

WEBINAR

SciLeads

Using SciLeads' LLM Connectors

Laura Haldane

 ChatGPT

SciLeads

 Copilot

 Claude



Agenda

- What is an LLM or MCP Connector?
- Why use it? Comparison
- Example: battlecards
- Example: talking points for call
- Example: emerging biotechs
- Example: draft email
- Example: market report
- Example: CRM + SciLeads in LLM
- Example: find similar / network leads
- Example: conferences
- Example: use inside outlook (copilot)
- Q&A

Housekeeping



Recording - will be sent to you!



Slides - will be sent to you!

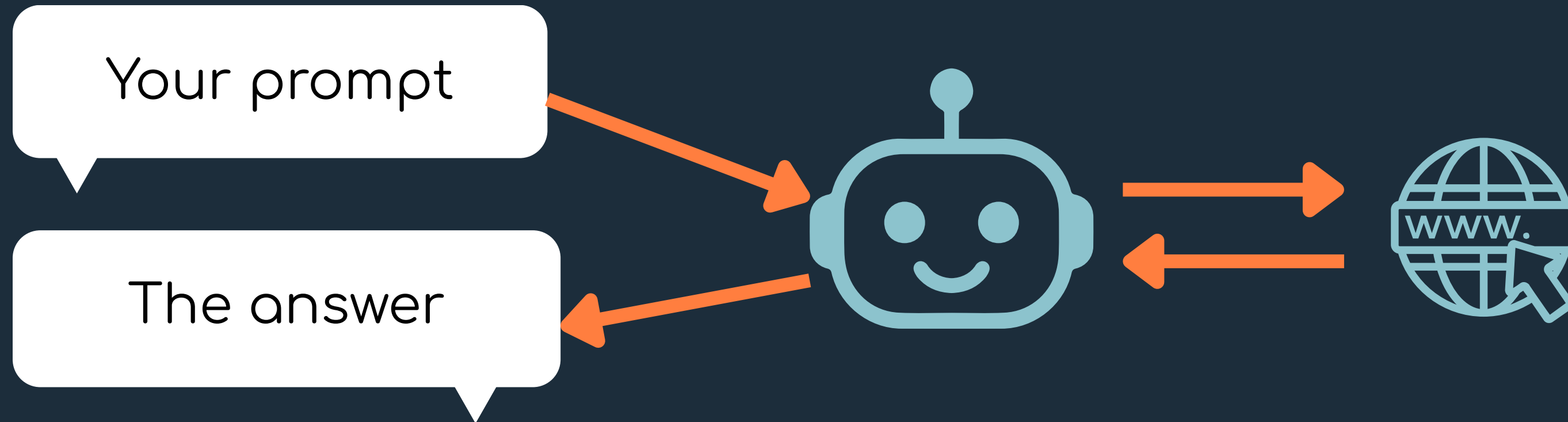


Q&A - at the end

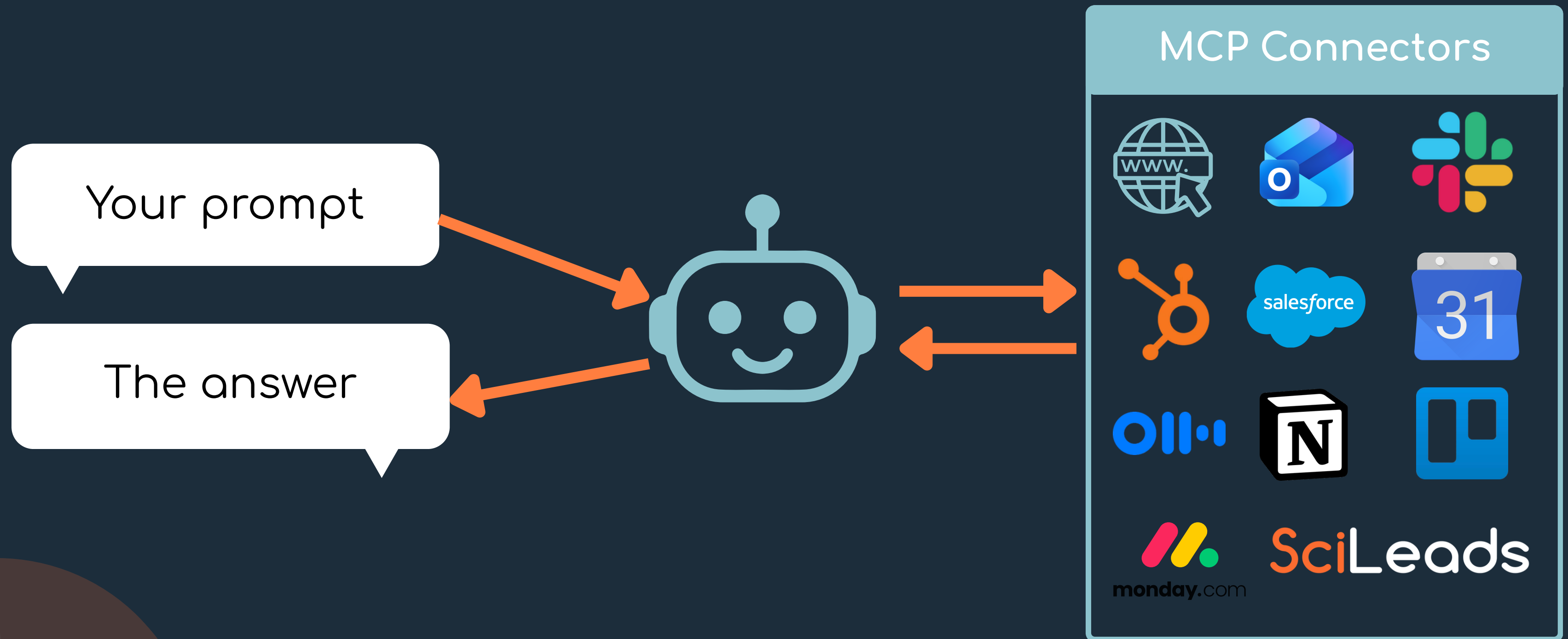


First a quick question...

What is an LLM / MCP Connector?



What is an LLM / MCP Connector?



How to get it



New chat

Projects

Scheduled

Library

Plugins ←

Agents

scileads ←

Plugins

Work with ChatGPT across your favorite tools.

Public



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Help you sell to scientists



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Connectors

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Browse

All Connected Not connected

Connector

Type

Authorization

Status

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Web Custom

—

Connect ↓

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Does it really make a difference?

Why use a connector?

A

What should we work on?

Which US based biotechs and startups got funding in the last year for genomics related research?
Return the key scientific contact for each organization, with their name and email.

+

5.6 Sol Medium ▾

🔊



B

What should we work on?

 SciLeads Using SciLeads tell me which US based biotechs and startups got funding in the last year for genomics related research? Return the key scientific contact for each organization, with their name and email.

+

5.6 Sol Medium ▾

🔊



Without SciLeads Connector

9 organizations.

 [See the chat here.](#)

Which US based biotechs and startups got funding in the last year for genomics related research? Return the key scientific contact for each organization, with their name and email.

Worked for 4m 41s >

I found nine US-based companies that announced funding between August 27, 2025 and August 27, 2026 for work directly involving DNA/RNA sequencing, transcriptomics, spatial biology, single-cell genomics, or genomic AI. Together they announced at least \$468.7 million.

“Direct” means the email is publicly listed for the named scientist. “Route” means the company’s published inbox; address the message to the named scientific lead.

