIEVAL

POST EVENT

Where can I find my leads post-event?

By accessing Visit Connect from a desktop, you can export a .csv file of your team's leads including any notes that were made. Your main contact from each company can do this.

Will the leads I scanned be sent to me?

Your leads will be consolidated post event by our team and included in your ALCHEMY Report.

What is ALCHEMY?

Your dashboard contains all your event lead data in a single view. You will receive an email from Sofia Munoz with directions on how to access your data on the first day of the event. Your dashboard will continue to be updated during and after the event – all accessible through the same login credentials. You can then feel free to share your unique login credentials with anyone from your team. For any questions related to your lead data, contact <u>Sofia Munoz</u>.

How do I use the ALCHEMY dashboard?

Please click the link here to view an example of the Alchemy Dashboard.

I can't see the notes my team made in my ALCHEMY dashboard?

All booth scan notes and answers can be found on the VISIT Connect portal. Go to Leads on the left-hand side navigation bar and click Export. This will contain your scan notes.



Your Alchemy Dashboard





Access your Lead data

Lead Data Details

Your dashboard contains all event lead data in a single view. You will receive an automated email from Lead Insights (<u>sofia.munoz@informa.com</u>) with login credentials and instructions to enable access to your company's lead data dashboard. Data delivery timing varies by event so contact Sofia or your account manager to find out when your dashboard will become available.

Keep in mind that your company's primary contact also has real-time access to your raw scan data if exported directly from the VISIT platform, which is the only way to access your booth notes. For questions on this contact kristin.wittreich@informa.com

Demo Video: <u>https://assets.informa.com/leadinsights/Lead%20Insights%20Demo%20Video.mp4</u>

Lead Insights Benefits: https://assets.informa.com/leadinsights/Benefits.pdf

Third-party Consent Capture Details:

https://assets.informa.com/connectls/SPEX/LeadAnalyticsDashboard/ConnectMe_GDPR-Consent-Capture.pdf



Tips to Maximize Lead Capture

Scan at your booth via the ConnectMe app

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Maximize your content footprint

Create a digital booth with resources

Send meeting requests + messages early

Watch dashboard throughout event

CAPTURE MORE LEAD DATA!



Engagement Types found on your Lead Insights report

Activity Type	Description
Ad Click	Delegate clicked an in-platform banner ad from your company (not applicable to most sponsors)
Booth Visit - Digital	Attendee visited your company's showcase page
Booth Visit - Onsite	Delegate scanned by your staff at the onsite exhibition
Connection Enabled	A connection request was accepted between a delegate and your staff (not applicable to some events)
Content View – Digital Showcase/Exhibit	Delegate scanned a QR code at your onsite booth to add your collateral or booth listing to their delegate bag (not applicable to some events)
Inbound Call	Call to your staff initiated by delegate who visited your digital exhibition page
Meeting Schedule	Pre-arranged meeting with a specific time accepted between your staff and a delegate
Meeting unconfirmed	Delegate requested a meeting with your staff with no response from your staff
Poll Respondent	Delegated answered your sponsored poll question
Poster View	Delegate viewed and/or downloaded your sponsored poster presentation
QR Code Scan - Onsite	Delegate scanned a QR code at your onsite booth to add your collateral or booth listing to their delegate bag
Scheduled Session	Delegate added your sponsored session to their custom agenda
Session Attend – Live Digital	Attended a live session sponsored by or presented by your staff on the digital platform
Session Attend - OD	Delegate viewed an on-demand session sponsored by your company
Session Attend - Onsite	Attended a live face-to-face session sponsored by or presented by your staff
Session Question	Question submitted in association with your session (live or on-demand)

EVENT NAME 2024

- CONFERENCE APP connectine
- Access lead retrieval to scan attendee badges*
- View attendee directory
- Send direct messages and meeting invitations
- Set up and view virtual exhibit booths
- Access event content agenda
- Stream live (hybrid events) and on-demand sessions
- Scan exhibit booth QR codes

Who has access?

Sponsors, speakers and all attendees

Download the app

Enter App code: LS2024 (Event registration required to use conference app)

*All sponsor team members should see a "Lead Retrieval" button on the home screen of the ConnectMe app. Key Support Contact Digital Event Ops Justine.Comeau@informa.com

REGISTRATION SYSTEM Connect

- Register staff with contracted complimentary event passes
- Access all badge scan data captured by your team
- View badge scan notes
- Set up custom badge scan questions

Who has access? Sponsor's main contact only

Your main contact will receive preevent access via email to set up your team registration and lead retrieval Key Support Contact Exhibitor Ops Meghan.Gemmell@informa.com

LEAD REPORTING & ANALYTICS

Lead!nsights

- Access all your event leads, including session attendance, booth/badge scans, scan notes, virtual booth visits, and more
- View individuals/companies that are most engaged with your company
- Export your full event lead data
- Lead data is updated throughout event

Who has access?

Contract signer and main contact

You'll receive an email pre-event with access to your account, and you can extend access to colleagues. If you have questions about your lead data or access, please contact us. Key Support Contact Lead Data Delivery Sofia.Munoz@informa.com

