

Breakthrough: a sudden advance, a person's first notable success.⁽¹⁾
For over 25 years, BioSpace has helped you promote your breakthroughs in the life sciences.

Your success; make it notable!





The Ultimate Meeting of the Minds.

BioSpace leads the way for life sciences recruitment

There's something to be said for the company you keep. When you surround yourself with like-minded achievers, your professional life becomes infinitely more rewarding. This is what we mean by community. Our niche community attracts hundreds of thousands of the brightest minds in business and science. These are active and passive job seekers who regularly take advantage of our vast online career resources including jobs, news, events and company information.

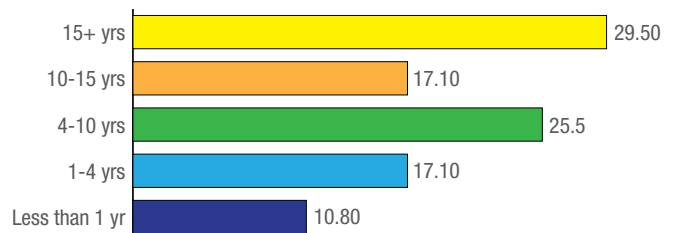
Our Career Network simplifies the process of hiring candidates and provides access to a comprehensive resume database with a diverse group of life science professionals – from C-level executives to postdocs to research, quality, engineering, sales and marketing. That's why for the past 25 years, human resource professionals in the biotechnology and pharmaceutical industries have turned to BioSpace to source the most qualified bioscience candidates.

Our job seekers – are exactly who you're looking for

Job seekers on the BioSpace site are experienced, highly educated, and many are already employed.

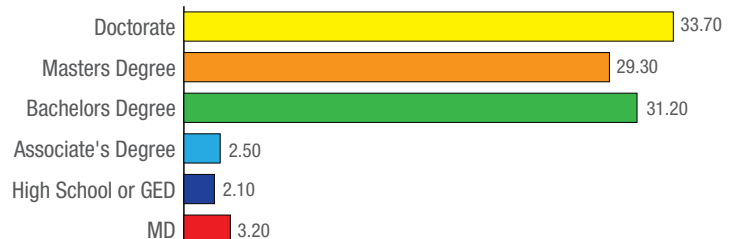
Experienced

More than 72% of our audience has four or more years of industry experience, 46% are actively looking for a job, and another 39% are employed but looking for new career opportunities.⁽¹⁾



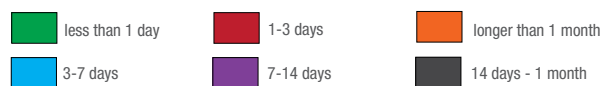
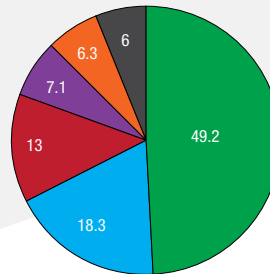
Educated

The vast majority of job seekers, 92%, has a Bachelor's degree or higher; and 61% has a Master's degree or higher – you won't find this level of talent on general job boards.⁽¹⁾



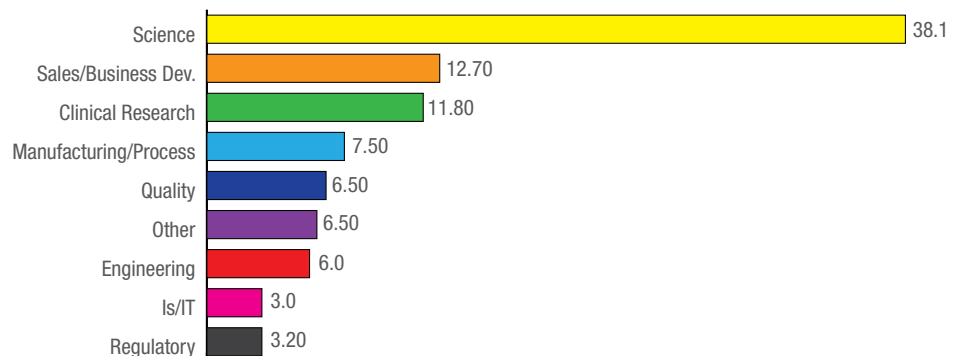
Loyal

It's all in one place. With a wealth of jobs, breaking news, financial information and events, more than 80% of visitors return within the week and nearly 50% return multiple times each day. More than 80% of visitors aren't on general employment websites. The industry's top professionals are here.⁽³⁾



