



# POSNA

PEDIATRIC ORTHOPAEDIC SOCIETY  
OF NORTH AMERICA

## Annual Meeting

May 13-16, 2020

Hilton Bayfront Hotel  
San Diego, California

## International Pediatric Orthopaedic Symposium

December 1-5, 2020

Loews Royal Pacific Hotel  
Orlando, Florida



# 2020

## Corporate Partner Opportunities

# 2019 Corporate Partners

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

Arthrex  
BioMarin Pharmaceutical, Inc.  
Globus Medical  
Pega Medical

THANK  
YOU

## Silver Corporate Partners

Children's Mercy Kansas City  
Nemours/Alfred duPont Hospital for Children  
Stanford Children's Health  
Wright Medical

## Bronze Corporate Partners

7D Surgical  
Children's Healthcare of Atlanta  
Gillette Children's Specialty Healthcare  
Medicrea, USA  
Merete Technologies, Inc.

# Welcome

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 high quality educational programs. Further, POSNA recognizes that through collaborative research, we will achieve transformational evidence-based advances in patient care. In the end, our goal is all about better care for children with musculoskeletal disorders.

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 Annual Meeting and the 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 aspects of pediatric orthopaedics, starting with the Pre-Course and continuing for three more days of talks, concurrent sessions, and breakouts, including Subspecialty Day.

IPOS 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. 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. Also at IPOS is the **Top Gun Surgical Skills Competition** for residents and fellows.

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 American pediatric orthopedic societies have been enhanced by corporate support.

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. We listened to your feedback and have now integrated support for POSNA and IPOS into the same calendar year to make it seamless to allocate your support among the multiple options offered to align with your goals. Furthermore, support for POSNA and IPOS is combined to meet tiered, designated giving levels for the year.



Suken Shah, MD  
POSNA, Industry Relations Chair



Stephen Albanese, MD  
President 2019-2020



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## The Pediatric Orthopaedic Society of North America

(POSNA) is a not-for-profit professional organization of over 1450 surgeons, physicians, and allied health members passionately dedicated to advancing musculoskeletal care for children and adolescents through education, research, quality, safety and value initiatives, advocacy, and global outreach to children in underserved areas.



**POSNA**  
PEDIATRIC ORTHOPAEDIC SOCIETY  
OF NORTH AMERICA

Pediatric Orthopaedic Society of North America  
9400 W Higgins Road, Suite 500  
Rosemont, Illinois 60018-4976 USA

Phone: 847.698.1692  
Fax: 847.268.9694

Website: [posna.org](http://posna.org)  
Email: [posna@aaos.org](mailto:posna@aaos.org)



## Our Mission

To improve the care of children with musculoskeletal disorders through education, research, and advocacy.

## Our Vision

A world with fewer pediatric musculoskeletal disabilities.

## POSNA 2020 Annual Meeting Pre-Course Program Committee

A. Noelle Larson, MD, Chair  
Brian P. Scannell, MD, Past Chair  
Lindsay Andras, MD  
Julie B. Samora, MD, PhD

## POSNA 2020 Annual Meeting Program Committee

Jeffrey Martus, Chair  
Michelle S. Caird, Past Chair  
Wudbhav N. Sankar, MD  
Matthew Oetgen, MD

## IPOS 2019 Advisory Board

Donald S. Bae, MD, Co-Director  
Todd A. Milbrandt, MD, Co-Director  
Michael G. Vitale, MD  
John M. Flynn, MD  
Anne Studemann, MSN, NP, CPNP  
Pablo Castaneda, MD  
Jon R. Davids, MD  
William G. Mackenzie, MD  
Jonathan G. Schoenecker, MD, PhD  
Suken A. Shah, MD  
Benjamin J. Shore, MD, MPH, FRCSC  
Ernest L. Sink, MD  
Bryan Tompkins, MD  
A. Noelle Larson, MD  
Kishore Mulpuri, MD  
Brian G. Smith, MD  
David A. Podeszwa, MD  
Kevin G. Shea, MD



# POSNA Corporate Partner - Levels and Benefits



## Double Diamond \$150,000 +

- ◆ Opportunity for meetings with members of POSNA leadership at company headquarters
- ◆ Roundtable Leadership Discussion Meeting at the International Pediatric Orthopaedic Symposium (IPOS)
- ◆ Premium table or booth location at Annual Meeting and IPOS. Note: table and booth fees are not included in sponsorship
- ◆ Opportunity to conduct a Pre-Course event at IPOS
- ◆ Right of first refusal for participation in the IPOS Top Gun Surgical Skills Competition
- ◆ **NEW:** Four (4) invites to attend the Presidents Dinner & Cocktail Reception on Tuesday during the Annual Meeting (two company representatives and two guests)
- ◆ Presentation of a plaque and an opportunity to address registrants at the Annual Meeting Opening Ceremony
- ◆ **NEW:** Personalized housing block for up to **ten (10)** rooms for your representatives
- ◆ **NEW:** Complimentary registration for **ten (10)** company representatives to attend the Annual Meeting and IPOS
- ◆ Recognition on the My POSNA App with link to your company website
- ◆ Verbal and sign recognition at the Annual Meeting and IPOS: name recognition in print and on electronic promotional materials for IPOS; larger logo recognition on the POSNA website throughout the year; and ribbons on company name badges acknowledging your sponsor level
- ◆ **NEW:** Logo on website can link to a video (1-2 minutes long); which will be housed on your website.
- ◆ Pre-and Post-registration mailing list will be made available, for a one-time mailing to registrants, before and after the Annual Meeting and IPOS



## Concierge Service

Concierge service is available for Double Diamond sponsors. Industry Relations Chair and/or staff will contact you prior to each meeting to review your scheduled events and needs.

In addition, one room will be available at the Annual Meeting and IPOS for Company use. This will be a shared room and available on a first come first serve basis. POSNA will provide a screen, projector, water and coffee in this room.



## Diamond \$100,000 – \$149,999

- ◆ Two (2) Company Representatives are invited to attend the Presidents Dinner & Cocktail Reception on Tuesday during the Annual Meeting. This is limited to company representatives ONLY
- ◆ Presentation of a plaque and an opportunity to address registrants at the Annual Meeting Opening Ceremony
- ◆ Personalized housing block for up to six (6) rooms for your representatives
- ◆ Complimentary registration for six (6) company representatives to attend the Annual Meeting and IPOS
- ◆ Recognition on the My POSNA App with link to your company website.
- ◆ Verbal and sign recognition at the Annual Meeting and IPOS; name recognition in print and on electronic promotional materials for IPOS; logo recognition on the POSNA website throughout the year (*linked to company website*); and ribbons on company name badges acknowledging your sponsor level
- ◆ Pre-registration mailing list will be made available, for a one-time mailing to registrants, before the Annual Meeting and IPOS



## Platinum \$75,000 – \$99,999

- ◆ Presentation of a plaque at the Annual Meeting Opening Ceremony
- ◆ Personalized housing block for up to five (5) rooms for your representatives
- ◆ Complimentary registration for five (5) company representatives to attend the Annual Meeting and IPOS
- ◆ Recognition on the My POSNA App with link to your company website.
- ◆ Verbal and sign recognition at the Annual Meeting and IPOS. Name recognition in print and on electronic promotional materials for IPOS; name recognition on the POSNA website throughout the year; and ribbons on company name badges acknowledging your sponsor level
- ◆ Pre-registration mailing list will be made available, for a one-time mailing to registrants, before the Annual Meeting and IPOS

# POSNA Corporate Partner - Levels and Benefits

## Gold

\$50,000 – \$74,999

- ◆ Personalized housing block for up to four (4) rooms for your representatives
- ◆ Complimentary registration for four (4) company representatives to attend the Annual Meeting and IPOS
- ◆ Recognition on the My POSNA App with link to your company website.
- ◆ Verbal and sign recognition at the Annual Meeting and IPOS Meeting; name recognition in print and on electronic promotional materials for IPOS; name recognition on the POSNA website throughout the year; and ribbons on company name badges acknowledging your sponsor level
- ◆ Post-registration mailing list will be made available, for a one-time mailing to registrants, after the Annual Meeting and IPOS

## Silver

\$20,000 – \$49,999

- ◆ **NEW:** Personalized housing block for up to **three (3)** rooms for your representatives
- ◆ **NEW:** Complimentary registration for **three (3)** company representatives to attend the Annual Meeting and IPOS
- ◆ Recognition on the My POSNA App with link to your company website.
- ◆ Verbal and sign recognition at the Annual Meeting and IPOS Meeting; name recognition in print and on electronic promotional materials for IPOS; name recognition on the POSNA website throughout the year; and ribbons on company name badges acknowledging your sponsor level
- ◆ Post-registration mailing list will be made available, for a one-time mailing to registrants, after the Annual Meeting and IPOS

