2018

POSNA
PEDIATRIC ORTHOPAEDIC SOCIETY OF NORTH AMERICA

CORPORATE OPPORTUNITIES
Dear POSNA Corporate Partners,

The leadership, members and staff of the Pediatric Orthopaedic Society of North America (POSNA) recognize that partnership with industry is paramount to achieving our mission: the development and implementation of the highest quality educational programs. Further, POSNA recognizes that through collaborative research, we will achieve transformational evidence-based advances in patient care. In the end, our mission is all about better care for children with musculoskeletal disorders. POSNA places great value on the relationships between our society and the companies that have become our Corporate Partners. We know that “nothing is impossible” with the cooperation of our industry counterparts.

Corporate Partners have supported the growth of POSNA and have built upon POSNA’s recognition as one of the world’s premier societies for pediatric orthopaedics and spinal deformity surgery. United by our common goals, Corporate Partners and POSNA, both benefit from the opportunities to collaborate. Ultimately, the exchange of ideas and knowledge improves both groups’ abilities to care for patients. Education is at the very core of POSNA’s mission. Industry support fuels POSNA’s ability to educate, support research and, most importantly, improve the care of children.

The crown jewels of POSNA’s educational endeavors are the POSNA Annual Meeting and the POSNA/AAOS International Pediatric Orthopaedic Symposium (IPOS), which draw upon surgeons from around the world. The Annual Meeting (Spring) is a vibrant event of the latest research and evidence-based medicine in pediatric orthopaedics, starting with the Pre-Course and continuing for 3 more days of talks, concurrent sessions, and breakout sessions. IPOS (late Fall) is a showcase for innovative techniques, “what’s new and what works” in pediatric orthopaedics. Recognizing the increasing complexity, diversity and subspecialty interests within pediatric orthopaedics, the IPOS schedule allows registrants to customize their learning experience to their unique practice. In addition to focused lecture sessions and case discussions, registrants may choose from over 40 breakout sessions, demonstrations, hands-on technical workshops, and industry-sponsored sessions with innovative products. New this year at IPOS; “One-Day Fundamentals in Pediatrics Review Course.” For IPOS Sponsorship Opportunities, see brochure at http://ipos.posna.org/sponsors.

In an effort to advance pediatric orthopaedic knowledge and patient care, POSNA looks to our industry partners for support of the POSNA Research Grant Program. The POSNA Board of Directors recently approved $469,480 in grant funding for 2018 which will support ten grants of $30,000, these smaller grants and two larger directed research grant. Additionally, a new Micro Grant Program was initiated in 2017. Due to the overwhelming response to this program from POSNA members, funding has been increased from ten grants to twenty grants in 2018.

POSNA continues to expand our global educational mission by collaborating with our alliance societies around the world. Initiatives with the European, Asia-Pacific and South America pediatric orthopedic societies, our global partners, have been enhanced by corporate support.

In 2010, POSNA introduced a Double Diamond level partnership opportunity, and numerous partners accepted this level of support. Sponsors qualify for Double Diamond level with a total of $125,000 in combined support of IPOS and POSNA. Double Diamond sponsors will meet with POSNA leadership at the annual AAOS meeting and be given an opportunity to host independent events on Thursday evening at the POSNA Annual Meeting. Additionally, Double Diamond sponsors will be invited to attend a breakfast meeting at IPOS; this will give a select group of Industry partners an opportunity to sit and openly discuss issues of common interest with POSNA leadership. Of course, all the benefits of other levels of support (e.g. Diamond to Silver) still apply. Your support is critical to allowing POSNA to execute its mission of education, research and improving patient care. If you have any questions about opportunities for partnership, please do not hesitate to contact Teri Stech, Executive Director of POSNA, Peter Sturm, MD, Industry Relations Chair, or Richard Schwend, MD, POSNA President.

POSNA is proud of the relationships we have fostered. We look forward to continued close collaboration with our Corporate Partners. We urge you to remember the reasons you’ve chosen to join with us in the past and consider increasing your level of support for POSNA this year.

Plan on joining us for the 2018 POSNA Annual Meeting, May 9-12, 2018, in Austin, Texas.

We thank you for your support and are confident that together we will succeed in the pursuit of our mutual goals of improving care and outcomes for children with orthopaedic problems.

