



POSNA

PEDIATRIC ORTHOPAEDIC SOCIETY
OF NORTH AMERICA

2022

Corporate Partner Opportunities



- Expand your global reach
- Showcase your innovative techniques
- Exchange ideas and knowledge

2021 Corporate Partners

The Pediatric Orthopaedic Society of North America gratefully acknowledges the following for their generous financial support during 2021.

DOUBLE DIAMOND LEVEL (\$150,000 +)



DIAMOND LEVEL (\$100,000 - \$149,999)

DePuy Synthes

PLATINUM LEVEL (\$75,000 - \$99,000)

NuVasive
Orthofix

GOLD LEVEL (\$50,000 - \$74,999)

Shriners Hospitals for Children

SILVER LEVEL (\$20,000 - \$49,999)

Arthrex, Inc.
C-Pro Direct Ltd.
Globus Medical
Pacira BioSciences, Inc.
Pega Medical

BRONZE LEVEL (\$1,000 - \$19,999)

7D Surgical
Biedermann Motech
Children's Healthcare of Atlanta

New York-Presbyterian
Stanford Children's Health

Thank You!

Dear POSNA Corporate Partners,

The Pediatric Orthopaedic Society of North America (POSNA) understands the importance of the relationship with its Corporate Partners and how it is fundamental in the ability to achieve our mission of improving pediatric musculoskeletal care across the world by promoting education, research, and the highest-quality clinical care. This tripartite mission is accomplished by innovative, high-quality educational programs, collaborative research, and advocacy which allows for transformational advances in musculoskeletal care. In the end, our societal vision is a world with optimal musculoskeletal health for all children worldwide.

Corporate Partners have been, and will continue to be, a vital factor in the continued growth of POSNA and its recognition as the world's premier medical society for pediatric musculoskeletal care from spine pathology, to limb deformity, trauma, and more. POSNA and its Corporate Partners are united in the advancement of patient care and this collaboration, the exchange of ideas, and knowledge improves and expands both groups' abilities to enable optimal musculoskeletal care for our patients. Industry provides the fuel/support which enables POSNA to continue to make significant strides in education, clinical care, and research all for our patients' benefit.

Education is truly at the center of every POSNA activity. It is inextricably woven into every societal activity. At the center of the educational program are two internationally recognized programs: the POSNA Annual Meeting and the International Pediatric Orthopaedic Symposium (IPOS®) which draw orthopaedic surgeons, non-operative providers, advanced practice providers, and trainees from around the world.

The POSNA Annual Meeting, held in May of each year, is a dynamic event which focuses on cutting-edge, evidence-based research covering the entire spectrum of pediatric orthopaedics. The meeting starts with a Pre-Course focused on a topic of interest, followed by 3 days of plenary sessions, panel discussions, breakout activities, and a Subspecialty Day. Over the last two annual meetings, the COVID pandemic has forced POSNA to rapidly pivot its platform. In 2020, the meeting was entirely a virtual format. Last year's 2021 meeting in Dallas, part in-person and part virtual, was one of the first large-scale medical meetings to be held since the beginning of the pandemic. The meeting was a technological feat, one which elegantly demonstrated the creativity, grit, and flexibility of the society and its membership. The resounding success of this format was reassuring and emphasized the need to continue with this dual in-person/virtual format for future meetings. The advances in IT which permitted a flawless experience demonstrated the virtual format is here to stay and will enable physicians who cannot physically attend the meeting (for any reason) to be able to virtually participate, become engaged, and benefit in the meeting. It is anticipated that annual meeting in-person attendance will rebound as the pandemic permits, and the increased virtual participation will push the overall attendance at the POSNA Annual Meeting to even higher levels in the future.

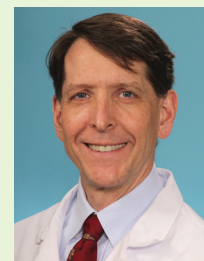
IPOS® is a showcase for innovative techniques, the latest technologies, and education/teaching. Its format provides a highly customizable experience for attendees, one which covers every aspect of pediatric orthopaedic care. In addition to the customary lecture format, the meeting packs in case discussions, panel debates, breakout sessions, hands-on technical workshops and the industry-centered Spotlight Sessions. The Top Gun Surgical Simulation Competition, for residents and fellows, is an innovative educational experience which is in high demand every year.

POSNA continues to expand its global educational mission by collaborating with alliance societies. Initiatives with the European, Asia-Pacific, and South American pediatric orthopaedic societies have extended the impact of POSNA and corporate support has been integral in their success and growth.

We look forward to continued close collaboration with our Corporate Partners. We urge you to remember the reasons you've chosen to join us in the past and consider increasing your level of support this year. Your input on our collaboration has been important and guided our vision for our combined futures. With integrated support for the POSNA Annual Meeting and IPOS® in the same year, you can allocate your support among the multiple options offered to best align with your goals. We look forward to 2022 and our collaboration with our Corporate Partners.



Mininder Kocher, MD, MPH
President



Scott Luhmann, MD
Industry Relations Chair

Mininder Kocher, MD, MPH
President

Scott Luhmann, MD
Industry Relations Chair

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Deadlines

- Registration opens October 25, 2021
- Annual Meeting exhibit and sponsorship deadline February 21, 2022
- Annual Meeting booth assignments March, 2022
- IPOS® exhibit and sponsorship deadline September 23, 2022
- IPOS® booth assignments October 2022

Levels of Support and Benefits

DOUBLE DIAMOND

\$150,000 +

Throughout the Year...

- Largest name recognition as a Double Diamond Level company on the POSNA website and in non-CME printed materials (i.e., the POSNA newsletter)
- Logo on website can link to a video (1-2 minutes long)
- Opportunity for meetings with members of POSNA leadership at company headquarters

At Annual Meeting and/or IPOS®...

- Four invites to attend the President's Dinner & Cocktail Reception on Tuesday during Annual Meeting (Two company representatives and two guests)
- Presentation of a plaque and an opportunity to address registrants at the Annual Meeting Opening Ceremony
- Roundtable Leadership Discussion Meeting at IPOS®
- Opportunity to conduct a Pre-Course session at IPOS®
- Right of first refusal for participation in the IPOS® Top Gun Surgical Simulation Competition
- Premium table or booth location
**Note: table and booth fees are not included in sponsorship*
- Recognition on the meeting mobile app with link to your company website
- Personalized housing block for up to **ten** rooms for your representatives
- Complimentary registration for **ten** representatives
- Verbal and sign recognition
- Name recognition in print and on electronic promotional materials
- Ribbons on company name badges acknowledging your sponsor level
- Pre-and Post-registration mailing list will be made available for a one-time mailing to registrants

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 served basis. POSNA will provide a screen, projector, water, and coffee in this room.

