



About the Indiana Health Industry Forum

About Us

The Indiana Health Industry Forum is a 501(c)6 not-for-profit trade association for companies and organizations in the health sciences sector. The diverse members of the Indiana Health Industry Forum generate the collective voice of the state's health and life science industry. Our mission is to connect key stakeholders to enhance business networks, advocate for member interests, develop workforce skills, and provide strategic vision in the interest of growing the state's health industry economy and reputation.

Why IHIF

For every organization, large or small, IHIF provides a number of benefits that cannot be found anywhere else.

- IHIF helps create a **network** that increases interaction both between IHIF members and with health industry organizations across the state, country, and world. This helps provide a forum for business to business networking that may introduce potential collaborative partners.
 - IHIF is the Indiana affiliate of the Biotechnology Industry Organization (BIO), a partner in the PhRMA affiliated Hoosiers Work for Health Initiative, a Supporting Partner Organization for AdvaMed, and a not-for-profit Partner for HIMSS.
- IHIF is also doing its part to support Indiana's **economic development** efforts in the health and life science industries. The Forum leads implementation of a **Statewide Strategic Plan** to put industry driven guidance into practice in several areas.
- Foremost, the Forum provides guidance and leadership on **public policy** issues that affect the competitiveness of the health and life science industries in the country and state. This includes identifying policies and legislation that impact the industries, communicating with legislators on priority issues, providing position and policy statements, and developing policies that will favorably affect the industries.

IHIF members are encouraged to participate in or to help organize standing committees (Forums) organized around each of our focus areas. In addition to providing excellent networking opportunities, involvement with these groups can directly influence industry action and response.

IHIF also delivers direct financial benefits to members' bottom line through its affiliation with BIO and the BIO Business Solutions Program discounts and services. Additional special "IHIF Member Pricing" is available on all IHIF events and negotiated pricing is frequently available on outside events.

Membership in IHIF can be an advantage to people in your organization that work in research and development, finance, business development, government affairs, marketing, HR, and many others areas and in doing so, provide benefits and services only available through this unique organization.

For more information and to learn about specific IHIF member benefits, please visit us on-line at www.ihif.org.



IHIF Membership Matrix

	Basic Membership	Strategic Partners	Company	Patron	Advocate	Bronze	Silver	Gold	Platinum
Best For:	Very early start-ups, individuals, not-for-profits		Small Companies		Gov't Affairs and Colleges	Services and mid-sized companies, research institutions		Large Corporate Leaders	
Annual Membership Dues->	Free for 3 years	Free	\$300	\$750	\$1,000	\$2,500	\$5,000	\$10,000	\$25,000
Benefits									
Basic Membership Package*	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes
Membership Certificate			Yes	Yes	Yes	Yes	Yes	Yes	Yes
Access to BIO Business Solutions Programs			Yes	Yes	Yes	Yes	Yes	Yes	Yes
IHIF Event Discounts	10%	10%	10%	15%	15%	20%	50%	75%	Free
Website Directory Listing	website link and description	Separate page for partners website link and description	website link and description	includes logo	includes logo	includes logo	includes logo in directory and name on homepage listing	includes logo and homepage listing	includes logo and homepage listing
Student Discounts					Yes		Yes		
Company Description/Logo/Link in InForum Newsletter (3 mo. feature)				Yes	Yes	Yes	Yes	Yes	Yes
BioFutures	inclusion in member listing		inclusion in member listing	inclusion in member listing	inclusion in member listing	Co. profile with purchase of 1/4 page ad	Profile with purchase of 1/2 page ad	Profile with purchase of full page ad	Thought leader article with purchase of full page ad
Advocacy	Updates, BioAction, Toolkit	Updates, BioAction, Toolkit	Updates, BioAction, Toolkit	Updates, BioAction, Toolkit	Bill track access	Bill track access	Invitation to participate in BIO Fly-In	Invitation to participate in BIO Fly-In	Invitation to participate in BIO Fly-In
MOMENTUM			Access to counseling services: mentoring, networking	Access to counseling services: mentoring, networking				Can organize a Discovery Day (cost +fee)	Can organize a Discovery Day (cost only)
Annual Report		Special logo recognition						Logo on cover	Large logo on cover
Board seat								Yes	Yes
Forum Leadership								Yes - may lead Forum	Yes - may lead Forum



Value-Based Membership and Member Benefits

IHIF offers value-based, corporate memberships designed to meet your company's needs and objectives. Memberships run for one year from date of enrollment and cover all employees. Please visit www.ihif.org to complete an on-line application and pay for memberships.

