American Society of Regional Anesthesia and Pain Medicine
Advancing the Science and Practice of Regional Anesthesia and Pain Medicine

15th Annual Pain Medicine Meeting
November 17-19, 2016
San Diego, California
Hilton San Diego Bayfront

Support and Exhibition Prospectus
Dear Colleagues,

On behalf of the Scientific/Education Planning Committee, I would personally like to invite you to the 15th Annual Pain Medicine Meeting taking place November 17-19, 2016 in sunny San Diego, overlooking the beautiful bay.

It’s an exciting time for ASRA and pain medicine physicians as the society and discipline continue to grow and adapt to the ever-changing health care world in which we live. These changes bring challenges for our members and our goal for this meeting is to provide information and insight that may help you navigate these waters.

This year’s program will offer many avenues to interact with experts in the field as you attend various sessions ranging in topics from Regenerative Medicine to the new CDC Guidelines for Opioid Prescriptions. Your experience will also include how the Affordable Care Act impacts your documentation, coding and compliance, as well as how to measure your pain data outcomes. We’re excited to have experts available to discuss the treatment of headaches, including migraines, and the benefits and concerns of cannabis therapy, complications in pain medicine, and regional alternative medicine and its application for spinal and non-spinal conditions.

In addition to the didactic sessions, you will have the opportunity to attend many hands-on workshops in areas of ultrasound and fluoroscopy as well as highly skilled procedures such as vertebral augmentation and minimally invasive lumbar decompression.

We realize the importance of non-physician providers in our busy health care system and continue to be excited to include them in our program. Last year’s involvement of non-physician providers was extremely successful and we again encourage participation in the expert interactive sessions.

Our commitment with residents/fellow educational programs radiates as we will offer not only relevant clinical information in the general sessions and workshops, but pertinent information from leading clinical and legal experts on how to transition from academia to practice.

Besides offering the traditional sessions, moderated ePosters, and abstracts, we are also excited to again offer the Saturday award luncheon with the John J. Bonica Award Lecture. And plan to stay for the Saturday evening celebration which is quickly becoming a “don’t miss” social event.

We are confident that the outstanding scientific program and networking opportunities will make this meeting a unique and informative experience and I cordially encourage your attendance at this year’s meeting. We must remain adaptable, motivated and responsive to change and challenges! The world of pain management is an exciting area in which to work, and we’ll continue to meet and bring inspired people together in forums like this, to ensure our organization and discipline remains at the cutting edge.

I hope to see you in beautiful San Diego!

Regards,

Ricardo Vallejo MD, PhD
Chair, Scientific/Education Planning Committee 2016
Highlights for 2016 include:

- **Exhibit Hall Grand Opening**
  Based on your feedback...Exhibition now opens Thursday with our Wine and Bubbly Reception!

- All meeting activities located in one location; with a central, larger exhibit hall.

- Exhibit hall activities including food and beverage breaks, internet café, and ASRA chat room.

- Additional promotional opportunities, including more non-CME promotional session time slots.

1,000+ participants expected in San Diego, CA!
PARTICIPANT DEMOGRAPHICS

Meeting Attendance

1,122 Attendees came from 39 countries
89% from USA

Meeting Statistics: Country

Meeting Statistics: International Attendance

Participants: Professional Role

Canada 41, 31%
Ecuador 7, 5%
India 7, 5%
United Kingdom 5, 4%
Columbia 7, 5%
Saudi Arabia 5, 4%
Other (30 countries under 5) 68, 46%

Resident/Research Fellow 9%
Nurse/Healthcare Practitioner 7%
Industry/Corporate Professional 18%
Clinician Researcher 5%
Clinical Practitioner 61%
Tuesday, November 15
3:00 pm          Island Set up (by appointment)

Wednesday, November 16
8:00 - 5:00 pm    Exhibitor Set up

Thursday, November 17
8:00 - 3:30 pm    Exhibitor Set up
5:45 - 7:30 pm    Exhibit Hall Open - Wine & Bubbly Reception 6:00 - 7:30 pm

Friday, November 18
7:15 - 8:15 am    Exhibit Hall Open - Breakfast 7:30 - 8:00 am
9:45 - 11:00 am   Exhibit Hall Open - Morning Break 10:00 - 10:45 am
3:45 - 5:00 pm    Exhibit Hall Open - Afternoon Break 4:00 - 4:45 pm

Saturday, November 19
7:15 - 8:15 am    Exhibit Hall Open - Breakfast 7:30 - 8:00 am
9:45 - 11:00 am   Exhibit Hall Open - Morning Break 10:00 - 10:45 am
11:00 - 4:00 pm   Dismantle

Exhibition and Support Contacts

Jack Edelman
ASRA Account Executive
Email: jack.edelman@ajj.com
Phone: 856-256-2313

Rick Gabler
National Sales Manager
Email: rick.gabler@ajj.com
Phone: 856-256-2314

Sharon Hampton
Marketing Coordinator
Email: sharon.hampton@ajj.com
Phone: 856-256-2432

