



# POSNA

PEDIATRIC ORTHOPAEDIC SOCIETY  
OF NORTH AMERICA

# 2023

## Corporate Partner Opportunities



**Showcase** your products and innovative techniques

**Expand** your global reach to pediatric surgeons

**Exchange** ideas and knowledge with colleagues

# 2022 Corporate Partners

The Pediatric Orthopaedic Society of North America gratefully acknowledges the following for their generous financial support during 2022.

## DOUBLE DIAMOND LEVEL (\$150,000 +)

**Medtronic**



**stryker**

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

DePuy Synthes

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

NuVasive  
Orthofix  
ZimVie

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

BioMarin Pharmaceutical

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

Arthrex, Inc.  
MD Orthopaedics, Inc.  
Nemours Children's Health  
Pega Medical  
Shriners Hospitals for Children®  
Stanford Children's Health

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

Akron Children's Hospital  
Aquacast Liner  
Campbell Clinic Orthopaedics  
Central Texas Pediatric Orthopedics  
Children's Healthcare of Atlanta  
Children's Hospital of Colorado

Gillette Children's Specialty Healthcare  
Globus Medical  
Pacira BioSciences, Inc.  
Penn State Health  
PTC Therapeutics  
Seattle Children's

# 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 fundamental it is in the ability to achieve the POSNA mission of advancing pediatric orthopaedics by promoting education, research, and quality care. This tripartite mission is accomplished through innovative, high-quality educational programs, collaborative research, and advocacy, which allows for transformational advances in musculoskeletal care. Corporate Partners are vital 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 allies in the advancement of patient care and this collaboration, through the exchange of ideas and knowledge improves and nurtures 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. At the center of the educational program are two internationally recognized programs: the POSNA Annual Meeting and the International Pediatric Orthopaedic Symposium (IPOS®). Both of these meetings draw orthopaedic surgeons, non-operative providers, advanced practice providers, and trainees from around the world.

The 2023 POSNA Annual Meeting, April 26-28, is a dynamic event focusing on cutting-edge, evidence-based research covering the entire spectrum of pediatric orthopaedics and musculoskeletal medicine. This year, the meeting starts with Subspecialty Day, followed by 3 days of plenary sessions, panel discussions, and breakout activities. After 2 years of COVID-impacted meetings (2020 – virtual; 2021 – hybrid), last year's in-person meeting in Vancouver was a resounding success. The energy at the meeting was phenomenal as was the program, which demonstrated the society did not miss a beat in its efforts to continue its mission in research and advocacy, and demonstrated the upward trajectory for POSNA.

IPOS® is a showcase for innovative techniques and the latest technologies with an emphasis on education/teaching. Its format provides a unique, attendee-centric experience, which covers every aspect of pediatric orthopaedic care. In addition to the customary lecture format, the meeting is packed with 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 reflect on the reasons why you have chosen to join us in the past and we ask you to consider elevating your level of support this year. Your input on our collaboration has been important and has 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 2023 and our collaboration with our Corporate Partners.



Jeffrey R. Sawyer, MD  
President



Scott Luhmann, MD  
Industry Relations Chair

Jeffrey R. Sawyer, MD  
POSNA, President



Scott Luhmann, MD  
POSNA, Industry Relations Chair



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Companies interested in being Corporate Sponsors should have Mission Statements similar to POSNA. Corporate Sponsors should directly advance, or support, pediatric musculoskeletal care by promoting or developing education, research and/or quality care.

## Deadlines

- Registration opens November 1, 2022
- Annual Meeting exhibit and sponsorship deadline January 27, 2023
- Annual Meeting booth assignments February 20, 2023
- IPOS® exhibit and sponsorship deadline September 22, 2023
- IPOS® booth assignments October 2023



# 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 booth location
- Recognition on the meeting mobile app with link to your company website
- 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
- Complimentary registration for **seven** 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
- Complimentary registration for **six** 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
- 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
- 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
- Complimentary registration for **four** 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®

## 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 **three** 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®

## 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.

## New Industry Portal this Year!

This year we are moving to a new online industry portal, **eSHOW!** eSHOW will provide you with the ability to purchase your sponsorship packages, choose your booth location and download important show information.