Richard Schwend, MD
PRESIDENT, POSNA

Peter Sturm, MD
CHAIR, INDUSTRY RELATIONS COMMITTEE
THE PEDIATRIC ORTHOPAEDIC SOCIETY OF NORTH AMERICA

is comprised of professionals, primarily pediatric orthopaedic surgeons, devoted to the care of children’s musculoskeletal health. As a group, POSNA members strive to become the authoritative source on such care through appropriate research leading to the excellence in evidence-based patient care.
POSNA CORPORATE PARTNER – LEVELS AND BENEFITS

**DOUBLE DIAMOND**

$125,000 +

- Roundtable Leadership Discussion Meeting at the International Pediatric Orthopaedic Symposium (IPOS)
- Large corporate logo on Corporate Sponsor acknowledgment sign, verbal recognition and Sponsor Level Ribbons at the Annual Meeting
- Special Recognition as Double Diamond POSNA Sponsor during IPOS and other POSNA Events
- Opportunity to conduct a Pre-Course event at the IPOS Meeting
- Two Company Representatives are invited to attend the Presidents Dinner during the POSNA Annual Meeting
- Presentation of a plaque and an opportunity to address registrants at the Annual Meeting Opening Ceremonies
- Up to three specific sponsorships (named Annual Meeting Events or Awards) according to the interests of the Sponsor. Named events may include research awards, sponsorship of a portion of the meeting, or other events. Recognition of events or awards will be made independently during events or awards. (Specific recognitions can be provided on request.) See pages 3 - 4.
- Opportunity to conduct a Corporate Event on Thursday evening (pg 7).
- Largest Logo Recognition on the POSNA Website throughout the year
- Complimentary registration for six Company representatives to attend the POSNA Annual Meeting
- Recognition on the Annual Meeting Mobile App
- Two Company representatives invited to attend the Cocktail Reception in the Presidential Suite during the POSNA Annual Meeting
- Pre-registration mailing list will be made available, upon request, for a one-time mailing to registrants.

**PLATINUM**

$50,000 – $74,999

- Presentation of a plaque at the Annual Meeting Opening Ceremonies
- One specific Sponsorship (named Annual Meeting Event or Award) according to the interests of the Sponsor. Named events may include research awards, sponsorship of a portion of the meeting, or other events. Recognition of events or awards will be made independently during events or awards. (Specific recognitions can be provided on request.) See pages 3 - 4.
- Recognition on the POSNA Website (Corporate name) throughout the year
- Complimentary registration for four Company representatives to attend the POSNA Annual Meeting
- Recognition on the Annual Meeting Mobile App
- One Company representatives are invited to attend the Cocktail Reception in the Presidential Suite during the Annual Meeting
- Recognition at the Annual Meeting
- Post-meeting registration mailing list will be made available, upon request, for a one-time mailing to registrants after the meeting.

**GOLD**

$25,000 – $49,999

- Recognition on the POSNA Website (Corporate name) throughout the year
- Complimentary registration for three Company representatives to attend the POSNA Annual Meeting
- Recognition on the Annual Meeting Mobile App
- Recognition at the Annual Meeting
- Post-meeting registration mailing list will be made available, upon request, for a one-time mailing to registrants after the meeting.

**SILVER**

$10,000 – $24,999

- Recognition on POSNA Website (Corporate name) throughout the year
- Complimentary registration for two Company representatives to attend the Annual Meeting
- Listed on the Annual Meeting Mobile App
- Recognition at the Annual Meeting
- Post-meeting registration mailing list will be made available, upon request, for a one-time mailing to registrants after the meeting.

**PLEASE NOTE**

Sponsorship does not guarantee exhibit space. Registration for exhibit space is separate and must be confirmed prior to the deadline. Please see Exhibit Registration Form on Page 9 and Rules & Regulations on pages 11-12.
2017 IPOS MEETING

Educational grants, scholarships and other sponsorship contributions given to the 2017 IPOS Meeting will be added to any 2018 Annual Meeting sponsor contribution, to determine the 2018 Corporate Partner Level.

POSNA Quality, Safety and Value Initiative (QSVI)
$25,000 – $75,000

The POSNA QSVI is an exciting new effort spearheaded by our leadership that will improve outcomes for our patients, support research, and optimize health care delivery in pediatric orthopaedics.

- Quality-improvement education in the pediatric orthopaedic subspecialties of spine, sports medicine, hip, hand/upper extremity, cerebral palsy, lower extremity, and trauma.
- National benchmarking, metrics and outcomes to educate the government and payers about the value of pediatric orthopedic care.
- Performance quality improvement initiatives for individual practices/hospitals.
- Best practice guidelines and care maps for patient-centered care.

We would appreciate the opportunity to partner with industry to advance these aims, improve the care of children, and identify best quality/value in health care. Research and educational programming grants are available as well as specific grant areas. Contact the POSNA office for a list of available projects.

