

# 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

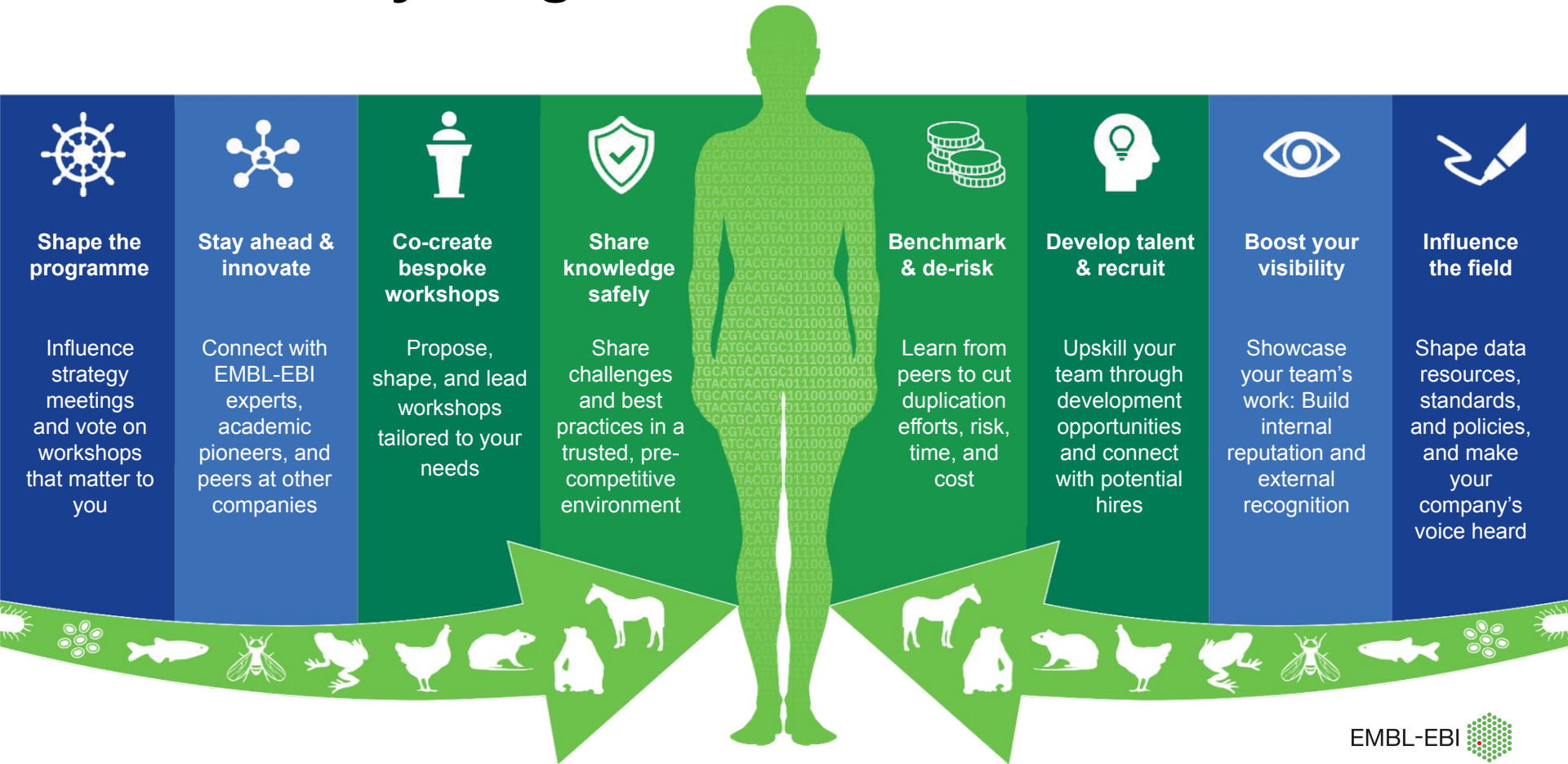
Regular touchpoints with EMBL-EBI and other members

