



For more than 30 years ALDA has worked to meet the needs of our member companies and their CEOs and members of their senior executive teams. The goal of ALDA is to be the place where industry leaders develop strategic business relationships while learning about new market opportunities and emerging technologies.

In addition to our current [Board](#) other participating leaders include Serge Saxanov-10X Genomics, Barry Canton-Gingko Bioworks, Emily LeProust-Twist Bio, Stephen Tomisich-Trajan, Michael Stubblefield-Avantor, Alan Hirzel-Abcam, Omid Farokhzad-Seer, Stuart Elliott-Planet Innovation and many others from a variety of young dynamic companies and global industry leaders. Click [here](#) to see the entire list of ALDA member companies keeping in mind that in most cases the active representatives in the association are member company C-suite executives.

1. In 2023 we will conduct our second industry benchmarking survey on diversity & inclusion. In 2020 we conducted our first survey and delivered it to 40+ participating members. This will continue to be a priority for ALDA.
2. Our 2022 Fall conference looked at trends in pharma, Spring 2022 conference was on CGT; October 2021 we focused on proteomics. Next up: the Spring 2023 conference will look at spatial biology.

For all our conferences the goal is to share what is happening in these areas and highlight what is needed from the ALDA community to accelerate things.

3. We host virtual and small in-person activities both in the U.S. and abroad. Past activities have included Values Based Leadership, IPOing, a session on IVDD to IVDR followed by dinner in Zurich, and small in-person dinners in the Bay area and Boston.
4. We have active online working groups called collaboratives for senior HR and Ops executives. Bringing in industry experts and sharing best practices used to help manage this crisis has proven to be a highly useful new program offering for our members.
5. Finally along with the DEI survey mentioned above we have salary benchmarking and other relevant market data available to members. Click [here](#) to learn more about them.

WHO PARTICIPATES: While we have a strong representation from many of the leading industry companies we also have close to 30% of our member companies that are small dynamic companies plus an international presence which accounts for another 25% of our member companies.

Since January 2022 we've welcomed more than 30 new companies including Akoya Bio, Bionano Genomics, CareDx, Halo Labs, LGC Group, Maravai LS, NanoTemper Technologies, SomaLogic, Siemens Health Diagnostics, Veracyte, Vizgen, and many others.

As life sciences continues to cross into diagnostics ALDA's focus on emerging technologies compliments diagnostic technologies so there is an opportunity to understand both the LS and diagnostics side of the business while understanding how analytical tools are used across both these segments. Companies involved in one or all sides of this can use ALDA meetings and the network to gain insights into what the science across the industry is doing especially as we continue to see technology fluidity moving through life sciences into the diagnostics market space. At the same time ALDA allows participating executives to explore business opportunities and develop critical high-level relationships for potential collaborations and M&A.

HOW WE DO WHAT WE DO. Our in-person events bring together close to 200 industry CEOs and senior executives one or more meetings or events. They learned about new market opportunities and explored emerging technologies, deepened existing relationships with their partners whose technology powers the

industry, and discussed with each other what else is needed to move this industry forward. Many member company executives also expanded their strategic network with new industry executives.

Members connect during our meetings but also have access to a directory with every member company's official and alternate representative.

Today's virtual and in-person meetings provide member executives with the critical opportunity to stop and think about that strategic side of their business and share visions for technology and applications while developing high-level business relationships with key global executives in the industry.

YOUR TIME AND MEETING CONTENT – As you and your team work to grow and expand your company we understand that time is a valuable asset. With that in mind to get the most out of membership we believe you and members of your senior management team should allocate 3-5 days a year to attend one or both of our semi-annual meetings and when possible consider participating in our online meetings. While the networking is focused and powerful, ALDA's Senior Executive Conferences are 'a must'.

Spring 2022 Program Overview: As mentioned in May 2022 our Spring Senior Executive Conference focused on Cell & Gene Therapy. Click [here](#) to review the entire program detail.

Fall 2022 Program Overview: We were in Zurich in October 2022 for a program focused on trends in pharma. [Click here to review that program.](#)

OTHER VALUES: ALDA is where members can access industry guidance and information and stay connected with/get to know other industry leaders. For established executives or those interested in an exit strategy or moving their business in a different direction, it's a great place to learn about the new technologies and meet the executives running both established companies and young dynamic companies. We capture more than 70% of this industry's market share but as we mentioned close to 1/3 of our membership is made up of small dynamic companies under \$10M in annual revenues.

The association also holds these smaller meetings:

- One meeting a year for Service Executives (virtual),
- One meeting a year for Marketing & Sales executives (virtual),
- Two regional in-person dinner meetings - one in Boston and one in San Francisco, and
- Trade show breakfast meetings at industry conferences. In the past they have been AMP, AACC, Analytica, SLAS and ECCMID.

Our calendar of events (updated regularly) can be viewed by clicking [here](#).

DATA: Some members choose to participate in a Compensation Survey (click [here](#) to see more details). We conduct this every year with data collected in February from participants and the final report delivered to those participating members in late June-early July.

Earlier we mentioned launching an industry diversity and inclusion benchmarking survey in 2020 with more than 40 companies submitting data. This survey was conducted again in early 2022 with the expectation that this will continue each year to help our members track industry progress in this critical area.

Our Industry Assessments Report is a global report, delivered quarterly to all members and we also have three other market reports below are provided to participating companies only:

- Global Lab Instrumentation Bookings Report
- Bio-Research Reagents Market Report
- Microplate Reader Report

THE FINANCIAL SIDE: Membership is for corporations and our meetings are for C-suite executives and members of their senior executive team. Dues (in US dollars) are based on annual revenues of products that

“fall within the scope of ALDA” and run between \$2750 (under \$10 Million) up to \$39,000 (greater than \$2B.) *You should determine what piece of your business best fits the association and what dues category you fall under.*

In addition to annual dues, attendees pay registration fees for some of our in-person meetings - those fees are designed to recover part of the cost of the meetings. On average member company typically budgets less than \$10k USD annually for in-person meeting registration fees.

NEXT SEMI-ANNUAL MEETING: We welcome you to consider joining us as a *new member* for our next semi-annual meeting on April 30 in Boston! The topic will be spatial biology.

We cannot stress how critical attendance at our Senior Executive Conferences is to get the most out of membership. We'd be happy to put you in touch with one of our Board members to hear from them why they make time to attend these events.

TODAY'S PURPOSE: ALDA's goal is to support the vitality of our industry by creating a variety of educational programs and networks for senior executives. We're all working to move ahead but the pandemic provided us with an opportunity beyond meetings and market data – we build out new programs with real-time support to our members by facilitating discussions, sharing experiences, and serving as a repository for relevant industry specific documents, templates, and communications as we all learned to manage our way through this unusual time.

There is a lot of information here so if you have any questions, we welcome you to contact Kerrie Peterson, Membership Director at kpeterson@thealda.org.

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