EDUCATIONAL SUPPORT

Educational Grant for the 2018 Annual Meeting
$25,000 – $50,000

By providing an unrestricted educational grant in any amount, your company can help offset the cost of the Annual Meeting so that we can keep registration fees low for attendees. Compelling research presentations and current concepts focusing on problem-driven topics are offered during the three-day meeting. Supporters will be acknowledged on signage in the registration area and in the Annual Meeting Program Book.

Subspecialty Day at the 2018 Annual Meeting
$20,000 per Session (Open to multiple sponsors)

POSNA will present six expanded subspecialty concurrent sessions on Friday afternoon: Trauma, Sports, Hip, Spine, Neuromuscular/LE, and Hand. The sponsor will be acknowledged on signage outside the session room.

International Education Grants
$25,000 – $50,000

By providing an unrestricted educational grant, your company can assist POSNA in its international educational mission by providing quality programs and initiatives in countries with limited resources. Acknowledgement will be given in all printed materials and signage at the event.

2018 Pre-Course
$25,000 (Open to one sponsor)

POSNA will present a half-day course on the day prior to the start of the Annual Meeting. The 2018 Pre-Course title is ‘Natural History in Pediatric Orthopaedics: How Good is the Data on Which We Base our Decisions?’ This is an area of innovation and interest to our members and will be well attended. A continental breakfast and coffee break are provided, with up to 4 hours of CME credit provided to attendees. The Sponsor will be acknowledged in the Final Program book and on signage outside the session.

GRANTS AND SCHOLARSHIPS

All sponsorships to support Research Grants and Scholarships will include a 10% management fee to offset costs for staff time, committee conference calls and/or meetings, website updates, and other charges related to announcing awards, selection of recipients, coordinating travel, follow-up and reimbursements. This administrative fee will be included in your total sponsorship dollars toward your sponsorship level.

POSNA Named Research Grant
$30,000 – $50,000

We welcome Industry Partners to sponsor named research awards to support POSNA’s commitment to offering high quality research awards to its members. Please contact the POSNA office if you have specific research funding interests. The title of the grant will have the company’s name in it and the grant can be identified for a specific area/specialty of research. Please see guidelines on page 12.

POSNA Micro Grants
$1,000 – $20,000

The objective of the POSNA Micro Grant Program is to advance musculoskeletal care for children and adolescents through education, research, quality, safety and value initiatives, advocacy, and global outreach to children in underserved areas. The micro grant program is dedicated to promoting the diversity of its membership and to encourage members who do not typically receive major POSNA research awards to advance their creative ideas. Grants are awarded twice a year in the Spring and the Fall for a period of one year.

International Visiting Scholars Program
$15,000

POSNA will award scholarships to surgeons from countries with limited resources. Four to six individuals will be selected to attend educational events. The recipients are also invited to spend an additional period of time at local/regional institutions to supplement their educational experience. This program has helped build sustainable relationships between members of our society and individuals from resource-challenged environments.
PUBLICATIONS AND MULTIMEDIA SUPPORT

**Preliminary Meeting Program**

**2018 Annual Meeting**

$10,000 (Open to one sponsor)

The Annual Meeting Preliminary Program will be displayed on the POSNA website for public viewing as a PDF file. The preliminary program contains the meeting agenda including the Thursday and Friday breakout session schedules. Also, information on registration, travel, venue and social activities are included. You will be acknowledged on the inside cover page in the Preliminary Program as the sponsor if sponsorship is purchased prior to December 31, 2017.

**Final Program Book**

**2018 Annual Meeting**

$25,000 (Open to one sponsor)

Link your organization with a valuable educational resource that is prominently used throughout the Annual Meeting and beyond. Distributed to all attendees at registration, the final program is the template for the scientific sessions. The book will include the complete schedule, meeting information, venue information, exhibit and sponsorship information. Additionally, we will have an expanded electronic version of the program online. Sponsor will be acknowledged on inside cover of the book.

**Mobile Meeting Site**

**2018 Annual Meeting**

$25,000 (Open to one sponsor)

Meeting attendees will have a powerful tool accessible by their Smartphones and other mobile devices to view the meeting sessions, agenda, view abstracts and fill out online evaluations. Your logo will be displayed when a user logs on acknowledging your support and on signage in the registration area.

**E-Poster Presentations**

**2018 Annual Meeting**

$10,000 (Open to one sponsor)

Visual media in the form of the E-poster exhibit is a valued component of the Annual Meeting. Over 75 E-posters will be displayed at the Annual Meeting on special computers located in high traffic areas outside the meeting hall. Identify your organization with the best and brightest in scientific research. Company will be acknowledged on each computer on the opening page.