# EMBL-EBI Industry Programme: **Current members**

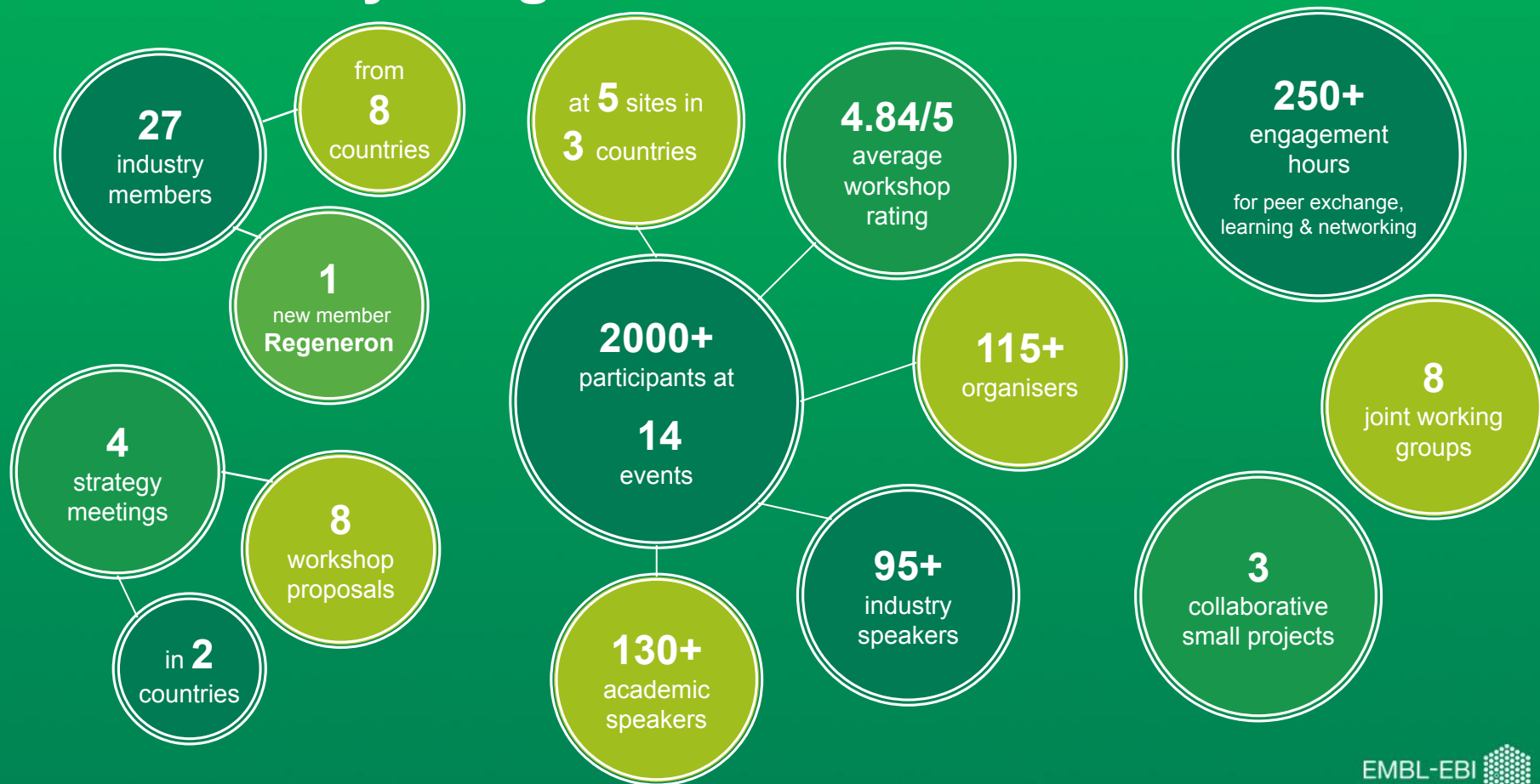
abbvie



# 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

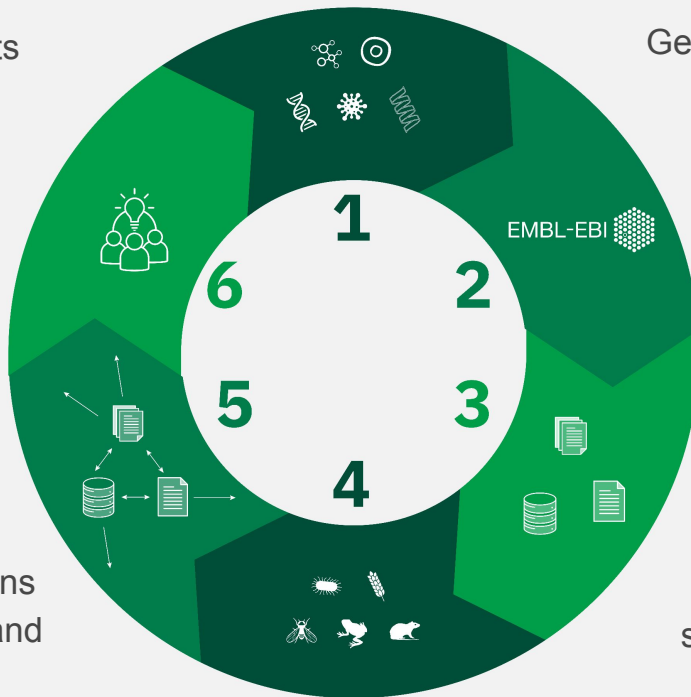
## **Cut time and risk**

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.



## **Avoid costly rework**

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

4

## **Develop and find talent**

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

5

## **Build long-term value**

Stay aligned with the field, shape industry standards and form strong partnerships.

6

# The Industry Programme: Savings (in £)



Bespoke  
workshop  
organisation

**£49k**  
per UK  
workshop\*



Attendance,  
training &  
development

**£1.3k**  
per attendee\*



Peer insights,  
benchmarking &  
de-risking

**£5–10k**  
per year\*



Align your pipeline  
with EMBL-EBI  
roadmaps

**£20k**  
per prevented  
project overrun\*



Opportunity to  
address data  
challenges

**£5–10k**  
per year\*

\*typ. fee for organising 2-day workshop  
(own estimates & [imagovenues.co.uk](http://imagovenues.co.uk))

\*typ. Cambridge UK delegate rate for  
2-day workshop (from [onhelix.com](http://onhelix.com))

\*typ. fee for niche market research report  
(from [blog.marketresearch.com](http://blog.marketresearch.com))

\*estim. typ. costs of late-stage IT  
project rework ([JMIS](#), [PMI](#), [arXiv](#))

\*estim. consulting fee for 10-25 days  
(day rates: [IT Jobs Watch](#))

# The Industry Programme: Savings (in \$)



Bespoke  
workshop  
organisation

**\$80k**  
per US  
workshop\*



Attendance,  
training &  
development

**\$1.7k**  
per attendee\*



Peer insights,  
benchmarking &  
de-risking

**\$7–13k**  
per year\*



Align your pipeline  
with EMBL-EBI  
roadmaps

**\$27k**  
per prevented  
project overrun\*



Opportunity to  
address data  
challenges

**\$7–13k**  
per year\*

\*typ. fee for organising 2-day workshop  
(own estimates & [imagovenues.co.uk](http://imagovenues.co.uk))

\*typ. Cambridge UK delegate rate for  
2-day workshop (from [onhelix.com](http://onhelix.com))

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\*estim. consulting fee for 10-25 days  
(day rates: [IT Jobs Watch](#))

# 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



Top 3 members  
*most attendees*

**15%** Sanofi  
**11%** AZ  
**9%** BMS



Top 3 topics  
*most attendees*

**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 at 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  
Great logistics and programming.

 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 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 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

*Working list, details to be confirmed*

**Questions?  
Email us!**



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