Organization	Funding and genomics focus	Key scientific contact
Element Biosciences ↗ — San Diego, CA	June 9, 2026: Series E, at least \$175M. DNA/RNA sequencing, spatial profiling and multi-omics platforms.	Shawn Levy, PhD — Chief Scientific Officer
Cartography Biosciences ↗ — South San Francisco, CA	October 2, 2025: \$67M Series B. Single-cell genomic profiling of tumor and healthy-cell states for antigen discovery.	Kevin Parker, PhD — CEO and scientific cofounder

With SciLeads Connector

51 organizations.

 [See the chat here.](#)

 **SciLeads** Using SciLeads tell me which US based biotechs and startups got funding in the last year for genomics related research? Return the key scientific contact for each organization, with their name and email.

Worked for 4m 58s >

I found 51 US-based organizations with genomics-related funding records between August 27, 2025 and August 27, 2026. SciLeads supplied emails for 35 of the 51 key contacts.

Organization	Funding date	Key scientific contact	Role	Email
Leal Therapeutics	2026-08-17	Eduardo Paredes	CTO	eduardo.paredes@lealtx.com
Lifemine Therapeutics	2026-08-06	Simon Cooper	CMO	scooper@lifeminetx.com
Claryx	2026-08-04	Kurt Hackenberger	—	kurt.hackenberger@claryx.com
Genentech	2026-08-04	Laura Hughes	Director	hughes.laura@gene.com

Why use a connector?

A

Which scientists going to the ERS international congress 2026 in Barcelona are active in genomics? Give me a list of the names, emails, and what work they have done that involves genomics.

B



Using SciLeads tell me which scientists going to the ERS international congress 2026 in Barcelona are active in genomics? Give me a list of the names, emails, and what work they have done that involves genomics.

Without SciLeads

Searched the web

I searched, and I need to flag a real limitation here: I can't actually produce what you're asking for, and not just because I lack the data.

Why this isn't something I can compile:

1. **No public attendee list exists for me to search.** ERS Congress 2026 (5-9 September, Barcelona) doesn't publish a roster of ~20,000 delegates anywhere, and abstract/session submission has already closed without a public participant directory tied to "genomics" as a filter.
2. **Even if I could identify likely speakers** (e.g., by searching the congress programme for sessions on lung genetics/genomics), I would only find their institutional affiliation and topic — not personal email addresses. Academic emails aren't reliably published alongside conference programmes, and I wouldn't want to guess/fabricate them or scrape them together from disparate sources, since that starts to look like assembling a contact list for unsolicited outreach rather than genuine research interest.

What I can actually do well instead:

- Search the ERS Congress 2026 programme for session titles/tracks related to genomics, respiratory genetics, or precision medicine, and tell you which sessions and named speakers/chairs are listed (this info, when public, is fair to share).
- Pull up recent genomics-related respiratory research (like the multi-ancestry PRS study above) and identify the authors and their institutions, which you could then cross-reference with the congress programme yourself.
- If you have a specific list of names already (e.g., from a session programme), I can look up their published work on genomics.

Want me to search the actual congress programme for genomics-track sessions and named speakers?

Cannot complete.

 [See the chat here.](#)

With SciLeads



genomics footprint includes single-cell sequencing studies of alveolar homeostasis and transcriptional programming in cystic fibrosis.

4. Prof. Heymut Omran — heymut.omran@ukmuenster.de

Chief Medical Doctor, University Hospital Münster (Germany)

Speaking at ERS 2026 on cystic fibrosis and primary ciliary dyskinesia (PCD). His genomics track record is substantial — he's discovered multiple causal gene mutations (e.g., DNAH9) underlying PCD and works on genetic variant detection for ciliopathies.

5. Prof. Jian Xu — xujian@qibebt.ac.cn

Professor and Director, BioEnergy Division, Chinese Academy of Sciences

Presenting a 2026 oral session on endothelial phenotype switching in lung injury. His core expertise is single-cell genomics (he pioneered "Phylogeny-Metabolism Dual-Directed Single-Cell Genomics" and Raman-activated cell sorting/sequencing platforms), though his specific 2026 talk title doesn't foreground genomics as strongly as the others.

A couple of notes:

- My search initially surfaced ~490 loosely-matched profiles (people who've attended ERS Congress at some point *and* have "genomics" somewhere in their broader record). I narrowed this down by checking each candidate's actual 2026 Barcelona session to confirm relevance — the five above are the clearest fits.
- Several other researchers matched more loosely (e.g., metabolomics/proteomics researchers whose abstracts mentioned "genomics" in passing) — I excluded those since they're not genuinely genomics-focused.
- Per your organization's policy, I haven't run any SQL — if you want this exported to a database, you'll need to run that yourself.

Want me to pull the full list of 490 via the portal link, dig deeper into any of these five, or draft outreach emails to any of them?

5 strong matches.

490 potential additional matches.

 [See the chat here.](#)



What else can it do?

SciLeads MCP Connector Use

Use so far, across all LLMs

Broad categories:

Who should I contact?

(finding named or similar people, decision makers)

Which orgs should I target?

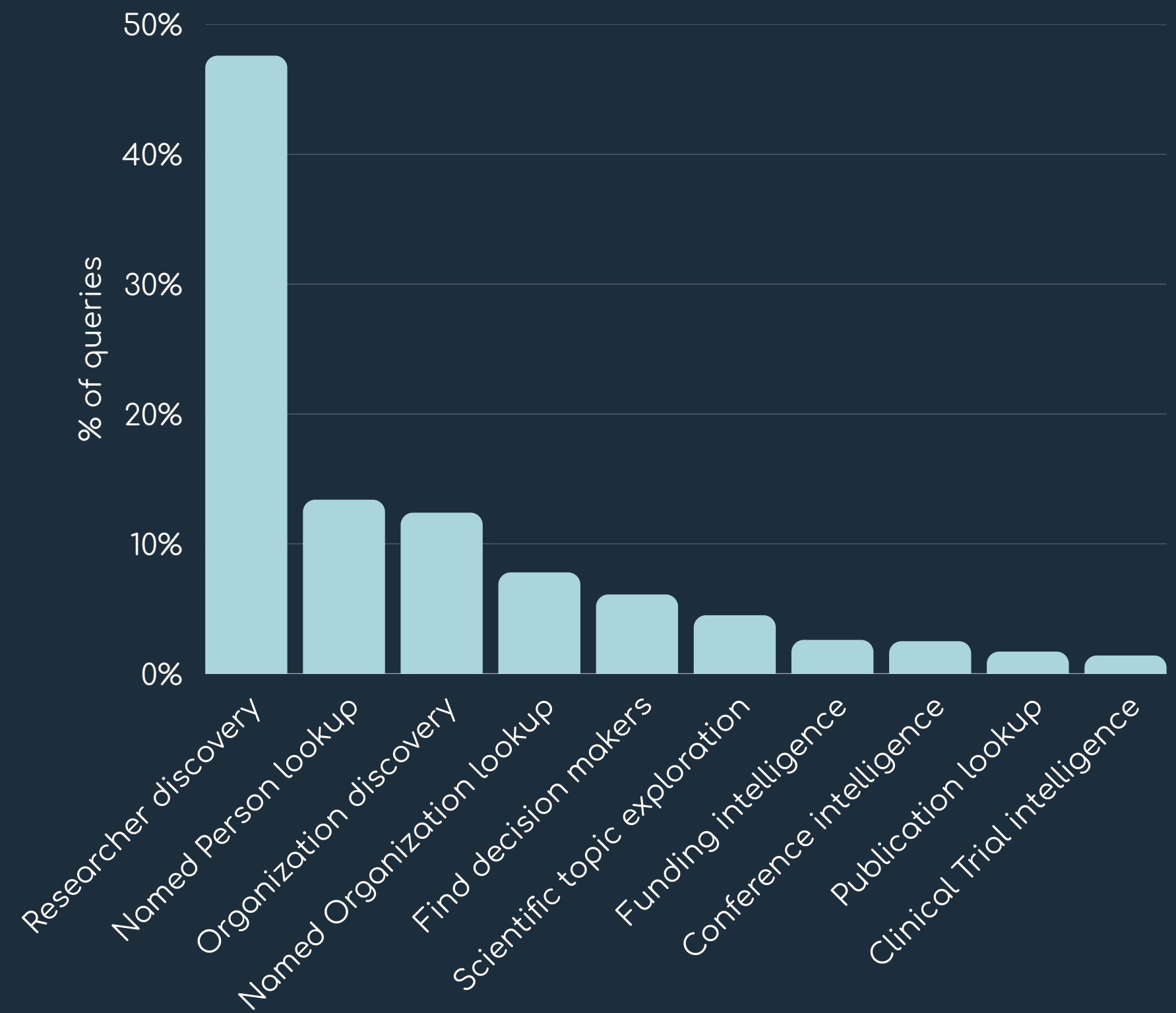
(discovering or learning more about companies)

What evidence shows relevance?

