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2026

Conference
& Exhibition

VIENNA, AUSTRIA | 19-21 MAY

Shaping the Future of Life
Sciences and Automation



Exhibitor Lead Retrieval

Questions?

SLASEuropeLeads@Discoversb.com

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VENDOR



SLAS Europe 2026 Lead Retrieval App!

SLAS Europe 2026 Lead Retrieval Update

- **Separate Lead Retrieval App:**

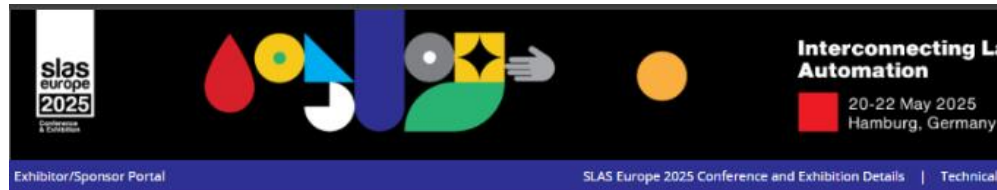
For SLAS Europe 2026, Lead Retrieval is managed through the **Eventscribe app**, which is separate from the conference app.

Lead Retrieval **CANNOT** be accessed through the attendee app!

- **Who Needs It?**

Only sales representatives assigned Lead Retrieval licenses need to download and use the Eventscribe app to scan leads onsite.

How to access your lead retrieval portal



SLAS Europe 2025 Exhibitor/Sponsor Portal

Welcome to the 2025 Exhibitor/Sponsor Portal, where companies and organizations can:

- Rent Exhibit Space
- Purchase Sponsorships
- Manage Exhibit Space/Sponsorships

View the [SLAS Europe 2025 International Conference & Exhibition Prospectus](#)

Rent/Purchase a 2025 Exhibit Space or Sponsorships:

You may quickly sign up with the **"Purchase Exhibit Space/Sponsorships"** button below. Please note you cannot use your access key from previous years to log in.

Manage your Exhibit Space or Sponsorships:

You may log in to upload your company description, logo, complete tasks, and submit payment. All confirmed Exhibitors and Sponsors are required to log in with the Access Key sent in the official booth confirmation email.

[SLAS Europe 2025 Official Vendors](#)

A screenshot of the Exhibitor/Sponsor Portal interface. The page has a red header with the text 'Exhibitor/Sponsor Portal'. The main content area is divided into two columns. The left column has a red header 'Rent/Purchase a 2025 Exhibit Space or Sponsorships' and contains a blue button 'View Floor Plan', a blue speech bubble icon, and text: 'Click **"Purchase Exhibit Space/Sponsorships"** below if you have not purchased an exhibit space or sponsorship yet for 2025.' and another blue speech bubble icon with text: 'Your access key from previous years will **NOT** allow you to log in.' The right column has a red header 'Manage your Exhibit Space or Sponsorships' and contains a person icon next to an 'Email Address' input field, a key icon next to an 'ACCESS KEY' input field, and a link 'Lost your Access Key? or Need help?'.

The login and access key are assigned to the main booth contact.

Booth contacts can share this login with their team members.

Login to the SLAS Europe 2026 Exhibit & Sponsor Portal:

- Purchase Lead Retrieval
- Assign licenses (Mandatory)
- Set-up qualifying questions & custom tags (Optional)
- **Pull Lead Scan Report**

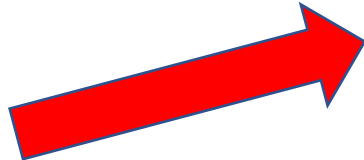
Lead Retrieval - Purchase

To purchase your first license,
Click

“LEAD RETRIEVAL: Purchase First License”

To purchase more licenses,
Click




“LEAD RETRIEVAL: Purchase Additional Licenses”



slas europe 2025 Conference & Exhibition

Interconnecting Lab Automation
20-22 May 2025
Hamburg, Germany


Exhibitor/Sponsor Portal | Log Out

EVENT INFORMATION  **YOUR INFORMATION**  **EXHIBITOR TOOLS** 

Dates: May 20 – 22, 2025 (Tue – Thu)
Location: (CCH) Congress Center Hamburg
Hamburg, Germany
More Information: [Website](#)


Lead Retrieval Support:
User: LR Admin (0 logins)
[View Floor Plan](#)

[Webinar Recording](#)
[Give Feedback](#)

LEAD RETRIEVAL 

Enhanced Booth (1 sales rep performed 9 scans and acquired 9 leads.)

[Lead Retrieval Report - Unique Leads](#) [Lead Retrieval Report - All Scans](#)

TASKS (you have 53 tasks left to complete out of a total 55 assigned tasks) 

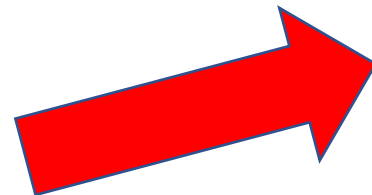
- ✓ **LEAD RETRIEVAL: Purchase First License** (completed 8/4/2023, 1:12 PM)
- ✓ **LEAD RETRIEVAL: Purchase Additional Licenses** (completed 8/14/2023, 7:42 PM)
- ✗ **LEAD RETRIEVAL: Qualifying Questions (Optional)** (task is due 10/14/2023) [Lead Retrieval](#)
- ✗ **LEAD RETRIEVAL: Custom Tags** (task is due 10/14/2023) [Lead Retrieval](#)
- ✗ **LEAD RETRIEVAL: Assign Licenses** (task is due 10/14/2023) [Lead Retrieval](#)

Lead Retrieval Setup Tasks

Three (3) Lead Retrieval setup tasks will be located on the home page of your portal under “TASKS”.

Click on each task and follow the instructions.

Qualifying questions and tags are optional; **license assignment is mandatory**





Tasks lock for edits on 16 May 2026!


slas europe 2025
Conference & Exhibition

Interconnecting Lab Automation
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Hamburg, Germany