## Bronze

\$1,000 – \$19,999

- ◆ **NEW:** Complimentary registration for **two (2)** company representative to attend the Annual Meeting and IPOS
- ◆ Recognition on the My POSNA App with link to your company website.
- ◆ Verbal and sign recognition at the Annual Meeting and IPOS; name recognition in print and on electronic promotional materials for IPOS; name recognition on the POSNA website throughout the year; and ribbons on company name badges acknowledging your sponsor level
- ◆ Post-registration mailing list will be made available, for a one-time mailing to registrants, after the Annual Meeting and IPOS

## Corporate Sponsored Events

### Meeting Conduct Guidelines

POSNA asks each of its Corporate Sponsors to adhere to the following guidelines regarding participation in POSNA meetings, as a courtesy to the Society, its members and meeting delegates:

- ◆ No entertainment functions, meetings, courses or social functions involving surgeon delegates may be scheduled to conflict with educational or social programming. Internal corporate meetings involving supporter or affiliate organization staff only are exempt from this limitation.
- ◆ Entertainment and social functions must be in good taste and conform to the purpose of the meeting, as well as complying with all AdvaMed guidelines governing interaction with physicians.
- ◆ Exhibitors and supporters must obtain prior approval from POSNA at least 45 days prior to for all special activities (entertainment, social, educational, promotional, etc.) held in conjunction with the Annual Meeting and IPOS. This shall apply to activities scheduled from 8:00 am Wednesday, May 13 through 12:00 pm Saturday, May 16, 2020 and 3:00 pm Tuesday, December 1 through 12:30 pm Saturday, December 5, 2020. The headquarter hotel will not make arrangements for function space without having received written approval from POSNA.
- ◆ *Affiliate function requests will be collected through an online system. Approved requests will be forwarded to the appropriate venue for space assignment, which will be at the sole discretion of the hotel.*
- ◆ Announcements and invitations addressed to members of the medical profession concerning such industry events should clearly indicate the name of the corporate supporter and must in no manner imply directly or indirectly that the event is part of, endorsed by, or an official activity of POSNA.
- ◆ Attendee lists provided by POSNA to Corporate Supporters, as part of the Benefits of Support are intended for a one-time, meeting-related use only. For example:
  - promotion of industry spotlight session or presence at IPOS
  - presence at the Annual Meeting including general invitation to off-site activities in accordance with meeting guidelines
  - mailings should not include promotion of specific devices or courses not in conjunction with the Annual Meeting or IPOS
  - Announcements should not imply a product or company is endorsed by POSNA

### Please Note

Sponsorship does not guarantee exhibit space. Registration for exhibit space is separate and must be confirmed prior to the deadline. Please see Annual Meeting Exhibitor Registration Form on page 14, IPOS Exhibitor Registration Form on page 22 and Rules & Regulations on pages 23-25.



# POSNA 2020 Annual Meeting



**POSNA**  
PEDIATRIC ORTHOPAEDIC SOCIETY  
OF NORTH AMERICA

## 2020 Annual Meeting 36<sup>th</sup> Anniversary May 13-16 | San Diego, CA

### General Information

The POSNA Annual Meeting will be held at the Hilton San Diego Bayfront in sunny San Diego, California. Come out and enjoy the sunshine, blue skies, and see what San Diego has to offer. This course will provide the latest research and expert clinical opinion in pediatric orthopaedics through paper presentations, video abstracts, educational posters, symposia, as well as didactic teaching from leading authorities on various topics within pediatric orthopaedics.

### Learning Objectives

- ◆ Learn about the latest advances in pediatric orthopaedic surgery.
- ◆ Obtain opinions of world-renowned thought leaders in the field.
- ◆ Use the information obtained to make improvements in your own practices.

### Top 5 Reasons to Attend the Annual Meeting

1. Learn about the latest advances in pediatric orthopaedic surgery.
2. Connect and collaborate with fellow surgeons who experience similar issues in the workplace.
3. Earn over 15 CME credits.
4. Reignite your passion and leave feeling inspired and energized.
5. Get out in the sun and experience all San Diego has to offer!

**2020 ANNUAL MEETING**  
**POSNA**  
SAN DIEGO, CA | MAY 13-16, 2020  
HILTON SAN DIEGO BAYFRONT

**PROGRAM CHAIR**  
JEFFREY MARTUS, MD

**PRE-COURSE CHAIR**  
A. NOELLE LARSON, MD

**SUBSPECIALTY DAY CHAIR**  
WUDBHAV (WOODY) SANKAR, MD

**LOCAL HOSTS**  
PETER NEWTON, MD  
HENRY (HANK) CHAMBERS, MD



# Corporate Partner - Annual Meeting Sponsorship Opportunities

## POSNA Quality, Safety and Value Initiative (QSVI) \$10,000 – \$50,000

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. The QSVI Committee is considering the following projects:

- ◆ QSVI Research Grants
- ◆ Development of Platform to Share Device Failure, Surgical Technique Failure across Health Systems
- ◆ 'Specialize or Don't Play' – Consideration for Campaign to Major Issue in Youth Sport
- ◆ Return to Play Following an Injury...Safely
- ◆ Improving the Decision-Making Process of New Technology
- ◆ Expanding our Patient-Centered Care Knowledge
- ◆ QSVI Annual Webinar on select topics on Quality, Safety, Value

If you are interested in sponsoring any of these projects, please contact the POSNA office for objectives and budget information.

## Grants and Scholarships

*Support of named research grants and/or scholarships will include at 10% management fee to offset costs for staff time, grant software and committee conference calls. This fee will be included in your total sponsorship dollars.*

### Named Research Grant \$33,000 - \$53,000

Help support POSNA's commitment to high quality research by sponsoring a named research grant. In 2018, 59 grant applications were received and reviewed by the research committee, 15 of those were selected for funding. A named grant will help grow the number of research projects we are able to fund in 2019. The available grant, with the company name, will be listed on the POSNA website and in other notifications of available and awarded grants.

Guidelines:

- ◆ Minimum donation per grant is \$33,000 (includes 10% administrative fee);
- ◆ The research grant will carry the name of the donating company;
- ◆ Should they wish to do so, the donating company will have the right to designate the grant to support research in specific topic areas, such as: Trauma, Spine, Sports Medicine, Basic Science, etc.;
- ◆ Selection of the grant recipient will be done entirely by the Research Grant Committee according to their established guidelines, and with no involvement or input from the donating company. The Research Grant Committee will make every effort to select a grant within the preferred field, if one has been designated, but 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 company;
- ◆ **Named research grants for 2020 must be confirmed with the POSNA office no later than December 31, 2019.** Please inform the POSNA office as soon as possible, if you require a grant application to be submitted by POSNA.

### Micro Grants \$1,100 - \$22,000

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 the 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 Spring and the Fall.



# Corporate Partner - Annual Meeting Sponsorship Opportunities

## Educational Support



### Educational Grant for the 2020 Annual Meeting \$25,000 and up

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. This grant could include donations to offset Audio Visual expenses. Sponsors will be acknowledged on signage in the registration area and in the Annual Meeting Program Book.



### Subspecialty Day (SSD)

**\$20,000 per Session**

**[Spine, Trauma, Hip and Sports]**

**\$10,000 per Session**

**[Hand, Foot, Lower Extremity and Neuromuscular]**

**(Open to multiple sponsors)**

Subspecialty Day, Friday, May 15, will feature eight subspecialty sessions: Foot, Hand, Hip, Lower Extremity, Neuromuscular, Spine, Sports, Trauma. The subspecialties of Hip, Spine, Sports, and Trauma will have two separate half-sessions covering different topics, which are to be determined by the chairs this fall. Foot, Hand, Lower Extremity and Neuromuscular will have one half-session. The sponsor will be acknowledged on signage outside the session room.



### Half-Day Pre-Course

***Transition to Adulthood:  
Orthopaedics for the Adolescent***

**\$25,000 (Open to one sponsor)**

The POSNA Pre-Course, chaired by A. Noelle Larson, MD, "Transition to Adulthood: Orthopaedics for the Adolescent" will combine a mix of didactic and discussion-based teaching focusing on orthopaedics for the adolescent. The Pre-Course will concentrate on trauma (upper and lower extremity in adolescent) and spine cases, as well as the transition to adulthood and surviving adolescence along with long-term impacts of pediatric orthopedic treatment. 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 and on signage outside the session.



### 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.

## Publications and Multimedia Support



### Preliminary Meeting Program

**\$15,000 (Open to one sponsor)**

The Annual Meeting Preliminary Program will be available on the POSNA website. The preliminary program contains the meeting schedule, registration, travel and venue information. You will be acknowledged in the **preliminary program as the sponsor if purchased prior to December 31, 2019**. Please note that the Preliminary Program will only be available electronically.



### Final Program

**\$25,000 (Open to one sponsor)**

Link your organization with a valuable educational resource that is prominently used through the Annual Meeting and beyond. The final program will be available on the POSNA website and My POSNA App. The final program book is a template for the scientific sessions. The book will include the complete schedule, meeting, venue, exhibit and sponsorship information. In addition, an Abbreviated final program booklet will be distributed to all attendees at registration. Sponsor will be acknowledged on the inside of cover.