DIAMOND

\$100,000 - \$149,999

Throughout the Year...

Logo recognition on the POSNA website linked to company website

At Annual Meeting and/or IPOS®...

- Two invites to attend the President's Dinner & Cocktail Reception on Tuesday during 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
- Recognition on the meeting mobile app with link to your company website
- Personalized housing block for up to **six** rooms for your representatives
- Complimentary registration for **six** representatives
- Recognition on the meeting mobile app with link to your company website
- Verbal and sign recognition
- Name recognition in print and on electronic promotional materials
- Ribbons on company name badges acknowledging your sponsor level
- Pre-registration mailing list will be made available before each meeting for a one-time mailing to registrants

PLATINUM

\$75,000 - \$99,999

Throughout the Year...

Name recognition on the POSNA website

At Annual Meeting and/or IPOS®...

- Presentation of a plaque at the Annual Meeting Opening Ceremony
- Recognition on the meeting mobile app with link to your company website
- Personalized housing block for up to **five** rooms for your representatives
- Complimentary registration for **five** representatives
- Verbal and sign recognition
- Name recognition in print and on electronic promotional materials
- Ribbons on company name badges acknowledging your sponsor level
- Pre-registration mailing list will be made available before each meeting for a one-time mailing to registrants

Levels of Support and Benefits

GOLD

\$50,000 - \$74,999

Throughout the Year...

Name recognition on the POSNA website

At Annual Meeting and/or IPOS®...

- Recognition on the meeting mobile app with link to your company website
- Personalized housing block for up to **four** rooms for your representatives
- Complimentary registration for **four** representatives
- Verbal and sign recognition
- Name recognition in print and on electronic promotional materials
- 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

Throughout the Year...

Name recognition on the POSNA website

At Annual Meeting and/or IPOS®...

- Recognition on the meeting mobile app with link to your company website
- Complimentary registration for **two** representatives
- Verbal and sign recognition
- Name recognition in print and on electronic promotional materials
- 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

Throughout the Year...

Name recognition on the POSNA website

At Annual Meeting and/or IPOS®...

- Recognition on the meeting mobile app with link to your company website
- Personalized housing block for up to **three** rooms for your representatives
- Complimentary registration for **three** representatives
- Verbal and sign
- Name recognition in print and on electronic promotional materials
- 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®

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 (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.

ACCME

POSNA recognizes that commercial support is an important element of educational meetings and adheres strictly to all ACCME directives and guidelines that govern commercial support of continuing education.

2022 Annual Meeting

General Information

The POSNA Annual Meeting will be held at the Vancouver Convention Centre. This course will provide the latest research and expert clinical opinion in pediatric orthopaedics through abstract/paper presentations, video abstracts, educational posters, symposia, as well as didactic teaching from leading authorities on various virtual symposia topics within pediatric orthopaedics.

POSNA 2022 Annual Meeting Pre-Course Program Committee

Julie Samora, MD, PhD, Chair and Lindsay Andras, MD, Past Chair

POSNA 2022 Annual Meeting Program Committee

Matthew Oetgen, MD, MBA, Chair; Wudbhav Sankar, MD, Past Chair, Nicholas Fletcher, MD and Anthony Riccio, MD

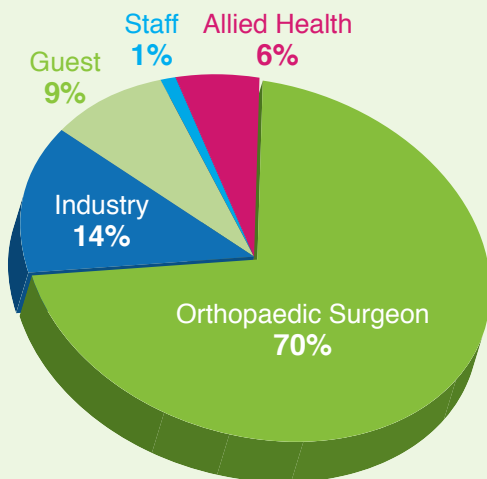
Learning Objectives

- Learn about the latest advances in pediatric orthopaedic surgery.
- Interact and learn with 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

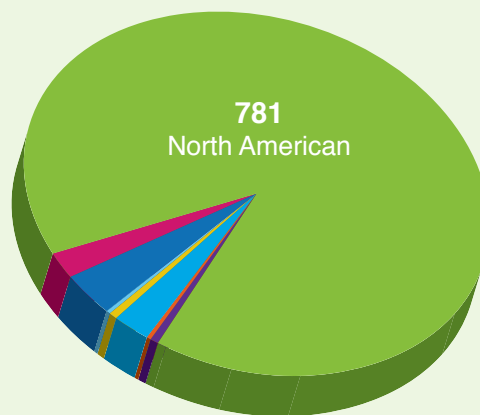
1. Learn about the latest advances and cutting-edge research in pediatric orthopaedic surgery.
2. Collaborate and network with fellow surgeons who experience similar issues in the workplace.
3. Earn over 15 CME credits.
4. Reignite your passion for the field and leave feeling inspired and energized.
5. Re-engage with your peers and colleagues after lockdowns and restrictions due to the global pandemic.

