

Value & impact of EMBL-EBI's Industry Programme



How to use this member value pack

This slide pack is designed as a **modular toolkit** to help you communicate the value and impact of EMBL-EBI's Industry Programme within your organisation.

Each section highlights a different aspect from an overview of the **Industry Programme** as a whole, to details on **Strategy & engagement meetings** as well as **Industry workshops**.

You do **not** need to present all slides together. Instead:

- **Pick and choose** the slides most relevant to your audience (e.g. scientific teams, leadership, BD/strategy).
- **Combine** key metrics and quotes with strategic or financial highlights to make a compelling case.
- **Use factsheets** as standalone overviews or as context slides to support internal discussions and planning.

Our aim is to make it easy for you to **showcase the value of membership** in a way that resonates with your internal stakeholders.

Your EMBL-EBI Industry Partnerships team



Rolf Apweiler
Former Director
EMBL-EBI

“I am convinced that the Industry Programme was a **catalyst in creating a community of bioinformaticians in industry** and for establishing bioinformatics as a substantial discipline in life science companies.”

Factsheet: EMBL-EBI Industry Programme

What?

Subscription-based membership since 1996

Who?

Run by EMBL-EBI's Industry Partnerships team

For whom?

Bioinformatics, data, computational, and other R&D scientists



When?

4 Strategy meetings & 10 Industry workshops per year

How?

Member-led: By members for members

Why?

Open, pre-competitive knowledge exchange

Regular touchpoints with EMBL-EBI and other members

EMBL-EBI Industry Programme: Current members

abbvie

astellas

astex
pharmaceuticals

AstraZeneca

BAYER

Biogen

Boehringer
Ingelheim

Bristol Myers Squibb

Daiichi-Sankyo

Eisai

GSK

Johnson&Johnson
Innovative Medicine

Lilly

Lonza

MERCK

moderna

NOVARTIS

novo nordisk®

Pfizer

Recursion.

REGENERON
science to medicine®

Roche

sanofi

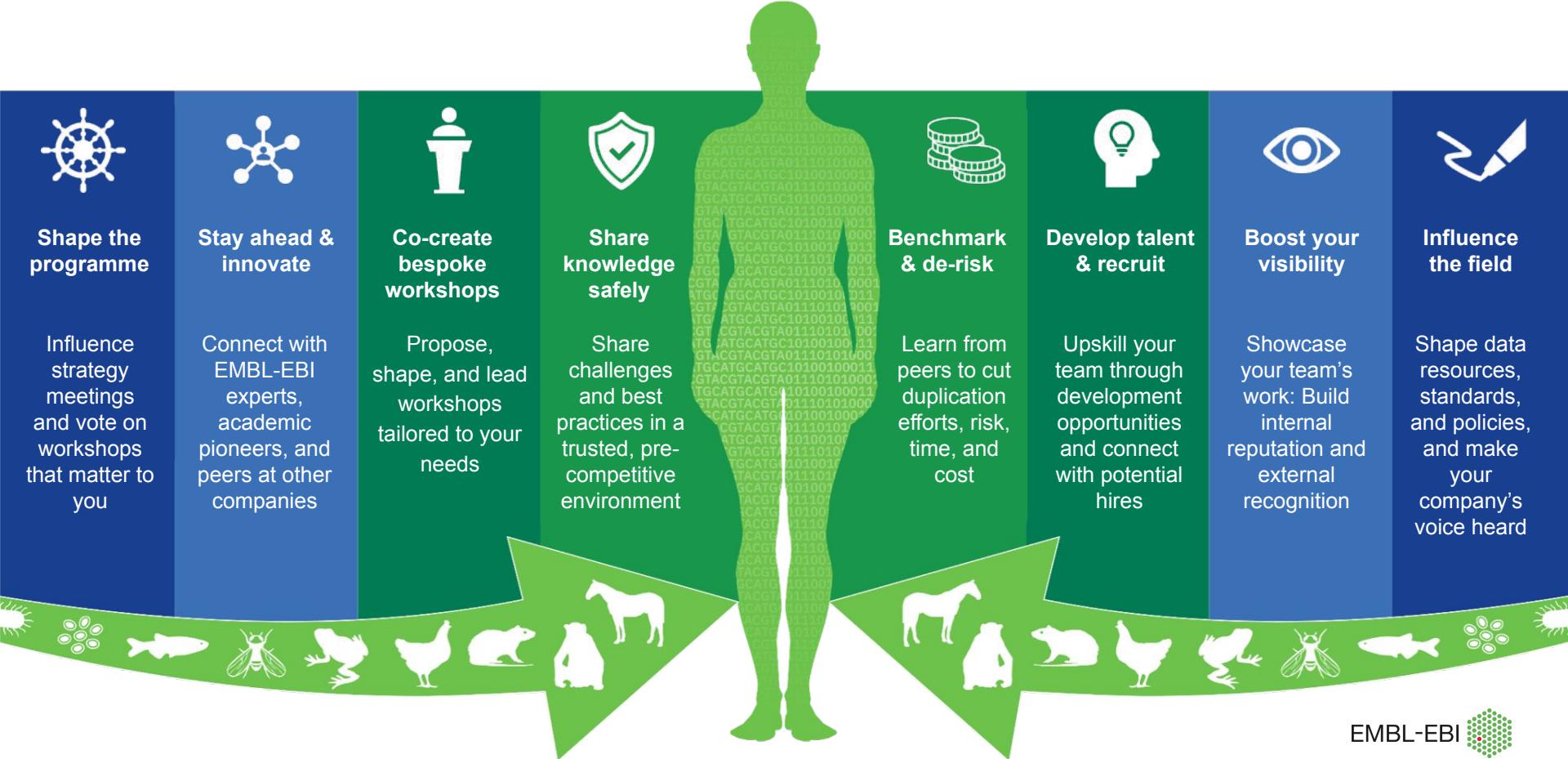
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Takeda