About the Basic Benefit Package: Includes special IHIF Member logo for use on company website, subscriptions to INForum, IHIF's monthly newsletter, press release postings and social media promotion, access to IHIF Member only discounts on select events and programs, ability to participate in topical networking Forums.

Basic Membership: Free of Charge. Includes **Basic Benefit Package** plus website link and company description in the online member directory, listing in annual BioFutures magazine member directory, 10% discount to IHIF organized events, and access to advocacy updates, BioAction, and Issues Toolkit.

Strategic Partners: Free of Charge. Includes **Basic Benefit Package** plus 10% discount to IHIF organized events, listing on a separate web page for partners including website link and description, and access to advocacy updates, BioAction, and Issues Toolkit. Strategic Partners also receive special a special "thank you" and **logo recognition in the IHIF Annual Report**.

Company Members: \$300. Our best fit for start-ups! Includes **Basic Benefit Package** plus 10% discount to IHIF organized events, an annual **Membership Certificate**, eligibility to participate in the **BIO Business Solutions Program**, website link and company description in the online member directory, listing in annual BioFutures magazine member directory, access to advocacy updates, BioAction, and Issues Toolkit, and access to company counseling services (mentoring and networking) through IHIF's **MOMENTUM program**.

Patron Members: \$750. Better for small to mid-sized firms who may want to increase their visibility and outreach to the business community. Includes **Basic Benefit Package** plus 15% discount to IHIF organized events, an annual Membership Certificate, eligibility to participate in the **BIO Business Solutions Program**, website link, **logo**, and company description in the online member directory, listing in annual BioFutures magazine member directory, access to advocacy updates, BioAction, and Issues Toolkit, and access to company counseling services (mentoring and networking) through IHIF's MOMENTUM program.

Advocate Members: \$1000. Designed for government affairs functions and smaller colleges/universities. Includes **Basic Benefit Package** plus 15% discount to IHIF organized events, an annual Membership Certificate, eligibility to participate in the **BIO Business Solutions Program**, website link, logo, and company description in the online member directory, listing in annual BioFutures magazine member directory, and access to advocacy updates, BioAction, and Issues Toolkit. Access to annual State Bill Track. Special student discounts for IHIF events are also available.



Bronze Members: \$2,500. Ideal for mid-large companies wanting to showcase their Indiana connections and expertise. Includes **Basic Benefit Package** plus 20% discount to IHIF organized events, an annual Membership Certificate, eligibility to participate in the **BIO Business Solutions Program**, website link, logo, and company description in the online member directory, listing in annual BioFutures magazine member directory and ½ page company profile with purchase of ¼ page ad, access to advocacy updates, BioAction, and Issues Toolkit. Access to annual State Bill Track.

Silver Members: \$5,000. Includes **Basic Benefit Package** plus 50% discount to IHIF organized events, an annual Membership Certificate, eligibility to participate in the **BIO Business Solutions Program**, website link, logo, and company description in the online member directory and **logo recognition on IHIF homepage**, listing in annual BioFutures magazine member directory and full page company profile with purchase of 1/2 page ad, access to advocacy updates, BioAction, and Issues Toolkit. Access to annual State Bill Track, and invitation to participate with IHIF leadership in annual BIO Fly-In in Washington, D.C. Special student discounts for IHIF events are also available.