Exhibitor/Sponsor Portal | Log Out

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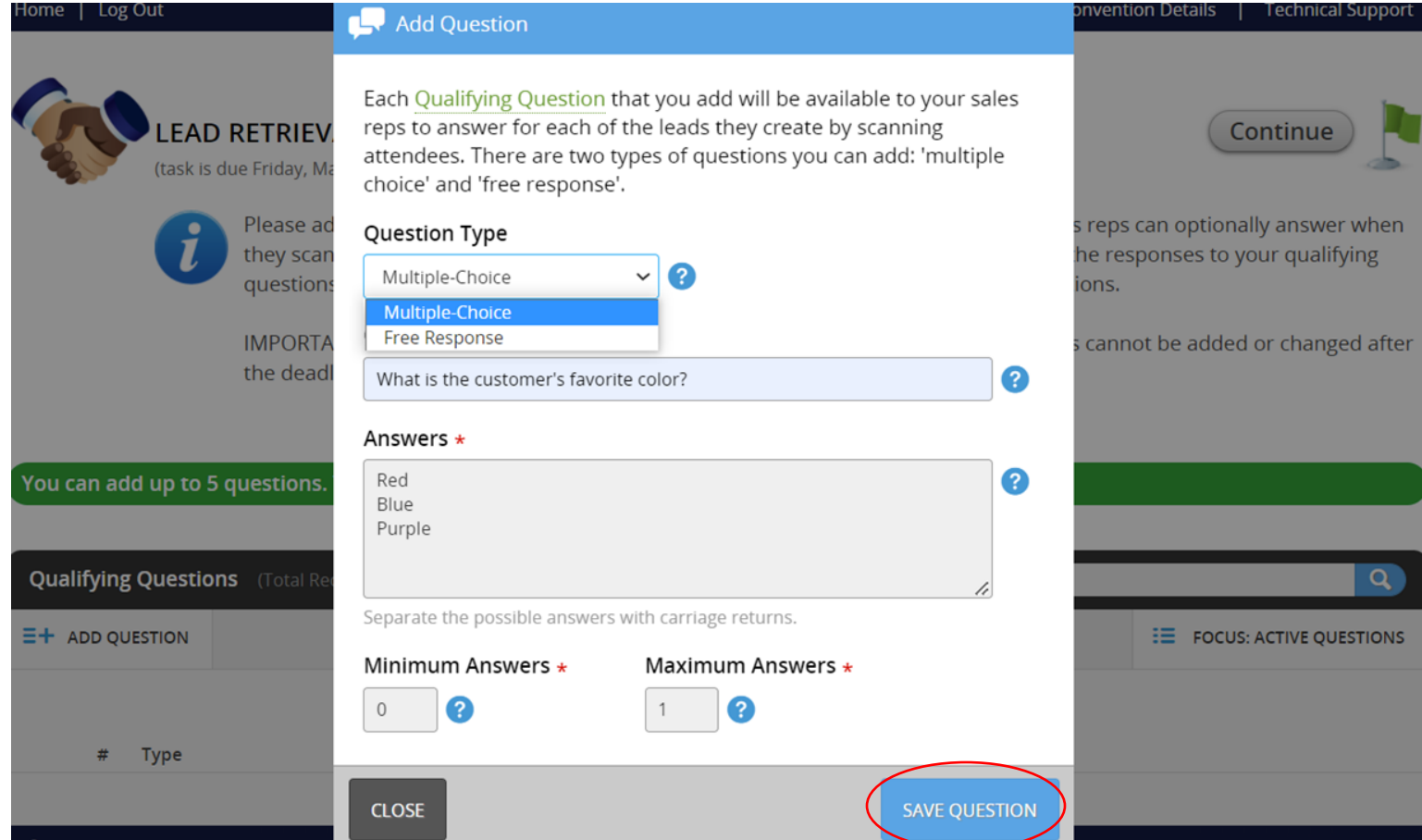
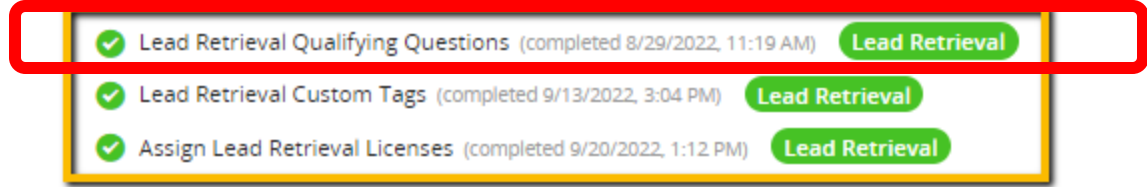
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-  LEAD RETRIEVAL: Purchase Additional Licenses (completed 8/14/2023, 7:42 PM)
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-  LEAD RETRIEVAL: Custom Tags (task is due 10/14/2023) [Lead Retrieval](#)
-  LEAD RETRIEVAL: Assign Licenses (task is due 10/14/2023) [Lead Retrieval](#)

Qualifying Questions - Optional

Qualifying questions are customized by **company**, not by sales rep

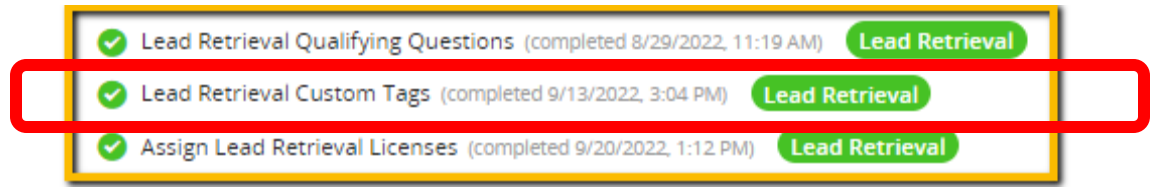
Multiple choice or free entry

10 per company



Tasks lock for edits on 16 May 2026!

Custom Tags - Optional



Tags are customized by **company**, not by sales rep

Three categories: Qualifiers, Products, Actions

15 tags per category

To add tags, complete these steps and click "Custom Tags Complete."
You may return this task any time before January 24 to make edits.

IMPORTANT: The deadline for custom qualifier questions is Friday, January 24.
Custom Tags cannot be added or changed after the deadline.

All text should be typed in as plain text with carriage returns only. DO NOT COPY AND PASTE. No bulleted lists.

NOTE: Skip this task if there is a Developer Kit API purchased.

Qualifiers

New Prospect
Current Client
Past Client

Add as many tags as you would like to, and separate them with carriage returns. The tags will appear to your sales reps in the order you add them. Each tag will be clickable in the mobile app to quickly tag each lead with attributes.

An example of qualifiers is:
New Prospect
Current Client
Past Client

Products

Add as many tags as you would like to, and separate them with carriage returns. The tags will appear to your sales reps in the order you add them. Each tag will be clickable in the mobile app to quickly tag each lead with attributes.

An example of products is:
Product 1
Product 2
Product 3

Actions

Follow-up Email
Follow-up Call

Add as many tags as you would like to, and separate them with carriage returns. The tags will appear to your sales reps in the order you add

Tasks lock for edits on 16 May 2026!

Assign Licenses – MANDATORY

Staff **MUST** be registered for the SLAS Europe 2026 before you can assign a lead retrieval license!

Do this via the “Register Your Booth Staff” task BEFORE assigning your lead retrieval licenses!

The email **MUST** match the address used to register for the conference.