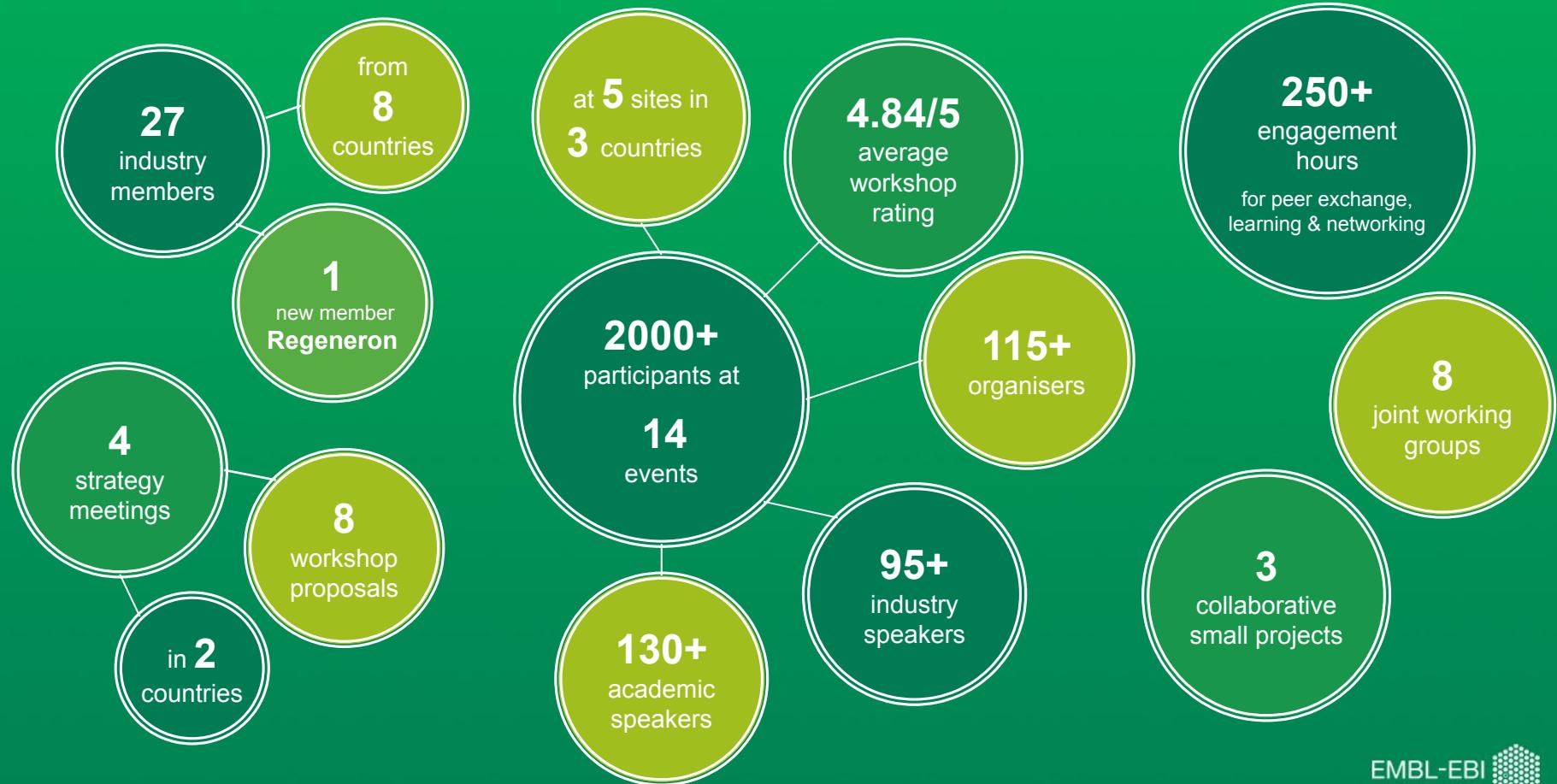
ucb

Unilever

The Industry Programme: Value for members



The Industry Programme in 2025



“EMBL-EBI’s industry programme is instrumental in understanding the **needs of bioscience researchers** across all sectors.