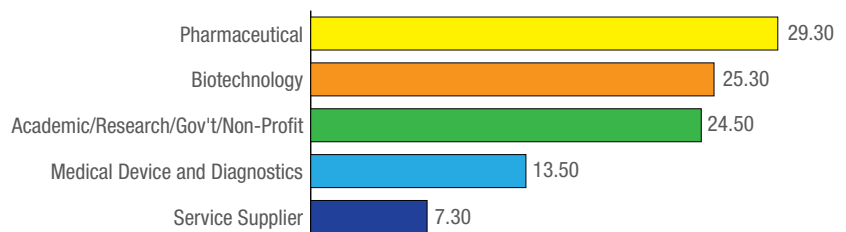
Industry of Expertise

From pre-clinical trials through taking your products to market, in BioPharma and Medical Device and Diagnostics, BioSpace attracts the talent to drive your business forward.



Industry Segment

When it comes to coverage of all the BioPharma sectors, from lab technicians to executive management, we attract and retain the right audience of industry professionals with diverse industry experience.



(1) Source: BioSpace Audience Survey

(2) Source: comScore Digital Analytix

(3) Source: Omniture SiteCatalyst®

When it Comes to Brand Exposure – You're Out There.

A single job posting on the BioSpace Network ignites a world of connectivity into more websites, industry partners and ultimately the most brilliant minds of science, than any other online source. That means unprecedented exposure to your job postings and brand messages, yielding you more reach for your investment. When you want to reach the most qualified professionals for the least expenditure, reach into BioSpace.



Gather Qualified Candidates at Light Speed.

Job Postings

We take a unique approach to your hiring needs by first understanding your goals and hiring needs and then fitting a customized package to help you get the right, qualified applicants. We also offer economies of scale – the more you post, the more you save.

Annual Membership has its perks

Plan to hire more than 20 employees for your research, scientist, engineering, quality business development and other life sciences positions? Take advantage of great discounts on job posting plans and enhance your listings with a quick link to your Company Profile.

Annual Membership Includes

One Annual Resume Database License and 20 Job Postings.

Rate: \$11,195

Job Posting Rates

Number of 30-Day Postings	Basic: Job Posting Rates (per posting)	Annual Membership: Job Posting Rates (per posting)
1 posting	\$375	Included in Annual Membership Package
5 postings	\$1,695 (\$339 per posting)	
10 postings	\$3,250 (\$325 per posting)	
20 postings	\$6,000 (\$300 per posting)	
21 – 49 postings	\$275	\$185
50 – 99 postings	\$250	\$175
100 – 199 postings	\$225	\$165
200 – 299 postings	\$200	\$155
300 – 399 postings	\$175	\$135
400 – 499 postings	\$150	\$125
500 – 749 postings	\$125	\$115
750 – 999 postings	\$100	\$100
1000+ postings	Call for pricing	Call for pricing

Resume Database pricing

Gain unlimited access to more than 250,000 job seeker resumes with more than 3,000 new resumes being submitted to jobs monthly – yours to review 24/7, whenever it's convenient for you. Set up Resume Agents to do the work for you, emailing you about top talent based on your keywords. You manage your contact with these candidates right from your accounts.

License	Pricing
1 quarterly license	\$2,495
1 annual license	\$7,495
2 annual licenses	\$6,495 per license (Save \$2,000)
3 annual licenses	\$5,995 per license (Save \$4,500)
4 annual licenses	\$5,495 per license (Save \$12,500)
5 annual licenses	\$4,995 per license (Save \$12,500)
6 or more annual licenses	Call for custom pricing

Quarterly database license and posting package options

- 1 quarterly resume database license, plus five job postings: \$3,895
- 1 quarterly resume database license, plus 10 job postings: \$4,995

Automated Job Postings

When you're hiring for more than one position, we save you the time and effort of having to repost on BioSpace every time you have a new opening. Simply update the job to your company's website, and we'll automatically post your job to the appropriate category on BioSpace. It's seamless.

Annual Rates – based on a one-year contract:

Number of Postings	Pricing
Up to 25 job wrap postings	\$30,000
26 to 50 job wrap postings	\$55,000
51 to 100 job wrap postings	\$90,000
100+ job wrap postings	Call for custom pricing

Supercharge Your Job Postings.

Make your job a Top Job

Get double visibility to your job postings by being featured as one of five Top Jobs! Top Job features get you one week of additional exposure on the BioSpace homepage, BioSpace Career Network homepage and in the GenePool daily eNewsletter. Text-only placements run for one week in all three areas and can double views and applies to your jobs.