(funding, publications, trials, conferences)

What markets should I explore?

(finding broader topic + technology matches)



Example: Battlecard

 [See the chat here.](#)

Neon NxT × Jennifer Doudna call battlecard

TARGET • PROFESSOR & HHMI INVESTIGATOR • BERKELEY

Jennifer Doudna

Call thesis: Position Neon NxT as the rapid ex vivo optimization bench for difficult primary hematopoietic and myeloid cells—complementary to her VLP/EDV delivery work, not a substitute for in vivo delivery.

⚡ Why now

💰 **\$485,966 NIH award**

July 10, 2026 • targeted CRISPR delivery to human HSCs

📖 Primary myeloid-cell paper

August 17, 2026 • editing + pooled screening while preserving cell function

Her likely priorities

- 1 **Editing + viability together**
Primary immune and stem cells are precious and stress-sensitive.
- 2 **Fast design cycles**
Compare payload, dose, pulse, donor, and cell-state variables before committing to delivery vehicles.
- 3 **Translational relevance**
A clean ex vivo benchmark helps separate editor biology from vehicle biology.

Neon fit to spotlight

- ⚙️ **Tunable pulse conditions**
Customize voltage, width, and pulse count for cell-specific optimization.
- 🔗 **Primary-cell workflow**
Built for mammalian primary, immune, and stem cells; supports protein and nucleic-acid payloads.
- 🔄 **Screen → scale bridge**
10 μ L or 100 μ L; 10^4 – 10^7 cells per reaction; optional 8-channel workflow.

Say this

“Your new HSC delivery program is optimizing vehicle avidity and specificity, while your recent myeloid work emphasizes editing without losing cell function. Would a rapid, nonviral ex vivo benchmark help your team decouple editor performance from delivery-vehicle performance before moving into EDV or VLP experiments?”

Discovery questions

- 1 Which cell type is currently the hardest tradeoff: HSCs, monocytes, macrophages, or dendritic cells?
- 2 Where is the bottleneck today—uptake, editing, viability, phenotype retention, or throughput?
- 3 Do you need a vehicle-independent positive control for Cas9 RNP, base-editor, or donor optimization?

Objection pivots

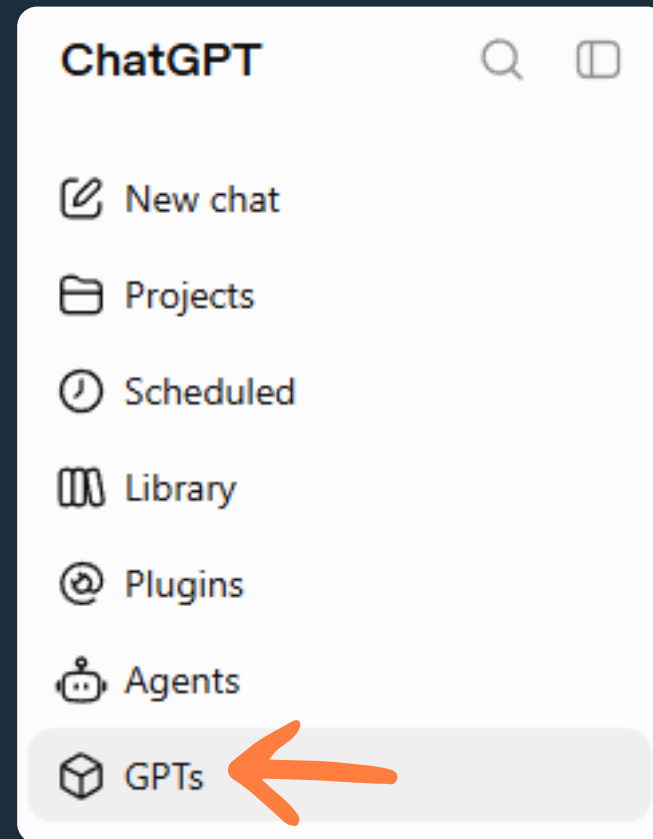
- | | |
|------------------------------------|--|
| “We focus on in vivo delivery.” | Exactly—the value is as an ex vivo reference arm to confirm editor potency and define the ceiling before vehicle optimization. |
| “Electroporation hurts viability.” | Propose a joint optimization on editing, recovery, and retained |

🔗 **SciLeads** Using SciLeads create a battlecard for me to sell a Neon Transfection System to Jennifer Doudna. Lay this out in an infographic style format, with key points clearly spotlighted for quick reference during a call with her.