As academia and industry have **similar challenges and needs**, the programme provides the perfect environment in which to address these **collaboratively**.”



Cath Brooksbank
Head of Training
EMBL-EBI

Industry Programme: Scientific benefits

1

**Preview
EMBL-EBI
roadmaps**

Gain early insights into upcoming tools and help guide their development.

2

**Benchmark
and learn
from peers**

See how other companies address data challenges and where the field is heading.

3

**Future-proof
your pipeline**

Discover emerging trends and infrastructures to strengthen internal R&D.

4

**Connect
with experts**

Engage directly with EMBL-EBI experts, academic leaders, and industry peers.

5

**Collaborate
safely**

Share challenges and best practices in a trusted, pre-competitive environment.

6

**Co-create
workshops
and training**

Shape, propose, and lead workshops that address your needs while upskilling staff.

Industry Programme: Financial benefits

1

Save costs

Access workshops and insights worth thousands in equivalent consultancy or vendor fees.

2

Cut time and risk

Learn from peers to avoid trial-and-error and accelerate decision-making.

3

Maximise ROI

Turn shared insights into actions that strengthen your pipeline and deliver business impact.



4

Avoid costly rework
Get early visibility on EMBL-EBI resource updates to prevent delays and wasted effort.

5

Develop and find talent
Upskill and retain staff, and find new talent outside your organisation.

6

Build long-term value
Stay aligned with the field, shape industry standards and form strong partnerships.

The Industry Programme: Savings (in £)

				
<p>Bespoke workshop organisation</p> <p>£49k per UK workshop*</p>	<p>Attendance, training & development</p> <p>£1.3k per attendee*</p>	<p>Peer insights, benchmarking & de-risking</p> <p>£5–10k per year*</p>	<p>Align your pipeline with EMBL-EBI roadmaps</p> <p>£20k per prevented project overrun*</p>	<p>Opportunity to address data challenges</p> <p>£5–10k per year*</p>
<small>*typ. fee for organising 2-day workshop (own estimates & imagovenues.co.uk)</small>	<small>*typ. Cambridge UK delegate rate for 2-day workshop (from onhelix.com)</small>	<small>*typ. fee for niche market research report (from blog.marketresearch.com)</small>	<small>*estim. typ. costs of late-stage IT project rework (JMIS, PMI, arXiv)</small>	<small>*estim. consulting fee for 10-25 days (day rates: IT Jobs Watch)</small>

The Industry Programme: Savings (in \$)

				
<p>Bespoke workshop organisation</p> <p>\$80k per US workshop*</p>	<p>Attendance, training & development</p> <p>\$1.7k per attendee*</p>	<p>Peer insights, benchmarking & de-risking</p> <p>\$7–13k per year*</p>	<p>Align your pipeline with EMBL-EBI roadmaps</p> <p>\$27k per prevented project overrun*</p>	<p>Opportunity to address data challenges</p> <p>\$7–13k per year*</p>
<small>*typ. fee for organising 2-day workshop (own estimates & imagovenues.co.uk)</small>	<small>*typ. Cambridge UK delegate rate for 2-day workshop (from onhelix.com)</small>	<small>*typ. fee for niche market research report (from blog.marketresearch.com)</small>	<small>*estim. typ. costs of late-stage IT project rework (JMIS, PMI, arXiv)</small>	<small>*estim. consulting fee for 10-25 days (day rates: IT Jobs Watch)</small>

What are Strategy & engagement meetings (SEMs)?

What?

Forum for pre-competitive knowledge exchange

Who?

EMBL-EBI experts & industry peers

When?

March, June, September*, December

*in US



How?

2 half days agenda shaped by all members

Why?

Learn about latest developments at EMBL-EBI

Added value?

Discuss data challenges across companies



David Hulcoop
Head of Industry Relations
EMBL-EBI

“Strategy & engagement meetings give members a unique window into **EMBL-EBI’s roadmap**.

They walk away with early insights that help them make informed plans, avoid costly rework, and stay aligned with where the field is heading.”



Mark Ott
Senior Science Fellow
Bayer

“Strategy and engagement meetings are consistently **high-quality**. I always leave with actionable ideas that make a **real impact** on our work.”

What are Industry workshops?

What?