Lead Retrieval Tasks will be locked on 16 May 2026

- ✘ REGISTRATION: Register Your Booth Staff (Complimentary and Purchased Badges) (task is due 5/14/2025)
- ✘ Exhibitor and Sponsor Marketing Toolkit (task is due 5/14/2025)
- ✘ MARKETING: Complimentary Customer Passes for SLAS Europe 2025! (task is due 5/22/2025)
- ✘ MARKETING: Email to SLAS Europe 2025 Attendee List (task is due 6/20/2024)
- ✘ LEAD RETRIEVAL: Purchase Additional Licenses (task is due 1/20/2025)
- ✘ LEAD RETRIEVAL: Qualifying Questions (Optional) (task is due 1/24/2025) **Live Event Lead Retrieval**
- ✘ LEAD RETRIEVAL: Custom Tags (Optional) (task is due 1/24/2025) **Live Event Lead Retrieval**
- ✘ LEAD RETRIEVAL: Assign Licenses (REQUIRED) (task is due 1/24/2025) **Live Event Lead Retrieval**

Assign Licenses

Step One: View the list of Sales Reps.

If the name of the Sales Rep you want to assign is already listed, skip to Step Four.

If you do not see the name of the Sales Rep you want to assign, use the '**ADD SALES REP**' button to add your sales reps.

You will need their first name, last name, and email address that were used to register.

Step Two:

Once you have entered the sales rep's information, click '**ADD SALES REP.**' This will add them to your list of Sales Reps below.

Step Three:

Repeat this process to build your list of Sales Reps. If you have any questions about your staff registration, please get in touch with SLAS Registration at SLASEuropeReg@discoversb.com.

✓ Lead Retrieval Qualifying Questions (completed 8/29/2022, 11:19 AM) Lead Retrieval
✓ Lead Retrieval Custom Tags (completed 9/13/2022, 3:04 PM) Lead Retrieval
✓ Assign Lead Retrieval Licenses (completed 9/20/2022, 1:12 PM) Lead Retrieval

You have 2 lead retrieval licenses to assign to your team.

SB Test Company Sales Reps (Total Records: 2) Search [] COLLAPSE ALL []

ADD SALES REP

Add New Sales Rep

Core Data

First Name * [] MI [] Last Name * [] Suffix []

Professional Info

Email Address * [] Pronouns:
 he/him/his
 she/her/hers
 they/them/theirs
 Self-describe:

Office Phone []

CLOSE **ADD SALES REP**

Assign Licenses

Step Four:


To allocate your purchased lead retrieval licenses to your staff, click on the name of Sales Rep in the list and then choose the 'Assign License' button.

- ✓ Lead Retrieval Qualifying Questions (completed 8/29/2022, 11:19 AM) Lead Retrieval
- ✓ Lead Retrieval Custom Tags (completed 9/13/2022, 3:04 PM) Lead Retrieval
- ✓ Assign Lead Retrieval Licenses (completed 9/20/2022, 1:12 PM) Lead Retrieval

#	Sales Rep	Lead Retrieval Activated?	Mobil
Sales Reps With Lead Retrieval Capability (6)			
1	Kishter, Lacey	✓	Samsi
2	McBride, CJ	✓	Samsi
3	Test LP	✓	iOS iP
			Not a
			iOS iP
			iOS iP
7	Grabowski, Ashley	✓	Not a

Ashley Grabowski

EMAIL: agrabowski@discoversb.com

 Assign License Edit

Assign Licenses

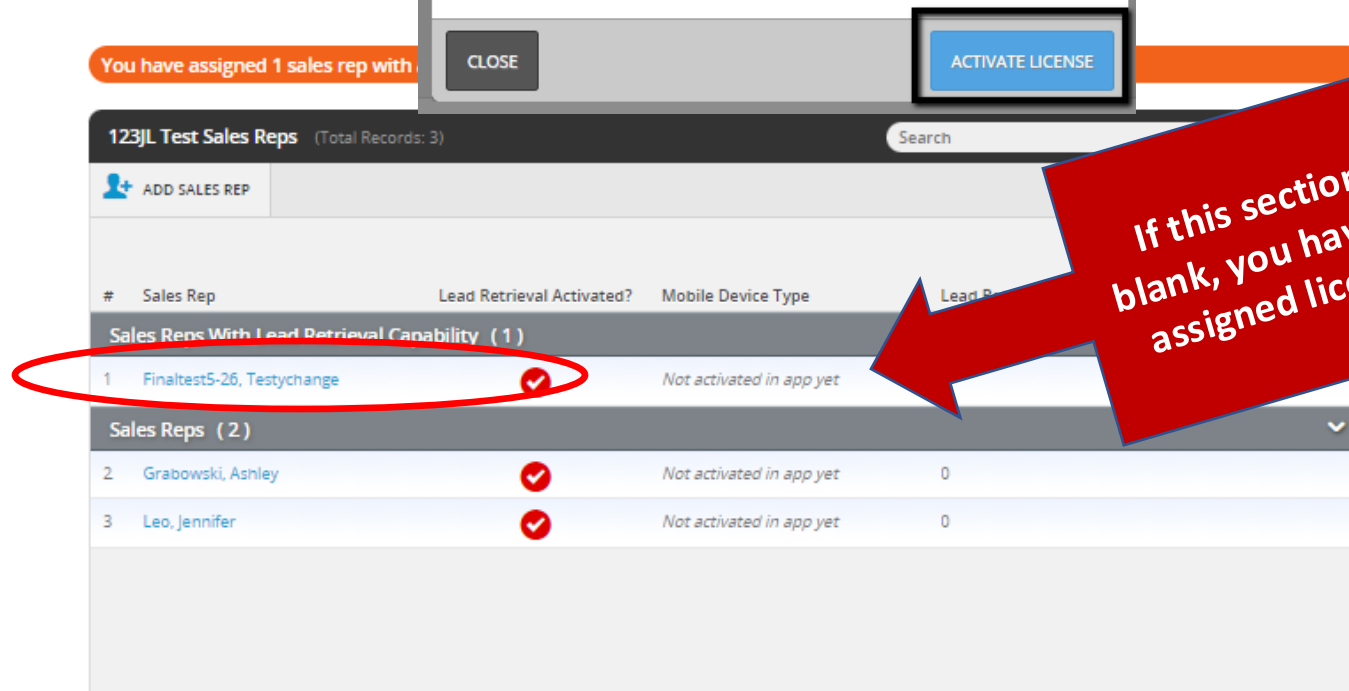
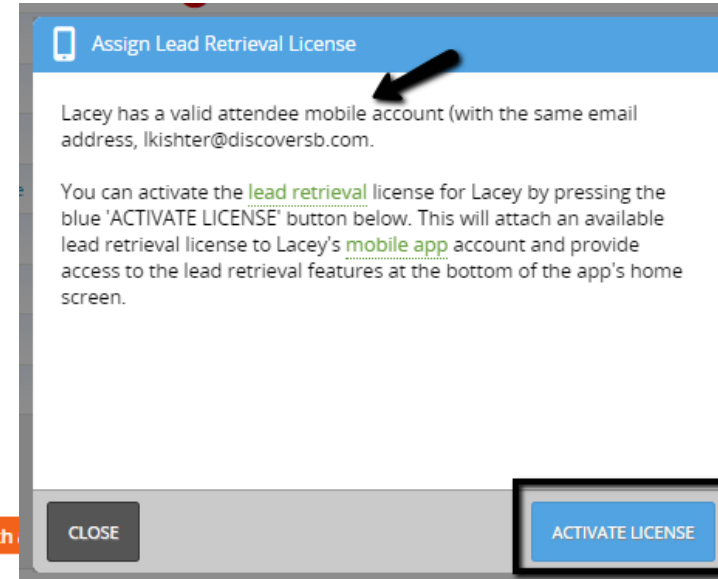
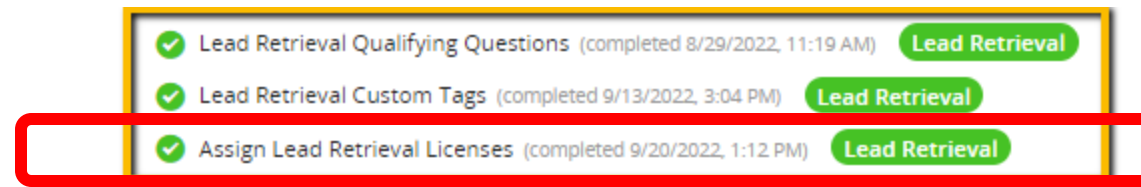
Step Five:

Click on the blue Activate License icon.

Once complete, the name will show in the 'Sales Reps with Lead Retrieval Capability' bucket.

Note: The Sales Rep still needs to 'Activate' the license on their device when they login to the SLAS Europe 2026 Lead Retrieval app.

Do NOT click "Continue" on the task until you have assigned licenses!

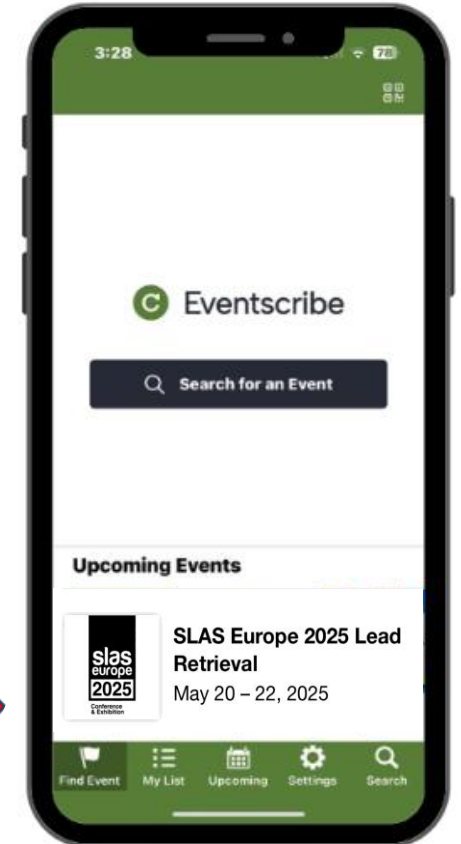


DOWNLOAD the Lead Retrieval app

Booth Staff....**Do this before arriving in Vienna!**

SLAS Europe 2026 Lead Retrieval App

- App Store: Search for “**Eventscribe**”
- The SLAS Europe 2026 Lead Retrieval App will be available via the search or under Upcoming Events
- Login credentials - Your Registrant ID
 - Email with login credentials will be sent to sales reps with assigned licenses
 - There will be a Forgot Password option



The app will be available early May 2026.

DO NOT DELETE, SIGN OUT, UNINSTALL, OR CLEAR THE APP'S CACHE ONCE THE APP HAS BEEN ACTIVATED OR THE ACTIVATION AND LEADS WILL BE LOST.

Technical Requirements

Download and Log in to the eventScibe app and access the SLAS Europe 2026 Lead Retrieval App, then connect to Wi-Fi or Cellular Data

Ensure that you are connected to Wi-Fi network or Cellular Data

If you are experiencing issues on site, please visit Lead Retrieval support at the Lead Retrieval Desk located at Registration.

**DO NOT DELETE, SIGN OUT, UNINSTALL, OR CLEAR THE CACHE `OF THE APP
ONCE THE APP HAS BEEN ACTIVATED, OR THE ACTIVATION AND LEADS
WILL BE LOST.**

Using lead retrieval onsite

If you've been assigned a Lead Retrieval license through the Exhibitor Service Center

YOU WILL SEE

a **BLUE** bar at the bottom of your screen.

“Scanner” button opens the QR code reader

“Leads” button shows scans for **all** company sales reps



Using lead retrieval onsite

When you FIRST select the “Scanner” button,
You will see this License Activation popup.

Click “Activate” and then the license will
be assigned to YOUR device.

Booth staff will ONLY see this message
the first time.

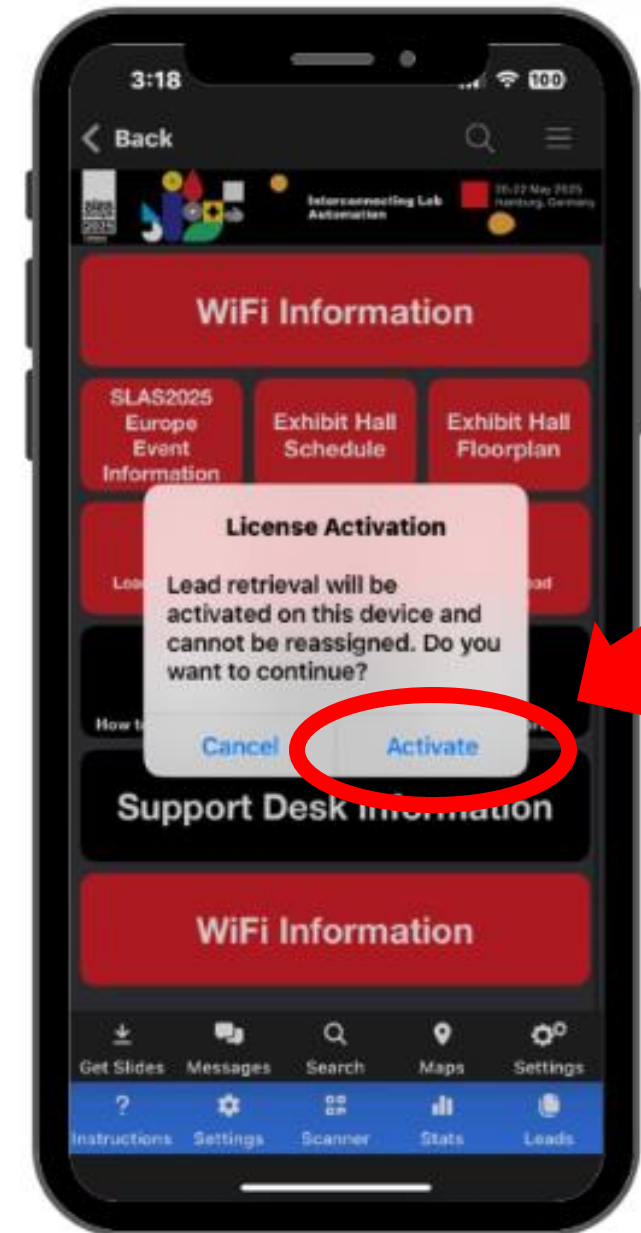


Using lead retrieval onsite

THIS LICENSE CAN ONLY BE ACTIVATED ON ONE DEVICE.

