



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, Michael Stubblefield-Avantor, Brian McKelligon-Akoya Bio, 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. Semi-annual C-suite and senior executive conferences with recent topics including how AI will impact our customers and industry, trends in pharma, spatial biology, and CGT. Next up: the Fall 2024 Conference on September 29-October 1 will look at multi-omics.

For all our conferences, the goal is to get the right people in the room and share what is happening in these areas while highlighting what is needed from the ALDA community to accelerate the science.

2. We host virtual and small in-person activities both in the U.S. and abroad. Past activities have included functional-level conferences for your M&S and Service & Support teams, women executive meetings, industry conference breakfast meetings, and regional in-person dinners in the Bay area and Boston.
3. Finally, we produce a D&I and a Salary benchmark survey/report along with several relevant market data reports all available to members, sometimes with access based on participation. Click [here](#) to learn more about these.

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.

As life sciences has dissected 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 two semi-annual conferences bring together in total more than 250 industry CEOs and senior executives. They learn about new market opportunities and explore emerging technologies, deepen existing relationships with their partners whose technology powers the industry, and discuss with each other what else is needed to move this industry forward. Many member company executives also expand their strategic network with new industry executives. This is a critical component of ALDA's value proposition.

We encourage members to connect during our meetings but also provide them with access to a directory with every member company's official and alternate representative. This is not meant for a mass marketing campaign but a way to meaningfully and deliberately build out their network.

ALDA meetings provide member executives with the critical opportunity to stop and think about the 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 business 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 conferences and when possible, consider participating in our smaller regional dinners and you or your team members getting involved in our functional level meetings.

The networking is focused and powerful and ALDA's Senior Executive Conferences are considered "must-attend" events. It is where members can access industry guidance and information and stay connected with/get to know other industry leaders.

OTHER VALUES: 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 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.

We briefly touched on the fact that the association also holds 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, ADLM, Analytica, SLAS, and ECCMID.

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

DATA: Some members choose to participate in our [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.

As mentioned, we produce an industry [diversity and inclusion benchmarking survey](#) that began in 2020 with more than 40 companies submitting data. This survey was conducted again in 2023 and the expectation is that this will continue every 2-3 years to help our members track industry progress in this area.

Our [Industry Assessments Report](#) is a global report, delivered quarterly to all members. We also have three other market reports below that 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 conferences are for C-suite executives and members of their senior executive team. Your dues (in US dollars) are paid in confidence and are based on annual revenues of products that "fall within the scope of ALDA." Dues amounts 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 pay dues based on the category you fall into.*

In addition to annual dues, attendees pay registration fees for some of our in-person meetings and market reports - those fees are designed to recover part of the cost of each activity. On average, member companies typically budget less than \$6-8k 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 September 29-October 1 in Half Moon Bay, California. The multi-omics program should be available mid to late summer.

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 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 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.

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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