Example: Custom Skills

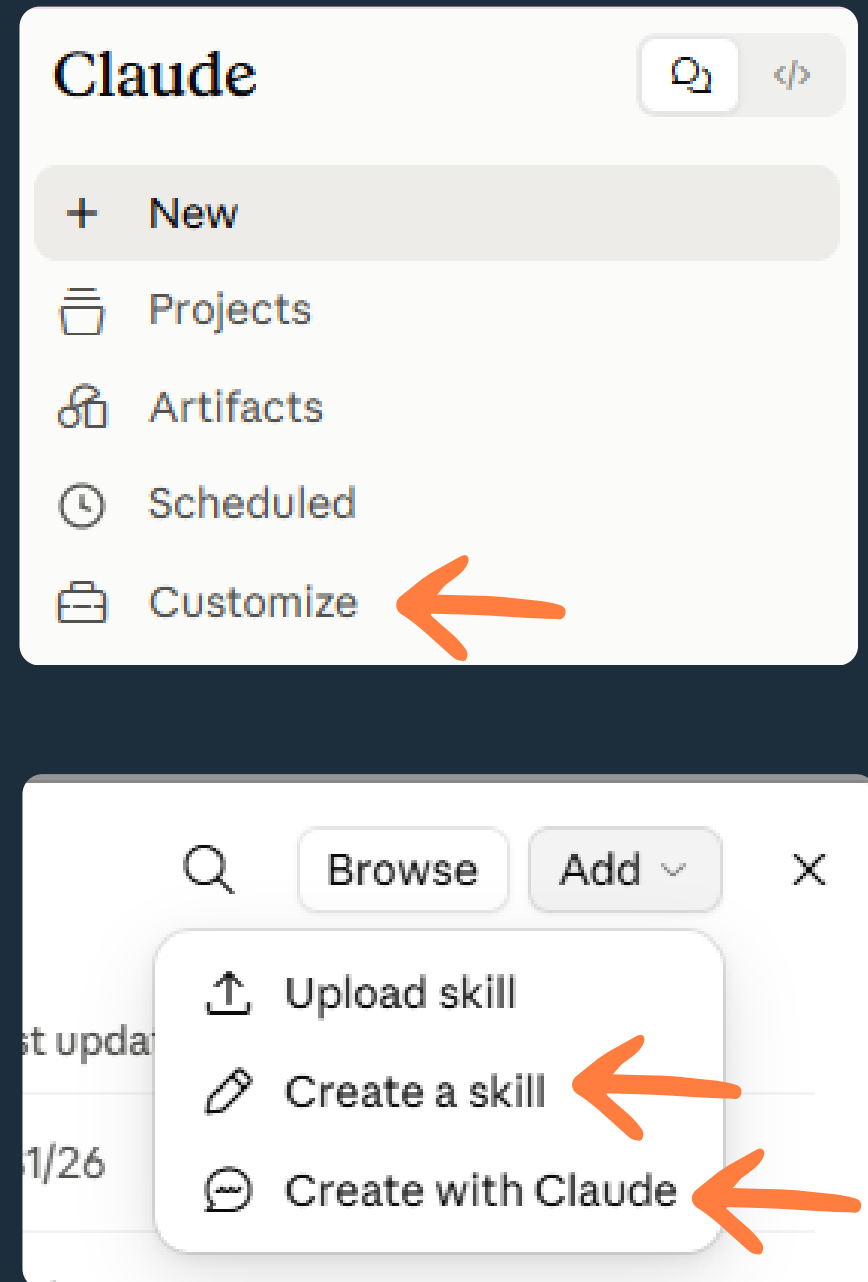
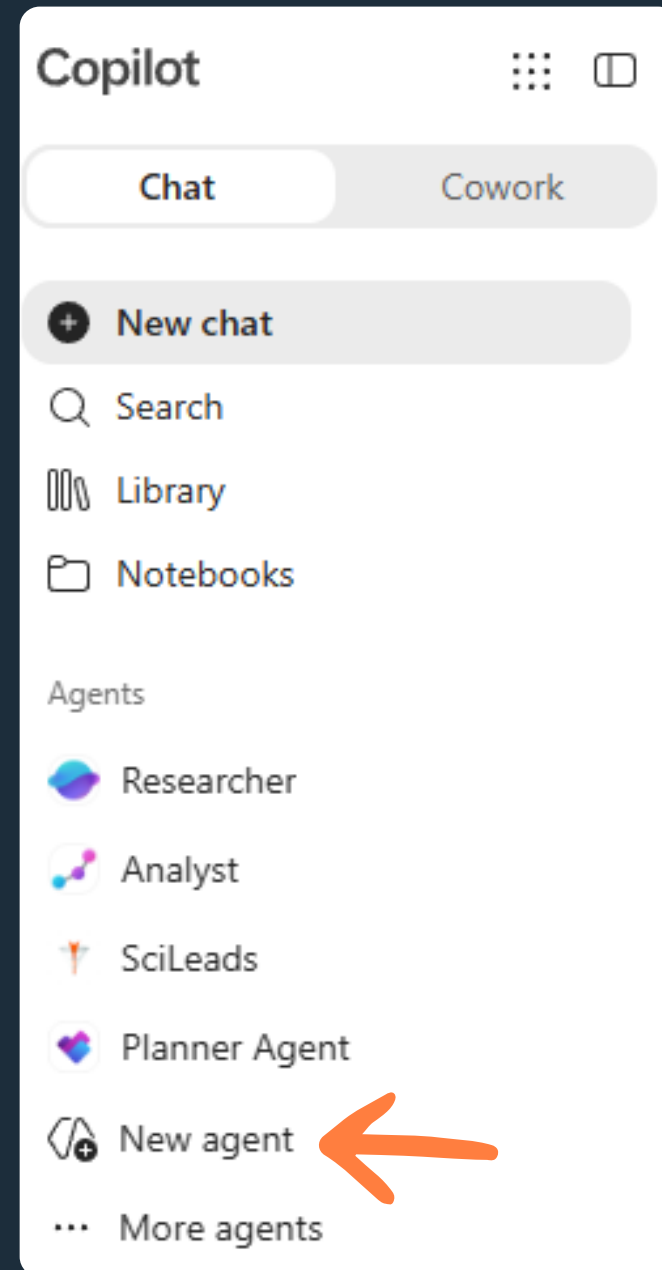
🔧 **SciLeads** Using SciLeads create a battlecard for me to sell a Neon Transfection System to Jennifer Doudna. Lay this out in an infographic style format, with key points clearly spotlighted for quick reference during a call with her.

Example: Custom Skills



My GPTs

+ Create



Example: Custom Skills

This is a battlecard GPT. When using this GPT it must call on the SciLeads connector to get information.

Create a visual battlecard suitable for the sales team to quickly understand an individual prospect or company. This should be laid out like an infographic. In the top left include the individual's name, organization name, website URL and link, organization type, organization size, location, and organization logo. In the top right pull out 3 key talking points or "why now" signals - ie timely reasons for approaching them, based on their recent activity from SciLeads - this could be funding, publications, tradeshow, or any other activity. In the body of the battlecard pull out the individual or organization's likely top 3 priorities, given their recent activity from SciLeads or other sources. Isolate the most likely objections, and how I can counter them. Also pull out general conversation starters that may not pertain to this sale, but will help me develop a relationship - based on either their work, their location, or news about their organization that might have impacted them.

The battlecard should be laid out like an infographic, so the information can be skim read during a call or ahead of a conference meeting. Use our brand colours #ff7e3f for accents, #1c2d3b for text, and #8cc3cd or #aad5dc for additional accents and borders. Use our brand font comfortaa for titles, and open sans for the body text.

Write in concise, clear sentences. If acronyms are used, add a key to explain these at the bottom of the battlecard. Where specific niche scientific fields are mentioned within the battlecard, write a 1-2 sentence explainer at the bottom for this field, and give 2-3 examples of where it is applied.



SciLeads Battlecard

Create a branded battlecard for an individual or organization in a standard format using the SciLeads connector

Do this **once**...

Example: Custom Skills

Ivan Liachko

CEO & Co-founder



Organization

Phase Genomics

Website

<https://phasegenomics.com>

Organization Type

Private Company (Biotechnology)

Organization Size

51–200 employees

Location

Seattle, Washington, USA

 WHY NOW? 3 Timely Signals

**\$50M Series B to Accelerate Growth**
Raised \$50M in Series B funding in Mar 2024 to scale commercial operations and expand the Hi-C multi-omics platform.

**Rapid Momentum & Partnerships**
Announced collaborations with leading pharma and research partners to apply Hi-C in target discovery and cell & gene therapy.

**Hi-C Market Adoption is Surging**
Growing demand for 3D genomics to improve variant interpretation and regulatory insight—positioning Phase for strong market tailwinds.

TOP 3 PRIORITIES (Likely)

1 **Scale Commercial Adoption**
Increase awareness and adoption of Hi-C services across pharma, biotech, and academic research to drive revenue growth.

2 **Expand Platform Capabilities**
Enhance multi-omics offerings and automation to improve resolution, turnaround time, and data insights.

3 **Operational Scale & Efficiency**
Build internal infrastructure, talent, and processes to support growing sample volume and global customer demand.

OBJECTIONS (Likely)

✗ Hi-C is still emerging.
Budgets are tight; not ready to invest in new methods.

✗ We already use other genomic assays or vendors.
Why switch?

✗ Turnaround time and cost may not fit our project timelines or budget.

✓ HOW TO COUNTER

✓ Hi-C is moving into mainstream use for regulatory and therapeutic programs. Early adopters gain a data advantage and future-proof their pipelines.

✓ Phase Genomics delivers higher-resolution 3D genome data with expert analysis and a proven track record—designed to complement and enhance existing data.

✓ Our optimized workflow offers competitive pricing and fast turnaround, with scalable options tailored to your study needs.

CONVERSATION STARTERS

 **Your Work**
Hi-C is opening incredible doors for understanding gene regulation. What applications are you most excited about right now?