2019 Attendance by Type

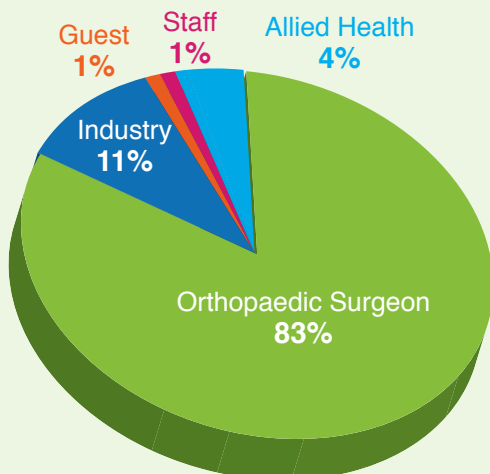


2019 Attendance by Region

8 countries represented

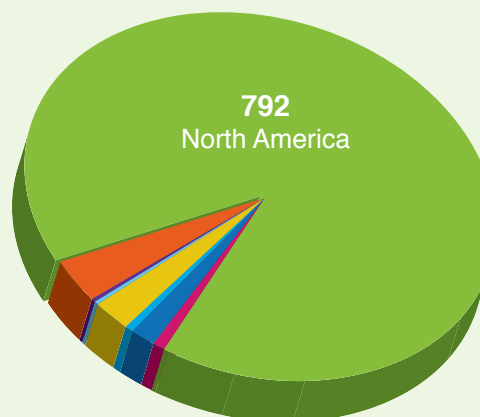


2021 Attendance by Type



2021 Attendance by Region

8 countries represented



*2021 meeting was Hybrid and the numbers reflect both in-person and virtual.

2022 Annual Meeting Schedule at a Glance



TUESDAY, MAY 10

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

WEDNESDAY, MAY 11

6:30 AM - 7:30 AM	Fellowship Directors Meeting
7:00 AM - 5:00 PM	Registration
7:00 AM - 8:00 AM	Pre-Course Breakfast/Exhibits
8:00 AM - 11:50 AM	Pre-Course
10:05 AM - 10:25 AM	Coffee Break/Exhibits
12:00 PM - 1:30 PM	Members Business Meeting
1:40 PM - 5:30 PM	Scientific Program
3:35 PM - 3:55 PM	Coffee Break/Exhibits
6:30 PM - 8:00 PM	Opening Ceremony
8:00 PM - 9:30 PM	Welcome Reception

THURSDAY, MAY 12

7:00 AM - 12:00 PM	Registration
7:00 AM - 7:45 AM	Breakfast/Exhibits
7:50 AM - 12:00 PM	Subspecialty Day
	Hand/Foot
	Hip
	Lower Extremity
	Neuromuscular
	Spine
	Sports
	Trauma
8:00 AM - 10:00 AM	Accompanying Persons Breakfast
9:45 AM - 10:10 AM	Coffee Break/Exhibits

FRIDAY, MAY 13

7:00 AM - 3:00 PM	Registration
7:00 AM - 8:00 AM	Breakfast/Exhibits
8:00 AM - 11:20 AM	Scientific Program Award Papers
8:00 AM - 10:00 AM	Accompanying Persons Breakfast
10:00 AM - 10:20 AM	Coffee Break/Exhibits
11:23 AM - 11:38 AM	Distinguished Achievement Award
11:39 AM - 11:45 AM	2023 Meeting Announcements
11:46 AM - 11:51 AM	Award Announcements
11:52 AM - 12:12 PM	Presidential Speaker
12:13 PM - 12:23 PM	Presidential Transfer
2:00 PM - 4:00 PM	Concurrent Session Spine
2:00 PM - 4:00 PM	Concurrent Session Sports
2:45 PM - 3:05 PM	Coffee Break/Exhibits
7:30 PM - 11:00 PM	Closing Reception

SATURDAY, MAY 14

7:30 AM - 11:30 AM	Registration
7:00 AM - 8:00 AM	Breakfast
8:00 AM - 10:00 AM	POSNA Board Meeting
8:00 AM - 10:00 AM	Accompanying Persons Breakfast
8:30 AM - 11:30 AM	Scientific Program
10:10 AM - 10:20 AM	Break

**Program subject to change*

2022 Annual Meeting Sponsorship Opportunities

EDUCATIONAL SUPPORT

Educational Grant for the 2022 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 at the meeting and in the program book.

Subspecialty Day (SSD)

\$25,000 per Session

(Spine, Trauma, Hip, Sports, Lower Extremity, and Neuromuscular)

\$15,000 per Session

(Hand, Foot)

Subspecialty Day, Thursday, May 12, will feature eight subspecialty sessions. The subspecialties of Hip, Lower Extremity, Neuromuscular, Spine, Sports, and Trauma will have two separate half-sessions covering different topics. Foot and Hand will have one half-session. The sponsor will be acknowledged on signage outside the session room, in the final program book, and on the mobile app under the session. (Open to multiple sponsors)

A continental breakfast, morning break, and up to 4 hours of CME credits will be provided.

Half-Day Pre-Course

\$25,000 (Open to one sponsor)

The POSNA Pre-Course, chaired by Julie Samora, MD, PhD, MPH, is titled, Improving Patient Care through Diversity, Equity, and Inclusion. The Pre-Course will concentrate on practical advice for advancing your practice in clinical, operative, and administrative settings with words of wisdom from leaders in the field for junior, middle, and senior level faculty.

A continental breakfast, morning break, and up to 4 hours of CME credits will be provided.

PUBLICATIONS AND MULTIMEDIA SUPPORT

Preliminary Program

\$15,000

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, 2021.

Final Program

\$25,000

NEW

Link your organization with a valuable educational resource that is prominently used throughout the Annual Meeting and beyond. The final program will be available on the POSNA website and POSNA app. The final program will include, the complete schedule, exhibitors and meeting information. In addition, an abbreviated final program booklet will be distributed to all attendees at registration. Sponsor will be acknowledged on the inside front cover and will receive a complimentary ad with choice of placement.

Wireless Access

\$30,000 (Open to one sponsor)

Your support allows attendees to enjoy complimentary wireless Internet in meeting rooms and common areas at the convention center. In addition to a custom landing page, your company will be recognized on signs throughout the meeting space.



orthoKids

PEDIATRIC ORTHOPAEDIC SOCIETY
OF NORTH AMERICA

Sponsorship Opportunities

PUBLICATIONS AND MULTIMEDIA SUPPORT continued

Meeting Mobile App

Mobile app sponsorship is now all inclusive please see page 21.

ePoster Presentations

\$10,000 (Open to one sponsor)

Your support of this offering, that is highly valued by attendees, provides you with visibility both on-site and the on-line platform. Your company will be displayed on the website recognizing your support and on the kiosk on-site.

Video Theater

\$10,000 (Open to one sponsor)

Returning for the 2022 Annual Meeting are the surgical technique video abstracts. Videos will be selected by the program committee and members can vote via the POSNA mobile 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.