# Nashville, TN April 26-28, 2023

## 2023 Annual Meeting

### General Information

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

### Annual Meeting Vision

To advance the musculoskeletal care of children worldwide through the discussion and dissemination of pediatric orthopaedic research

### Annual Meeting Mission

To be the preeminent international platform for the exchange of research and ideas related to the orthopaedic care of children

### POSNA 2023 Annual Meeting Program Committee

Nicholas Fletcher, MD, Chair; Matthew Oetgen, MD, MBA, Past Chair; Anthony Riccio, MD and Julie Samora, MD, PhD, MPH, FAAOS, FAOA

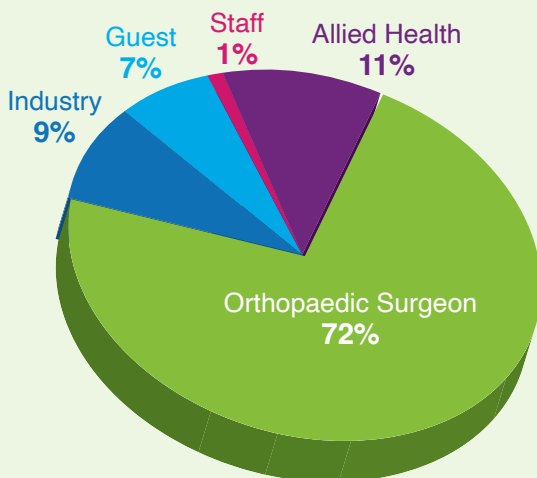
### Top 5 Reasons to Attend the Annual Meeting

1. Learn about the latest advances and cutting-edge research in pediatric orthopaedic surgery.
2. Collaborate with fellow surgeons, meet new POSNA members, and expand your network of peers who share the same passion for pediatric orthopaedics as you.
3. Familiarize yourself with the most up-to-date developments at POSNA.
4. Earn CME credits.
5. Reignite your passion for the field and leave feeling inspired and energized.

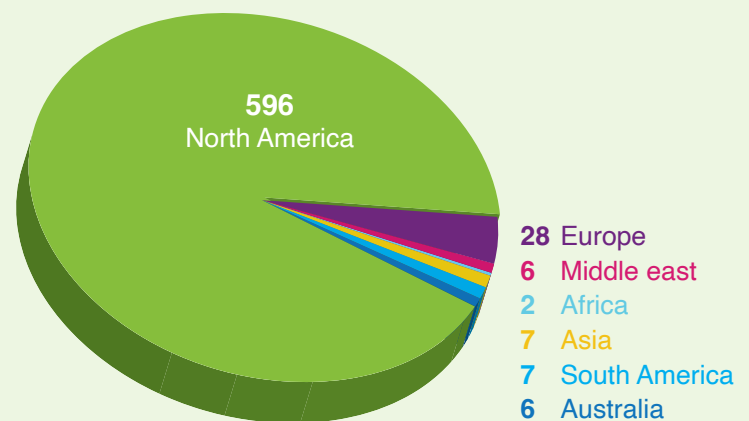
### Learning Objectives

- Analyze the latest advances in pediatric orthopaedic management to inform clinical decision-making.
- Identify and implement strategies to increase quality, safety, and value to patient care.
- Incorporate best practice guidelines to optimize musculoskeletal health for pediatric patients.

### 2022 Attendance by Type



### 2022 Attendance by Region 25 countries represented





# 2023 Annual Meeting Schedule at a Glance



TUESDAY, APRIL 25	
3:00 PM–6:00 PM	Registration
8:00 AM–5:00 PM	POPS Meeting
WEDNESDAY, APRIL 26	
6:30 AM–7:30 AM	Fellowship Directors Meeting
7:00 AM–5:00 PM	Registration
<b>7:00 AM–8:00 AM</b>	<b>Breakfast/Exhibits</b>
<b>7:30 AM–11:40 PM</b>	<b>Subspecialty Day</b>
7:30 AM–9:30 AM	Hand
10:00 AM–11:40 AM	Foot
7:30 AM–11:40 AM	Hip
7:30 AM–11:40 AM	Lower Extremity
7:30 AM–11:40 AM	Neuromuscular
7:30 AM–11:40 AM	Spine
7:30 AM–11:40 AM	Sports
7:30 AM–11:40 AM	Trauma
<b>8:00 AM–10:00 AM</b>	<b>Accompanying Persons Breakfast</b>
<b>9:35 AM–9:55 AM</b>	<b>Coffee Break/Exhibits</b>
11:50 AM–1:30 PM	Members Business Meeting
1:40 PM–2:00 PM	Welcome
2:05 PM–5:15 PM	Scientific Program
<b>3:35 PM–3:55 PM</b>	<b>Coffee Break/Exhibits</b>
6:00 PM–7:00 PM	Opening Ceremony
7:30 PM–11:00 PM	Opening Event-Off-site