### Wireless Access

**\$30,000 (Open to one sponsor)**

Help support an essential service for the conference attendees to stay connected with their practice and day-to-day business while away from the office by providing access for wireless-enabled devices throughout the meeting space during the Annual Meeting. Sponsor will be acknowledge on signage at the meeting.



### My POSNA App

**\$25,000 (Open to one sponsor)**

Meeting attendees use a mobile app which includes the full meeting program, individual handouts, and general meeting information. Attendees are able to customize their virtual briefcase allowing them to save handouts, session materials and connect with other attendees. Other features include interactive Q&A functionality, real-time faculty survey and push notifications to alert attendees of updates and reminders.

# Corporate Partner - Annual Meeting Sponsorship Opportunities

## Publications and Multimedia Support, continued



### ePoster Presentations

**\$10,000** (Open to one sponsor)

Visual media in the form of the ePoster exhibit is a valued component of the meeting. The ePosters will be displayed on computers located in high traffic area outside the meeting hall. Throughout the program, the ePosters' monitors enable participants to view the electronic presentations. Company will be acknowledged as sponsor on the computer kiosks.



### Registration Area

**\$25,000** (Open to one sponsor)

Company will be acknowledged in the Annual Meeting's highest traffic area on signage in the registration area with recognition as the "Annual Meeting Registration Sponsor."



### Video Theater

**\$10,000** (Open to one sponsor)

Returning for the 2020 Annual Meeting is the surgical technique video abstracts. Videos will be selected by the program committee and members can vote via the My POSNA App for the best surgical video which will be recognized during the awards session. Attendees will be able to view videos on iPads and in a theater style setting. Sponsor will be acknowledged on signage in the video theater area.



## Social Functions



### Welcome Reception

**\$25,000** (Open to one sponsor)

The Opening Ceremony on Wednesday evening officially marks the commencement of the Annual Meeting. Afterward, delegates will gather at the Welcome Reception to enjoy hors d'oeuvres, beverages and reconnect with friends and colleagues. Sponsor may provide napkins and/or beer/wine cozies with company name and logo. Sponsor will design, produce and ship napkins and/or beer/wine cozies to the meeting. Design must be approved by POSNA. Sponsor will be acknowledged on signage in the welcome reception area.



### Breakfast in the Exhibit Hall

**\$10,000** (Open to one sponsor per breakfast event)

A complimentary breakfast will be provided in the Exhibit Hall on Thursday and Friday mornings at the Annual Meeting. Sponsor may provide napkins and/or coffee cup sleeves printed with company name and logo to be placed on tables in the exhibit hall. Sponsor will design, produce and ship napkins and/or sleeves to the meeting. Design must be approved by POSNA. Sponsor will be acknowledged on signage in the breakfast area.



### Refreshment Breaks in Exhibit Hall

**\$7,000** (Open to one sponsor per break event)

Coffee cup sleeves and/or napkins offer an eye-catching vehicle for a company's message. Sleeves and/or napkins will be available in the Exhibit Hall during coffee breaks on Wednesday afternoon, Thursday morning, Friday morning and Friday afternoon. Sponsor will design, produce and ship sleeves and/or napkins to the meeting. Design must be approved by POSNA. Sponsor will be acknowledged on signage in the refreshment break area.





# Corporate Partner - Annual Meeting Sponsorship Opportunities

## Promotional & Marketing Opportunities

The partnership opportunities listed below allow the participating company to achieve the utmost exposure and recognition. Company advertisement with logo and graphics produced on cling-on signs in the hotel's heaviest traffic areas. Dollar amounts toward marketing and advertising will count toward total sponsorship contribution.

### **Mobile Device Charging Stations** **\$15,000** (Open to one sponsor)

Enable attendees to charge their smartphones, tablets and other devices without leaving the meeting area. These stations will surely draw attention and appreciation from attendees as you rescue them from the dreaded "low battery" signal. Two charging stations (with multiple device charging ports) will be branded with the sponsor's name and logo and placed in the exhibit hall.

### **Hotel Key Cards and Key Card Envelopes** **\$12,000** (Open to one sponsor)

Put your message directly into the hands of conference attendees by customizing guest room hotel key cards and key card envelopes. Artwork must be submitted to and approved by POSNA. POSNA will arrange to have the artwork put on the cards and envelopes and shipped to the hotel.

### **Door Hangers** **\$10,000** (Open to one sponsor)

Company Ad will be placed on the hotel "Do Not Disturb" door hangers and placed in each hotel room that POSNA attendees occupy. Artwork must be submitted to and approved by POSNA. POSNA will arrange to have the artwork put on the hanger cards.

### **Final Program Book Ads** **\$1,500** (Open to multiple sponsors)

A full-page color company ad in the electronic and abbreviated Final Program book. Artwork must be submitted to and approved by POSNA and submitted in a PDF file. Placement in the book will be at POSNA's discretion.

### **Badge Holder Lanyards** **\$10,000** (Open to one sponsor)

By sponsoring badge holder lanyards, your company name and logo will be printed around the lanyard portion of the badge holder. Badge holders and lanyards are recyclable. Lanyards will be purchased and shipped by POSNA.



### **Pens** **\$5,000** (Open to one sponsor)

Pens printed with 2020 POSNA Annual Meeting, San Diego, CA, sponsored by [company name and logo]. Pens will be distributed at the registration desk. Recognition of the sponsor will be acknowledged on signage. Company is responsible for the production and shipment of pens to the meeting. Artwork must be submitted to and approved by POSNA.

### **Notepads** **\$5,000** (Open to one sponsor)

Notepads printed with 2020 POSNA Annual Meeting, San Diego, CA, sponsored by [company name and logo]. Notepads will be distributed at the registration desk. Recognition of the sponsor will be acknowledged on signage. Company is responsible for the production and shipment of notepads to the meeting. Artwork must be submitted to and approved by POSNA.

### **POSNA Website Banner** **\$10,000** (Open to four sponsors)

Advertise your company or hospital on a Banner Ad on the Home Page on the POSNA 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.





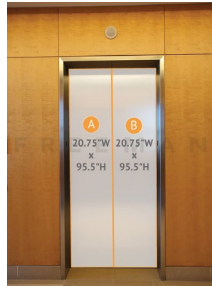
# Corporate Partner - Annual Meeting Sponsorship Opportunities

## Promotional & Marketing Opportunities, continued

### Elevator Doors

**\$5,000 per elevator**  
(11 available – company may purchase up to 3 doors)

Advertise your company on the elevator doors located on the Meeting Level near the Sapphire Ballroom. Ad will cover the two panels of each elevator door. Artwork must be submitted to and approved by POSNA.



### Escalator Branding

**\$17,000 – Option 1; \$10,000 – Option 2**

(One option per sponsor)

Your company ad will be prominently displayed around the escalator for all to see as they ride or pass by the escalators. Company artwork must be submitted to and approved by POSNA.



#### Option 1 – \$17,000

Escalator located in the meeting area will have company ad clings on 17 glass panels surrounding the escalator on 3 sides.

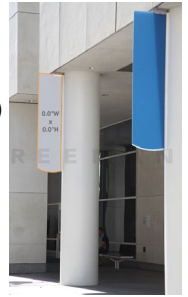
#### Option 2 - \$10,000

Escalator located on the Indigo/Lobby going up to the Aqua Level, branding will be on middle panel running up between the stairs.

### Blade Decals

**\$7,000 each**  
(Six available – open to multiple sponsors)

Advertise your company on signs hanging from columns outside the hotel entrance. Company artwork must be submitted to and approved by POSNA. Size of sign: 23.5" W x 93.5" H.



### Column Wrap Sign

**\$10,000 per column**  
(Five available – one per sponsor)

Make a powerful impact with highly visible column wraps located throughout the meeting space. Drive traffic to your booth by creating awareness about a new product or promoting your company. Company will provide the artwork to POSNA. Artwork specs and deadline TBD.



## Children's Hospital Sponsors

Children's Hospitals are welcome to sponsor any of the sponsorship or marketing opportunities listed in previous pages. Sponsoring hospitals may also purchase exhibit space (profit or 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.