- Top Job placements are available on BioSpace, DeviceSpace, ClinicaSpace and Collaborative and feature placements in corresponding Career Network homepages and eNewsletters.

Rate: \$125 per Top Job for one week

Reach more than 130,000 subscribers to the the bi-weekly Career Insider eNewsletter for only \$250.

Refresh your job to the top

Break out of the pack and bring your job to the top of the list by refreshing your job during the posting period. Refreshing your job can generate nearly 20% more views and applies compared to a standard 30-day posting.

Rate: \$125 per Refresh; great discounts for multi-refresh packages

Feature your company on the homepage

This is your time to shine: Stand out with your company description and links to all job postings right from our homepage and Career Network homepage. Hand-pick the portal – BioSpace, DeviceSpace, ClinicaSpace or Collaborative – and place your brand in front of millions of eyeballs in a single month on the homepage and Career Network homepage.

- Only one Featured Employer per month, per portal.
- Includes a large company logo, company description, featured jobs and a direct link to all of your active postings.

Rate: \$2,995 per month

Diversity sponsorships

Promote your brand on a BioSpace page dedicated to news and updates about diversity in our world and the workplace. Diversity sponsorships are \$12,000 to land your company logo on our site for an entire year. Plus, BioSpace Web banners and marketing campaigns will drive additional traffic to your sponsorship. It's high-level exposure to a qualified audience:

- White (Non-Hispanic/Latino): 47%
- Asian: 25%
- African American: 8%
- Hispanic/Latino: 6%
- Other (Native American, Pacific Islander, etc.): 14%

Job Agent Emails

Thousands of biopharmaceutical professionals receive Job Agent emails every day, alerting active job seekers to positions that match their specific qualifications and criteria. Sponsor a Job Agent email, and target job seekers who match your most demanding criteria. It's the most direct way to reach an engaged audience of top life sciences professionals.

Leaderboard – 728x90p

Location: all pages
 \$1,995 for 2 weeks (no more than two advertisers at one time)

Employer Tile Ad – 120x60p

\$1,995 for one month
 (fixed placement)

Finale Banner – 728x90p

\$1,295 for two weeks
 (no more than two advertisers at one time)



Dear Joe,
 We've compiled new job opportunities for you based on the criteria you specified.

Featured Jobs

Location	Title	Company
California	Research Associate/Sr. Research Associate, DNA Sequencing Job Search #4690845 / Job ID #34795	Pfizer Inc.
California-San Diego	Senior Scientist, Analytical Chemistry - DMPK (Takeda San Diego) Job Search #4690845 / Job ID #33503	Takeda Pharmaceuticals
California-San Diego	Temporary Scientific Associate Job Search #4690845 / Job ID #33505	Vertex Pharmaceuticals, Inc.
California-San Diego	Clinical Research Associate - CRA Job Search #4690845 / Job ID #34200	Clinical Research Management
California	Sr Systems Analyst Job Search #4690845 / Job ID #34523	Elan Pharmaceuticals
California-San Diego	Senior Director - MD Oncology Job Search #4690845 / Job ID #17079	Pfizer Inc.
California-San Diego	Immunohistochemistry Specialist / Certified Histotechnologist (R3) Job Search #4690845 / Job ID #17078	Pfizer Inc.
California	Associate Research Fellow/Research Fellow (Director), Biology Job Search #4690845 / Job ID #47047	Pfizer Inc.
California-San Diego	Director of Informatics (Takeda San Diego) Job Search #4690845 / Job ID #49345	Takeda Pharmaceuticals
California-San Francisco	Senior Scientist, Research Informatics (San Francisco) Job Search #4690845 / Job ID #50196	Takeda Pharmaceuticals

career fairs
 Exclusive Career Events for the Pharmaceutical and Biotech Industries
 CLICK HERE For More Information

Sample: Job Agent email

Identify Your Next Hire by Genotype.

Targeted Email Campaigns

Targeted Email Campaigns give you the ability to reach only the professionals you choose in the locations you want. Tap into the decision makers at top biotech and pharma companies with a personalized one-to-one message, and customize your list from our extensive database of subscribers. You decide how many people to reach, the types of people you want to talk to and in which locations suit you best. Targeted emails are a more personal way to advertise your company, hiring needs or product message – they go straight to the inboxes of life sciences professionals.

Turnkey List Creation, Distribution and Follow-Up

When you work with BioSpace, hand selecting your targeted email list is more than just checking off a few boxes. Our team provides insights into complementary groups of decision makers and industry professionals, so you can customize your list the way you would customize your message. Simply tell us which life sciences professionals you want to reach and where. We'll collaborate with you on list sizes and geographic areas to help you optimize your campaign. You provide the HTML message, and one week after the campaign launch we'll report response rates for tracking. The clicks just keep coming.