THURSDAY, APRIL 27	
7:00 AM–12:00 PM	Registration
<b>7:00 AM–8:00 AM</b>	<b>Breakfast/Exhibits</b>
8:00 AM–9:00 PM	Lead Like Lori Symposium
9:05 AM–12:00 PM	General Session
<b>8:00 AM–10:00 AM</b>	<b>Accompanying Persons Breakfast</b>
<b>10:05 AM–10:25 AM</b>	<b>Coffee Break/Exhibits</b>
FRIDAY, APRIL 28	
7:00 AM–3:00 PM	Registration
<b>7:00 AM–8:00 AM</b>	<b>Breakfast/Exhibits</b>
8:00 AM–11:29 AM	Scientific Program Award Papers
<b>8:00 AM–10:00 AM</b>	<b>Accompanying Persons Breakfast</b>
<b>10:05 AM–10:25 AM</b>	<b>Coffee Break/Exhibits</b>
11:30 AM–11:45 AM	Distinguished Achievement Award
11:46 AM–11:51 AM	2024 Meeting Announcements
11:52 AM–11:58 AM	Award Announcements
11:59 AM–12:19 PM	Presidential Speaker
12:20 PM–12:30 PM	Presidential Transfer
2:00 PM–5:00 PM	Concurrent Sessions
<b>3:00 PM–3:20 PM</b>	<b>Coffee Break/Exhibits</b>
5:00 PM–6:30 PM	Closing Reception

*\*Program subject to change*

# Sponsorship Opportunities

## EDUCATIONAL SUPPORT

### Educational Grant

**\$10,000 and up** (Open to multiple sponsors)

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) (Open to multiple sponsors)

**\$25,000 per Session**

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

**\$15,000 per Session**

(Hand, Foot)

Subspecialty Day, Wednesday, April 26, 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.

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



**orthoKids**

PEDIATRIC ORTHOPAEDIC SOCIETY  
OF NORTH AMERICA

## PUBLICATIONS AND MULTIMEDIA SUPPORT

### Preliminary 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, 2022.

### Final Program

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

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.

### Meeting Mobile App (Open to one sponsor)

Mobile app sponsorship is now all inclusive please see page 20.

# Sponsorship Opportunities

## NETWORKING OPPORTUNITIES

### Opening Event

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

**NEW**

The Opening Ceremony on Wednesday evening officially marks the commencement of the Annual Meeting. Afterward, delegates will celebrate the start of the meeting off-site at the Musicians Hall of Fame, to enjoy dinner, drinks, entertainment, 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 at the venue. Sponsor will receive four complimentary tickets to join the reception.

## PROMOTIONAL AND MARKETING OPPORTUNITIES

### Registration

**\$35,000** (Open to one sponsor)



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

**\$20,000** (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 **two** hotels.

### Final Program Book Ads

**\$2,200** (Open to multiple sponsors)

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

### Badge Lanyards

**\$12,000** (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 2023 POSNA Annual Meeting sponsored by [company name]. 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 2023 POSNA Annual Meeting sponsored by [company name]. Notepads will be distributed at the registration desk. Company is responsible for the production and shipment of notepads to the meeting. Artwork must be submitted to and approved by POSNA.



# 2023 Annual Meeting Sponsorship Opportunities

## Banner

**\$15,000** (one available)



As attendees travel to the general session room and exhibit hall grab their attention with this 50' wide x 7' high banner. Visit the online portal for specific layout and location. Company to provide the artwork to POSNA.

## Column Wraps

**\$10,000 per column** (six 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.

## Door Cling

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

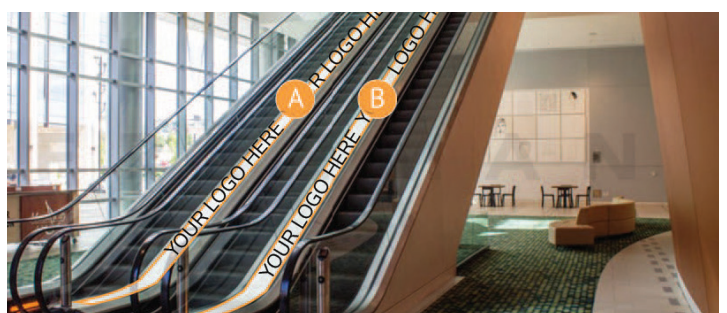
Leave a lasting impression with meeting attendees by placing your logo, product, or advertisement on the entrance building doors. Doors will be branded double sided.

