



join us for BioVendor Sales Training

Sunday 15th of April

7:00pm: Welcoming at the Marriot hotel

Monday 16th of April

8:30am: Pick-up at the Marriot hotel

Morning program:

- > Training initiation
- > Meeting our contact team
- > Brief introduction of each participant
- > Familiarizing with the BioVendor group
 - Vision, trends and future plans
- Coffee break*
- > Facility tour
- Lunch*

Afternoon program:

- > ELISA as the core product
 - Obesity, Metabolic syndrome, T2DM
 - Cardiovascular, Renal, Pulmonary disease
 - Bone metabolism, Neural tissue damage
- Coffee break*
- > Comparison with competitors, BioVendor's advantages, sales tactics
- > Marketing section including promo materials and BioVendor's web structure

Evening program:

- > Brno's city center short tour
- Dinner at a local restaurant*

Tuesday 17th of April

8:30am: Pick-up at the Marriot hotel

Morning program:

- > Proteins and antibodies
- > Sales section including best sellers and market segments
- Coffee break*
- > miRNA section
 - miRNA biomarkers
 - BioVendor miREIA (miRNA Enzyme Immunoassay)
 - miRNA biomarkers in clinical diagnostics
 - First customer responses / Preliminary feedback information
- Lunch*

Afternoon program:

- > Lab workshop
 - Detail demonstration of miREIA workflow – from sample collection and miRNA isolation through quantification to result evaluation
 - FAQs and Recommendations
- > B2B sessions
- Coffee break*

Conclusion and final word