Hybrid Meeting Platform

\$20,000 (Open to one sponsor)

POSNA will be offering pre-recorded symposiums, ePosters, video abstracts and live streaming of all the sessions at the Annual Meeting. As a sponsor of the platform you will receive the opportunity to provide a message to all attendees prior to the opening of the meeting on Wednesday, May 11., 2022. This will give an opportunity for the sponsor to be the first thing the attendees see. The sponsor can provide a 1-2-minute video or clickable banner on the home page of the platform. The sponsor will be acknowledged on all communication about the hybrid meeting platform and will be included in the registration confirmation emails.

NEW

NETWORKING OPPORTUNITIES

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 items 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 items 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 items to the meeting. Design must be approved by POSNA. Sponsor will be acknowledged on signage in the refreshment break area.

2022 Annual Meeting Sponsorship Opportunities

PROMOTIONAL AND MARKETING OPPORTUNITIES

Registration

\$30,000 (Open to one sponsor)

NEW



POSNA offers Check-in and Badge Printing Kiosks at the meeting. Your company will provide a custom design which will be placed on the check-in kiosks. Your company name will be placed on the registration wall where attendees will pick up their lanyards and ribbons. The sponsor will also be included on registration confirmation emails.

Hotel Key Cards and Envelopes

\$15,000 (Open to one sponsor)

Hotel guest room key cards feature your company logo and information with your own design. Pre-approval of design is required. POSNA will arrange to have the artwork put on the cards and envelopes and shipped to the hotel. Key cards and envelopes will be given out at **four** hotels.

Final Program Book Ads

\$2,000 (Open to multiple sponsors)

Your full-page color ad will be included in the electronic and abbreviated Final Program book. Final ad will be approved by POSNA and will be placed in the book at POSNA's discretion.

Badge Lanyards

\$10,000 (Open to one sponsor)

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

Pens

\$5,000 (Open to one sponsor)

Pens printed with 2022 POSNA Annual Meeting sponsored by [company name and logo]. Pens will be distributed at the registration desk and in the general session room. 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 2022 POSNA Annual Meeting, 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.

Video Wall

\$25,000 (one available)

Advertise your company on the 165" ultra HD video wall located in the main entrance to the building. This entrance is located across the street from the POSNA headquarters hotel. The video wall provides premium visibility and maximum exposure to all attendees. It can display a video (no audio) or static images. Display can change one time per day. Company to provide the images or video to POSNA.

1920x1080 JPEG or 1920x1080 MPEG/MP4

NEW

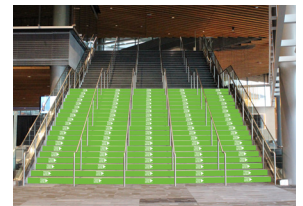


Stair Decals

\$20,000 (one available)

This high impact branding opportunity can be used to increase awareness of your company or products as attendees are going to and from their sessions. These stairs are in the main area of the meeting. The first 20 stairs will be branded. Company to provide the artwork to POSNA.

NEW



Banner

\$10,000 per banner (two available)

Grab attendees' attention when they arrive, register, walk to sessions, and leave for the day. Display your company information with a hanging banner located in the main area of the meeting. Company to provide the artwork to POSNA. 20' wide x 4' high double-sided banner

NEW

Column Wraps

\$10,000 per column (nine available)

Make a powerful impact with highly visible column wraps located on the main level of the meeting space. Drive traffic to your booth by creating awareness about a new product or promoting your company. Company to provide the artwork to POSNA.



International Pediatric Orthopaedic Symposium

General Information

IPOS® to be held at the Loews Royal Pacific in sunny Orlando, Florida. IPOS® is the most comprehensive and innovative educational program in pediatric orthopaedics, with multiple learning tracks allowing participants to customize their learning experience.

IPOS® Mission

To provide the highest quality pediatric orthopaedic education to learners and practitioners of all levels.

IPOS® Vision

Through our inspiring international faculty, innovative programming, and vibrant interactions among all attendees, IPOS® aspires to be the best pediatric orthopaedic educational event in the world.

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.

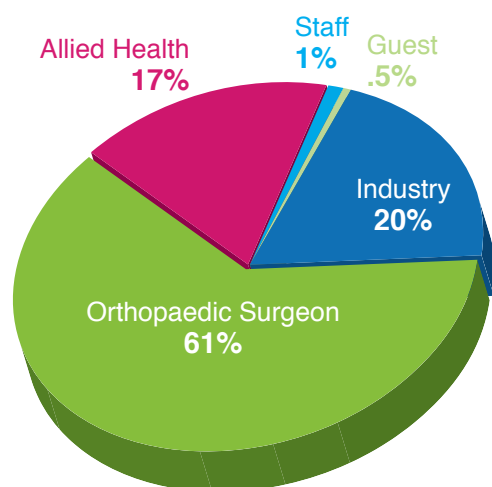
Top 5 Reasons to Attend IPOS®

1. Learn how to effectively diagnose common and uncommon pediatric orthopaedic conditions.
2. Hear about effective non-operative treatment of diagnoses in pediatric orthopaedics.
3. Understand the common surgical procedures that can effectively improve the lives of children with these conditions
4. Be an active participant in the debate on the current controversies in this field.
5. Enjoy the interaction of other like-minded attendees and faculty.

IPOS® 2021 Advisory Board

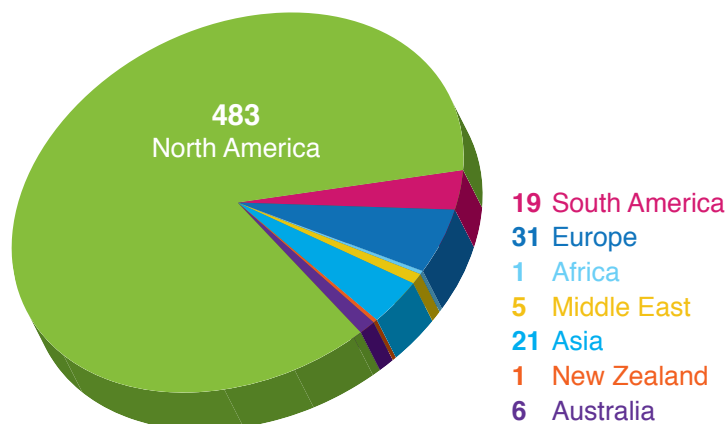
Lindsay Andras, MD
 Donald Bae, MD
 Michelle Caird, MD
 Pablo Castañeda, MD
 Haemish Crawford, MD
 Jon Davids, MD
 Craig Eberson, MD
 John (Jack) Flynn, MD
 Derek Kelly, MD
 Mininder Kocher, MD, MPH
 A. Noelle Larson, MD
 Scott Luhmann, MD
 Todd Milbrandt, MD
 Matthew Oetgen, MD, MBA
 David Podeszwa, MD
 Jonathan Schoenecker, MD, PhD
 Suken Shah, MD
 Kevin Shea, MD
 Benjamin Shore, MD, MPH, FRCSC
 Bryan Tompkins, MD
 Michael Vitale, MD, MPH
 Ira Zaltz, MD
 Erica Zepeda, MSN, APRN, CPNP-PC, AC

2019 Attendance by Type



2019 Attendance by Region

8 countries represented



*The 2020 meeting was canceled due to COVID.