Simply provide:

- **Your company logo** – JPEG or GIF on a white background, 111x111 and 300 dpi.
- **Text** – Placed in Microsoft Word or text file.

Choose from 150 disciplines and narrow by state – it's the ideal way to get a targeted one-to-one message to your ideal buyer or candidate.

Or, have our creative department design it for you.

Promotional Email Campaigns

BioSpace also offers exclusive promotions to our eNewsletter lists of more than 180,000 subscribers. Distributions are limited to one per week for maximum effectiveness. List subscribers receive up to seven eNewsletters on a daily, weekly, monthly and bi-monthly basis across medical device and diagnostics, clinical research and other life sciences sectors. Benefit from custom reach to the most visited bioscience industry in the world.

Minimum cost: \$5,000 per distribution

Emails are subject to BioSpace editing to maintain industry relevance.

Hand-pick your prospects by area of expertise and state.

Number of emails	Price per email
0 – 10,000	\$0.50
10,001 – 30,000	\$0.45
30,001 – 45,000	\$0.40
45,001 – 60,000	\$0.35
60,001+	\$0.25

Area of Expertise		
Clinical Research	Bio-Assay Development	Immunology
Molecular Biology	Project/Program Management	Genetics
Biochemistry	Information Technology/Systems	Pharmacology
Biology	Chemistry	Manufacturing
Sales	Analytical Chemistry	Infectious Disease
Administration/Operations	Microbiology	Protein Chemistry
Laboratory	Process Development	Genomics
Cell Biology	Compliance/Documentation	Neuroscience
Oncology	Quality Assurance	Bioinformatics
Marketing	Customer Service	Chemical Engineering
		...and many others
State/Province		
California	New Jersey	New York
Pennsylvania	Massachusetts	North Carolina
Maryland	Illinois	Virginia
Connecticut	Washington	Delaware
Michigan	Alberta, CA	British Columbia, CA
		...Any location worldwide

Don't Just Build Your Brand, Genetically Alter It.

Company Profiles

BioSpace has created a dedicated section of our website specifically for your company to build awareness with active and passive job seekers and other business professionals. Company Profiles bring more people to your job postings, faster. Our site is designed to drive visitors to your company profile from every section – the home page, news section, events page, jobs, Hotbed pages, Career Fair section and more. Plus, Company Profiles encompass pertinent company information – stock prices, press releases, news stories and more, with a clickable link back to your company's website and job openings.

Company Profiles are flexible and updated daily

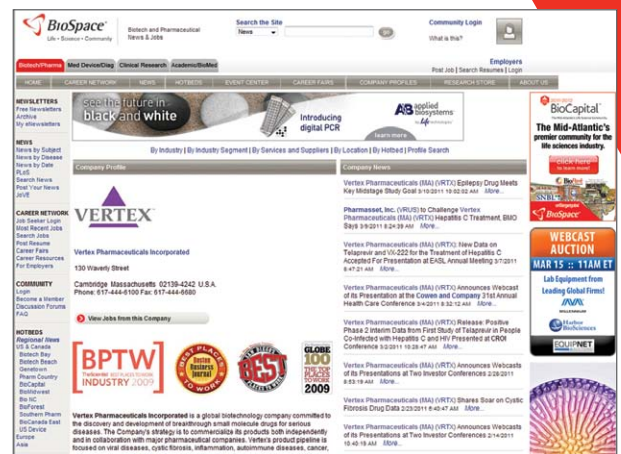
- Promote your company's brand and job openings.
- Inform top prospects of your brand and culture as a leading employer.
- Market an upcoming industry event or conference.
- Boost your brand awareness.
- Attract investors.
- Out-license technologies.

Your profile includes:

- 500-word company description
- Logo (EPS file)
- Product information
- Contact details
- Link to your corporate website
- List of all collaborations
- Stock information (if applicable)
- Development pipeline
- News/Press releases
- Link to jobs posted on BioSpace
- Key management listings
- Online search capabilities by industry and segment
- Video about your products, service and recruitment message to extend your company's branding and reach to optimal candidates. Videos appear in a 320x240 box below your business description.

Standard pricing is \$2,495

For emerging companies/start-ups less than three years old, you save \$1,000 – price is \$1,495



Sample: Company Profile page

Doing Business Bonus!

If you have an annual BioSpace membership package, your Company Profile is only \$1,000 a year.



