

Delivering Enhanced Programs

MassBio is committed to delivering maximum value to our member organizations by providing best-in-class programming, events, and opportunities. Our goal is to support the needs of our members by helping extend capital, providing valuable business development opportunities and offering relevant, unique, and forward-thinking content.



This year we launched MassBio Forums, our new and improved content and networking sessions designed to address the ever-changing needs of the diverse life sciences community. Content for our Forums was driven by the new Forum Advisory Board and Forum Working Groups comprised of 51 volunteers from our membership.

Topics included the popular six-part series, Adventures in Biotech (company creation from concept through commercialization), CRO/CMO collaborations, patient advocacy, and more. Stay tuned for a busy Forum lineup in 2014, including a series on the opportunities and challenges of life sciences globalization.

We continue to focus on bringing relevant content and speakers to our larger events as well. This year's MassBio Annual Meeting featured keynotes from FDA Commissioner Margaret Hamburg and John Crowley, Chairman & CEO of Amicus Therapeutics, Inc., who shared his inspiring patient advocacy story. We also brought the patient-focused programming of Lifecycle Massachusetts: The MA Pavilion to the BIO International Convention in Chicago and once again hosted the productive partnering conference, BioPharm America™, which saw a record 2,950 one-to-one partnering meetings.

Boosting Your Bottom Line

MassBio remains committed to providing our members access to the most competitive pricing and best customer service through our MassBio Purchasing Consortium and we work closely with each supplier to achieve this goal. Based on feedback from our members, we look forward to expanding the Purchasing Consortium with even more suppliers in 2014.



To provide our members with more convenient access to our suppliers and their offerings, this year we launched our new Summer Supplier Series featuring vendor expo events throughout the state. We look forward to bringing the Supplier Series to your backyard again in summer 2014.

Next year we will launch a new Employee Perks program offering special savings and incentives at restaurants, retailers and attractions specifically for the employees of our member companies. We will need your help spreading the word so all employees know that in addition to the savings their companies see, all individuals at member companies will have access to personal benefits through MassBio.

Strengthening Your Network

We understand the importance of developing opportunities for collisions across our robust network, so in 2013 we enhanced our member networking events. This year we held more Open Houses than ever before, both here in Kendall Square and in emerging clusters throughout the Commonwealth, such as Waltham, Worcester, and Marlborough. We also hosted a Biotech Walking Tour and Trivia Night and convened our first Chief Scientific Officer invitational event.

We continue to work with cities and towns across the state as they grow their life sciences clusters and seek to become BioReady by adopting bio-friendly zoning, streamlining permitting, bolstering infrastructure, and pre-permitting biotech sites. In 2013, four more communities in Massachusetts – Avon, Marlborough, Medway, and Millis – earned new or upgraded BioReady ratings.



In 2013, we also continued enhancing our global connections. Through our Global Gateway initiative, we welcomed visitors from life sciences clusters in Japan, Australia, Belgium, the Netherlands, United Kingdom, Turkey, and Taiwan, among others. MassBio hosted four events in partnership with foreign agency members: Basel Day (Switzerland), Lithuania Day, Japan Biotech Showcase, and Italian BioMedicale. A record 19 foreign agencies are now MassBio members, with Enterprise Lithuania, JETRO (Japan), Portugal Trade and Invest, and the French-American Springboard joining this year.

Supporting Collaboration, Catalyzing Innovation

To support early-stage innovation and collaboration, this year MassBio matched 12 startups with teams of mentors through the MassCONNECT program. We also continued to host Pharma Days, our customized, invitation-only partnering events designed to ensure pharmaceutical companies meet the right biotech partners.

In 2013 we strengthened our programming around contract service providers and lab incubators (both vital elements of the life sciences ecosystem) by hosting related Forums and our second annual Massachusetts CRO/CMO Symposium and by launching our MA CRO CMO Gateway, an online portal created in partnership with OnDeckBiotech to connect life sciences companies with the unparalleled community of contract service providers in Massachusetts. In 2014 we plan to expand the Gateway to include more service provider members and facilitate valuable partnerships across our membership.

Advocating for You on Beacon Hill & Capitol Hill

2013 proved to be a busy year for MassBio's policy and advocacy initiatives. At the federal level, this year included proposed revisions to the Hospital Outpatient Prospective Payment System (HOPPS), ACA implementation, sequestration, and a government shutdown. At the state level, we worked on the implementation of the Health Care Cost Containment law and on biosimilars legislation.

Throughout 2013, MassBio worked to educate state lawmakers on the complex issue of biosimilars. Our Annual Policy Leadership Breakfast featured an expert panel on how to craft sound public policy around biosimilars. MassBio also hosted a Biotech Caucus event at the State House where legislators, industry leaders, and patient advocates discussed the intricacies of the bill being considered by the Legislature. The biosimilars bill currently before the Massachusetts Legislature includes BIO's five principles and will ensure patient access and patient safety. MassBio will continue to champion this legislation in 2014.

We are committed to working with all of our member companies to ensure that our industry's voice is heard as we head into another important year on the policy and advocacy front.

Shaping the Future



In the fall of 2013, with the help of Health Advances, MassBio began work on Impact 2020, MassBio's Strategic Plan that will assess the critical events, trends, policies and discoveries shaping the life sciences sector through 2020. Impact 2020 will include

recommendations to ensure that the industry thrives in Massachusetts and continues to advance science and early-stage innovation for generations to come. Impact 2020 will be presented at the MassBio Annual Meeting, April 3-4, 2014.

As we look toward the future, cultivating talent in Massachusetts will remain a priority. MassBio works closely with the MassBioEd Foundation to develop the life sciences workforce through career exploration programs, teacher training, and curriculum development. To enhance the careers of those already in the industry, MassBio organizes regular professional development and networking events. Members can also take advantage of discounts on MassBioEd's professional development courses.

MassBio and MassBioEd are committed to supporting workforce development, early-stage innovation, and the long-term success of the life sciences industry here in Massachusetts.

That was 2013. 2014 promises to be even busier and more productive. Hope to have you on board!