(i.e. If your team member is using an iPhone for personal use and company iPhone for scanning with their same credentials, they can only activate on one device.)

Leads WILL be LOST if you use the same login credentials to activate all the lead licenses.

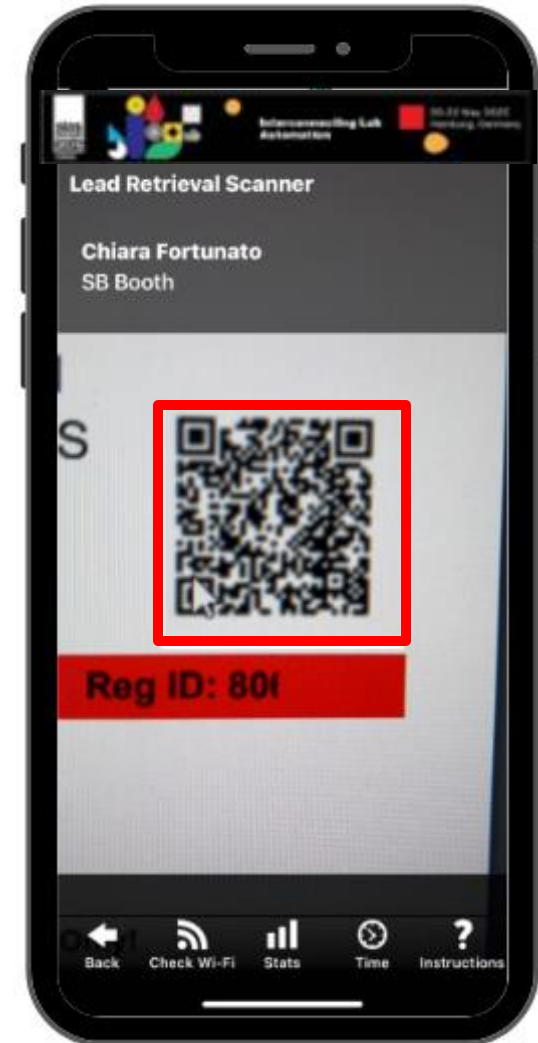


Using lead retrieval onsite

1. Click “Scanner” button



2. Align QR code in view



If an error is received, the reason may be:

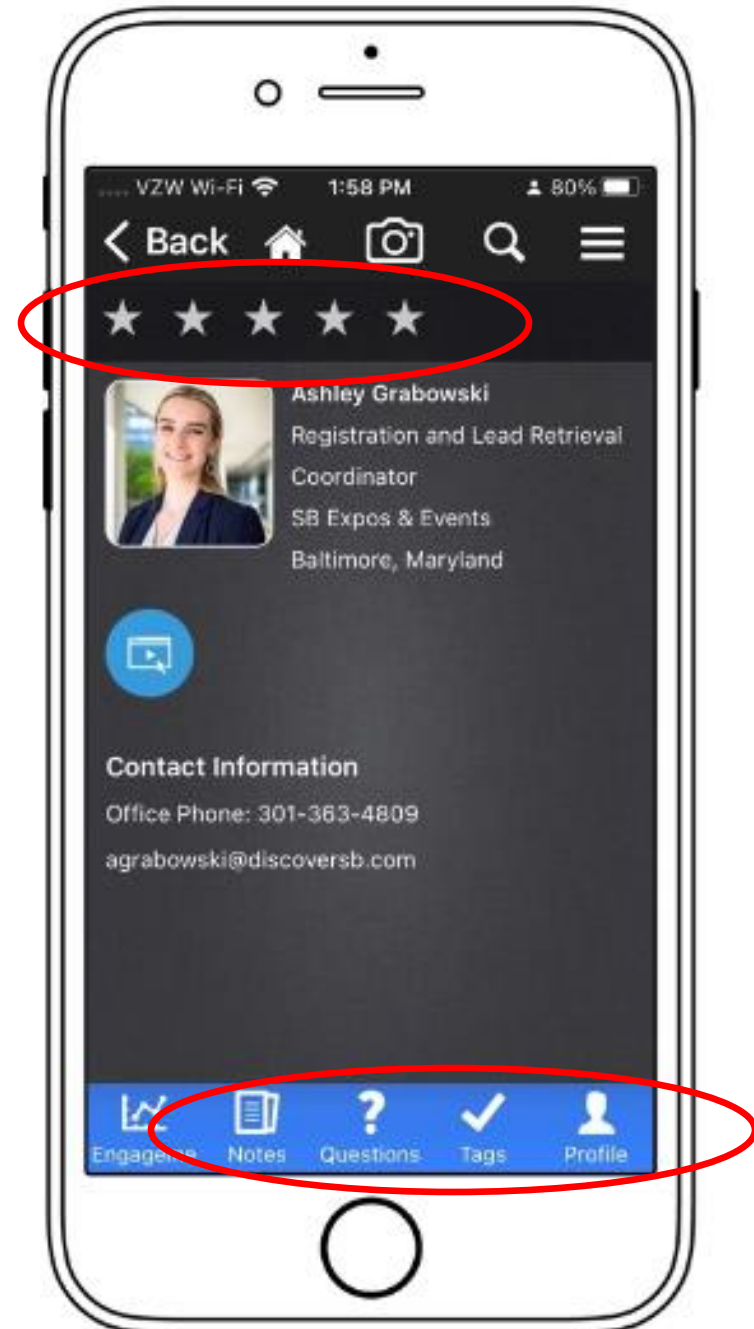
- glare from badge holders
- misprinted badges
- onsite registrants needing more time processing time

ONLY use the Scanner button. Do not use any other buttons for badge scanning.