Schedule at a Glance

**TUESDAY, DECEMBER 6**

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

WEDNESDAY, DECEMBER 7

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

THURSDAY, DECEMBER 8

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

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

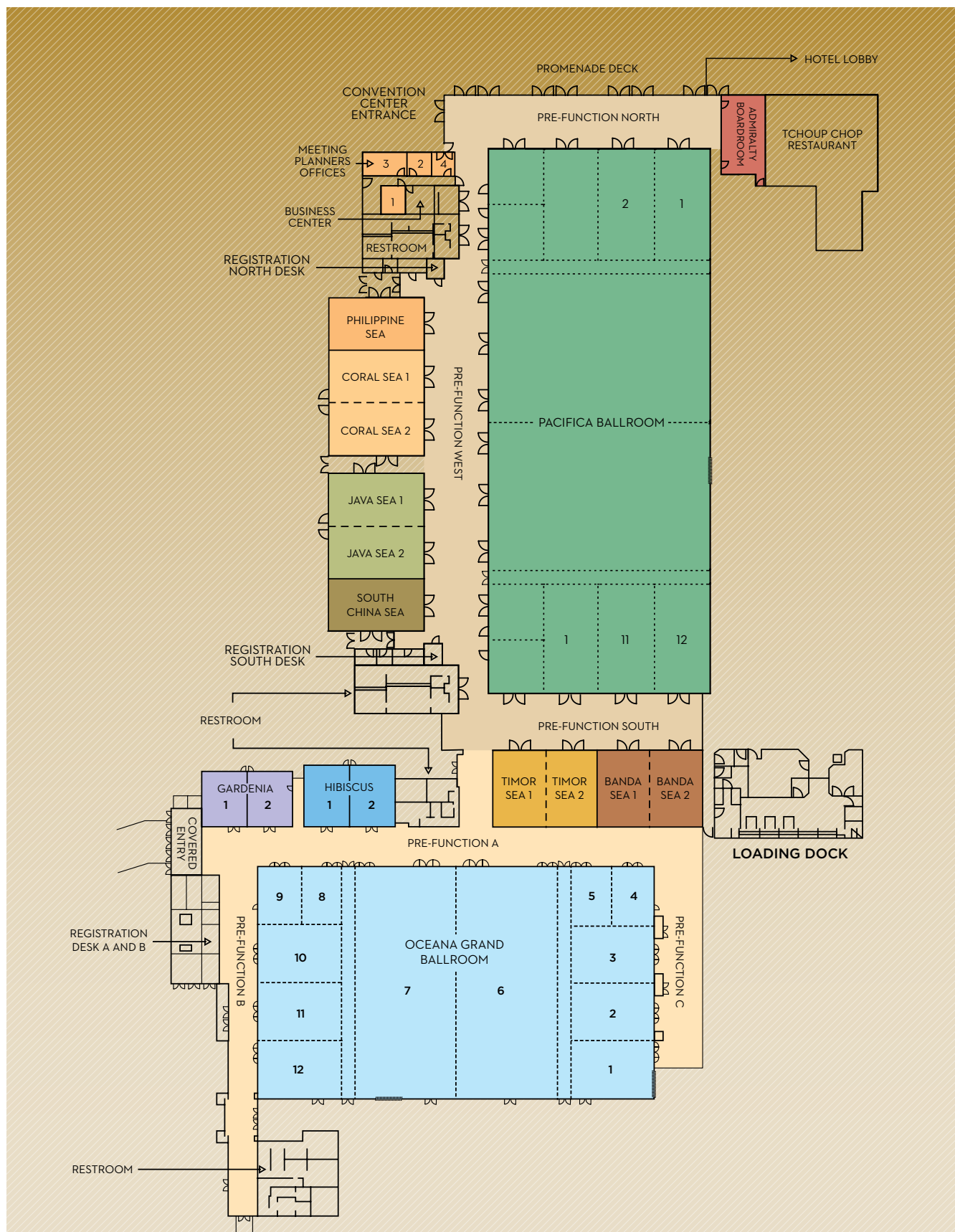
FRIDAY, DECEMBER 9

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

SATURDAY, DECEMBER 10

7:00 AM - 12:00 PM	Registration
7:00 AM - 8:00 AM	Breakfast
8:00 AM - 10:00 AM	Concurrent Session
8:00 AM - 11:45 AM	Fellowship Directors' Program
10:00 AM - 10:15 AM	Break
10:15 AM - 11:45 AM	CME Breakout
10:00 AM - 11:30 AM	CME Breakout
11:45 AM - 12:30 PM	Lunch

*Program subject to change



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.

Industry Spotlight Sessions Rules & Regulations

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 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).

Instructor Selection and Funding

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

- The sponsoring company is welcome to invite instructors/faculty of their choice.
- Either company personnel or surgeons may serve as instructors/faculty.
- Session directors who are not on the faculty of IPOS® can attend the IPOS® sessions. However, no CME credit will be provided unless registration fee is paid.
- 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 IPOS® selected faculty. POSNA will pay travel and hotel expenses for IPOS® faculty. POSNA prohibits these faculty members 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) and the mobile app. Workshop information will be available to all registrants prior to the start of the meeting.

Assignment

Session dates, times, and room assignments will be handled by the IPOS® faculty industry liaison to ensure the best attendance for all sessions and to avoid overlap. Decisions will be based on the following:

- Hands-on or lecture format
- Workshop topics
- 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, 2022, deadline. To secure a hands-on session, please submit an application by the deadline.

