



**European Healthcare  
Distribution Association**  
Groupement International  
de la Répartition Pharmaceutique

## **ANNUAL SPONSORSHIP OPPORTUNITIES 2021**

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the vital link in healthcare

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## GET TO KNOW GIRP

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Access our [presentation video](#)



### Who we are

GIRP, the European Healthcare Distribution Association, is the **umbrella organisation for full-services healthcare distributors in Europe**. It represents the national associations of over 750 pharmaceutical wholesalers, as well as major international and pan-European healthcare distribution companies. GIRP members employ over 140,000 people and distribute around 15 billion packs of medicines as well as a wide range of healthcare products per year.



### What we do

GIRP promotes contribution healthcare distributors make to healthcare systems in Europe. **GIRP advocates members' interests**, ensures their voice is heard at EU level and defends a common policy for the continuous and safe supply of healthcare products and service.

GIRP **supports its members in national policy** initiatives and provides them a **meeting platform** for cooperation and information exchange, knowledge as well as experience transfer.



### Why we do it

GIRP's vision is of a modern and sustainable healthcare system in Europe which delivers health and well-being to European patients and citizens. As the vital link in healthcare we contribute to ensuring that **patients have access to the best and safest medicines, healthcare products and services whenever and wherever needed**.

## GIRP'S MEMBERS

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**43 Full  
Members**

(34 national associations and 9 major pan-European pharmaceutical wholesaling companies)

**6 Associated  
Members**

(pharmaceutical wholesaling companies/cooperatives outside of EU)

**10 Liaison  
Members**

(pharmaceutical industry and retail pharmacists)

**in 34 countries** including all EU/EEA/EFTA countries (*except Cyprus*), as well as Albania, China, Russia, Serbia and Turkey.



# PARTNER WITH GIRP

GIRP provides companies with a business interest in the healthcare distribution sector with the opportunity to **closely associate themselves with GIRP, its members, activities and events throughout the year**. Annual sponsors are acknowledged as GIRP’s partners and benefit from GIRP’s well-established image as a highly efficient distribution network that provides reliable and rapid services.

- ❖ Expanding your business opportunities, promoting your products and services, and meeting your existing and potential European clientele (mostly top management and senior executives from the healthcare distribution sector),



- ❖ Accessing our extensive network of supply chain partners and other key actors in the healthcare sector (including EU institution officials, pharmaceutical industry representatives, retail pharmacists and full-service healthcare distributors).
- ❖ Anticipating market opportunities and benefiting from the latest information on current and future trends that affect the distribution of pharmaceuticals as well as the healthcare sector in general.

## OUR CURRENT ANNUAL SPONSORS:

Partnership Sponsors



Associated Sponsors



Supporting Sponsors



Rowa® Technologies

Hear what they have to say about being a partner of GIRP:



*"The partnership with GIRP and the participation in their events allow us to be in regular contact with the key stakeholders and decision-makers of the distribution sector, stay informed of major developments and initiatives in the healthcare environment and have our own viewpoints and observations shared and challenged; and let's not forget about the fun and friendship!"* **IQVIA**

*"Systems and solutions as provided by KNAPP are "tailor-made" specifically for our industry and therefore we benefit significantly from the lively discussions at the Technical Committee meetings of GIRP. We, at KNAPP, see this as very beneficial for all parties involved."* **KNAPP**

## GIRP EVENTS

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Throughout the year, GIRP organises prestigious events and meetings that **combine business development with networking opportunities**, attended by top executives from the healthcare sector.



### Healthcare Value Chain Forum

📅 12 January 2021

📍 Brussels, Belgium

Members only event aiming to provide an opportunity for representatives from the pharmaceutical industry, healthcare distributors, and the pharmaceutical retail sector to come together and discuss common issues affecting the pharmaceutical supply chain.