*Any of the Marketing Items listed above 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 pages 4-5.*

## Here are two Excellent Opportunities for Children's Hospitals to Support POSNA's Educational Mission:

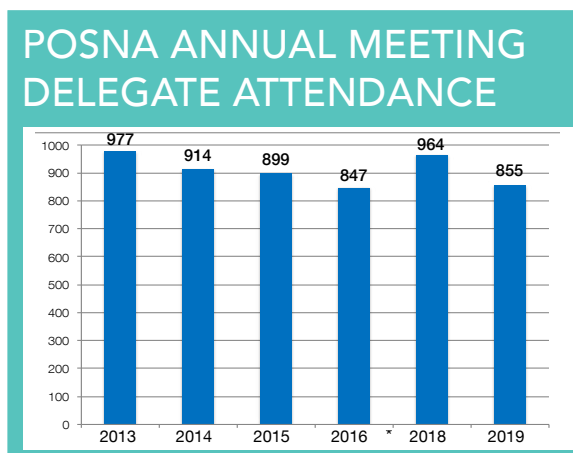
### International Visiting Scholars Program \$15,000

The goal of the POSNA International Visiting Scholars Program is to provide services and support surgeons from countries with limited resources. The recipients will be invited to spend a period of time at a local/regional institution in the USA observing daily routines and surgeries and participating in lectures. The participants will also attend either the 2020 POSNA Annual Meeting or IPOS 2020. This program has helped build sustainable relationships between members of our society and individuals from resource-challenged environments.

### Traveling Fellowship Program \$15,000 – \$20,000

The POSNA Traveling Fellowship Program will enable three junior fellows of POSNA to travel to centers of pediatric excellence in Europe, Asia or South America and attend Regional Pediatric Orthopaedic Meetings. The duration of the fellowship will be approximately 15 days. The traveling fellows will visit several academic centers to observe routines and surgeries and participate in lectures. These are exceptional opportunities to share academics, life experiences and build relationships with colleagues in Europe, Asia and South America.

# Annual Meeting Attendance – Schedule at a Glance



\*2017 Combined POSNA/EPOS meeting attendance: 1,779

## 2020 Annual Meeting – Schedule at a Glance

### Tuesday, May 12

Board of Directors Meeting	8:00 AM – 3:00 PM
Registration	4:00 PM – 6:00 PM
POPS Meeting	8:00 AM – 5:00 PM

### Wednesday, May 13

Fellowship Directors Meeting	6:30 AM – 7:30 AM
Registration	6:30 AM – 5:00 PM
Pre-Course Breakfast	7:00 AM – 8:00 AM
Pre-Course	8:00 AM – 12:00 PM
Young Member Forum	12:10 PM – 1:20 PM
Scientific Program	1:30 PM – 5:35 PM
<i>Coffee Break between programming</i>	
Opening Ceremony	6:30 PM – 8:00 PM
Welcome Reception	8:00 PM – 9:30 PM

### Thursday, May 14

Registration	6:30 AM – 12:00 PM
Breakfast	6:30 AM – 7:30 AM
Concurrent Session I	7:30 AM – 9:30 AM
Concurrent Session II	7:30 AM – 9:30 AM
Coffee Break	9:30 AM – 10:00 AM
Symposia Program	10:00 AM – 12:00 PM

### Friday, May 15

Registration	6:30 AM – 5:00 PM
Breakfast	6:30 AM – 7:30 AM
Scientific Program Award Papers	7:30 AM – 10:40 AM
<i>Coffee Break-between Clinical/Basic Science Awards</i>	
Distinguished Achievement Award	10:45-11:00 AM
2021 Meeting Highlights	11:01-11:08 AM
Presidential Speaker	11:09-11:29 AM
Presidential Transfer	11:29-11:40 AM
Member Business Meeting	11:50 AM – 1:20 PM
Subspecialty Day	
Hand/Foot	1:45 PM – 5:15 PM
Hip	1:45 PM – 5:15 PM
Lower Extremity/Neuromuscular	1:45 PM – 5:15 PM
Spine	1:45 PM – 5:15 PM
Sports	1:45 PM – 5:15 PM
Trauma	1:45 PM – 5:15 PM
<i>(Coffee Break will be between session periods)</i>	
Closing Reception	7:30 PM – 11:00 PM

### Saturday, May 16

Registration	7:00 AM – 11:30 AM
Breakfast	7:00 AM – 8:00 AM
POSNA Board Meeting	8:00 AM – 10:00 AM
Scientific Program	7:30 AM – 11:30 AM
<i>Coffee Break between programming</i>	

\*Program Subject to Change

# Corporate Partners Sponsorship Form

Registration Deadline: **February 1, 2020**



## Pediatric Orthopaedic Society of North America

2020 Annual Meeting ♦ May 13-16, 2020

Hilton San Diego Bayfront, San Diego, California, USA

Company: \_\_\_\_\_

Contact Name: \_\_\_\_\_

Address: \_\_\_\_\_

City / State / Zip: \_\_\_\_\_

Phone: \_\_\_\_\_ Fax: \_\_\_\_\_ Email: \_\_\_\_\_

### Sponsorship Opportunities

NOTE: All rates are in US\$

- |  |                          |          |
|--|--------------------------|----------|
| <input type="checkbox"/> POSNA QSVI                              | \$10,000-\$50,000        | \$ _____ |
| <input type="checkbox"/> Educational Grants                      | \$25,000-\$50,000        | \$ _____ |
| <input type="checkbox"/> SSD (spine, trauma, hip, sports)        | \$20,000/session         | \$ _____ |
| <input type="checkbox"/> SSD (hand, foot, LE, neuro)             | \$10,000/session         | \$ _____ |
| <input type="checkbox"/> Pre-Course*                             | \$25,000                 | \$ _____ |
| <input type="checkbox"/> International Educational Grants        | \$25,000-\$50,000        | \$ _____ |
| <input type="checkbox"/> Named Research Grant (By Dec. 31, 2019) | \$33,000-\$53,000        | \$ _____ |
| <input type="checkbox"/> Micro Grants                            | \$1,100-\$22,000         | \$ _____ |
| <input type="checkbox"/> Preliminary Program (By Dec. 31, 2019)  | \$15,000                 | \$ _____ |
| <input type="checkbox"/> Final Program Book*                     | \$25,000                 | \$ _____ |
| <input type="checkbox"/> Wireless Access                         | \$30,000                 | \$ _____ |
| <input type="checkbox"/> My POSNA App*                           | \$25,000                 | \$ _____ |
| <input type="checkbox"/> ePoster Presentations*                  | \$10,000                 | \$ _____ |
| <input type="checkbox"/> Registration Area*                      | \$25,000                 | \$ _____ |
| <input type="checkbox"/> Video Theater                           | \$10,000                 | \$ _____ |
| <input type="checkbox"/> Welcome Reception*                      | \$25,000                 | \$ _____ |
| <input type="checkbox"/> Breakfast in Exhibit Hall               | \$10,000/breakfast event | \$ _____ |
| <input type="checkbox"/> Refreshment Break                       | \$7,000/break event      | \$ _____ |
| <input type="checkbox"/> Mobile Device Charging Stations         | \$15,000                 | \$ _____ |
| <input type="checkbox"/> Hotel Key Cards and Envelopes*          | \$12,000                 | \$ _____ |
| <input type="checkbox"/> Hotel Door Hangers                      | \$10,000                 | \$ _____ |
| <input type="checkbox"/> Badge Holder Lanyards*                  | \$10,000                 | \$ _____ |
| <input type="checkbox"/> Pens                                    | \$5,000                  | \$ _____ |
| <input type="checkbox"/> Notepads                                | \$5,000                  | \$ _____ |
| <input type="checkbox"/> POSNA Website Banner                    | \$10,000                 | \$ _____ |

\*Support item is subject to first right of refusal by 2019 supporter.

TOTAL CONTRIBUTION: \$ \_\_\_\_\_

### Sponsorship Opportunities, continued

- |   |               |          |
|---|---------------|----------|
| <input type="checkbox"/> Program Book Ad            | \$1,500       | \$ _____ |
| <input type="checkbox"/> Elevator Doors Ad          | \$5,000/elev. | \$ _____ |
| <input type="checkbox"/> Escalator Brand (Option 1) | \$17,000      | \$ _____ |
| <input type="checkbox"/> Escalator Brand (Option 2) | \$10,000      | \$ _____ |
| <input type="checkbox"/> Blade Decal                | \$7,000       | \$ _____ |
| <input type="checkbox"/> Column Wrap Sign           | \$10,000      | \$ _____ |

### Foundation & Hospital Opportunities

- |  |                   |          |
|--|-------------------|----------|
| <input type="checkbox"/> Int'l Visiting Scholars | \$15,000          | \$ _____ |
| <input type="checkbox"/> Traveling Fellow        | \$15,000-\$20,000 | \$ _____ |

#### TO REGISTER FOR AN EXHIBIT BOOTH, SEE PAGE 14.

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

- |  |   |
|--|---|
| <input type="checkbox"/> Check enclosed (US dollars drawn on a US Bank made payable to "Pediatric Orthopaedic Society of North America") |   |
| <input type="checkbox"/> Credit Card   | <input type="checkbox"/> Visa <input type="checkbox"/> MasterCard <input type="checkbox"/> AMEX |
| Card No. _____   | Exp. Date: _____  |
| Name on Card _____   |   |
| Signature _____  | Total Amount Paid \$ _____  |