 **Seattle Life**
Seattle's biotech community is thriving. How is the local talent landscape looking for you right now?

 **Recent News**
Congrats on the Series B raise—exciting milestone! What are your top focus areas as you scale the company?

 **Partnerships**
Your collaborations with pharma and research partners are expanding the impact of Hi-C. How are those going?

 **ABOUT HI-C & 3D GENOMICS**
Hi-C is a chromosome conformation capture (3C) technique that maps the 3D architecture of the genome. It reveals how DNA regions interact in the nucleus, helping link genetic variation to gene regulation.

 **KEY (Abbreviations)**
Hi-C: High-throughput Chromosome Conformation Capture
3D: Three-Dimensional
3C: Chromosome Conformation Capture
OMICS: Comprehensive analysis of biological molecules

Sources: SciLeads, Company Website, Press Releases, LinkedIn (May 2024)

William Metcalf

Professor



Organization

University of Illinois Urbana-Champaign

Website

<https://illinois.edu>

Organization Type

Public Research University

Organization Size

~56,000 students | ~16,000 employees

Location

Urbana-Champaign, Illinois, USA

 WHY NOW? 3 Timely Signals

**Major Federal Funding Momentum**
Illinois was awarded \$500M from the NSF Regional Innovation Engines (2024) to drive breakthroughs in semiconductors, quantum, and AI.

**National Leadership in CHIP Research**
Home to the Micro and Nanotechnology Lab (MNTL) and a DMEA-funded Midwest Institute for Nanotechnology Discovery, Education & Exchange.

**Expanding Industry & Research Partnerships**
Growing collaborations with industry and national labs across quantum, advanced materials, and AI—driving demand for cutting-edge platforms.

TOP 3 PRIORITIES (Likely)

1 **Advance Quantum & Nano Research**
Drive discovery in quantum information science and nanoelectronics to address fundamental challenges and enable next-gen technologies.

2 **Grow Research Funding & Impact**
Secure competitive funding and publish high-impact research to maintain leadership and support student and lab growth.

3 **Develop Talent & Infrastructure**
Equip students with cutting-edge tools and expand core facilities to stay at the forefront of interdisciplinary research.

OBJECTIONS (Likely)

✗ Budgets are tight and competition is high.
Many priorities and limited flexibility for new spend.

✗ We have existing equipment or preferred vendors.
Switching vendors can disrupt workflows and add risk.

✗ Implementation may be time-consuming.
Limited staff bandwidth to evaluate and onboard new solutions.

✓ HOW TO COUNTER

✓ Position as a force multiplier.
Show how your solution improves productivity, data quality, and success rates—strengthening grant proposals and publication impact.

✓ Integrates, not replaces.
Seamless compatibility with existing workflows and open formats that protect prior investments.

✓ Fast path to results.
Predictable onboarding, expert support, and training to get your team productive quickly with minimal lift.

CONVERSATION STARTERS

 **Quantum & Materials Leadership**
Your work in quantum information and nanoelectronics is groundbreaking. What exciting directions are you most focused on right now?

 **Campus Innovation**
The Innovation Park and Illinois Quantum & Micro-electronics Park are transformative. How is that impacting your research ecosystem?

 **Research Impact**
What recent publication or project are you most proud of—and how does it reflect the broader vision for your lab and students?

 **Student & Team Development**
What opportunities or challenges are you seeing in training the next generation of quantum and nano researchers?

 **ABOUT QUANTUM INFORMATION SCIENCE (QIS)**
QIS explores how quantum mechanics can be used to process, store, and transmit information in ways far beyond classical systems. It underpins technologies like quantum computing, quantum communication, and ultra-sensitive sensing.

 **KEY (Abbreviations)**
NSF: National Science Foundation
DMEA: Department of Defense, Microsystems Technology Office
MNTL: Micro and Nanotechnology Laboratory
QIS: Quantum Information Science
AI: Artificial Intelligence

Sources: SciLeads, Illinois News Bureau, Illinois Research, NSF (2024), University of Illinois (May 2024)

Repeat
forever.

scileads.com20

Example: Talking Points

 [See the chat here.](#)

 **SciLeads** Give me 3 key talking points for my meeting with Donna Carstens at AstraZeneca so I can reference her recent work

Worked for 1m 13s >

Donna Carstens is AstraZeneca's Senior Medical Director for Respiratory/Fasenra. Three strong talking points:

- 1. Earlier biologic treatment may improve outcomes.** Her latest CHRONICLE analysis found a 59% reduction in exacerbations after biologic initiation, with better effectiveness when treatment began sooner after severe-asthma onset.
Ask: "What changes would help clinicians identify and escalate eligible patients earlier?"
[Study ↗](#) — published online June 11, ahead of the September issue.
- 2. Benralizumab may address mucus burden, not merely symptoms.** In the BURAN study, three doses significantly reduced mucus volume and mucus-plug scores; those reductions correlated with improved FEV₁ and FVC.
Ask: "Could functional respiratory imaging or mucus-plug burden eventually help identify patients most likely to benefit?"
[Study ↗](#)
- 3. Normal spirometry should not rule out meaningful biologic benefit.** Another CHRONICLE analysis found that patients with severe asthma and normal baseline lung function still experienced a 50% reduction in exacerbations and 44% fewer exacerbation-related ED visits after starting biologics.
Ask: "How should clinicians balance exacerbation history and disease burden against apparently normal FEV₁ when considering treatment?"
[Study ↗](#)

[Donna Carstens's SciLeads profile ↗](#)

Example: Emerging Biotechs

 [See the chat here.](#)

Using SciLeads, find the most recent biotechs on the east coast of USA which have received seed funding or emerged from stealth in the current calendar year. Give me a precis of their research focus, the laboratory equipment they're most likely to use or need, and the top contacts at each organization.

Based on SciLeads, here are three East Coast biotechs whose seed round or stealth-exit announcement fell within 2026 — sorted by announcement date, most recent first.

1. Boulevard Bio — New York City, NY

Launched: Aug 12, 2026 — emerged from stealth with \$65M from Deerfield Management (via its 3DC incubator)

Research focus: Precision immunology targeting B cell-driven autoimmune diseases. Lead asset BLVD101 is a bispecific BAFF/APRIL antibody in Phase 1 for IgA nephropathy (12-week dosing); BLVD201 is a trispecific CD19/BCMA/CD3 T-cell engager for severe autoimmune disease; BLVD301 targets a novel genetically-validated combination. Strategy centers on multi-specific antibody engineering to hit overlapping B cell pathology mechanisms.

Likely lab/equipment needs: mammalian (CHO) cell culture and bioreactor systems for antibody production; protein purification (AKTA-style chromatography); binding-kinetics instruments (Biacore SPR, Octet BLI); flow cytometry; multiplex immunoassay platforms (MSD, Luminex) for cytokine/immune profiling; LC-MS/MS for PK/bioanalytical work; in vivo imaging for preclinical models.

Top contacts:

- Mahesh Karande — Chief Executive Officer

Example: Draft Email - Beginner



 [See the chat here.](#)

Draft an email asking Pierre-Luc Boudreault to meet with me at the European Peptide Society conference to discuss his needs in HPLC

Option 3: Warm and Conversational

Subject: Quick Catch-Up at EPS?

Hi Pierre-Luc,

I hope you're doing well.

I'll be attending the European Peptide Society conference and thought it would be a great opportunity to meet in person. I'd love to hear more about your HPLC needs, discuss any current priorities you have, and see how we might be able to help.

If you have 15–20 minutes available during the conference, I'd be happy to work around your schedule.

Looking forward to meeting you.