Workshops proposed and shaped by members for members

When?

10 times per year

Where?

5 at EMBL-EBI, UK,
5 at member sites, worldwide



Who?

Free for all staff from member companies

How?

Proposed & shaped by members, organised by EMBL-EBI

Format?

2 days long,
academic & industry speakers

Top 3 Industry workshops 2024



15% Sanofi
11% AZ
9% BMS



33% LLMs for biology
13% ML for protein design (in US)
12% ML for protein design (in UK)



Reiko Nakashima
Director Computational Biology
Pfizer

“Attending and presenting at the workshops gives scientists opportunities to learn about **real-world challenges and use cases** in industry settings.”



Shameer Khader
Exec. Director Precision Medicine &
Computational Biology
Sanofi

“Love the **breadth and depth** of the workshops.
I encourage my team members to participate
in one every year.”

Industry workshops: What participants think

Anonymous

The workshop was very well organised with the right balance between sessions and breaks.

Anonymous

Great organization regarding content and logistic. Participant on zoom were well integrated.

Anonymous

Timekeeping was extremely good, well done! Well paced, lots of different types of sessions helped us cram a lot of good interactions into a very short time.

Anonymous

In person experience and networking far more valuable than virtual!

Anonymous

Brilliantly organised and brought in a great cohort of participants. Everyone was genuinely engaged.

Anonymous

Very good speakers and a very informative session.

Anonymous

The speakers and catering were fantastic!

Anonymous

Really nice and valuable workshop.

Anonymous

It was a very nice workshop overall. Attendees were interactive and there was a very good discussion environment.

Anonymous

Really thought this was a great workshop. Felt like this was the appropriate size too and a good mix of backgrounds.

Anonymous

The organisation and structure of the workshop as well as the evening entertainment was perfect

Anonymous

thank you for organising such a great event. Aside from the talks, we were well taken care of with the amazing dinner and lunches and plenty of refreshments options.

Anonymous

Great venue, small closely knit group of diverse scientists. Very inspiring!

Anonymous

Diversity in speakers, diversity in topics,

Anonymous

This was a great workshop.

Case Study

Participation in the **Data literacy** workshops enabled me to design an effective data literacy programme **without** needing to undertake **extensive independent research**. The discussions and insights provided a clear understanding of the topics that truly matter, significantly **accelerating our planning and decision-making**.



Uwe Plikat
Enterprise data domain owner
Novartis

2025 Industry workshops

Topic	When	Host	Where
Spatial transcriptomics and proteomics	Mar, 5–6	AstraZeneca	Cambridge, UK
Digital Biomarkers: Accelerating collaboration and reuse of technology	Mar, 19–20	EMBL-EBI	Cambridge, UK
Computational approaches to predict small-molecule/RNA interactions	Apr, 2–3	EMBL-EBI	Cambridge, UK
Synergising human expertise and AI in drug discovery	Apr, 29–30	EMBL-EBI	Cambridge, UK
Data literacy in R&D II	Jun, 11–12	EMBL-EBI	Cambridge, UK
Spatial profiling data analysis	Sep, 24–25	Sanofi	Cambridge, US
Multi-omic analysis for neurodegenerative disorders	Oct, 21–22	Novartis	Cambridge, US
Multi-modal phenomic and genomic data integration for neurological disorders	Oct, 22–23	Novartis	Cambridge, US
Foundational models for single-cell omics	Nov, 19–20	Novartis	Cambridge, US & Basel, CH
Data standards and machine learning methods for predicting gene essentiality	Dec, 3–4	EMBL-EBI	Cambridge, UK

2026 Industry workshops

Topic	When	Host	Where
Next-Generation ADMET modelling for drug discovery	Feb, 11–12	EMBL-EBI	Cambridge, UK
From smarter data to better decisions: Shaping the future of R&D in the era of AI	Mar, 11–12	Sanofi	Cambridge, US
From de novo designed mini-proteins and peptides to the clinic	Apr, 29–30	EMBL-EBI	Cambridge, UK
Judging intelligence: Towards turing tests for drug discovery AI	May, 6–7	Takeda	Cambridge, US
Data literacy in R&D III	TBC	TBC	TBC
AI/ML for developability assessment of biotherapeutics	Jul, 8–9	EMBL-EBI	Cambridge, UK
AI reasoning with LLMs: Applications in drug discovery and precision medicine	Sep, 16–17	Pfizer	Cambridge, US
Ontology-led curation with AI: Cross-mapping, annotation, and governance	Oct, TBC	EMBL-EBI	Cambridge, UK
Emerging technologies for clinical trials	Oct, TBC	AstraZeneca	Cambridge, US
Human expertise and AI interfaces	Nov, TBC	AstraZeneca	Cambridge, US

**Questions?
Email us!**



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