**POSNA REQUIRES THAT SPONSORSHIPS  
ARE PAID IN FULL AT LEAST 60 DAYS  
PRIOR TO THE START OF THE MEETING.**

# Industry Exhibitor Registration Form

Registration Deadline: **February 1, 2020**



## Pediatric Orthopaedic Society of North America

2020 Annual Meeting ♦ May 13-16, 2020

Hilton San Diego Bayfront, San Diego, California, USA

Company: \_\_\_\_\_

Contact Name: \_\_\_\_\_

Address: \_\_\_\_\_

City / State / Zip: \_\_\_\_\_

Phone: \_\_\_\_\_ Fax: \_\_\_\_\_ Email: \_\_\_\_\_

### Industry Exhibit Fee

**FOR SPONSORSHIP OPPORTUNITIES, SEE PAGE 13.**

#### ☐ \$3,000 / First Table

For *Sponsors Exhibiting*: Number of complimentary representative badges is determined by your sponsor level, see pages 4-5

For *Companies only exhibiting*: Exhibit fee includes two (2) representative badges)

Names: \_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

### Additional Tables/Badges

#### ☐ \$1,500

Includes an additional skirted 6' x 30" table.  
(2 table maximum)

#### ☐ \$925 Additional Badges (Deadline: May 1, 2020) (on-site will be \$1,025)

Names: \_\_\_\_\_  
\_\_\_\_\_

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.

### 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 \_\_\_\_\_

Signature \_\_\_\_\_ Total Amount Paid \$ \_\_\_\_\_

\_\_\_\_\_  
Signature of Authorizing Officer, Title

\_\_\_\_\_  
Date

**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**  
*POSNA will be moving – more information to come.*

**Cancellation Policy:** You can obtain full refund on cancellation of exhibit registration prior to February 1, 2020.

After February 1, 2020, refund will be minus a 20% processing fee on all cancellations. No refund on cancellations after April 1, 2020.



## 2020 International Pediatric Orthopaedic Symposium (IPOS)



The International Pediatric Orthopaedic Symposium has been sponsored by POSNA since 2004. The annual symposium is the most comprehensive and innovative educational program in pediatric orthopaedics, with multiple learning tracks allowing participants to customize their learning experience. The IPOS educational philosophy is to provide state-of-the-art presentations by leaders in the field, case presentations by expert panels, small group discussions, and surgical skills workshops for orthopedic surgeons and trainees at the highest level of training for a career in pediatric orthopedic surgery.

A world-renowned group of more than 70 orthopaedic surgeons from the United States and several countries around the world, comprise the faculty for IPOS, as well as 5 IPOS Instructors, who will participate in CME Breakout Sessions, Lunchtime Career Development Sessions, and Top Gun.

Recognizing the increasing complexity, diversity and subspecialization within pediatric orthopaedics, the IPOS schedule allows registrants to customize their learning experience to their own practice needs. In addition to focused lecture sessions and case discussions, registrants may choose from over 40 breakout sessions, including:

- ◆ Surgical skills demonstrations
- ◆ Hands-on technical workshops
- ◆ Industry-sponsored satellite sessions on cutting edge techniques
- ◆ Our signature Top Gun Surgical Skills Competition for residents and fellows
- ◆ New offerings for nurses, physician assistants, and other allied health providers



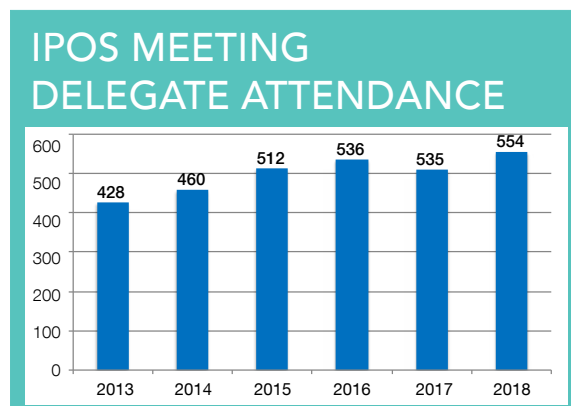
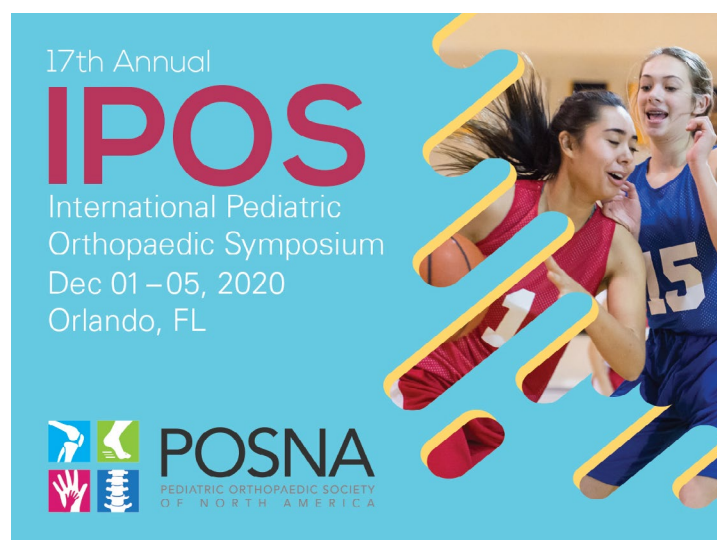
Orthopaedic companies and foundations supporting IPOS gain an unparalleled opportunity to market their company's products and services in the leading educational program in pediatric orthopaedics. Sponsoring companies have access to more than 500 orthopaedic surgeons, pediatric orthopaedic fellows, orthopaedic residents and allied health professionals.

In 2020, we are expecting a delegate attendance of over 500 orthopaedic surgeons, pediatric orthopaedic fellows, residents, allied health professionals and faculty. In 2018, we had 76 international orthopaedic surgeons from 36 countries in attendance and are expecting similar attendance in 2019.

For more information, visit [ipos.posna.org](http://ipos.posna.org).



# IPOS Meeting Attendance – Schedule at a Glance



## IPOS 2020 – Schedule at a Glance

### Tuesday, December 1

Registration	3:00 PM - 7:00 PM
Resident Scholarship Recipient Case Presentations	4:00 PM - 5:20 PM
Career Planning and Professional Development for Residents and Fellows	5:20 PM - 6:30 PM
Pre-Course Reception	6:30 PM - 6:45 PM
Industry Sponsored Pre-Course (Non-CME)	6:45 PM - 8:00 PM
Industry Sponsored Pre-Course (Non-CME)	6:45 PM - 8:00 PM
Industry Sponsored Cocktail Reception	8:00 PM - 9:00 PM

### Wednesday, December 2

Registration	7:00 AM - 6:00 PM
Breakfast & Exhibits	7:00 AM - 8:00 AM
General Session 1	8:00 AM - 10:00 AM
Director's Welcome	10:00 AM - 10:10 AM
Break & Exhibits	10:10 AM - 10:30 AM
CME Breakout	10:30 AM - 12:00 PM
Lunch & Exhibits	12:00 PM - 1:00 PM
Concurrent Session	1:00 PM - 3:00 PM
Concurrent Session	1:00 PM - 3:00 PM
Break & Exhibits	3:00 PM - 3:20 PM
Industry Spotlight Sessions 1 (Non-CME)	3:20 PM - 4:30 PM
Industry Spotlight Sessions 2 (Non-CME)	4:40 PM - 5:50 PM
Course Directors' Welcome Reception	6:00 PM - 7:00 PM

### Thursday, December 3

Registration	7:00 AM - 4:30 PM
Breakfast & Exhibits	7:00 AM - 8:00 AM
Industry Spotlight Sessions 3 (Non-CME)	8:00 AM - 9:10 AM
Break & Exhibits	9:10 AM - 9:30 AM
General Session 2	9:30 AM - 11:30 AM
Lunch & Exhibits	11:30 AM - 12:30 PM

### Thursday, December 3, continued

Lunchtime Career Development (Non-CME)	11:45 AM - 12:30 PM
CME Breakout Sessions	12:30 PM - 2:00 PM
Break & Exhibits	2:00 PM - 2:20 PM
Concurrent Session	2:20 PM - 4:30 PM
Concurrent Session	2:20 PM - 4:30 PM
Top Gun Surgical Skills Competition (by invitation only) (Non-CME)	5:00 PM - 7:30 PM

### Friday, December 4

Registration	7:00 AM - 4:30 PM
Breakfast & Exhibits	7:00 AM - 8:00 AM
Concurrent Session	8:00 AM - 10:00 AM
Concurrent Session	8:00 AM - 10:00 AM
Break & Exhibits	10:00 AM - 10:20 AM
Industry Spotlight Sessions 4 (Non-CME)	10:20 AM - 11:30 AM
Lunch & Exhibits	11:30 AM - 12:30 AM
Lunchtime Career Development (Non-CME)	11:45 AM - 12:30 PM
General Session 3	12:30 PM - 2:30 PM
Break & Exhibits	2:40 PM - 3:00 PM
CME Breakout Sessions	3:00 PM - 4:30 PM

### Saturday, December 5

Registration	6:30 AM - 11:30 AM
Breakfast	6:30 AM - 7:30 AM
Concurrent Session	7:30 AM - 9:40 AM
Concurrent Session	7:30 AM - 9:40 AM
Fellowship Directors Program	8:00 AM - 11:30 AM
Break	9:40 AM - 10:00 AM
CME Breakout Sessions	10:00 AM - 11:30 AM

\*Program Subject to Change

# Corporate Partner - IPOS Sponsorship Opportunities

## Industry Spotlight Sessions

**\$15,000** for the first session

(includes two company representative registrations)

**\$10,000** for each additional session

(includes one company representative registration)

**Maximum workshop spots available: 20**

The opportunity to present independent spotlight workshops during IPOS is available at a variety of sponsorship levels. Five workshops run concurrently in four different sessions. Each session runs for 1 hour and 10 minutes.