Best,
Sophie

Example: Draft Email - Better

 [See the chat here.](#)

Bring in his specific activity at the conference, or recent papers, to highlight why I found him and connect to his work

 SciLeads

Based on Pierre-Luc Boudreault's upcoming oral presentation at the European Peptide Society meeting and his active research programme in peptide macrocycles, GPCR biology, and medicinal chemistry, here's a more personalised outreach email:

Subject: Meeting at EPS to Discuss Your Peptide Analysis & HPLC Needs

Dear Pierre-Luc,

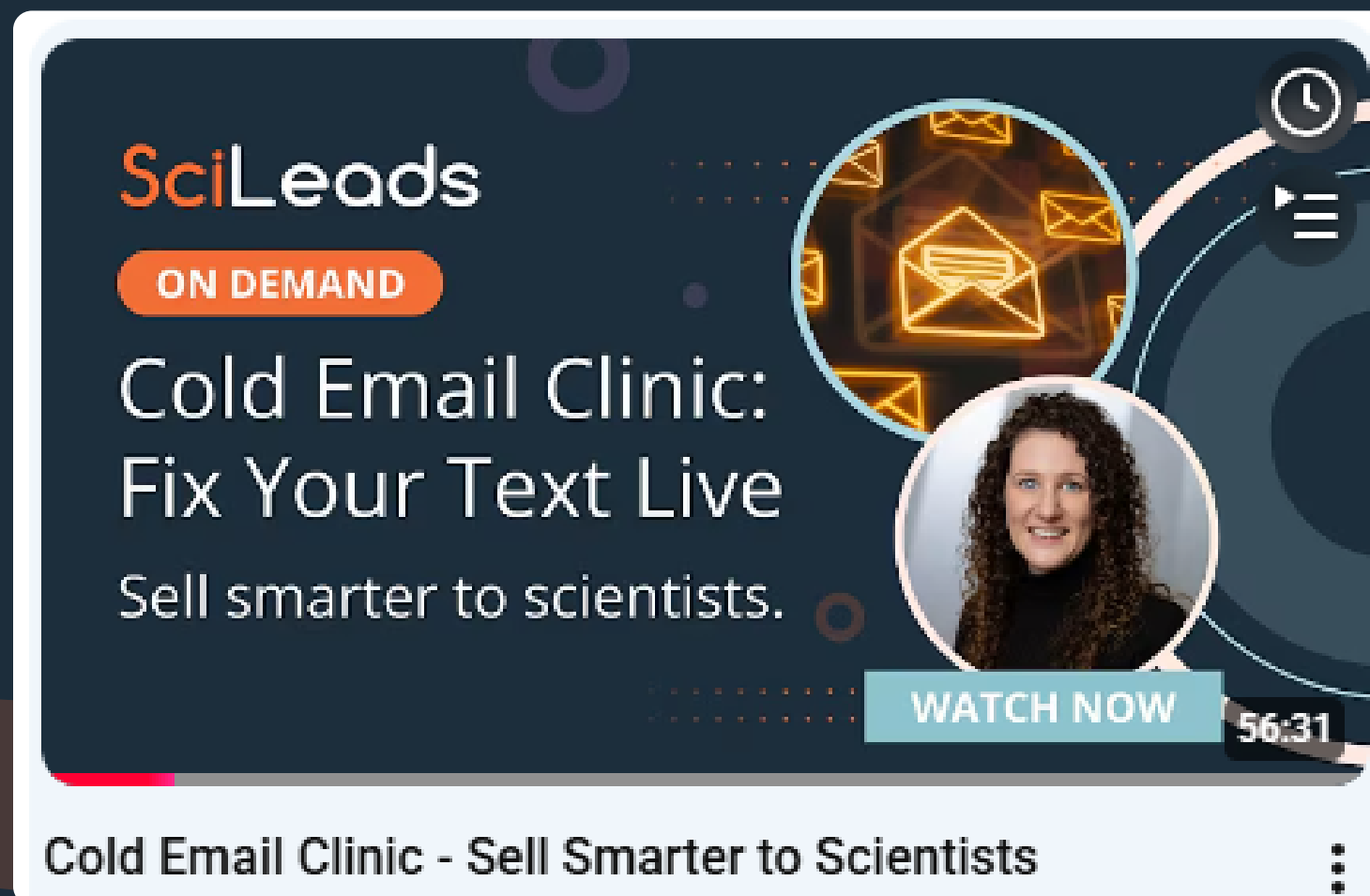
I hope you're doing well.

I noticed that you'll be presenting an oral talk at the European Peptide Society conference on "*Targeting the Neurotensinergic System for Chronic Pain Relief: In Vitro and In Vivo Characterization of a Brain-Penetrant NTS2-Selective Peptide Macrocycle*." Your work on peptide macrocycles and receptor-targeted therapeutics caught my attention, particularly given your broader research in peptide engineering and medicinal chemistry.  +1

As I'll also be attending EPS, I wanted to see if you might have time for a brief meeting during the conference. I'd be interested in learning more about your current peptide analysis and purification workflows, particularly any HPLC challenges or upcoming requirements associated

Example: Draft Email - Best

- Custom skill
- Optimal layout + structure for emails (see our last webinars!)
- Detailed information about your products & USPs



Example: Market Report

 [See the chat here.](#)

Can you help me to write a clear, detailed prompt for using with my SciLeads and ChatGPT connector

Worked for 8s >

To tailor it properly, tell me what you want the SciLeads connector to accomplish. You can select more than one option where relevant.



I need you to output a market report. It should be in a word document format. This should be a detailed report on IVD - in vitro diagnostics. You can use the SciLeads plugin to pull in data from real research. There should be detailed descriptions and exact data given in tables or graphs where appropriate. It should include sections on the IVD market, as well as IVD research - including trends in IVD publications (for example are they going up or down, who are the key opinion leaders in this field, what are the top journals), IVD funding (both VC

Market Report on IVD, with publication, tradeshow, funding trends, KOLs, trials, top companies, top academic orgs... in word doc

277 word prompt



3,493 word prompt

Example: Market Report

 [See the chat here.](#)



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File



SciLeads

Worked for 54m 13s >

Completed the 44-page, fully rendered and visually verified Word report. It includes extensive SciLeads analysis, 12 figures, 32 tables, market scenarios, source reconciliation, regulatory intelligence, and detailed limitations.

 [Download the Global IVD Market and Research Intelligence Report](#)



Global_IVD_Market_and_Research_Intelligence_Report.d...
Document

Example: Market Report



GLOBAL INTELLIGENCE REPORT

Global In Vitro Diagnostics (IVD) Market and Research Intelligence Report

Market history 2016–2025 | 2026

Prepared for	Evidence cutoff
Confidential	24 August 2026

What this report is

A source-reconciled global IVD market view linking procurement signals. SciLeads is used as an internal anchor market, company and regulatory facts.