**Registration Area**

**2018 Annual Meeting**

$25,000 (Open to one sponsor)

Company will be acknowledged in the Annual Meeting’s highest traffic area on a sign or banner in the registration area with recognition as the “Annual Meeting Registration Sponsor.”

SOCIAL FUNCTIONS

**Welcome Reception**

**2018 Annual Meeting**

$25,000 (Open to up to two sponsors)

The Opening Ceremonies on Wednesday evening officially mark the commencement of the Annual Meeting. Afterward, delegates will gather at the Welcome Reception in an area outside the lecture hall to enjoy hors d’oeuvres, beverages and reconnect with friends and colleagues. The supporter will be acknowledged in the Annual Meeting Program Book and on signage at the reception.

**Breakfast in the Exhibit Hall**

**2018 Annual Meeting**

$20,000 (Open to one company per breakfast event)

Breakfast will be served in the Exhibit Hall each morning. Sponsor will be acknowledged on a sign in the exhibit hall during the breakfast. Sponsor may also provide napkins with company name and logo. Sponsor will be responsible for the production and shipment of napkins and getting them to catering staff for placement on tables and food & beverage stations. Sponsor will be acknowledged on a sign in the exhibit hall during the breakfast.

**Refreshment Breaks in Exhibit Hall**

**2018 Annual Meeting**

$5,000 (Open to one company per break event)

Refreshment breaks will be served in the Exhibit Hall. Breaks will be planned during the meeting on Wednesday afternoon, Thursday morning, Friday morning and Saturday morning. Sponsor may also provide napkins with company name and logo. Sponsor will be responsible for the production and shipment of napkins and getting them to catering staff for placement on tables and food & beverage stations. Sponsor will be acknowledged on a sign in the exhibit hall during the break.
**Children’s Hospital Sponsors**

Children’s Hospitals are welcome to sponsor any of the sponsorship or marketing opportunities listed. Sponsoring hospitals may also purchase exhibit space (non-profit table dependent on space available) to highlight their hospital facilities and research work. The exhibit may not be used for recruitment purposes, unless the hospital is a Diamond Level or above sponsor (combined contributions between IPOS 2017 & POSNA 2018 equal or greater than $75,000).

Hospitals interested in recruiting, may purchase a poster board exhibit at the cost of $1,000. Any of the Marketing Items listed below are ideal for Hospital Sponsorship. Add to an Educational Grant or other sponsor opportunity to qualify for one of our Sponsor Levels (see sponsor benefits on page 2).

**PROMOTIONAL AND MARKETING OPPORTUNITIES**

The partnership opportunities listed below allow the participating company to achieve the utmost exposure and recognition. These items will be purchased and shipped to the meeting by the sponsor at the sponsor’s expense. The sponsor dollar amounts listed below are in addition to the cost of the product. Item and design must be approved by POSNA before the product is manufactured. We are anticipating an attendance of over 900 medical professionals. Products will be distributed at the Registration Desk.

**Charging Station**

$15,000  
(Open to one sponsor)

Enable attendees to charge their smart phones, tablets and other devices without leaving the meeting area. This charging station will be placed either inside or outside the Exhibit Hall, depending on space available. These stations will surely draw attention and appreciation from attendees as you rescue them from the dreaded “low battery” signal. Sponsor’s artwork appears prominently on the POSNA-provided station along with Company name & logo on the header.

**Delegates Bag Insert**

$2,000  
(Open to multiple sponsors)

Deliver your promotional materials directly into the physicians’ hands. Bags will be distributed to all professional attendees when they register or check-in at the meeting. This in-demand item is a valuable tool the professionals can use when planning their visits to the Exhibit Hall. Use this high-profile opportunity to drive traffic to your booth and showcase your product. The company will provide either a one-page color flyer or a postcard. The company will be responsible for the production, printing and shipping of this item. The Promotional piece must be approved by POSNA prior to production. POSNA will provide the bags and insert the pieces.

**Hotel Key Cards**

$7,000  
(Open to one sponsor)

Customized guest room keys at the J. W. Marriott Hotel will bear the logo and tagline of the sponsor on one side of the key card. Design must be submitted to POSNA prior to March 1, 2018 and approved by POSNA. POSNA will arrange to have the artwork put on the cards.