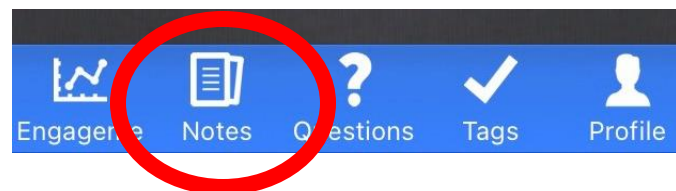
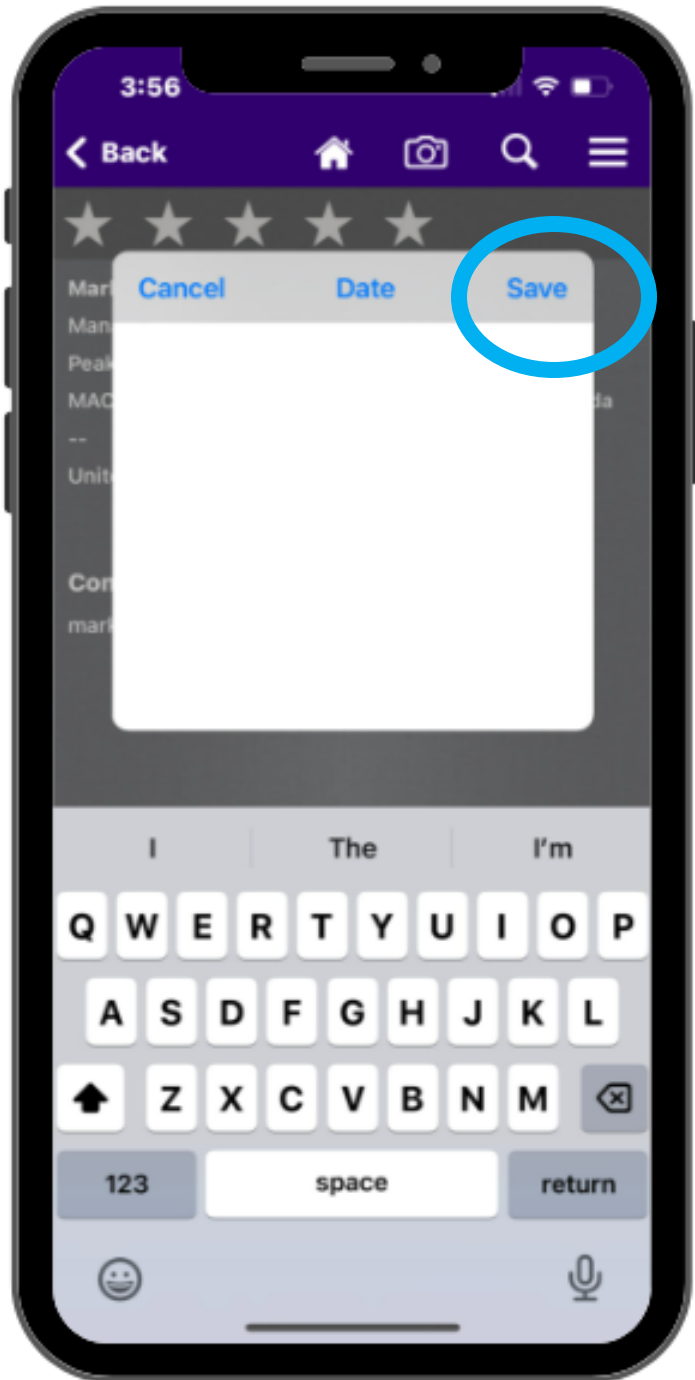
Using lead retrieval onsite

After attendee is scanned, several options available

- **Notes:** Free entry field
- **Questions:** Answer qualifying questions that admin set up in Tasks
- **Tags:** Select tags that admin set up in Tasks
- **Profile:** Make edits to the attendee's profile.
- 1-5 stars

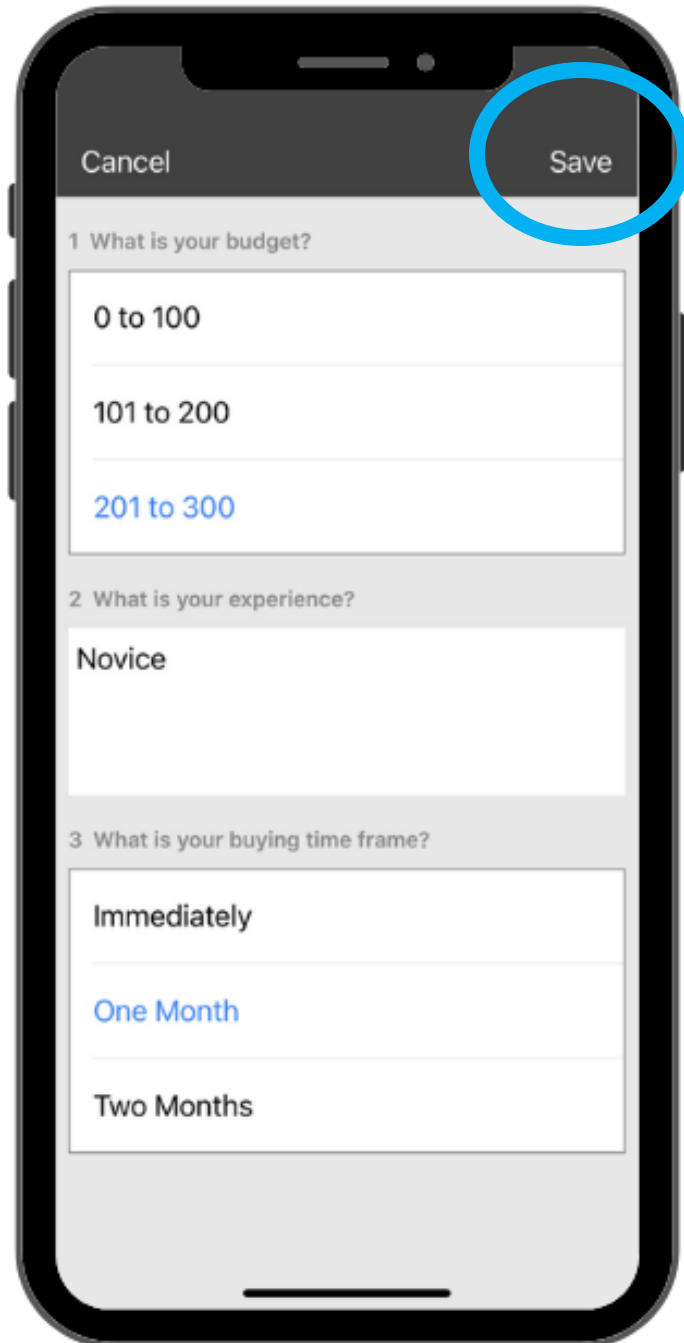


Using lead retrieval onsite - NOTES



- Include any notes about the customer
- HIT "SAVE" at the top right

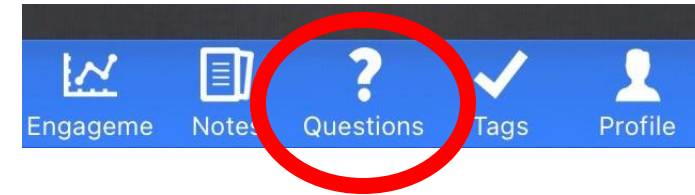
Using lead retrieval onsite - Questions



A smartphone screenshot of a lead qualification form. The form has three sections:

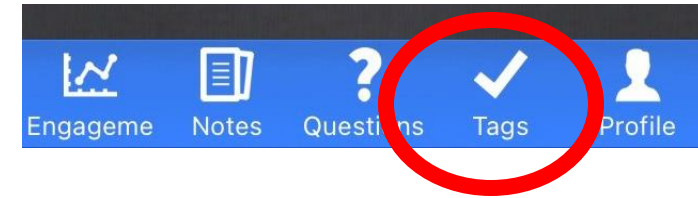
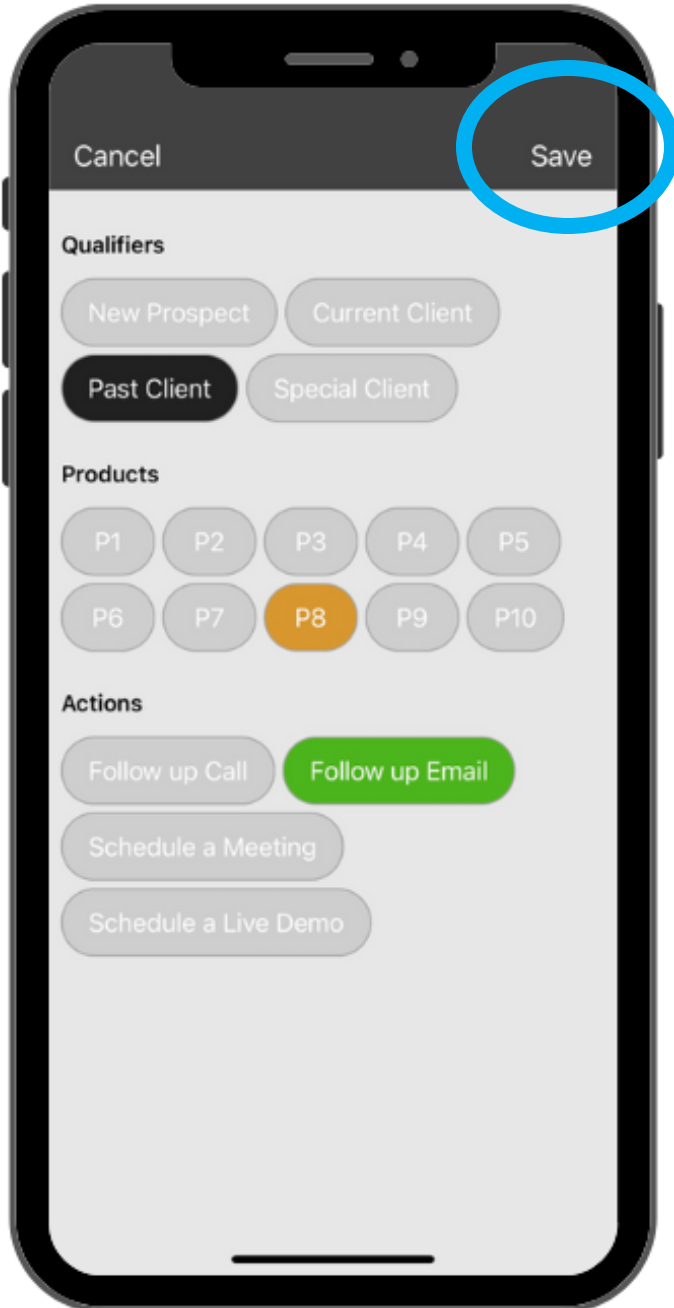
- 1 What is your budget?** with options: 0 to 100, 101 to 200, and 201 to 300 (highlighted in blue).
- 2 What is your experience?** with the option: Novice.
- 3 What is your buying time frame?** with options: Immediately, One Month (highlighted in blue), and Two Months.

At the top right of the form, there is a 'Save' button circled in blue. A 'Cancel' button is at the top left.



- These are the qualifying questions your admin has loaded into the portal
- Select answers and answer turns BLUE
- HIT “SAVE” at the top right

Using lead retrieval onsite -Tags



- These are the tags your admin has loaded into the portal
- Select answers and answer turns a color
- HIT "SAVE" at the top right

Using lead retrieval onsite - Profile

Cancel

Personal Details

Colleen

Campbell

Pronouns

Organization Details

Senior Manager

SB Expos & Events

Organization website URL

www.discoverusb.com

Location Details

White Marsh

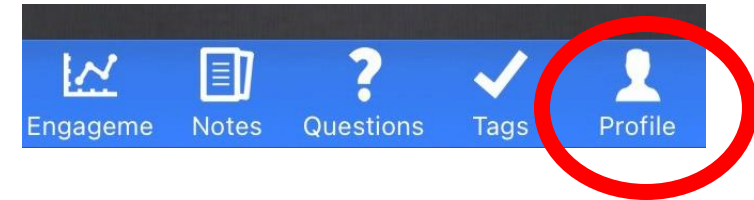
Maryland

United States

Contact Details

Cell Phone Number

Cancel Save



- These fields are pre-populated from what the attendee entered into registration
- You can ask them for any other information you want
- HIT "SAVE" at the top right

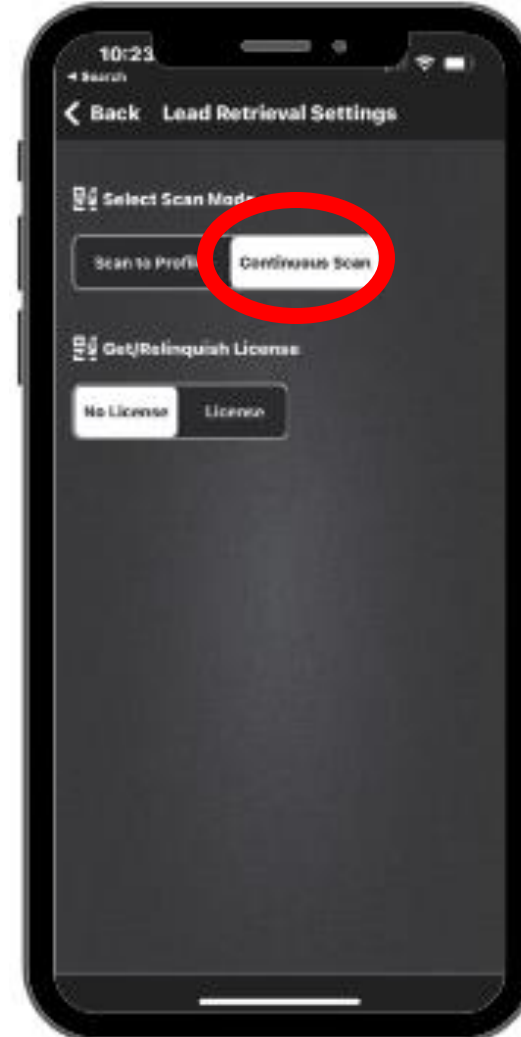
Using Continuous Scan

Access this setting after logging in and activating a license.