Reach Life Sciences Candidates in the Fast Lane.

Web Banners

Banner advertising produces real results. Job seekers of all types converge on BioSpace for a variety of reasons: to browse jobs, connect with breaking news and events and check in on the latest career-advancing resources. Capture job seekers in their search and get more click-throughs to your job postings with banner ads on BioSpace. The hallmark of Internet advertising, banner ads are one of the most cost-effective ways to target active or passive job seekers in the industry and locations you choose. And with nearly 400,000 unique monthly visitors, your recruitment dollars will go far.

BioSpace.com offers a number of banner advertising spots designed to maximize your exposure and align your message with top read sections of the site. From the leaderboard and finale banner that anchor the top and bottom of each page, to center and right-hand spots that jump off the page, banner ads drive more traffic to your job listings. (See next page for locations and pricing.)

Create a Chain Reaction: Our Homepage Hot Spot

The top of a webpage is the most valuable online real estate today. It's where our visitor's eyeballs go first and you can get it for less. BioSpace's headliner position – our homepage Hot Spot, puts your company and jobs front and center to our entire homepage audience. If that didn't get your attention the price will – it's only \$1,500 a week. Placements are limited to one per week and with BioSpace's 400,000 unique visitors you'll be the first company they see.

Banner AD Zones

The screenshot shows the BioSpace website interface with several key areas highlighted for advertising:

- Leaderboard - 728x90p:** Located at the top of the page, above the main navigation.
- Homepage Hot Spot - 160x240p:** Located in the top right area, near the 'Looking for Jobs?' button.
- Pinnacle - 160x240p:** Located in the middle left area, near the 'Most Recommended' section.
- Tower - 160x240p:** Located in the middle right area, near the 'Today's Top Jobs' section.
- Skyscraper - 160x600p:** Located in the bottom middle area, near the 'Featured Employer' section.
- Box - 300x250p:** Located in the bottom right area, near the 'Careers' section.
- Finale Banner - 728x90p:** Located at the very bottom of the page.

Leaderboard - 728x90p
Location: all pages
 \$2,495 per week

Homepage Hot Spot
Location: homepage only
 \$1,500 per week

Pinnacle - 160x240p
Location: all pages
 \$1,995 per week

Tower - 160x240p
Location: all pages
 \$1,995 per week

Skyscraper - 160x600p
Location: all pages
 \$2,995 per week

Box - 300x250p
Location: all pages
 \$2,995 per week

Finale Banner - 728x90p
Location: all pages
 \$1,495 per week

Specs: JPEG or GIF, maximum rotation of three frames, Flash up to 30 seconds, maximum file size is 30K.

Where Life and Science Meet Face-to-Face.

Career Fairs

Each Career Fair attracts an average of more than 500 candidates looking to meet with you about your openings. Career Fairs give you access to the Career Fair candidate database so that you can mine prospects in advance of the event, interview in person at the event and dramatically reduce your time and cost to hire. Private interview areas give you the space to delve deeper into a candidate's background, while event receptions and sponsorships provide even more opportunities to screen applicants.

2012 Career Fair Schedule

Promote your company's brand and job openings.

Month	Career Fair	Location
February	Genetown	Cambridge, MA
March	Pharm Country BayBio Career Fair	Bridgewater, NJ Burlingame, CA
April	BioNC BioMidwest Biotech Beach	Raleigh, NC Deerfield, IL La Jolla, CA
May	Pharm Country BioCapital	King of Prussia, PA Bethesda, MD
June	Biotech Bay DeviceSpace BIO Career Fair	Burlingame, CA Irvine, CA Boston, MA
September	Biotech Beach	La Jolla, CA
October	Biotech Bay Pharm Country BioNC BioMidwest BioCapital	Burlingame, CA Bridgewater, NJ Raleigh, NC Deerfield, IL Bethesda, MD
November	Genetown	Cambridge, MA

BioSpace's Career Fairs are the industry's premier career events.

With more than 20 events nationwide, we provide you unparalleled access to the most qualified job seekers. As an exhibitor, you receive a turnkey package that includes booth space, candidate pre-screening, pre-event promotional activity and advertising and use of private interview rooms at the event. In addition, enjoy access to that Career Fair's resume database, use the new Career Fair Resume Agent functionality and communicate with any candidate registered for that event.

Private-Label Career Fairs:

It's all you. BioSpace will hold a Career Fair exclusively for your company and deliver the right candidates in the exact disciplines you choose. All with the same great benefits of BioSpace Career Fairs, customized to meet your immediate hiring needs.