CME

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

Deadlines

A form will be sent to all workshop coordinators to be filled out and signed for each workshop, requesting; type of session (lecture or hands-on), title, and topic, due by **July 15, 2022**. This will allow POSNA time to finalize the schedule, add your sessions to attendee registration, and promote your session in the preliminary program.

Final title, descriptions, and faculty will be due by **October 25, 2022**, for promotional materials. POSNA cannot guarantee that the information will be updated in the final program after this date.

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

Sponsorship Opportunities

10th Annual Top Gun Surgical Skills Competition

\$5,500 each (Open to six sponsors)

In 2022, IPOS® will host its 10th Annual Top Gun Surgical Skills competition. This event is 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, optimizing patient outcomes, and promoting 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 which are 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 \$5,500, not including skill session-equipment, personnel, etc. Corporate partners will need to provide the required staff 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 \$5,500.

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.

Non-CME Pre-Course

Double Diamond Sponsorship Required

\$13,000 each (Open to two sponsors)

Two 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 6, 2022 from 6:45 pm to 8:15 pm. This sponsorship also includes the Industry Sponsored Reception following the pre-course.

EDUCATIONAL SUPPORT

Educational Grant for IPOS® 2022 Meeting

\$25,000 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 expenses. Sponsors will be acknowledged on signage at the meeting and in the program book.

PUBLICATIONS AND MULTIMEDIA SUPPORT

Preliminary Program

\$7,500 (Open to one sponsor)

The IPOS® Preliminary Program will be available on the POSNA website. The preliminary program contains the meeting schedule, registration, travel, and venue information. Sponsor will be acknowledged on the inside of the cover.

Final Program

\$15,000 (Open to one sponsor)

Link your organization with a valuable educational resource that is prominently used through the Meeting and beyond. The final program will be available on the POSNA website and the mobile app. The final program book is a template for the meeting. The book will include the complete schedule, spotlight sessions, ePoster listings, meeting, venue, exhibit, and sponsorship information. Sponsor will be acknowledged on the inside cover and will be able to include a full-page ad with choice of placement.

Sponsorship Opportunities

PUBLICATIONS AND MULTIMEDIA SUPPORT continued

Meeting Mobile App

Mobile app sponsorship is now all inclusive please see page 21.

PROMOTIONAL AND MARKETING OPPORTUNITIES

Registration Area

\$20,000 (Open to one sponsor)

NEW



POSNA offers Check-in and Badge Printing Kiosks at the meeting. Your company will provide a custom design which will be placed on the check-in kiosks. You will also be able to provide art work to be displayed on the registration counter. The sponsor will also be included on registration confirmation emails.



Final Program Full-Page Ad

\$1,800 (Open to multiple sponsors)

Full-page color ad inside the final program which will be electronic and posted on our website and available for participants to download. Artwork must be approved by POSNA and submitted in a pdf file no later than October 4, 2022. Placement in the document will be at POSNA's discretion.

Badge Lanyards

\$8,000 (Open to one sponsor)

By sponsoring badge 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® 2022, 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 and approved by POSNA.

Notepads

\$5,000 (Open to one sponsor)

Notepads printed with IPOS® 2022, Orlando, Florida, 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 and approved by POSNA.

Conference Journals

\$10,000 (Open to one sponsor)

Supply attendees with a journal of your choice. Company information can be included on the journal. Artwork must be approved by POSNA. Company is responsible for producing and shipment to the meeting.

Door and Window Clings

\$5000 - \$10,000 (eight available)

Leave a lasting impression with meeting attendees by placing your logo, product, or advertisement on building doors/windows. Clings are interior facing. Please visit <https://posna.expo-genie.com/> for specific locations and costs.

Electronic Scheduler Wrap

\$5,000 (two available)

Advertise your company or product with a wrap on the hotels' electronic scheduler. Each board is centrally located in the meeting space used by attendees.

Wall Cling

\$10,000 (one available)

Catch attendees eyes as they make their way through to the general session room or make their way to the breakout sessions. Oceana entrance is one of the highest traffic areas.



Sponsorship Opportunities

NETWORKING OPPORTUNITIES

Faculty Reception \$12,500

NEW

The Faculty Reception is held offsite Wednesday, December 7, 2022 from 7:30pm to 9:30pm (immediately after the Chairs' Welcome Reception) and honors the IPOS® faculty. As a sponsor, your company will receive two invitations to the reception. During the reception the Chair will acknowledge your sponsorship and your company representatives will be able to give a brief welcome message to the faculty. This is a unique opportunity to get to know our faculty members outside of the meeting.

Course Directors' Welcome Reception \$20,000 (Open to one sponsor)

The Course Directors' Welcome Reception held Wednesday, December 7, 2022 from 6:00 pm to 7:00 pm, celebrates IPOS® 2022 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.

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 Wednesday, Thursday, and Friday mornings of 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 items 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 at IPOS® on Wednesday, Thursday, and Friday. Sponsor will design, produce, and ship items to the meeting. Artwork must be submitted to and approved by POSNA. Sponsor will be acknowledged on signage in the refreshment break area.

Lunch in the Exhibit Hall

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

A complimentary lunch will be provided 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. Sponsor will design, produce, and ship items to the meeting. Artwork must be submitted to and approved by POSNA. Sponsor will be acknowledged on signage in the lunch area.



Society Opportunities

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

The POSNA QSVI is an exciting 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 orthopaedic 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
- Developing National Quality, Safety, Value Metric for Pediatric Orthopaedic Surgery
- Improving the Decision-Making Process for Adoption 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.

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

Help support POSNA's commitment to high quality research by sponsoring a named research grant. In 2021, 27 grant applications were received and reviewed by the research committee, 11 of those were selected for funding. A named grant will help grow the number of research projects we are able to fund in 2022. 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 2022 must be confirmed with the POSNA office no later than December 31, 2021.

Please inform the POSNA office as soon as possible if you require a grant application to be submitted by POSNA.

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

Support opportunities listed here are not intended to be inclusive of all projects and initiatives that will be directed by POSNA. POSNA leadership and staff would be happy to discuss additional partnership prospects.

Please contact: Tara Long, CMP, DES
Phone: (630) 478-0487
Email: long@posna.org

Society Opportunities

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.

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 one year, January-December. If more than one company purchases a Banner Ad, then ads will rotate on the website home page. Banner Ads include call to action text and a redirect link.