👥 **around 50 - 60 attendees**

📄 find out more on [ehvcn.eu](http://ehvcn.eu)

### Supply Chain Conference

📅 11-12 March 2021

📍 Madrid, Spain

Public meeting offering practical hands-on information, workshops and updates on issues impacting the medicines supply chain. Gathering healthcare executives, distributors, manufacturers, representatives of national G(M)DP inspectorates, supply chain experts and drivers of new technologies.

👥 **around 120 attendees**

📄 find out more on [scc.girp.eu](http://scc.girp.eu)

### Annual Meeting and Conference

📅 30 May - 01 June 2021

📍 Cascais, Portugal

Public meeting addressing future trends and developments. Gathering GIRP members on top level, senior representatives from the pharmaceutical industry and the retail sector, European and national decision makers.

👥 **around 200 attendees**

📄 find out more on [amc.girp.eu](http://amc.girp.eu)

### Autumn Meeting and Conference

📅 17 November 2021

📍 Brussels, Belgium

Members only event addressing issues of interest for the healthcare value chain and our annual sponsors.

👥 **around 50 attendees**

Additional internal meetings around our working groups: Economic and Social Affairs Committee, Legal Affairs Committee, Public Affairs and Policy Committee, and Technical Committee.

Access detailed information about [our coming events](#) on our website.



## OUR PUBLICATIONS

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GIRP promotes its annual sponsors through its member focused publications. These publications include:

Press Review	GIRP Market Focus	GIRP EU Insights	GIRP Annual Report
members-only*	members-only*	members-only*	public
weekly	monthly	quarterly	yearly

\*members-only include our annual sponsors

GIRP annual sponsors' logos are included in each publications. Each sponsor is entitled to write 1 editorial per year for GIRP Market Focus and articles as "news from sponsors" are published in our GIRP Market Focus. Please find more information on page 9.

Additionally, the GIRP website provides a platform for all external and internal communication.

GIRP annual sponsors have access to a specific part of the internal website ("Member Area") and therefore consequently gain general information and insights into upcoming legislation and political developments in the health sector. In the Member Area of the website, our annual sponsors have access to GIRP's Publications, GIRP Statutes, Conference proceedings and Documents of General interest.

## SPONSORSHIP PACKAGE

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Our annual sponsorship opportunities include 3 categories of annual sponsors, providing different benefits\*:

**Partnership Sponsor** **65 000 €**

**Associated Sponsor** **40 000 €**

**Supporting Sponsor** **20 000 €**

21% VAT excluded.

*\*The sponsorship of our Supply Chain Conference is an additional package. It is not included in the above packages.*

*\* The benefits included in the sponsorship packages that are related to the events might change in case of restrictions consequential to COVID-19 pandemic.*

## ► Internal Meetings

Partnership and Associated Sponsors are invited to hold presentations in front of our Managing Board and Board, General Assembly, and Committees (Technical, Legal Affairs, Economic and Social Affairs, Public Affairs and Policy). This is organised on a rotating basis and following a specific request to the GIRP office.

In addition, Partnership Sponsors can choose one Committee in which they can hold a permanent observer seat.

Supporting Sponsors may hold one presentation per year in front of one of our Councils (Advisory Council Supply Chain Solutions and Retail), Committees (Technical, Legal Affairs, Economic and Social Affairs, Public Affairs and Policy) or Project Groups. This is organised on a rotating basis and following a specific request to the GIRP office.

## ► Annual Meeting and Conference

Your company will be entitled to the exclusive sponsorship of the available event of your choice. Partnership Sponsors have the first choice, Associated Sponsors have the second choice and Supporting Sponsors the third choice. At your selected event, you can hold a keynote speech to welcome the guests, your company banner will be visible during the event and your logo will be printed on the menu cards.

