

# STRATEGIC MEETINGS MANAGEMENT

FOR PHARMACEUTICAL, BIOTECH  
& HEALTHCARE

*Expert strategies and processes  
that save you money.*

AMI has experience catering to organizations that support a long list of therapeutic products and services throughout the pharmaceutical, biotech and healthcare industries.

Our strategy focuses on methods, budgeting processes, bidding and planning for any event and meeting management needs. Our certified meeting planners and executive leadership team help develop a strategic meeting management plan for your organization.



## AMI PROVIDES CONSULTING FOR:

MEETINGS | INCENTIVES  
CONFERENCES | TRADESHOWS  
EXHIBITIONS

# \$1M+

WE'VE SAVED TENS  
OF THOUSANDS  
TO MILLIONS OF  
DOLLARS FOR OUR  
CLIENTS.

## HEALTHCARE MEETING SERVICES:

- Full Meetings Management
- HCP Data Collection
- HCP Meal Cap Management
- Honoraria Management
- Transparency Reporting
- Travel Management



# AMI DEVELOPS AND IMPLEMENTS STRATEGIC, SYSTEMATIC PROCESSES THAT HELP CONTROL COSTS.

## THESE PROCESSES INCLUDE:

- Audit and evaluation of current processes to identify inconsistencies and inefficiencies
- Automated sourcing platforms with multi-tiered bid processes
- Automated budgeting processes
- Corporate policies across meetings, events, travel and sourcing

## AREAS OF CONSULTATION

### OPTIMIZE A SYSTEMATIC MEETING LIFE CYCLE

Developing clear milestones and timelines are critical for success. AMI consults on best practices to meet your needs, from concept development, meeting sourcing, and budgeting, to implementation and reconciliation.



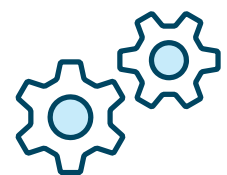
### CONSISTENT MEETING POLICIES AND PRACTICES

In many organizations, meeting planning and executions fall across a wide spectrum of divisions, departments and groups, and AMI helps ensure your strategic meeting policies are consistent and follow current best practices.



### SUPPORT AND SYSTEMS CONSULTATION FOR PROCUREMENT DEPARTMENTS

At AMI, we consult closely with procurement teams to ensure they are building processes that make sense in the “meetings world” and produce cost savings and/or ROI. We also help procurement professionals develop new meeting policies and procedures to be integrated organization wide.





# AREAS OF CONSULTATION CONT.

## MEETINGS TECHNOLOGY CONSULTING

AMI provides consulting services for meetings technologies, which require the input of registration data and often merchant processing. With one integrated system, management of revenue and expenses is centralized. AMI's work with organizations to develop their meetings technology has saved millions of dollars on meeting spend—and made happy clients.



## MEETING STRATEGY ANALYSIS

- Audiovisual Strategy & Support
- Close Caption & Translation
- Content Management
- Event Production Delegate Management
- Enterprise Licensed Technologies
- Food & Beverage Hotel Management
- Honoria & Expense Reimbursement
- Meeting Management Logistics
- On-site Registration Support
- On-site Labor
- Off-site Activities
- Meeting Supply Management
- Registration Services
- Remote Registration Support
- Speaker and Presentation Management
- Streaming Meeting Technologies
- Trade Show Display and Exhibit Management

We look forward to  
building a long term  
partnership with you.



# Our Clients

## PARTNERSHIPS BASED ON MUTUAL TRUST AND RESPECT

AMERICAN MEETINGS, INC. (AMI) HAS HAD THE  
HONOR TO WORK WITH SOME OF THE MOST  
SUCCESSFUL BRANDS IN THE WORLD.

**BAUSCH** Health

 Bristol Myers Squibb

 Cleveland Clinic  
Florida

 **CVS**Health.

 KAISER PERMANENTE.

**labcorp**

 **LUPIN**

 MannKind  
Corporation.

 NOVARTIS

**OPKO**  
Biologics

*optinose*

 **Pfizer**

**stratus**   
Leading the Way Forward

**Syneos**   
Health

 **VECTURA**

  
THE VITAMIN SHOPPE

 **Roche**

**Ami** Meetings.Health

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