Gold Members: \$10,000. For Indiana's stand-out life sciences leaders who want to be actively engaged! Includes **Basic Benefit Package** plus 75% discount to IHIF organized events, ability to lead member driven issues Forums, an annual Membership Certificate, eligibility to participate in the BIO Business Solutions Program, website link, logo, and company description in the online member directory, logo recognition on IHIF homepage and on **cover of IHIF Annual Report**, listing in annual BioFutures magazine member directory and 1 ½ page **company profile with purchase of a full page ad**, access to advocacy updates, BioAction, and Issues Toolkit. Access to annual State Bill Track, and invitation to participate with IHIF leadership in annual BIO Fly-In in Washington, D.C., and **seat on IHIF Board of Directors**. **Please contact IHIF for assistance with this membership.**

Platinum Members: \$25,000. IHIF's most elite membership category for companies who value Indiana's unique bio-sciences and med tech ecosystem and want to drive operative conversations and connections. Includes **Basic Benefit Package** plus free access for employees to IHIF organized events, ability to lead member driven issues Forums, an annual Membership Certificate, eligibility to participate in the BIO Business Solutions Program, website link, logo, and company description in the online member directory, logo recognition on IHIF homepage and on **cover of IHIF Annual Report**, listing in annual BioFutures magazine member directory and **company profile plus editorial column with purchase of a full page ad**, access to advocacy updates, BioAction, and Issues Toolkit. Access to annual State Bill Track, and invitation to participate with IHIF leadership in annual BIO Fly-In in Washington, D.C., **ability to organize a "Discovery Day"** (fee waived, cost only), and a **seat on IHIF Board of Directors**. **Please contact IHIF for assistance with this membership.**



Membership Application

Welcome! The Indiana Health Industry Forum (IHIF) is the bio+med tech trade association for companies in Indiana. At IHIF, our mission is to connect key stakeholders to: enhance business **networks**, **advocate** for member interests, develop **workforce skills**, and provide **strategic vision** in the interest of growing the state's health industry economy and reputation. Please complete the following application for membership.

Membership Selection

- ☐ Basic Membership – Free
- ☐ Strategic Partner – Free
- ☐ Company - \$300
- ☐ Patron - \$750
- ☐ Advocate - \$1,000
- ☐ Bronze - \$2,500
- ☐ Silver - \$5,000
- ☐ Gold - \$10,000
- ☐ Platinum - \$25,000

If paying with a credit card, please complete the on-line application at www.ihif.org.

☐ Please invoice my organization.

☐ Check enclosed. Please make checks payable to "Indiana Health Industry Forum".

Please return this form and payment to:
IHIF

Attn: Membership Coordinator
429 E. Vermont Street, Suite 304
Indianapolis, IN 46202

Please share with us why you are joining IHIF:

- ☐ Promote your business, locally, nationally, and globally.
- ☐ Support the industry in the state and contribute directly to its growth and direction.
- ☐ Find others who share your interests and build your business network.
- ☐ Lend your voice to public policies that support innovation and patient access to therapies.
- ☐ Directly impact your bottom line with significant savings and discount programs exclusively for IHIF members.
- ☐ Other:

Contact information

Company Name: _____

Company Website: _____ Phone: _____

Primary Contact Name: _____

Primary Contact Title: _____

Primary Contact E-mail: _____

The Primary Contact will be responsible for processing membership invoices:
(please circle one) Yes No

If no, please provide name and contact e-mail for person responsible for dues payment.

Alternate Contact Name: _____

Alternate Contact Title: _____

Alternate Contact E-mail: _____

Company Mailing Address (Street or PO Box, City, State, Zip):

Location Address (if different) : _____

About Your Company

Brief Company Description (for use in membership directory):

**If you do not provide a description of your business we will copy information from your website or use a NAICS description*

Company Logo: For "Patron" level and higher, please e-mail a .jpg image of your company logo to info@ihif.org. If none provided, we will use your company name or a suitable image from your website.

Please provide your company's 6 digit NAICS code (if known) _____

Please visit <https://www.census.gov/eos/www/naics/> for help in determining your classification

Please select your industry sector(s):

- ☐ Biotechnology/Pharma
- ☐ Medical Devices and Scientific Equipment
- ☐ Digital Health
- ☐ Ag-bio/Animal Health
- ☐ Research, Testing, and Medical Labs (includes CRO's)
- ☐ Support Services
- ☐ University/College/Education
- ☐ Other:

Who are your customers?