Please visit the online portal for specific location. Company to provide the artwork to POSNA.

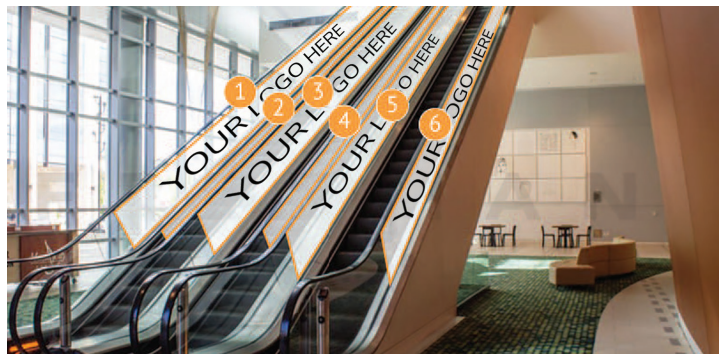


## Escalators

**\$40,000** (Open to one sponsor)



The Music City Center is a beautiful venue, connected by these escalators as the main travel point for POSNA attendees. Align your company with one of the most prominent branding opportunities. These graphics will be seen by all attendees. This package includes all 6 glass sections as well as the two escalator runners in between the escalators. 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.

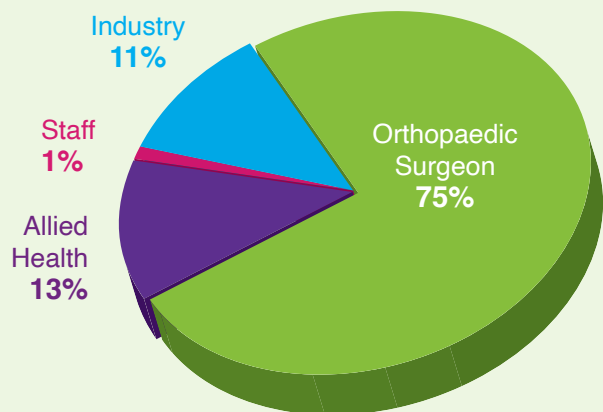
## Top 5 Reasons to Attend IPOS®

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® 2022 Advisory Board

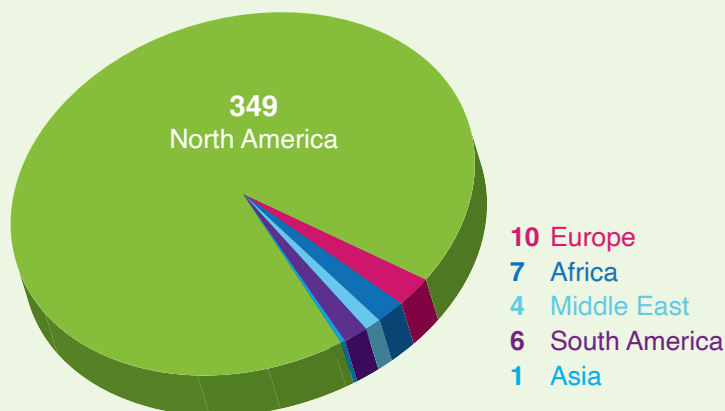
Donald Bae, MD  
Maryse Bouchard, MD, MSc  
Pablo Castañeda, MD  
Robert Cho, MD, FAAOS  
Haemish Crawford, MD, FRACS  
Stephanie de Jager, CPNP  
Craig Eberson, MD, FAOA  
Eric Edmonds, MD  
John (Jack) Flynn, MD  
Derek Kelly, MD, FAAOS, FAO  
Scott Luhmann, MD  
Todd Milbrandt, MD  
Firoz Miyanji, MD, FRCSC  
Matt Oetgen, MD, MBA  
Julie Samora, MD, PhD, MPH, FAAOS, FAOA  
Wudbhav (Woody) Sankar, MD  
Jonathan Schoenecker, MD, PhD  
Suken A. Shah, MD, FAOA, FAAOS  
Benjamin Shore, MD, MPH, FRCSC  
M. Wade Shrader, MD  
Daniel Sucato, MD, MS  
Bryan Tompkins, MD  
Michael Vitale, MD, MPH