1. Click the LR “Settings” icon



2. Click on Continuous Scan to activate

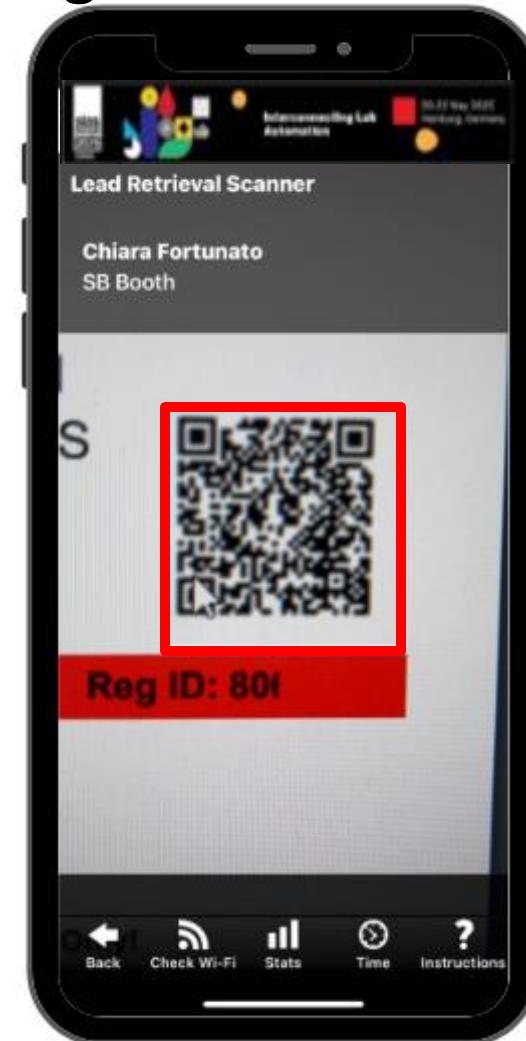


Using Continuous Scan

3. Click “Scanner” button



4. Align QR code in view



Using Continuous Scan

5. If the scan is successful, a pop-up will show the attendee's name and photo (if available)



Using lead retrieval onsite – Special Notes

Leads sync continuously when the device is on Wi-Fi or cellular data.

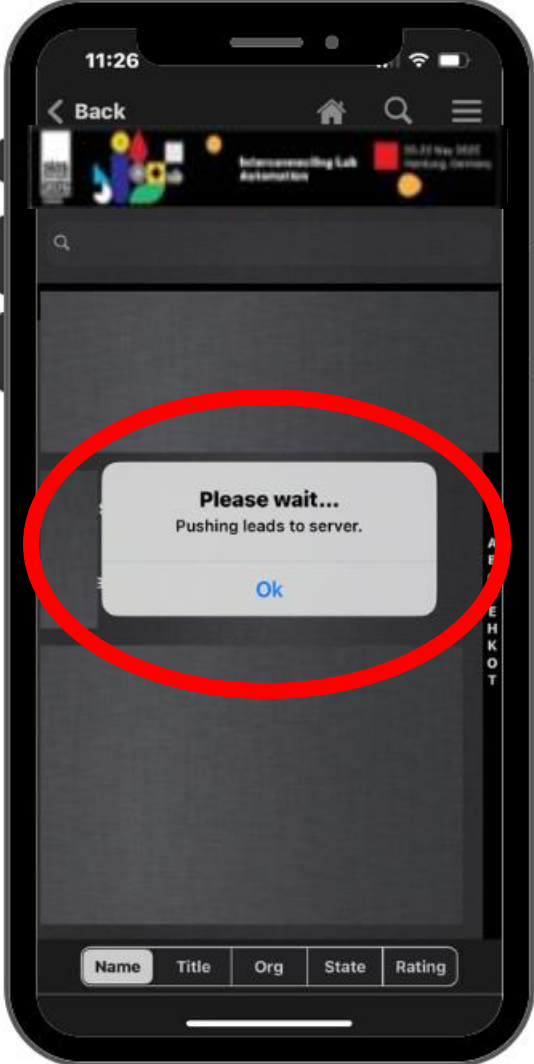
Offline scans are held locally on the device UNTIL it reaches Wi-Fi or cellular service. If the app is removed before connecting to Wi-Fi or cellular service, leads will be lost.

Complimentary WiFi is available for basic web browsing. But we recommend ordering a wired connection if you need guaranteed service to showcase your product or service.

Remember...

- **Other sales reps will not see those leads in their app or lead reports until they are back on Wi-Fi or cellular.**

Checking Leads Onsite – Offline Warning



Accessing Lead Retrieval Reports

- Login to SLAS Europe 2026 Exhibitor/ Supporter Portal
- Two Excel reports:
 - Unique Leads
 - All Scans – **with Notes**

IN PERSON EVENT LEAD RETRIEVAL



 Booth 9999 (2 sales reps performed 6 scans and acquired 6 leads.)

Lead Retrieval Report - Unique Leads

Lead Retrieval Report - All Scans



Frequently Asked Questions

1. Is there onsite support?
 - Yes, visit the Lead Retrieval Support Desk is located at Registration
2. Is there Wi-Fi in the Exhibit Hall?
 - Yes, there attendee extends to the Exhibit Hall. Exhibitors can purchase dedicated internet for the booth through the [SLAS Europe 2026 Exhibitor Service Kit](#) .
3. How can you view leads onsite?
 - In the SLAS Europe 2026 Lead Retrieval App by clicking the 'Leads'
 - By accessing the reports in the SLAS Europe 2026 Exhibitor Portal
4. Can I activate the license on two devices?
 - **No, a Lead Retrieval license can only be activated on one device or leads will be lost**

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Sciences and Automation



DON'T

- Activate your license on **more than one device**
- Use an old build of the app - make sure it is up to date!

TROUBLESHOOTING

DO NOT DELETE, SIGN-OUT, UNINSTALL, OR CLEAR THE CACHE OF THE APP ONCE THE APP HAS BEEN ACTIVATED OR THE ACTIVATION AND **LEADS WILL BE LOST.**



Best practices

1. Remind sales staff to:

- Ask permission before scanning an attendee's badge.
- Review your scanned leads before leaving show floor to ensure you captured all the information.

2. Utilize all of the qualifying features that are available to get the best post-show data:

- Stars
- Notes
- Custom qualifier questions
- Tags



Deadline Reminders

LEAD RETRIEVAL TASKS DUE 16 May 2026

- Qualifying Questions (Optional)
 - Create your custom lead qualifying questions to gather information quickly about your leads
- Custom Tags (Optional)
 - Create customized tags so your sales staff can quickly categorize their leads in real-time
- Assign Licenses (**Mandatory**)
 - Important note: all booth staff **MUST** be registered for the conference before you can assign a license to them



When You Arrive in Vienna

YES - You CAN buy licenses onsite

- 650 USD for the first license
- 275 USD for each additional license



When You Arrive in Vienna

- Lead Retrieval support can be found at the Registration Desk

19 May 2026	0730- 2000
20 May 2026	0830 – 1800
21 May 2026	0830 – 1745

- After 21 May, please email SLASEuropeleads@discoversb.com