Session dates and times will be assigned by industry liaison faculty to ensure the best attendance for all sessions and so that there is minimal overlap.

POSNA does not accredit company workshops for CME credits and industry partners do not participate in IPOS program planning or peer review.

Each company has full responsibility for developing their spotlight sessions consistent with the focus of the program. Industry may present lectures or conduct bone model labs; no anatomical specimens are allowed.

Companies may not use a surgical skills outfitted truck/trailer/bus to conduct spotlight sessions.

If your company is planning multiple sessions, we request that these sessions do not include more than two sessions on a similar pediatric orthopaedic disorder (e.g. no more than two workshops on spinal deformity surgical techniques). POSNA sets the schedule of spotlight sessions.

Each company is required to identify an orthopaedic surgeon as session director for each spotlight session that they participate in.

Industry program directors who are not on the faculty of IPOS are allowed to attend the IPOS sessions. However, no CME credit is provided unless registration fee is paid. All travel expenses for non-IPOS faculty are the responsibility of the sponsoring company.

Companies are required to provide POSNA with information on their programs, title and type of session (lecture or hands-on) by **July 15, 2020**. This will allow POSNA to finalize the schedule, add your session to the registration system, and promote your session in the preliminary program book. Final title, descriptions, and faculty will be due **October 26, 2020**, for promotional materials.

Commitments and approved Letters of Agreement are required prior to program dates.



## Rules & Regulations for Industry Spotlight Sessions

### Instructor Selection

- ◆ The sponsoring company is welcome to invite the instructors/faculty of their choice.
- ◆ Either company personnel or surgeons may serve as instructors/faculty.
- ◆ Faculty speaking in IPOS programming may serve as Industry Spotlight Session instructors/faculty as long as they do not receive compensation of any kind from workshop supporters.

### Instructor Funding

- ◆ The sponsoring company is responsible for all expenses incurred by their instructors/faculty, subject to the company's own internal guidelines and agreements with the instructors/faculty.
- ◆ POSNA will not pay for instructor/faculty expenses, unless the individual is also serving as IPOS Faculty.
- ◆ Sponsoring companies may not provide compensation of any kind to members of the IPOS selected faculty. POSNA will pay travel and hotel expenses for IPOS faculty and prohibits these faculty from receiving additional funding from sponsors.

### Promotion of Workshop

POSNA will promote workshops in the flyers and marketing announcements by email and in programs on the website ([ipos.posna.org](http://ipos.posna.org)) and My POSNA App.

### Room Assignment

Room assignment will be decided by the IPOS program committee based on the following:

- ◆ Hands-on or lecture format
- ◆ Topics of workshops
- ◆ Number of workshops
- ◆ Date of receipt of workshop information and signed agreement
- ◆ Sponsorship level

POSNA reserves the right to change location of the workshop rooms if conflict arises regarding space requests or conditions that are beyond the control of POSNA. **Hands-on Session Rooms are limited.** POSNA cannot guarantee a hands-on session room for a spotlight session after the July 15, 2020 deadline. To secure a hands-on session, please submit application by the deadline.

### Program Entries

POSNA will include information about the workshops both on the POSNA/IPOS website at [ipos.posna.org](http://ipos.posna.org) in advance of the meeting, and as part of the Final Program on the website and on the My POSNA App, which will be available to all registrants prior to the start of the meeting. A form will be sent to all workshop coordinators to be filled out and signed for each workshop, requesting the following information: type of workshop, title and topic are due by **July 15, 2020**. Changes to title, description and faculty will be accepted through **October 26, 2020**. After this date, POSNA cannot guarantee that the information will be updated in the Final Program.



# Corporate Partner - IPOS Sponsorship Opportunities

## 9th Annual Top Gun Surgical Skills Competition \$5,000 each (Open to six sponsors)

In 2020, IPOS will host its 9th Annual Top Gun Surgical Skills competition. Designed for an elite group of orthopaedic resident and fellow applicants and moderated by over 30 IPOS faculty. Top Gun has become a signature IPOS event. Many of our industry partners share our commitment to improving surgical education, optimize patient outcomes, and promote patient safety. Through the Top Gun program, we provide tomorrow's pediatric orthopaedic surgeons quality instruction, as well as important lessons in simulation training, skills acquisition, and teamwork.

This is a non-CME event. Sponsor benefits include recognition by the course director of the company's sponsorship of the Top Gun program, signage acknowledging the company sponsorship, opportunity to showcase your products to the residents and fellows who compete in Top Gun, and your company logo on Top Gun T-shirts will be provided to all faculty and participants.

Six sessions are offered during Top Gun. Two sessions: Ponseti and Distal Radius are conducted by POSNA. A sponsor is welcome to sponsor these sessions. Acknowledgment will be posted on a sign outside the session room. The other four sessions available for sponsorship are: Spine, Sports Medicine, SCFE, and Team Challenge. These four sessions will be conducted by the sponsor.

### Top Gun Selection

One session will be offered to each company at a sponsor cost of \$5,000, not including skill session-equipment, personnel, etc. Ability of corporate partners to provide the needed manpower and supplies required for the station under the direction of the Top Gun Director and Station Captain.

Double Diamond (DD) sponsors will receive first option. In the event that more than one DD sponsor requests to sponsor a session within the same specialty, the previous participant in that specialty will receive first consideration.

Second tier of preference will be given to those companies who were able to successfully participate the previous year.

A Sponsor of one station can sponsor a second station provided no other sponsor wants to participate within the scope of the overall Top Gun educational program. The second station will require an additional \$5,000.

The Top Gun Director will have final choice in which sponsor to select in the case of multiple sponsors wanting to participate in the same station or content area, based upon above considerations.



## Educational Grants \$10,000 and up

By providing an unrestricted educational grant in any amount, your company can help offset the cost of IPOS so that we can keep registration fees low for attendees. This grant could include donations to offset Audio Visual costs. Supporters will be acknowledged on signage.

## Non-CME Pre-Course

Double Diamond Sponsorship Required  
\$13,000 each (Open to two sponsors)

Two (2) companies have an opportunity to reach IPOS attendees with an elite pre-course offering. This non-accredited opportunity allows for one of a kind interaction with attendees at the pre-course session. Your company will be acknowledged by the course director as well as signage located outside of your pre-course session. Pre-course takes place Tuesday, **December 1, 2020** from 6:45 to 8:15 pm. This sponsorship also includes the Industry Sponsored Reception following the pre-course.

## Final Program

\$7,500 (Open to one sponsor)

The Final Program will be available on the IPOS website and My POSNA App. The book will include the full meeting schedule, spotlight sessions, ePoster listings, meeting, venue, exhibit and sponsorship information. Sponsor will be acknowledged on the inside of cover. Please note the Final Program will only be available electronically.

## ePoster Presentations

\$5,000 (Open to one sponsor)

Visual media in the form of the ePoster exhibit is a valued component of the meeting. The ePosters will be displayed on computers located in the lounge area in the exhibit hall. Throughout the program, the ePosters' monitors enable participants to view the electronic presentations. Company will be acknowledged as sponsor on the computer kiosks.



# Corporate Partner - IPOS Sponsorship Opportunities

## Registration Area

**\$10,000** (Open to one sponsor)

Company will be acknowledged in the IPOS' highest traffic area on signage in the registration area with recognition as the "IPOS Registration Sponsor."

## My POSNA App

**\$10,000** (Open to one sponsor)

Meeting attendees use a mobile app which includes the full meeting program, individual handouts, and general meeting information. Attendees are able to customize their virtual briefcase allowing them to save handouts, session materials and connect with other attendees. Other features include interactive Q&A functionality, real-time faculty survey and push notifications to alert attendees of updates and reminders.

## Promotional and Marketing Opportunities

The partnership opportunities listed allow the participating company to achieve the utmost exposure and recognition. Company advertisement with logo and graphics produced on cling-on signs in the hotel's heaviest traffic areas. Dollar amounts toward marketing and advertising will count toward total sponsorship contribution.