## 2021 Attendance by Type



## 2021 Attendance by Region

17 countries represented





## Schedule at a Glance

**TUESDAY, DECEMBER 5**

3:00 PM–7:00 PM	Registration
4:00 PM–5:30 PM	Arabella Leet Resident Forum
5:30 PM–6:30 PM	Career Planning and Professional Development for Residents and Fellows
6:35 PM–6:50 PM	Pre-Course Network Reception
6:55 PM–8:10 PM	Industry Sponsored Pre-Course
815 PM–9:15 PM	Industry Sponsored Cocktail Reception

**WEDNESDAY, DECEMBER 6**

7:00 AM–5:00 PM	Registration
<b>7:00 AM–8:00 AM</b>	<b>Breakfast &amp; Exhibits</b>
8:05 AM–10:15 AM	General Session
<b>10:20 AM–10:40 AM</b>	<b>Break &amp; Exhibits</b>
10:45 AM–12:15 PM	CME Breakouts
<b>12:20 PM–1:20 PM</b>	<b>Lunch &amp; Exhibits</b>
12:50 PM–1:20 PM	Lunchtime Development (Non-CME)
1:25 PM–2:55 PM	Concurrent Session
<b>3:00 PM–3:45 PM</b>	<b>Happy Hour in the Hall</b>
3:50 PM–4:50 PM	Industry Spotlight Sessions (Non-CME)
4:55 PM–5:55 PM	Industry Spotlight Sessions (Non-CME)

**THURSDAY, DECEMBER 7**

7:00 AM–3:00 PM	Registration
<b>7:00 AM–8:00 AM</b>	<b>Breakfast &amp; Exhibits</b>
8:05 AM–10:05 AM	General Session
<b>10:10 AM–10:30 AM</b>	<b>Break &amp; Exhibits</b>
10:35 AM–11:35 AM	Industry Spotlight Sessions (Non-CME)
<b>11:40 AM–12:40 PM</b>	<b>Lunch &amp; Exhibits</b>

12:10 PM–12:40 PM	Lunchtime Development (Non-CME)
12: 45 PM–2:15 PM	CME Breakouts
<b>2:20 PM–2:40 PM</b>	<b>Break &amp; Exhibits</b>
2:45 PM–4:30 PM	Concurrent Session
5:00 PM–7:30 PM	Top Gun Surgical Skills Competition (by invitation only) (Non-CME)

**FRIDAY, DECEMBER 8**

7:00 AM–3:00 PM	Registration
<b>7:00 AM–8:00 AM</b>	<b>Breakfast &amp; Exhibits</b>
7:30 AM–10:05 AM	Mid-Level Career Session
8:05 AM–10:05 AM	Concurrent Session
<b>10:10 AM–10:30 AM</b>	<b>Breakfast &amp; Exhibits</b>
10:35 AM–11:35 AM	Industry Spotlight Sessions (Non-CME)
<b>11:40 AM–12:30 PM</b>	<b>Lunch &amp; Exhibits</b>
12:00 PM–12:30 PM	Lunchtime Development (Non-CME)
12:35 PM–2:35 PM	General Session: Authors' Preferred Techniques
<b>2:50 PM–3:10 PM</b>	<b>Breakfast &amp; Exhibits</b>
3:15 PM–4:45 PM	CME Breakout

**SATURDAY, DECEMBER 9**

7:00 AM–10:30 AM	Registration
7:00 AM–8:00 AM	Breakfast
8:05 AM–10:05 AM	Concurrent Session
8:05 AM–10:05 AM	Mid-Level Career Session
10:10 AM–10:30 AM	Break
10:30 AM–12:00 PM	CME Breakouts
12:00 PM–1:00 PM	Lunch

\*Program subject to change



IPOS® 2023 Floorplan  
Loews Royal Pacific, Orlando, Florida



# Sponsorship Opportunities

## Industry Spotlight Sessions

### \$20,000 for the first session

(includes two company representative registrations)

### \$15,000 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 14, 2023, 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 14, 2023**. 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 24, 2023**, 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

**\$7,000 each** (Open to six sponsors)

In 2023, IPOS® will host its 11th 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 participants.

Six sessions are offered during Top Gun. Acknowledgment will be posted on a sign outside the session room. The six sessions available for sponsorship are: Distal Radius, Ponseti, Spine, Sports, SCFE, and Team Challenge. These six sessions will be conducted by the sponsor.

### Top Gun Selection

One session will be offered to each company at a sponsor cost of \$7,000, 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 Chair 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 \$7,000. The Top Gun Chair 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 one sponsor)

One company will have the 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 5, 2023 from 6:45 pm to 8:15 pm. This sponsorship also includes the Industry Sponsored Reception following the pre-course.