**Lanyards**

$5,000  
(Open to one sponsor)

The lanyards are provided to all registrants along with their badges. They will be required to wear them at all times during the meeting. Printing on the lanyards will include: 2018 POSNA Annual Meeting, Austin, TX and sponsored by [company name]. Recognition of the sponsor will be on acknowledgement signs. Company logos are not allowed on the lanyard. POSNA will order, produce and ship the lanyards.

**Pens**

$5,000  
(Open to one sponsor)

Pens printed with 2018 POSNA Annual Meeting, Austin, TX, sponsored by [company name]. Pens will be distributed at the registration desk. Recognition of the sponsor will be on acknowledgement sign. Company logos are not allowed on the pens.

**Notepads**

$5,000  
(Open to one sponsor)

Notepads printed with 2018 POSNA Annual Meeting, Austin, TX, sponsored by [company name]. Notepads will be distributed at the registration desk. Recognition of the sponsor will be on acknowledgement sign. Company logos are not allowed on the notepads.

**POSNA Website Banner**

$10,000  
(Open to up to four sponsors)

Advertise your company or hospital on a Banner Ad at the top of the Home Page on the POSNA Website or Orthokids website. This will be the first thing viewers see when coming to the POSNA or Orthokids website. Logos are permitted on Banner Ads. Banner ad will run for six (6) months, May through October. If more than one company purchases a Banner Ad, then ads will rotate on the website home page.

Support opportunities listed herein are not intended to be inclusive of all projects and initiatives that will be directed by POSNA. POSNA Leadership and staff welcome the opportunity to discuss additional partnership prospects.
CORPORATE PARTNER – SPONSORSHIP OPPORTUNITIES

Company logo and graphics produced on cling-on sign on an escalator railing, elevator door or column wrap, displayed in the hotel’s heaviest traffic areas, where participants will ride the elevators and escalators and walk by columns in the lobby on their way from hotel rooms to the meeting rooms. Your company’s artwork will be displayed on elevator door or escalator railing or on lobby area columns. These sponsorship opportunities will count toward total sponsorship contribution.

PROMOTIONAL AND MARKETING OPPORTUNITIES

Final Program Book Ads
$500 – $1,500 (Open to multiple sponsors)
- Full-page, inside cover - $1,500
- Full-page inside book - $1,000
- Half-page inside book - $500

A company ad in the Final Program book given out to all registrants at Registration. Artwork must be approved by POSNA and submitted in a pdf file no later than March 1, 2018. Placement in the book will be at POSNA’s discretion, unless it is for the inside covers.

Elevator Door Sign
$2,000 Per Elevator (Open to multiple sponsors)

Display your company and/or products on the outside of an elevator door on the 4th floor, Grand Ballroom Level. POSNA has access to the entire 4th floor meeting space. Company will provide the artwork to be put on cling-on signage mounted on the elevator door.

Escalator Railing Sign
$5,000 One inside glass panel
$10,000 Both inside glass panels (Open to one sponsor)

Display your company and/or products on the inside glass panel of the escalator going up and down from the 3rd to 4th floor meeting space. The POSNA Meeting Space is on the 4th Floor Grand Ballroom level. Company will provide the artwork to be repeated on cling-on signage mounted on the inside glass panel railing.

Column Wrap Sign
$10,000 Per Column (Open to one or up to 3 sponsors)

Make a powerful impact with a highly visible column wrap located in the lobby of the convention center. Drive traffic to your booth by creating awareness about a new product or promoting your company. Three columns are available in the Lobby area by the elevators. Your company artwork will be displayed on a sign that wraps around a column.
CORPORATE SPONSORED EVENTS

Our industry partners are discouraged from holding corporate-sponsored (non-CME) events during the Pre-Meeting Course, Welcome Reception, Members’ Business Meetings and Annual Meeting Scientific Sessions to avoid conflicts with our educational and research mission. Thursday evening, while labeled a free evening, is usually the night on which academic institutions and training programs hold receptions and/or fellowship reunions. This evening is the only time sanctioned for corporate-sponsored events, limited to our Double Diamond industry partners only. The Double Diamond partner may invite no more than 50 non industry attendees to this event. Double Diamond partners may submit a proposal to POSNA describing the nature of the event at least 45 days prior, and is subject to the approval of the POSNA Board of Directors.
EXHIBITOR REGISTRATION FORM

Company: ___________________________________________________________
Contact Name: _______________________________________________________
Address: ___________________________________________________________
City / State / Zip: _____________________________________________________
Phone: ___________________________ Fax: ___________________________ Email: ___________________________

EXHIBITOR OPPORTUNITIES

- $3,000.00 / First Table
  - Silver Sponsor Exhibitors or Companies Exhibiting without Sponsorship:
    (Fee includes registration for Two (2) representatives)
  - For Gold Level Sponsors:
    (Fee includes registration for Three (3) representatives)

FOR SPONSORSHIP OPPORTUNITIES, SEE PAGE 10.