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 fall.

JPOSNA

\$40,000 per edition (four available, max two per sponsor)

JPOSNA (the Journal of the Pediatric Orthopaedic Society of North America) is an open access online journal focusing on pediatric orthopaedic conditions, treatment, and technology. Published quarterly, the Journal complements present offerings. Current concept reviews, panel discussions, proceedings from the annual meeting and IPOS®, accomplishments of our Society, along with visual media such as surgical technique videos are just some examples of the content that is published in each edition. Sponsors will be acknowledged on the JPOSNA site in addition to a linkable ad. Sponsors will also be acknowledged in communication to members announcing each edition.

Educational Webinars

\$3,000 per webinar

The POSNA Education Committee produces a series of eight webinars throughout the year featuring topics selected by the Education Committee from the applications submitted by the membership. Topics will be announced in late 2021. Supporters will be included on promotional webinar communications which will include the company logo and redirect link. Company will also be announced at the beginning of the webinar. Open to one company per webinar *Sponsorship Deadline – December 31, 2021.

Podcasts

\$3,000 per episode (eleven available)

NEW

Each podcast episode will be sponsored individually. The sponsor will be recognized and thanked briefly during the introduction of the episode. The host and the sponsor will collaborate on a 30-second host-read plug to ensure the content blends seamlessly with the rest of the podcast. The scientific content will not be influenced by the sponsor. POSNA will work with the sponsor to find areas of their organization that will be implicitly interesting to the audience, such as ongoing areas of research, strengths of their corporate culture, charitable initiatives, or certain aspects of their history. Sponsors will be included in promotion of podcast episodes.

Town Hall

\$10,000 per episode (four available)

POSNA is pleased to present a virtual Town Hall meeting for its members on a quarterly basis. This meeting will feature the President and members of the POSNA Board of Directors discussing the state of the organization and new educational initiatives. This also offers members the unique opportunity to ask the Board their questions directly.

Sponsorship for this event is an opportunity for your company to get direct, focused viewership from the pediatric orthopaedic surgery community. Your company will be recognized in the marketing of the Town Hall and will be announced by the President as a sponsor.

Any of the Marketing Items listed on pages 19-21 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 5-6.

Society Opportunities

NEW

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 U. S. observing daily routines, surgeries, and participating in lectures. The participants will also attend either the POSNA Annual Meeting or IPOS®. This program has helped build sustainable relationships between members of our society and individuals from resource-challenged environments.

POSNA Monthly Membership Newsletter \$2,500 per newsletter (12 available)

POSNA's monthly e-newsletter contains member news, upcoming events, educational opportunities, and important dates. The newsletter is sent to 1,500+ members. Supporters will be acknowledged at the beginning of the newsletter and have an exclusive opportunity to place a linked/clickable banner within the newsletter.

Sponsor banner is 600 x 100px

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, 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.

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

OrthoKids is the website for kids as well as parents to learn about pediatric orthopaedic conditions, injury prevention, and treatment. Content is available in English and Spanish! Advertise your company or hospital on a Banner Ad on the OrthoKids Website. Logos are permitted on Banner Ads. Banner Ad will run for one year, January - December. If more than one company purchases a Banner Ad, then ads will rotate on the website home page.

POSNA app 365 App + IPOS®/Annual Meeting Event Sponsor \$40,000

All inclusive mobile app sponsorship! This is an exclusive opportunity for one company. The POSNA app is promoted and used by members and attendees YEAR ROUND, providing exposure all year. Your company will not only have sponsorship of the Annual Meeting and IPOS® Events in-app but also the year round accessible member engagement app.

What you will receive:

Dedicated Splash Page

The splash page will be viewed each time a user opens the app. The splash screen is the introductory or first screen that appears while the application loads in the background. The splash screen is not linked or clickable. Time displayed varies – less than 5 seconds.

Full Splash page advertisement Specs:

- 1284 x 2778 for iPhone Max
- 2048 x 2732 for iPad
- 1080 x 1920 for Android

In-App IPOS®/Annual Meeting Event:

One 1032x360px clickable/linked banner advertisement in the POSNA App's Event General (main page) and Event Agenda (session) pages. Accompanied by banner text on the Event General (main page) stating the sponsor of the event – General page only.

In-App Sponsored Newsfeed Post \$1,500

NEW

The POSNA App is accessible year-round. Sponsorship of a newsfeed post will allow your company to include an Ad of your choice that is linked/clickable. This Ad will be located in the Newsfeed for 60 DAYS. Users can comment, bookmark, and share the post.

Newsfeed image specs 1600x900px

Exhibits

Annual Meeting 2022

Exhibit Dates: May 11-13, 2022 ■ Exhibit Location: Vancouver, BC, Canada

Tentative Exhibit Hours:

Tuesday, May 10 Exhibit Set-up
Wednesday, May 11 Exhibits open at 7:00 AM

Thursday, May 12 7:00 AM - 12:00 PM
Friday, May 13 7:00 AM - 3:30 PM
 Move out - 4:00 PM

10' x 10' Booth Package:

- \$3,000
- Two (2) Company Badges
- 8' Back Drape and 3' Side Drape
- One (1) 6' skirted table
- Two (2) side chairs
- One (1) wastebasket
- 7' x 44' booth ID sign*

10' x 20' Booth Package

- \$6,000
- Four (4) Company Badges
- 8' Back Drape and 3' Side Drape
- Two (2) 6' skirted table
- Four (4) side chairs
- Two (2) wastebaskets
- 7' x 44' booth ID sign

Additional Badges: \$925/\$1,025 onsite

*Payment for booth must be received by February 1, 2022. If payment is not received by this date, company will not be able to pick their booth assignment.

IPOS® 2022

Exhibit Dates: December 7-9, 2022 ■ Exhibit Location: Orlando, Florida

Tentative Exhibit Hours:

Tuesday, December 6 Exhibit Set-up
Wednesday, December 7 Exhibits open at 7:00 AM

Thursday, December 8 7:00 AM - 2:30 PM
Friday, December 9 7:00 AM - 3:00 PM
 Move out - 3:30 PM

10' x 10' Booth Package:

- \$3,000
- Two (2) Company Badges
- 8' Back Drape and 3' Side Drape
- One (1) 6' skirted table
- Two (2) side chairs
- One (1) wastebasket
- 7' x 44' booth ID sign*

10' x 20' Booth Package

- \$6,000
- Four (4) Company Badges
- 8' Back Drape and 3' Side Drape
- Two (2) 6' skirted table
- Four (4) side chairs
- Two (2) wastebaskets
- 7' x 44' booth ID sign

Additional Badges: \$925/\$1,025 onsite

Payment for booth must be received by September 1, 2022. If payment is not received by this date, company will not be able to pick their booth assignment.