## Final Program Full Page Ad

**\$1,500** (Open to multiple sponsors)

Full-page color ad inside the Final Program which will be posted online on our website only and available for participants to download. No printed copies will be distributed at the meeting. Artwork must be approved by POSNA and submitted in a pdf file no later than **October 1, 2020**. Placement in the document will be at POSNA's discretion.

## Badge Holder Lanyards

**\$8,000** (Open to one sponsor)

By sponsoring badge holder lanyards, your company name and logo will be printed around the lanyard portion of the badge holder. Badge holders and lanyards are recyclable. Lanyards will be purchased and shipped by POSNA.



## Pens

**\$5,000** (Open to one sponsor)

Pens printed with IPOS 2020 POSNA Meeting, Orlando, FL, sponsored by [company name and logo]. Pens will be distributed at the registration desk. Recognition of the sponsor will be on acknowledged on signage. Company is responsible for the production and shipment of pens to the meeting. Artwork must be submitted to and approved by POSNA.

## Promotional and Marketing Opportunities, cont'd

## Notepads

**\$5,000** (Open to one sponsor)

Notepads printed with IPOS 2020 POSNA Meeting, Orlando, FL, sponsored by [company name and logo]. Notepads will be distributed at the registration desk. Recognition of the sponsor will be on acknowledged on signage. Company is responsible for the production and shipment of notepads to the meeting. Artwork must be submitted to and approved by POSNA.

## Mobile Device Charging Stations

**\$15,000** (Open to one sponsor)

Enable attendees to charge their smartphones, tablets and other devices without leaving the meeting area. These stations will surely draw attention and appreciation from attendees as you rescue them from the dreaded "low battery" signal. Two charging stations (with multiple device charging ports) will be branded with the sponsor's name and logo and placed in the exhibit hall.

## Conference Journals

**\$10,000** (Open to one sponsor)

All registrants receive a spiral bound notebook which contains a condensed daily schedule and lined paper for note taking. Company name and logo will be printed on the front cover and company ad on the back cover. Artwork will be submitted to and approved by POSNA. POSNA will produce and ship the journals.



# Corporate Partner - IPOS Sponsorship Opportunities

## Social Functions



### Course Directors' Welcome Reception

**\$20,000** (Open to one sponsor)

The Course Directors' Welcome Reception held Wednesday, December 2<sup>nd</sup> from 6:00-7:00 pm, celebrates IPOS 2020 on the evening of the meeting's first day. Sponsor may provide napkins and/or beer/wine cozies with company name and logo. Sponsor will design, produce and ship napkins and/or beer/wine cozies to the meeting. Artwork must be submitted to and approved by POSNA. Sponsor will be acknowledged on signage in the welcome reception area.



### Lunch in the Exhibit Hall

**\$25,000** (Open to one sponsor per lunch event)

A complimentary lunch will be provided with seating in the Exhibit Hall on Wednesday, Thursday and Friday at IPOS. Sponsor may provide napkins and/or coffee cup sleeves printed with company name and logo to be placed on tables in the exhibit hall. Sponsor will design, produce and ship napkins and/or sleeves to the meeting. Artwork must be submitted to and approved by POSNA. Sponsor will be acknowledged on signage in the lunch area.



### Breakfast in the Exhibit Hall

**\$10,000** (Open to one sponsor per breakfast event)

A complimentary breakfast will be provided with seating in the Exhibit Hall on Wednesday, Thursday and Friday mornings at IPOS. Sponsor may provide napkins and/or coffee cup sleeves printed with company name and logo to be placed on tables in the exhibit hall. Sponsor will design, produce and ship napkins and/or sleeves to the meeting. Artwork must be submitted to and approved by POSNA. Sponsor will be acknowledged on signage in the breakfast area.



### Refreshment Breaks in Exhibit Hall

**\$7,000** (Open to one sponsor per break event)

Coffee cup sleeves and/or napkins offer an eye-catching vehicle for a company's message. Sleeves and/or napkins will be available in the Exhibit Hall during coffee breaks at IPOS on Wednesday, Thursday and Friday. Sponsor will design, produce and ship sleeves and/or napkins to the meeting. Artwork must be submitted to and approved by POSNA. Sponsor will be acknowledged on signage in the refreshment break area.

## Advertising Opportunities



### Floor, Wall, or Window Graphics

**\$5,000 each**

(Open to multiple sponsors, one ad per sponsor)

Place your company ad on floor, wall, or window cling for maximum exposure. A variety of graphic locations and sizes are available:

- ◆ Breezeway Window Cling – Size: 54"x54"
- ◆ Pacifica Foyer Entrance, above door window cling – Size: 224"x57"
- ◆ Pacifica Foyer Entrance, Floor Graphic – Size: 24"x24"
- ◆ Electronic Schedule Frame (graphic wrap around schedule frame) – Size: 40.5"x55.25"





# IPOS Corporate Partners Sponsorship Form

Registration Deadline: **February 1, 2020\***



**POSNA**  
PEDIATRIC ORTHOPAEDIC SOCIETY  
OF NORTH AMERICA

\*Commitments by February 1, 2020 will be acknowledged in Sponsor Level at POSNA 2020 Annual Meeting.

**Final Deadline for IPOS Sponsorships:  
August 1, 2020**

## International Pediatric Orthopaedic Symposium

**December 1-5, 2020** ◆ **Loews Royal Pacific Hotel, Orlando, Florida, USA**

Company: \_\_\_\_\_

Contact Name: \_\_\_\_\_

Address: \_\_\_\_\_

City / State / Zip: \_\_\_\_\_

Phone: \_\_\_\_\_ Fax: \_\_\_\_\_ Email: \_\_\_\_\_

### Sponsorship Opportunities

NOTE: All rates are in US\$

- ☐ **Industry Spotlight Sessions** \$ \_\_\_\_\_  
\$15,000 first session;  
\$10,000 each additional session (4 max.)
- ☐ **9th Annual Top Gun Surgical Skills Competition** \$5,000 \$ \_\_\_\_\_
- ☐ **Educational Grants** \$10,000 and up \$ \_\_\_\_\_
- ☐ **Non-CME Pre-Course** \$13,000 \$ \_\_\_\_\_
- ☐ **Preliminary Program** \$7,500 \$ \_\_\_\_\_
- ☐ **Final Program** \$7,500 \$ \_\_\_\_\_
- ☐ **ePoster Presentations** \$5,000 \$ \_\_\_\_\_
- ☐ **Registration Area** \$10,000 \$ \_\_\_\_\_
- ☐ **My POSNA App** \$10,000 \$ \_\_\_\_\_

TOTAL CONTRIBUTION: \$ \_\_\_\_\_

### Marketing Opportunities

See pages 4-5 for Sponsorship Levels

- ☐ **Final Program Full-Page Ad** \$1,500 \$ \_\_\_\_\_
- ☐ **Badge Holder Lanyards** \$8,000 \$ \_\_\_\_\_
- ☐ **Pens** \$5,000 \$ \_\_\_\_\_
- ☐ **Notepads** \$5,000 \$ \_\_\_\_\_
- ☐ **Mobile Device Charging Stations** \$15,000 \$ \_\_\_\_\_
- ☐ **Conference Journals** \$10,000 \$ \_\_\_\_\_
- ☐ **Welcome Reception** \$20,000 \$ \_\_\_\_\_
- ☐ **Lunch in Exhibit Hall** \$25,000/lunch event \$ \_\_\_\_\_
- ☐ **Breakfast in Exhibit Hall** \$10,000/breakfast event \$ \_\_\_\_\_
- ☐ **Refreshment Break** \$7,000/break event \$ \_\_\_\_\_

### Advertising Opportunities

- ☐ **Floor, Wall, or Window Graphics** \$5,000 \$ \_\_\_\_\_
- ☐ **Electronic Schedule Frame** \$5,000 \$ \_\_\_\_\_

**TO REGISTER FOR AN EXHIBIT BOOTH, SEE PAGE 22.**

### 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 \$ \_\_\_\_\_

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 \_\_\_\_\_

**RETURN TO: POSNA, 9400 W. Higgins Road, Suite 500, Rosemont, IL 60018-4976 USA**  
Phone: 847.698.1692 Fax: 847.268.9694  
POSNA will be moving – more information to come.