Names: _____________________________________________________________

- $1,000.00 Additional Table
  (Includes an additional skirted 6’ x 30” table.
  *2 table maximum)

- $925.00 Additional Badges
  (Registration after April 1, 2018 and on-site will be $1,025)

EXHIBITOR OPPORTUNITIES

- For Diamond or Platinum Level Sponsors:
  (Fee includes registration for Four (4) representatives)
- For Double Diamond Sponsorship
  (Fee includes registration for Six (6) representatives & one additional complimentary table)

Names: _____________________________________________________________

EXHIBIT DISPLAY LIMITS

Corporate signage, displays and exhibits should not exceed 5 feet (1.5 m) in height (from the floor, including tabletop displays) in order to avoid obstruction of other exhibitors and industry partners neighboring the exhibit area. The Industry Relations Committee and/or POSNA staff reserves the right to modify or remove non-compliant displays.

I am an authorized representative of the company named above with the full power and authority to sign and deliver this application. The company listed above agrees to comply with all of the policies, rules and regulations contained in the Pediatric Orthopaedic Society of North America prospectus, and all policies, rules and regulations adopted after the publication of the original prospectus, which we accept as part of this agreement.

Signature of Authorizing Officer, Title ___________________________________________ Date __________

PAYMENT METHOD

Payment must be received before booth space is assigned.

- Check enclosed (Check Number ____________ )
- Credit Card [ ] Visa [ ] MasterCard [ ] AMEX
  Card No. ___________________________ Exp. Date: ___________________________
  Name on Card ___________________________ Total Amount Paid $ __________

CONTRACTS NOT BEARING SIGNATURE AND PAYMENT WILL BE RETURNED.

RETURN TO: POSNA, 9400 W. Higgins Road, Suite 500, Rosemont, IL 60018-4976 USA
Phone: 847.698.1692 Fax: 847.268.9694

Registration Deadline: FEBRUARY 1, 2018
POSNA ORTHOPAEDIC SOCIETY OF NORTH AMERICA

2018 Annual Meeting • May 9 - 12, 2018
J.W. Marriott, Austin, Texas, USA

Registration Deadline: FEBRUARY 1, 2018

Company: ____________________________
Contact Name: ____________________________
Address: ____________________________
City / State / Zip: ____________________________
Phone: ____________________________ Fax: ____________________________ Email: ____________________________

SPONSORSHIP OPPORTUNITIES

NOTE: All rates are in US$

- POSNA QSVI $25,000-$75,000
- Education Grants for AM18 $25,000-$50,000
- Subspecialty Day at the AM18 $20,000/session
- International Education Grants $25,000-$50,000
- 2018 Pre-Course* $25,000
- Named Research Grant $30,000-$50,000
- Micro Grants $1,000-$20,000
- International Visiting Scholars Program $15,000
- Preliminary Program AM18 (By December 31, 2017) $10,000
- Final Program Book AM18* $25,000
- Mobile Meeting App* $25,000
- E-Poster Presentations* $10,000
- Registration Area* $25,000
- Welcome Reception $25,000
- Breakfast in Exhibit Hall $25,000/breakfast event
- Refreshment Break $5,000/break event
- Charging Station $15,000
- Delegate Bag Insert $2,000
- Hotel Key Cards $7,000
- Lanyards $5,000
- Pens $5,000
- Notepads $5,000
- POSNA Website Banner $10,000

*Support item is subject to first right of refusal by 2017 supporter.

TOTAL CONTRIBUTION: $ _____________

PAYMENT METHOD

- Check enclosed (US dollars drawn on a US Bank made payable to “Pediatric Orthopaedic Society of North America”)
- Credit Card [ ] Visa [ ] MasterCard [ ] AMEX
  Card No. ____________________________ Exp. Date: ____________________________
  Name on Card ____________________________
  Signature ____________________________ Total Amount Paid $ _____________

RETURN TO: POSNA, 9400 W. Higgins Road, Suite 500, Rosemont, IL 60018-4976 USA
Phone: 847.698.1692 Fax: 847.268.9694

POSNA REQUIRES THAT SPONSORSHIPS ARE PAID IN FULL AT LEAST 60 DAYS PRIOR TO THE START OF THE MEETING.
EXHIBIT RULES AND REGULATIONS

INTERPRETATION OF RULES

The following Rules and Regulations are part of the contract between the exhibitor and the Pediatric Orthopaedic Society of North America (POSNA). All matters not covered in these Rules and Regulations shall be referred to POSNA for adjudication and the decision of POSNA shall be final. These Rules and Regulations may be amended at any time by POSNA and all the amendments so made shall be binding upon the exhibitor equally with these Rules and Regulations, and shall become a part thereof, providing the exhibitor is notified of the amendments. Notice may be verbal or in writing before or during the POSNA Annual Meeting, and may be given at any authorized agent or representative of the exhibitor.