Annual Meeting & IPOS®

Book Dealers/Hospitals

- \$2,000
- Two (2) Company badges
- One (1) skirted 6' table
- Two (2) Chairs
- One (1) wastebasket
- \$850 for an additional table

Non-for-Profit Organization

- \$1,250
- Two (2) Company badges
- One (1) skirted 6' table
- Two (2) Chairs
- One (1) wastebasket

Additional Badges: \$925

Additional Badges: \$700

Sponsorship does not guarantee exhibit space. Registration for exhibit space is separate and must be confirmed prior to the deadline. For sponsors exhibiting: Representative's badges are determined by your sponsor level.

Rules and Regulations

Interpretation of Rules

The following Rules and Regulations are part of the contract between the exhibitor and/or Sponsor 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 and/or Sponsor equally with these Rules and Regulations, and shall become a part thereof, providing the exhibitor and/or sponsor is notified of the amendments. Notice may be verbal or in writing before or during the Annual Meeting and/or IPOS®, and may be given to any authorized agent or representative of the exhibitor and/or sponsor.

POSNA Meeting Policies

POSNA asks each of its Corporate Sponsors to adhere to the following guidelines for company sponsored event, 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 programing. 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 approval from POSNA at least 45 days in advance for all special activities (entertainment, social, educational, promotional, etc.) held in conjunction with the Annual Meeting and IPOS®. The headquarter hotel will not make arrangements for function space without having received written approval from POSNA.
- 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



Exhibit Rules and Regulations

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.

Exhibit Space

- Exhibits will be open for display Wednesday through Friday at both meetings.
- Exhibit space for both meetings will not be assigned until after the registration deadline. Order of assignments will be based on level of sponsorship.
- Specific information regarding set-up and tear down of an exhibit and exhibit hours will be provided after the registration deadline.
- Free standing portable pop up signs can be placed behind the table but cannot extend past the length of the table.
- Exhibits must always be staffed when the exhibit area is open to meeting 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.
- 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. A Company Sign will be hung on the back drape booths and on tabletop exhibits.

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.

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.

Please be sure your table is covered when exhibit hours are closed. POSNA will not be responsible for lost or stolen items.

Shipping/Storage Instructions

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

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.

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

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. Brochures advertising non-POSNA sponsored meetings or events may not be displayed or distributed.

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.

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.

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.

No Cameras or Video Cameras

No cameras or video recorders are allowed in any of the sessions or session rooms.

Reproduction Policy

POSNA reserves all rights to materials presented at IPOS® and Annual Meeting®, including ePosters. Reproductions of any kind, by any person or entity, without prior written permission from POSNA, are strictly prohibited. Prohibited reproductions include, but are not limited to, audiotapes, videotape, and/ or still photography. Cameras or video cameras may not be used in any portion of the sessions. Persons violating this policy may have their badge confiscated and be escorted from the meeting. No unapproved surveys, handouts, or literature may be distributed at the meeting.

Photography

Registration and attendance at, or participation in, POSNA activities constitutes an agreement by the registrant to allow POSNA to capture, retain, and utilize (both now and in the future) the attendees/exhibitors' image, likeness, voice, and actions, whether captured live or recorded and in any format, during Annual Meeting and IPOS®, for display, exhibition, publication, or reproduction in any medium or context for any purpose, including but not limited to, POSNA member communications, commercial or promotional purposes.

Payment Information

Payment

Payment in full must accompany the exhibit application in order for space to be assigned. Submission of an application form does not guarantee booth assignment. Exhibitors are NOT required to give education grants to POSNA to reserve exhibit space.

Full payment for sponsorship will be due two months prior to the meetings.

Cancellation

Annual Meeting – Refund for Cancellation requests of exhibit space must be made in writing. Written cancellations received on or before February 1, 2022, will receive a full refund, less a 25% administrative fee. Cancellations received after February 1, 2022, will forfeit the entire cost of the booth.

IPOS® – Refund for Cancellation requests of exhibit space must be made in writing. Written cancellations received on or before September 1, 2022, will receive a full refund, less a 25% administrative fee. Cancellations received after September 1, 2022, will forfeit the entire cost of the booth.



Terms and Conditions

Americans with Disabilities Act

Each exhibitor is responsible for compliance with the Americans with Disabilities Act (ADA) within its booth space.

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.

Photos and Videos

Exhibitors are permitted to take photos and videos of their booths and meeting space for internal or public use on websites, professional social media accounts, and in publications. It is strictly prohibited to take photos and videos of CME programming. POSNA organizers take photos and videos of POSNA sessions and events for use in online and print publications. 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 long@posna.org

FORCE MAJEURE

It is mutually agreed that in the event that POSNA should find it necessary to cancel or postpone the 2022 IPOS® for any reason, including but not limited to low registration, strikes, acts of nature, war, terrorist acts, or other circumstances beyond POSNA'S control, this agreement will be terminated immediately, and POSNA shall determine an equitable basis for the refund of such portion of the exhibit fees as is possible, after due consideration of expenditures and commitments already made.

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.

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 state and local regulations and with all current FDA regulations. POSNA has no further responsibility to notify the exhibitors that this compliance is required.

FDA Compliance

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 POSNA staff. Exhibitors are cautioned about the current FDA policy prohibiting them from promoting cleared devices for unapproved uses.

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.

Future POSNA Educational Events

POSNA Annual Meetings

April 26-30, 2023

Nashville, Tennessee

2024 EPOSNA

May 7-11, 2024

Washington, D.C.

IPOS®

December 5-9, 2023

Loews Royal Pacific Hotel,
Orlando, Florida

December 3-7, 2024

Loews Royal Pacific Hotel,
Orlando, Florida



Our Mission

Advancing pediatric orthopaedics
by promoting education, research,
& quality care.

Our Vision

A world with optimal
musculoskeletal health
for all children.

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POSNA

PEDIATRIC ORTHOPAEDIC SOCIETY
OF NORTH AMERICA