# IPOS Industry Exhibitor Registration Form

Registration Deadline: **August 1, 2020**



**POSNA**  
PEDIATRIC ORTHOPAEDIC SOCIETY  
OF NORTH AMERICA

## International Pediatric Orthopaedic Symposium

**December 1-5, 2020** ♦ **Loews Royal Pacific Hotel, Orlando, Florida, USA**

Company: \_\_\_\_\_

Contact Name: \_\_\_\_\_

Address: \_\_\_\_\_

City / State / Zip: \_\_\_\_\_

Phone: \_\_\_\_\_ Fax: \_\_\_\_\_ Email: \_\_\_\_\_

### Industry Exhibit Space Fee

**FOR SPONSORSHIP OPPORTUNITIES, SEE PAGE 21.**

☐ **\$2,100 – 6' x 6' Booth**

(One draped 6' table, waste basket and 2 chairs will be provided)

☐ **\$3,000 – 10' x 10' Booth**

(Two draped 6' tables, waste basket and 2 chairs will be provided if needed)

For *Sponsors Exhibiting*: Number of complimentary representative badges is determined by your sponsor level, see pages 4-5.

For *Companies only exhibiting*: Exhibit fee includes two (2) representative badges)

Names: \_\_\_\_\_

### Book Dealers Exhibit Fee

☐ **\$1,525 – Table Top Exhibit**

(One draped 6' table, waste basket and 2 chairs will be provided)

(Fee includes Registration for Two (2) representatives)

☐ **\$850 – Second Table**

Names: \_\_\_\_\_

### Additional Representatives

☐ **\$850 each (onsite \$950 each)**

Names: \_\_\_\_\_

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.

### Payment Method

Payment must be received before space is assigned.

☐ Check enclosed (Check Number \_\_\_\_\_ )

☐ Credit Card ☐ Visa ☐ MasterCard ☐ AMEX

Card No. \_\_\_\_\_ Exp. Date: \_\_\_\_\_

Name on Card \_\_\_\_\_

Signature \_\_\_\_\_ Total Amount Paid \$ \_\_\_\_\_

\_\_\_\_\_  
Signature of Authorizing Officer, Title

\_\_\_\_\_  
Date

**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**  
*POSNA will be moving – more information to come.*

## 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 Annual Meeting and IPOS, and may be given at any authorized agent or representative of the exhibitor.

### Exhibit Space

**2020 Annual Meeting** – Exhibit space at the Annual Meeting is very limited and will consist of one or two 6-ft draped tables, based on space available, at a fee of \$3,000 for the first table and \$1,500 for the second table. Free standing portable pop up signs can be placed behind table, but cannot extend past the length of the table.

**IPOS 2020** – Exhibit space at IPOS consists of either 6x6 or 10x10 booths in an exhibit hall. A 6x6 booth will have one 6-ft draped table and 2 chairs at a cost of \$2,100. A 10x10 booth will have two 6-ft draped tables and 2 chairs at a cost of \$3,000.

Exhibits will be open for display Wednesday through Friday at both meetings. Exact times/dates are TBD. Exhibit space for both meetings will not be assigned until after the registration deadline. Order of assignments will be based on level of sponsorship. Exhibits must be staffed at all times when the exhibit area is open to course registrants. **All aisles and exits must be kept clear and free of obstruction.** Any easel, sign, chair, etc., will be removed if found outside the allotted space.

Storage of boxes will not be provided by POSNA. Storage will be provided by the Exhibit Decorating company.

POSNA reserves the right to approve all exhibits and exhibitor activities and **reserves the right to reconfigure the exhibit floor plan and reassign exhibit spaces at any given time.**

Company reps are required to have their exhibit area neat and orderly at all times. Cleaning of the exhibit area is the responsibility of the company. No items may be attached to the walls or ceiling. Cleaning and removal of any adhesive material is at the expense of the exhibiting company. Potentially combustible rubbish must be removed daily from exhibits.

Company tablecloths can be used on your exhibit tables either to cover the table or to cover your exhibit during off hours. Company Sign will be hung on back drape for 10x10 booths and on tables for 6x6 booths or table top exhibits. Specific information regarding set-up and tear down of an exhibit and exhibit hours will be provided after the registration deadline.

### 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.

### WiFi and Electrical Power

Electrical power will **NOT** be provided by POSNA at the Annual Meeting nor at IPOS. Companies needing electricity, please contact POSNA's decorator. WiFi will be provided in the exhibit hall, the password will be available at the registration desk.

### Shipping Instructions

POSNA highly recommends that you use our official shipper and/or decorator for each meeting. Regardless of what shipper you use, ALL exhibit freight should be shipped to the Decorator's warehouse. The Decorator will move it in and out of the Hotel. If you chose to ship your material to the Hotel, please note that the Hotel will not store it. If you ship it to your room "hold for your arrival", you will be responsible for arranging to move it to your room, and to your exhibit booth/table and you will be responsible for storing your boxes/crates.

Contact information for shipper and Decorator, Exhibit Kits, Exhibit Hours, and more detailed information will be sent to the exhibitor after the registration deadline.

### Cancellation Policy

**2020 Annual Meeting** – You can obtain full refund on cancellations of exhibits prior to February 1, 2020. After February 1, 2020, refund will be minus a 20% processing fee on all cancellations. No refund on cancellations after April 1, 2020.

**IPOS 2020** – You can obtain full refund on cancellations of exhibits prior to September 1, 2020. After September 1, 2020, refund will be minus a 20% processing fee on all cancellations. No refund on cancellations after November 1, 2020.

### 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. If your exhibit is a booth up against the wall, free standing banners and displays are allowed. Companies are not allowed to block the entrance way or to block the view of other exhibit displays.

# Exhibit Rules and Regulations

## 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 Hotel property 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 and/or booths. 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 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.

## 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.

## Photography

POSNA reserves the right to photograph exhibits and/or attendees through the services of a POSNA official vendor. Some of these photos may be available on the POSNA website or displayed in publications or material related to the Annual Meeting and at IPOS. If you do not wish to have your booth photographed, please let POSNA know by emailing [raymond@aaos.org](mailto:raymond@aaos.org).

## Security

A security officer 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. POSNA will not be responsible for lost or stolen items.

## Insurance

The exhibitor acknowledges that neither POSNA, the Official Service Contractor/Decorator nor the facility at which the meeting is held, 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.

## Use of Company Data

Exhibiting Company data, filled out on the exhibitor registration form, will be maintained in the POSNA database until such time that the company should request that it be deleted. Please be advised that the data (contact person, company address, phone number and email) will only be given to POSNA's official decorator for each meeting, only for the purpose of sending information to the exhibitor regarding exhibit materials, material handling and storage.



## Conduct

Representatives may not remove items from any other company's exhibit. Photography/Videotaping of another company's exhibit is also not permitted. Failure to comply will result in expulsion from the course and the possible loss of opportunity for exhibiting at future courses.

Any misuse of the badge system will result in loss of exhibit privileges, closing of the booth and loss of funds.

Companies may only exhibit products that are relevant to the practice of orthopaedics. POSNA reserves the right to determine the eligibility of any company's product for exhibiting and may deny participation or request removal of any product or exhibit that does not meet eligibility.

## **SALES ACTIVITIES AND PRICE LISTS ARE PROHIBITED IN THE EXHIBIT AREA AT ALL TIMES.**

Interviews, demonstrations, distribution of literature and samples should take place at the allotted exhibit space. POSNA may withhold or withdraw permission to distribute souvenirs, advertising or other material. All novelty gifts or souvenirs must be previously submitted to IPOS for review and approval. Please send a sample to POSNA, attn. Melody Raymond, 9400 W. Higgins Rd., Rosemont, IL 60018.

Brochures advertising non-POSNA sponsored Annual Meetings, CME courses or other events may not be displayed or distributed.

Exhibiting companies are responsible for the cost of shipping, audio-visual equipment rental, and other material arrangements.

## FDA Disclosure

Companies exhibiting devices that are not cleared by the FDA for a particular use in humans or are not commercially available in the U.S., may exhibit only when accompanied by the appropriate signage that indicates the device's FDA status. The company will provide the following signs that should be prominently displayed:

This device is not cleared by the FDA for distribution in the U.S.  
This device is intended to be used in the U.S. as described on the product's label.

The signs must be readily visible and placed near the devices and on any graphics or other materials depicting the device. In addition, the company must have a letter from the FDA describing the allowable use status of the product(s). Signage must be approved by the Academy. Exhibitors are cautioned about the current FDA policy prohibiting them from promoting cleared devices for unapproved uses.

## No Endorsement

The presence of a company's product in the educational exhibit area or its use in the hands-on skills component of a course shall not be construed as an endorsement of the company or the product by POSNA.



# Future POSNA Educational Events

## POSNA Annual Meetings

AM21

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

AM22

May 11 – 14, 2022  
Vancouver Convention Center,  
Vancouver, British Columbia, Canada

AM23

April 26 – 30, 2023  
Nashville, Tennessee

## IPOS Meetings

2020

December 1 – 5, 2020  
Loews Royal Pacific Hotel,  
Orlando, Florida

2021

December 7 – 11, 2021  
Loews Royal Pacific Hotel,  
Orlando, Florida

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.



**POSNA**  
PEDIATRIC ORTHOPAEDIC SOCIETY  
OF NORTH AMERICA

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[orthokids.org](http://orthokids.org)  
[posnacadey.org](http://posnacadey.org)