- ☐ Biotechnology/Pharma
- ☐ Medical Devices and Scientific Equipment
- ☐ Digital Health
- ☐ Ag-bio/Animal Health
- ☐ Research, Testing, and Medical Labs (includes CRO's)
- ☐ Support Services
- ☐ University/College/Education
- ☐ Other:

Number of Employees (in Indiana) *required*

- ☐ 0-10
- ☐ 11-50
- ☐ 51-250
- ☐ 251 – 500
- ☐ 500+

Your Benefits Begin Here

BIO Business Solutions

If you have selected the “Company” level of membership or greater, you are eligible to participate in our BIO Business Solutions purchasing program. Please review the following page for information on the available programs and directions for signing up. This information is also available on-line at <https://bbs.bio.org/content/indiana-health-industry-forum-ihif>

Newsletter Sign-ups

IHIF’s monthly newsletter, “INForum”, shares member news, upcoming events, funding opportunities, and information of general interest. Members may also receive notices of special events or promotions. You may add additional contacts at any time. Please enter up to three contacts below or e-mail info@ihif.org for help.

Name/email 1: _____

Name/email 2: _____

Name/email 3: _____

MOMENTUM

MOMENTUM is IHIF’s suite of programs and services specially created to help start-up companies better connect with critical business assistance. MOMENTUM programs are available to “Company” and “Patron” members and admission to the program can be granted after an interview with IHIF staff to determine eligibility.

Forums

Forums are member-driven discussion groups organized around a variety of topics and meet throughout the year. If you would like to participate in a Forum, please select from the list below or sign-up on the IHIF website - <https://ihif.org/2017/03/03/forums/>

- ☐ Technology Commercialization
- ☐ Capital Formation
- ☐ Business Development/Economic Development
- ☐ Public Policy
- ☐ Workforce and Education

Thank you for your commitment to IHIF’s mission and your support of Indiana’s bio+med tech business community.



More saving. More research.

Join the largest cost-savings program in the life sciences industry.

BIO Business Solutions®, the largest cost-savings program for the life sciences industry, is FREE with your company's membership in the Indiana Health Industry Forum (IHIF). Receiving savings from our lab, clean room, and office partners is incredibly simple. We've already vetted the suppliers and negotiated discounted pricing and favorable end-user agreements.

There is no fee for IHIF members to utilize any of the programs and BIO membership is not a requirement. Visit www.ihif.org to learn more about membership and the benefits available through your participation in the BIO Business Solutions program.



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10% Off News
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10% off Business
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Discounts



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Systems



80% Off Office
Supplies



Free trials +
discounts on Quality
Management
Software



Discounted Fees
and Quotes



20% Off
VDR/File Sharing



Up to 50% Off
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Up to 74%
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**Business
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More saving. More research.

**BIO Business Solutions®
users saved more than
\$400 million* last year.**

*off list price

Life science companies of all sizes benefit.
Here's what our members have to say:

"We have been using the BIO Business Solutions® program for many years. We are using programs for things like office supplies and lab supplies and the savings come out to about \$200k a year. That's money we've been able to invest right back into our research so BIO Business Solutions® has definitely been a great choice for us."

— Dave Lawrence, CBO, Acorda Therapeutics

"With a heavy workload and smaller staff, we really don't have time to research business solutions or shop around. With BIO Business Solutions®, the due diligence has been done and the discounts negotiated for us. We now have the same buying power as much large companies and were able to save about \$30,000 dollars this past year..."

— Karthik Ramachandran, VP & Founder, Likarda LLC

"[BIO Business Solutions®] offers a lot of value not just for the smaller companies but for the mid-cap and even the bigger companies when you think about what it brings to the table. Now I have hands that are devoted to something else rather than working on deals that the BIO Business Solutions® group has already done for us..."

— Issac Young, Sr. Dir. of Supply Chain Ops., BioMarin Pharmaceutical

How to get started...



1. Contact us to check eligibility or become eligible.



2. Choose the cost-savings offers your company needs.



3. Start saving right away!

Join us today!

We'll help you with enrollment:

bio.org/bbs

bbsinfo@bio.org

(888) 246-1728

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INDIANA HEALTH
INDUSTRY FORUM