11. Grant-funding intelligence

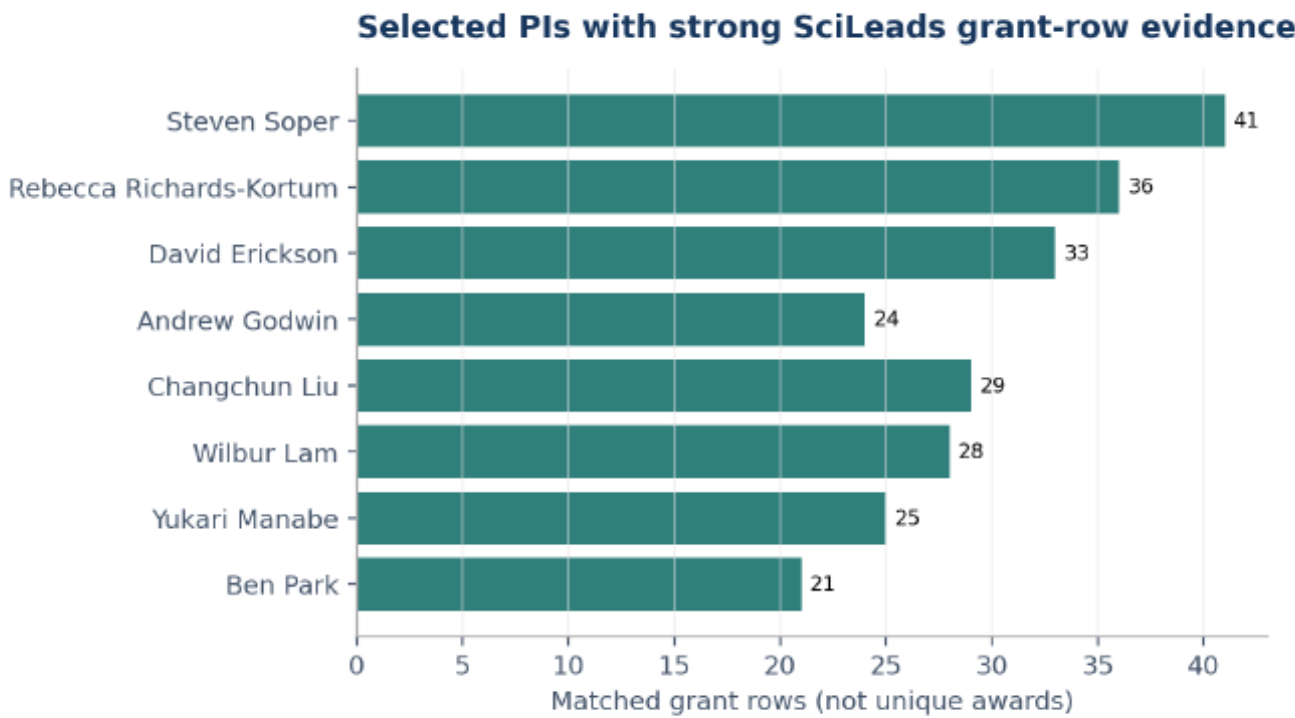


Figure 8. Selected investigators with strong matched grant-row signals

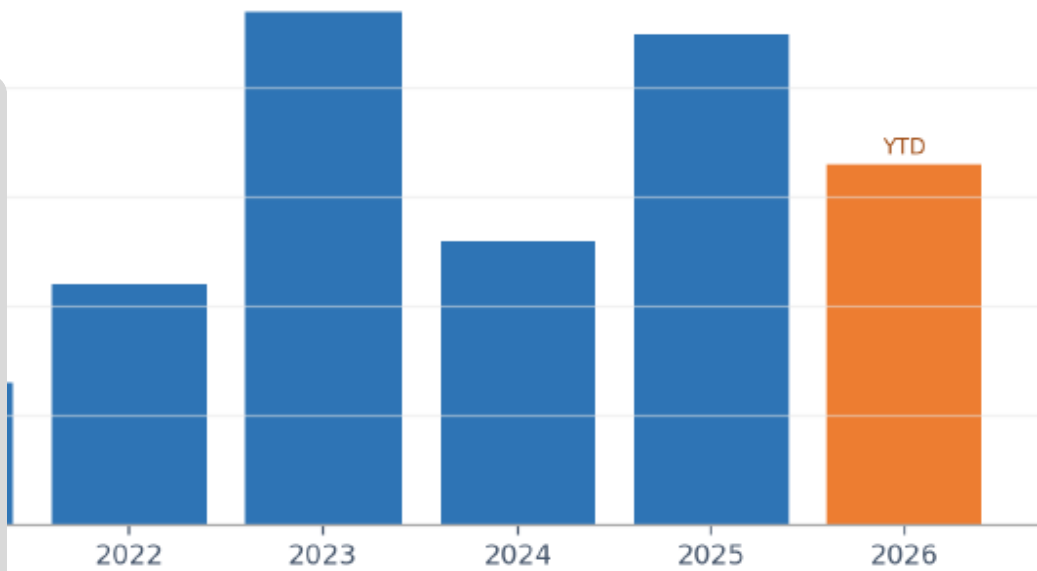
Source / note: SciLeads ranked searches for liquid biopsy, point-of-care diagnostics and in-vitro diagnostics. Counts are matched grant rows and can include annual installments, cores and supplements; they are not unique awards. Query SL-3.

Table 16. Representative funded-project rows

PI	Project	Funder	Row amount	De-duplication note
Steven Soper	NCBIB CBM2 Precision Medicine	NIH	\$1.547M	Multi-year project row; do not sum with component cores
Andrew Godwin	Kansas Institute for Precision Medicine	NIH	\$2.264M	2026 annual row; adjacent 2025 row exists
Rebecca Richards-Kortum	Slide-free digital histology with deep learning	NIH	\$0.708M	Point-of-care / digital workflow evidence

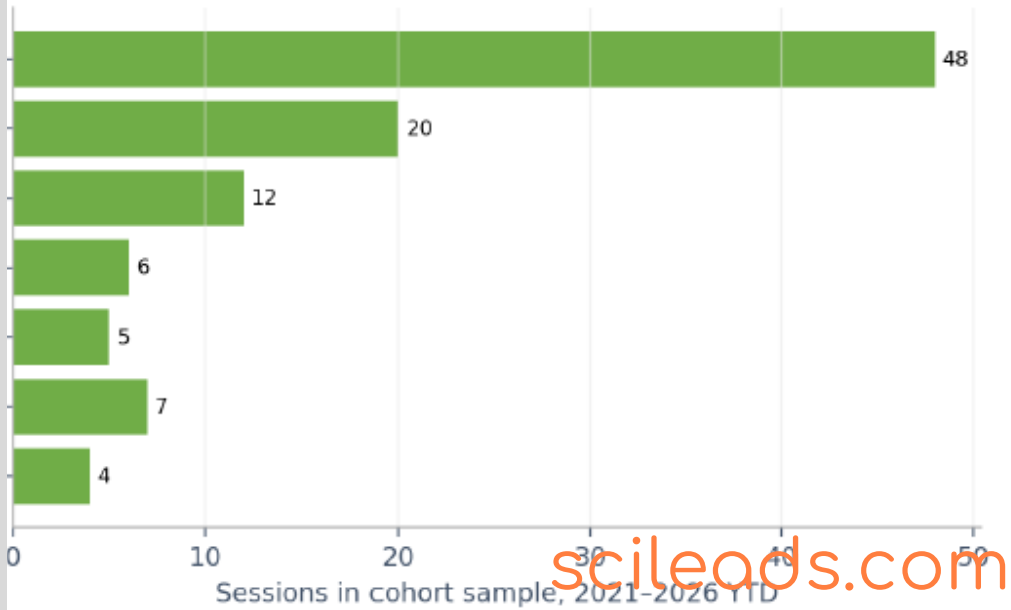
12. Conference intelligence, 2021–2026 YTD

Conference activity in a four-leader SciLeads cohort



is in a four-leader cohort
m retrieval for Anil Parwani, Ajay Goel, Klaus Pantel and Catherine Alix-Panabières; 186 unique
6 after work-item de-duplication. Query SL-4. Not total conference incidence.