EXHIBIT SPACE

Exhibit space is very limited at the POSNA annual meeting and is limited to one or two 6-ft tables, based on space available, at a fee of $3,000.00 for the first table and $1,000.00 for the second table. Exhibit tables will not be assigned until after the registration deadline. Order of assignments will be based on level of sponsorship. Storage of boxes will not be provided by POSNA. Storage will be provided by the Exhibit Decorating company. Or you may store boxes under your table.

CANCELLATION POLICY

You can obtain full refund on cancellations of exhibits prior to February 1, 2017. After February 1, 2017, refund will be minus a 20% processing fee on all cancellations. No refund on cancellations after April 1, 2017.

EXHIBIT DISPLAY LIMITS

Corporate signage, displays and exhibits should not exceed 5 feet (1.5 m) in height (from the floor, including tabletop displays) in order to avoid obstruction of other exhibitors and industry partners neighboring the exhibit area. The Industry Relations Committee and/or POSNA staff reserves the right to modify or remove non-compliant displays.

SUBLETTING OF SPACE

The subletting, assignment, or apportionment of the whole or any part of an exhibitor’s space by the exhibitor is prohibited. Exhibitors may not advertise or display goods in their exhibit other than those manufactured or sold by them in the regular course of their business. Exhibitors may not permit any other party to exhibit in their space any goods other than those manufactured or distributed by the contracting exhibitor.

COMPLIANCE WITH LOCAL ORDINANCES

Licenses and permits required by local statute, ordinance or regulation (if any) are to be obtained and paid for by the exhibitor. Each exhibitor will be responsible for compliance with local health, fire, and safety ordinances and regulations. All products or services exhibited must comply with all state and local regulations, and with all current FDA regulations. POSNA has no further responsibility to notify the exhibitors that this compliance is required.

DAMAGE TO HOTEL PROPERTY

Exhibitors will be held responsible for any damage done to the J. W. Marriott Hotel by them, their employees or agents. NO nails, tacks, or screws may be driven into the floor, wall, or woodwork of the building. Posters and other materials cannot be hung on the walls.

FIRE ORDINANCES

Exhibitors must strictly observe all city, state, and federal fire laws. Demonstration of products must be contained to the area of your table and shall not be in the aisles. Please do not block the space between tables. The position/location of your table has been approved by the local fire Marshall and should not be moved.

INDEMNITY

Each Party agrees to indemnify, defend, and hold harmless the other Party, its employees, director, agents, representatives and any affiliated organizations against any and all claims, judgments, fees, demands, settlements and expenses (including reasonable attorneys’ fees) that are the result of the indemnifying Party’s (or its agents), willful misconduct, negligence, or breach of duties described in the Corporate Brochure. In the event a claim relates to the negligence of both Parties, the relative burden of the claim shall be attributed equitably between the Parties in accordance with the principles of comparative negligence. This indemnification and hold harmless agreement includes, but is not limited to, any and all claims, damages, losses or expenses attributable to personal or bodily injury, sickness, disease or death, or to damage to or destruction of tangible property, including the loss of such property.

DISTRIBUTION OF PRINTED MATERIALS AND CANVASSING BY INDUSTRY

Canvassing in any part of the facilities used by POSNA (J. W. Marriott Hotel) is strictly forbidden and anyone doing so will be asked to leave the meeting. Distribution of advertising or printed material by the exhibitor outside the exhibitor’s allotted space will not be permitted unless the distribution or advertising is organized by POSNA. These rules begin at 6:30 AM on Tuesday, May 8, 2018 and continue through the end of the meeting on Saturday, May 12, 2018 at 2:00 PM.

PURPOSE OF EXHIBIT

The sole purpose for contracting exhibit space with POSNA is to display equipment, supplies, and/or services. Exhibit space is limited to orthopaedic related products of interest to orthopaedic surgeons.