\*Speaking opportunities are mainly discussed with partnership sponsors

	Partnership Sponsor	Associated Sponsor	Supporting Sponsor
List of participants with their company names prior to the meeting. Email addresses are not shared (GDPR).	✓	✓	✓
Company logo (and contact details as possible) included in promotional and supporting material (event campaign, dedicated website, stage backdrop, dedicated mobile application, conference programme, sponsor loop that is played during conference breaks)	large logo	medium logo	small logo
Free registration for the executives of your company	6 persons	4 persons	2 persons
Company stand in the exhibition area in a privileged position in the coffee/lunch area (first choice to partnership sponsors, second choice to associated sponsors, third choice to supporting sponsors and following seniority)	1 <sup>st</sup> choice	2 <sup>nd</sup> choice	3 <sup>rd</sup> choice
Company brochure and promotional materials included in the conference participants welcome bags	✓	✓	✓
Targeted presentation during the business programme on a relevant subject or moderation of a conference session	✓*	x	x

## ► Autumn Meeting

Associated Sponsors are offered the sponsorship of the coffee breaks or a lunch prior to the internal meetings. Sponsors' banners will be visible during the event and their logos will be printed on the menu cards.

	Partnership Sponsor	Associated Sponsor	Supporting Sponsor
List of participants with company / organisation names prior to the meeting	✓	✓	✓
Company logo included in the sponsor loop that is played during conference breaks and in the programme along with all other supporting materials	large logo	medium logo	small logo
Free registration for the executives of your company	3 persons	2 persons	1 person
Company stand in the exhibition area in a privileged position in the coffee/lunch area	1 <sup>st</sup> choice	2 <sup>nd</sup> choice	3 <sup>rd</sup> choice
Company brochure and promotional materials included in the conference participants welcome bags	✓	✓	✓
Targeted presentation during the business programme on a relevant subject	✓*	x	x

\*Speaking opportunities are mainly discussed with partnership sponsors

## ► Website

	Partnership Sponsor	Associated Sponsor	Supporting Sponsor
Company logo and profile in 'Our Sponsors' section and in the footer with a link pointing to your website	✓	✓	✓
Brief publications in the "News from our sponsors" section	unlimited	4 / year	1 / year



## ► Press Review

	Partnership Sponsor	Associated Sponsor	Supporting Sponsor
Company logo in all issues in the footer of all pages	✓	x	x
Company logo in all issues on the last page	✓	✓	x

## ► GIRP Market Focus and GIRP EU Insights

	Partnership Sponsor	Associated Sponsor	Supporting Sponsor
Editorial by a senior executive (one issue/year) in GIRP Market Focus	✓	✓	✓
Company logo in the sponsors' box in all issues of each publication	✓	✓	✓
A ten-line article in 'News from Sponsors'	3 / year	2 / year	1 / year
One-page advertisement (one issue/year, upon request)	✓	x	x

*\*The distribution of the GIRP EU Insights is limited to Full Members and include our annual sponsors.*

## ► Annual Report

Your company's logo is displayed under an advertorial written on a topic relevant to the company's field of activities. Your company's logo will be displayed on the last page of the brochure.

See our **Annual Report 2019-2020** [here](#).

## ► Supply Chain Conference (additional package)

	<b>Partnership Sponsor (5000€)</b>	<b>Associated Sponsor (4000€)</b>	<b>Supporting Sponsor (3000€)</b>
List of participants with their company names prior to the meeting	✓	✓	✓
Company logo (and contact details as possible) included in promotional and supporting material ( event campaign, dedicated website, stage backdrop, dedicated mobile application, conference programme, sponsor loop that is played during conference breaks)	large logo	medium logo	small logo
Free registration for the executives of your company	3 persons	2 persons	1 person
Company stand in the exhibition area in a privileged position in the coffee/lunch area	1 <sup>st</sup> choice	2 <sup>nd</sup> choice	3 <sup>rd</sup> choice
Company brochure and promotional materials included in the conference participants welcome bags	✓	✓	✓
Targeted presentation during the business programme on a relevant subject or moderation of a conference session	Depending on programme	Depending on programme	Depending on programme
Social event(s): visible banners during the event, printed logos on the menu cards.	Lunch	Coffee break	x

*GIRP encourages and welcomes suggestions for sponsorship options not listed here.*

## Contact

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