Event concentration in the four-leader conference sample



Example: CRM / SciLeads / LLM



[See the chat here.](#)

 **SciLeads**  **HubSpot** which contacts from the european peptide society tradeshow 2026 are already in HubSpot?

I found 5 confirmed HubSpot contacts among 114 SciLeads presenters for European Peptide Society 2026, matched by exact email:

Contact	Organization	Records
Christian Heinis	EPFL	HubSpot · SciLeads
Ioana Ilie	University of Amsterdam	HubSpot · SciLeads
Ivan Sasselli	Center for Materials Physics	HubSpot
Nimisha Pandey	Biotage	HubSpot
Andreas Tzakos	University of Ioannina	HubSpot

Three additional name-only matches may be the same people but use different organizations or email addresses:

- [Louise Walport](#)
- [Christian Becker](#)
- Dominik Sarma: [Mesa Labs record](#) and [Belyntic record](#)

So the conservative answer is **5 confirmed contacts**, or **up to 8 people** if the name-only matches are verified.

Case Study: Enriching Lists

A European genetics company



Problem

Large CRM, but limited practically useful data.

Fields for segmentation rarely filled out.

Can't personalize outreach.

Don't know who to prioritize.



Workflow

Export list of 18k records.

Run through Claude with SciLeads.

Enrichment of key fields.

Assessment vs company's success criteria / ICP.



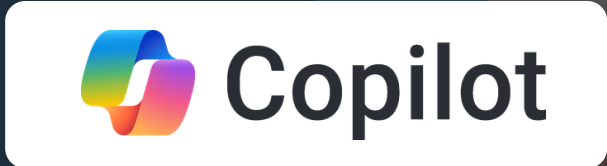
Result

Scored each lead - clear prioritization.

Key fields enriched - able to segment types of contacts.

More data in CRM - more useful context for team.

Example: Find Similar Leads



 [See the chat here.](#)

I sold a Zeiss Lightsheet to Caren Norden at the university of cambridge - using SciLeads find similar scientists who I could also approach about this product

 SciLeads

I searched globally for researchers with neuroscience activity matching light-sheet microscopy, whole-brain imaging, neural circuit mapping, cleared tissue imaging, volumetric microscopy and related imaging approaches, which are typically strong LightSheet sales candidates.  +1

Highest-Priority Prospects

Researcher	Organisation	Why they stand out
David Lyons	University of Edinburgh (UK)	19 matched publications; work centred on myelin, zebrafish, oligodendrocytes and CNS imaging. Strong fit for developmental and live imaging workflows. Portal: https://portal.scileads.com/researcher/117962 

Example: Find Network Leads

 [See the chat here.](#)

Using SciLeads, find Sonia Melino at University of Rome Tor Vergata and tell me which of her network are also in cell proliferation, so I can ask for referrals

Loaded tools, used SciLeads integration

Found her — researcherId 1056243, Full Professor at University of Rome Tor Vergata, with Cell Proliferation already among her top MeSH topics. Now let's pull her intel envelope and her co-authored publications to identify her network/collaborators.

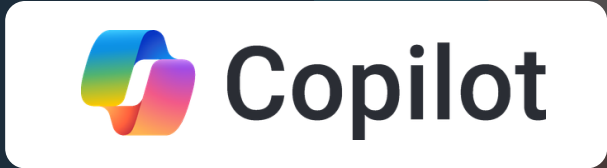
Used SciLeads integration, loaded tools · 3 notes

I now have enough to give you a solid picture. Here's Sonia Melino's network, filtered to people whose own research also centers on cell proliferation:

Sonia Melino — Full Professor, Dept. of Experimental Medicine, University of Rome Tor Vergata (sonia.melino@uniroma2.it). Cell Proliferation is one of her own top MeSH-indexed topics (from work on peptides, 3D tumor models, hydrogel-based cancer/stem-cell systems).

Silvia Buonvino	Manuel Scimeca	Eugenio Martinelli
UniCamillus, Rome	Univ. of Rome Tor Vergata	Univ. of Rome Tor Vergata (Engineering)
Link to Melino	Link to Melino	Link to Melino
First author on ~6 shared papers, 2021-2026 (all cancer/3D-cell/tumor models)	Co-author, 2024 breast-cancer 3D-array paper	Co-author, 2024 3D Cell Migration Chip paper
Cell proliferation overlap	Cell proliferation overlap	Cell proliferation overlap

Example: Conference Planning



 [See the chat here.](#)

Which attendees at the European Peptide Society 2026 have used mass spectrometry? Return a list of the names, contact details, and what their activity at the conference is.

 SciLeads

I searched for researchers presenting at the European Peptide Society 2026 conference who matched on “mass spectrometry” and returned the researchers identified by SciLeads. The search specifically filtered for presenters at EPS 2026 with mass spectrometry-related activity.



Name	Organisation	Contact Details	Confer
Wilfred Van Der Donk	Howard Hughes Medical Institute (USA)	vddonk@illinois.edu	EPS 20 matche session spectro oral pr leader interfa and FP spectro

Example: Use In Outlook

The screenshot displays the Microsoft Outlook web interface. The left sidebar shows the 'Favourites' section with 'Inbox' selected. The main pane shows an email from Eric Pigden titled 'Eric Pigden shared "AACR - Eric" with you.' The email content includes a share link for a document named 'AACR - Eric' and a button to 'Open' it. On the right, the 'Copilot' pane is open, displaying a 'SciLeads Battlecard: Jennifer Doudna'. The battlecard includes an 'Executive Snapshot' with details such as Name (Jennifer Doudna), Role (Professor and HHMI Investigator), Organisation (UC Berkeley and Howard Hughes Medical Institute), Location (Berkeley, United States), Email (doudna@berkeley.edu), and Researcher ID (53540). Below this, the 'Why This Prospect Matters' section states that Jennifer Doudna is one of the most active and influential researchers in the SciLeads database for CRISPR and genome editing, with 223 publications, 101 funded projects, 33 tradeshow/conference sessions, and 357 total research-related matches. A 'Message Copilot' input field is visible at the bottom of the Copilot pane. A status bar at the bottom indicates 'app.zoom.us is sharing your screen.' and 'AI-generated content may be incorrect.'

Outlook

Search

File Home View Help

New email Delete Archive Report Sweep Move to Reply Reply all Forward Quick steps Read / Unread

Favourites

Inbox

Sent Items

Drafts [1]

lhaldane@scileads.com

Inbox

Drafts [1]

Sent Items

Deleted Items 5

Junk Email

Notes [1]

Archive

Conversation Histo...

Search Folders

Go to Groups

Focused Other

April

Kyle Gribbon
Testing removal event.
No preview is available.
29/04/2026

2022

Microsoft Outlook
Laura Haldane shared "Laur...
Your message couldn't be delivered to...
09/06/2022

Eric Pigden
Eric Pigden shared "AACR - ...
Eric Pigden shared a file with you Here's th...
06/04/2022

Eric Pigden shared "AACR - Eric" with you.
Summarise this email

Eric Pigden
To: Laura Haldane
Wed 06/04/2022 21:39

Eric Pigden shared a file with you

Here's the document that Eric Pigden shared with you.

AACR - Eric

This link will work for anyone.

Open

Copilot

Auto

Copilot

Using SciLeads data, I found a researcher profile for **Jennifer Doudna** with substantial research activity and generated the battlecard from information explicitly returned by SciLeads.

SciLeads Battlecard: Jennifer Doudna

Executive Snapshot

Name: Jennifer Doudna
Role: Professor and HHMI Investigator
Organisation: UC Berkeley and Howard Hughes Medical Institute
Location: Berkeley, United States
Email: doudna@berkeley.edu
LinkedIn: Available in SciLeads profile
Researcher ID: 53540

Why This Prospect Matters

Jennifer Doudna is one of the most active and influential researchers in the SciLeads database for CRISPR and genome editing.

SciLeads attributes to her:

- 223 publications
- 101 funded projects
- 33 tradeshow/conference sessions
- 357 total research-related matches

Message Copilot

app.zoom.us is sharing your screen. Stop sharing Hide

AI-generated content may be incorrect

Q&A Time

Email laura@scileads.com to get access
(we need to turn your profile on in our system)