HANDOUTS AND GIVEAWAYS

Distribution of samples of products and souvenirs of modest value is permissible as long as such giveaways adhere to the guidelines set forth by AdvaMed regarding Educational Items and Prohibition of Gifts. Approval of samples must be obtained from POSNA. Distribution of such products or souvenirs will be allowed, provided it is done in a dignified manner, does not create a nuisance, and causes no interference with adjoining exhibits. Unapproved items will be removed from the exhibit floor.
EXHIBIT RULES AND REGULATIONS, CONTINUED

SECURITY
A night watchman will be patrolling the Exhibit Area during the evening, night and early morning hours. However, we advise that you do not leave laptops or other electronic portable devices or valuable equipment at your table at night. **Please be sure your table is covered when exhibit hours are closed.**

INSURANCE
The exhibitor acknowledges that neither POSNA, the Official Service Contractor/Decorator nor the J. W. Marriott Hotel shall be obligated to maintain property, liability, or business interruption insurance covering the exhibitor. It is the sole responsibility of the exhibitor to obtain such insurance and the exhibitor must do so at his/her own expense.

GUIDELINES FOR POSNA NAMED RESEARCH GRANTS
In 2017, the POSNA Research Committee reviewed 52 grant applications. Seventeen grants were awarded for a total of $511,391.00. A minimum donation of $33,000 (includes 10% administrative fee) will provide a named research grant to be awarded through the normal application and peer-review process of POSNA. The available grant, with the company name, will be listed on the POSNA research grant website.

▲ The research grant will carry the name of the donating company.
▲ Should they wish to do so, the donating body will have the option to designate the grant to support research in specific topic such as Spine, Basic Science, Clinical Research.
▲ Selection of the grant recipient will be done entirely by the POSNA Research Grant Committee according to their establish guidelines, and with no involvement or input from the donating body.
▲ The research Grant Committee will make every effort to select a grant within the preferred field, if one has been designated, however POSNA reserves the right to select the best available grant if an appropriate study is not identified within the requested area of investigation. The selected grant will continue to carry the name of the donating body.
▲ The research grant, with the company name, will be listed on the POSNA research grant website and final notifications and announcements of available and awarded grants.
▲ Named research grants must be confirmed with the POSNA office no later than January 1, 2018, to be awarded in the 2018 Spring Research funding cycle.
▲ Please inform the POSNA office as soon as possible, if your company requires a grant application to be submitted by POSNA.
POSNA is pleased to acknowledge the companies who have provided financial support throughout the past year. We sincerely appreciate each of these companies for helping POSNA fulfill its goals of providing education and fostering research.

DOUBLE DIAMOND CORPORATE PARTNERS

DIAMOND CORPORATE PARTNERS

PLATINUM CORPORATE PARTNERS
Zimmer Biomet

GOLD CORPORATE PARTNERS
BioMarin Pharmaceutical, Inc.
Globus Medical

SILVER CORPORATE PARTNERS
Silver Corporate Partners
Akron Children's Hospital
Arthrex
BioGen
Children's Mercy Kansas City
Cincinnati Children's Hospital
Misonix
Pega Medical
Wright Medical

POSNA DIRECT FUND
Established in 2011, this fund will support the things most important to the POSNA membership: education, patient care initiatives and research. This direct donation gives POSNA maximal flexibility to serve both future and present needs. Your support of POSNA Direct will earn recognition from POSNA at our Annual Meeting and other POSNA events throughout the year.
POSNA’s mission is all about better care for children with musculoskeletal disorders.

Education is at the very core of POSNA’s mission. Industry support fuels POSNA’s ability to educate, support research and, most importantly, improve the care of children.

FUTURE POSNA EDUCATIONAL EVENTS

POSNA Annual Meetings

**AM18**
May 9 – 12, 2018
J.W. Marriott, Austin, Texas

**AM19**
May 15 – 18, 2019
Charlotte Convention Center, Charlotte, North Carolina

**AM20**
May 13 – 16, 2020
Hilton Bayfront, San Diego, California

**AM21**
May 12 – 15, 2021
Hilton Anatole, Dallas, Texas

International Pediatric Orthopaedic Symposia (IPOS)

**2018**
15th Annual: November 27 – December 1, 2018
Loews Royal Pacific Hotel, Orlando, Florida

**2019**
16th Annual: December 9 – 14, 2019
Lake Buena Vista Palace, Orlando, Florida

**2020**
17th Annual: December 8 – 12, 2020
Lake Buena Vista Palace, Orlando, Florida

**2021**
18th Annual: December 7 – 11, 2021
Lake Buena Vista Palace, Orlando, Florida