## EDUCATIONAL SUPPORT

### Educational Grant

**\$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 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 POSNA 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. 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. Your company will provide a custom design which will be placed on the Final Program display.

### Meeting Mobile App

Mobile app sponsorship is now all inclusive please see page 20.



# Sponsorship Opportunities

## PROMOTIONAL AND MARKETING OPPORTUNITIES

### Registration Area

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



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 3, 2023. Placement in the document will be 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. Badge holders and lanyards are recyclable. Lanyards will be purchased and shipped by POSNA.

### 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.

### Pens

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

Pens printed with IPOS® 2023, sponsored by company name. Pens will be distributed at the registration desk. 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® 2023, Orlando, Florida, sponsored by company name. Notepads will be distributed at the registration desk. 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

**\$8,000 - \$12,000** (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 the online portal for specific locations and costs.

### Pacifica Foyer Window Cling

**\$15,000** (one available)

Leave a lasting impression with meeting attendees by placing your logo, product, or advertisement on building windows. Clings are interior facing. The windows are located in the walkway leading into the meeting space.



### Oceana Wall Cling

**\$15,000** (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.



## NETWORKING OPPORTUNITIES

### Faculty Reception

**\$20,000**

The Faculty Reception is held offsite Wednesday, December 6, 2023 from 7:30pm to 9:30pm 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.

# 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 2022, 25 grant applications were received and reviewed by the research committee, 10 of those were selected for funding. A named grant will help grow the number of research projects we are able to fund in 2023. 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
- 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 2023 must be confirmed with the POSNA office no later than December 31, 2022.**

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/Erica Respeto**  
**Phone: (630)478-0487/(630)478-0496**  
**Email: [long@posna.org](mailto:long@posna.org)/[respeto@posna.org](mailto:respeto@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 are linkable.

## 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.

## Podcasts

**\$4,000 per episode** (eleven available)

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.



A minimum 60-day notice must be given if the month purchased no longer works or if you would like to switch months. Within 60 days, no refunds will be given and an alternate month must be purchased.

Ads must be approved within 5 days of recording.

## 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

**\$3,000 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 e-Newsletter and have an exclusive opportunity to place a linkable banner within the newsletter.



Sponsor banner is 600 x 100px



# Society Opportunities

## 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.

## 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 now in 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 1032 x 360px 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

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 1600 x 900px

**NEW**

Please see page 23 for updated Exhibit Space selection information.

## Annual Meeting 2023

**Exhibit Dates:** April 26-28, 2023 • **Exhibit Location:** Nashville, TN

### Tentative Exhibit Hours:

**Tuesday, April 25** Exhibit Set-up  
**Wednesday, April 26** Exhibits open at 7:00 AM

**Thursday, April 27** 7:00 AM - 12:00 PM  
**Friday, April 28** 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 January 18, 2023. If payment is not received by this date, company will not be able to pick their booth assignment.

## IPOS® 2023

**Exhibit Dates:** December 6-8, 2023 • **Exhibit Location:** Orlando, Florida

### Tentative Exhibit Hours:

**Tuesday, December 5** Exhibit Set-up  
**Wednesday, December 6** Exhibits open at 7:00 AM

**Thursday, December 7** 7:00 AM - 2:30 PM  
**Friday, December 8** 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, 2023. 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. Booth selections will be prioritized as stated below:
  - Highest to Lowest sponsorship level
  - Exhibitors only
  - Exhibit at Both meetings
  - 10x20
  - 10x10
- Table selections will be prioritized as stated below:
  - Exhibit at Both meetings
  - First Come First Serve
- 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 choose 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 January 18, 2023, will receive a full refund, less a 25% administrative fee. Cancellations received after January 18, 2023, 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, 2023, will receive a full refund, less a 25% administrative fee. Cancellations received after September 1, 2023, 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](mailto: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

**2024 EPOSNA**

**May 7-11, 2024**

Washington, D.C.

**2025 Annual Meeting**

**May 14-17, 2025**

Las Vegas, Nevada

## IPOS®

**December 3-7, 2024**

Loews Royal Pacific Hotel,  
Orlando, Florida

**December 2-6, 2025**

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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Websites: [posna.org](http://posna.org)

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

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

[jposna.org](http://jposna.org)



# POSNA

PEDIATRIC ORTHOPAEDIC SOCIETY  
OF NORTH AMERICA