Anthony J Jannetti, Inc.
East Holly Avenue, Box 56
Pitman, NJ 08071-0056

Meeting Venue

Hilton San Diego Bayfront Hotel
1 Park Boulevard
San Diego, CA 92101

Exhibit Hall
Indigo Ballroom

Exhibition Hours (Subject To Change)
EXHIBIT INFORMATION

Booth Prices (Including Pipes and Drapes)

<table>
<thead>
<tr>
<th>Size</th>
<th>Price</th>
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<tbody>
<tr>
<td>10’ x 10’</td>
<td>$3,200</td>
</tr>
<tr>
<td>10’ x 20’</td>
<td>$6,400</td>
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<tr>
<td>20’ x 20’</td>
<td>$12,800</td>
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Booth Prices Include:

- An identification sign
- Pipes and drapes
- The following furniture:
  - One 6’ draped table
  - Two chairs
  - One wastebasket
- Access to main sessions *
- Registration list (no emails are included)
- General cleaning of aisles
- Listing in the program guide
- 100 word company / product profile in the program guide

If you are not interested in making use of the pipes and drapes or the furniture, please indicate that on the booking form.

All electrical requirements are the exhibitor’s responsibility.

Assignment of Space/Priority Points System

Priority for space assignment is based on points awarded via official ASRA Guidelines for Assignment of Space. To benefit from the points system, the application for space must be received before June 1, 2016. Space will then be assigned on a priority points basis. Exhibitors will receive confirmation of space the week of July 11, 2016.

Applications received after June 1, 2016 will be assigned on a space-available basis in order of the request submitted. Exhibitors are allowed to attend main meeting sessions at no charge; priority seating to paid participants; standard registration fees must be paid for participation in PBLD’s, workshops, special events, etc.

In order to receive CME credit, the company representative must register as a learner and pay the appropriate fees. Absolutely no promotional activities or conversations will be permitted in the educational rooms immediately prior to, during, or after a CME session.

All exhibitors are required to be registered and will receive a badge displaying the exhibiting company name and their name if they choose.

- Two (2) exhibitor badges will be given for 10’ X 10’ booth
- Four (4) exhibitor badges will be given for 10’ X 20’ booth
- Six (6) exhibitor badges will be given for 20’ X 20’ booth
- 1 additional exhibitor badge for every 100 square feet booked thereafter

Exhibitor badge registration deadline is October 21.

Any additional exhibitor personnel over your allotment or AFTER registration deadline will be charged an exhibitor registration fee of $195.

Exhibitors’ Service Contractor Kit

An exhibitors’ service kit outlining all technical aspects of exhibiting will be circulated 2-3 months prior to the meeting. It will include the following:
- Technical details about the venue
- Final exhibition details and information
- Contractor details
- Services available to exhibitors and order forms

Exhibitor Profile

Upon receipt of the booking form, you will be asked to please send a 100-word exhibitor company/product profile by October 12, 2016 to asra_profile@ajj.com. This will be published in the list of exhibitors in the program guide. Failure to provide the profile by the deadline will preclude your company from being listed in the program guide.

Exhibition Terms & Conditions

The Terms and Conditions of exhibiting are included in this prospectus. Please note that signing of the support and exhibition booking form indicates acceptance of these terms and conditions. The exhibition booking form will be held as a valid liable contract, by which both parties will be bound.
There will be a number of opportunities for exhibiting companies to promote their products/services during the ASRA meetings. Companies wishing to hold industry meetings must be approved by ASRA access fees or room rental may apply.

**Industry Organized Non-CME Promotional Session Time Slots**

**PLENARY Sessions** – There will not be any sessions competing with the following time slots. Light breakfast included, for 75 attendees. Any menu enhancements or food and beverage for attendees over 75 will be the financial responsibility of the sponsoring company.

- Friday, November 18, 7:00-7:45 am (plenary) - $18,000
- Saturday, November 19, 7:00-7:45 am (plenary) - $18,000

There are only two available – **Book Early!**

**PARALLEL Lunch or Dinner Sessions** – Concurrent with another Non-CME session. Does not include food and beverage, which can be arranged directly with the venue.

- Friday, November 18, 12:00 -1:00 pm (parallel x 2) - $18,000 each
- Friday, November 18, 6:15 - 7:45 pm (parallel x 2) - $16,000 each

Slight schedule changes may occur with the times listed above.

**Industry Organized Non-CME Promotional Session**

- Any educational session directly influenced, organized, or financed by industry will be considered an industry organized Non-CME promotional session
- Separate times for promotional sessions (not competing with educational sessions) will be made available
- These promotional activities will not offer CME credit (by ASRA or another provider)
- The content outline and speaker selection must be submitted to ASRA for approval (by the Scientific/Education Planning Committee) two months prior to the activity
- Industry supported promotional sessions will be clearly indicated in the meeting timetable/program as: “Non-CME promotional session organized by…” (the term “sponsored” is not to be used)
- Promotional/marketing materials created by the company must include:
  - "Non-CME promotional session organized by: company name"
  - “The American Society of Regional Anesthesia and Pain Medicine (ASRA) has provided space for this Non-CME promotional session. The program was independently produced, not subject to review by ASRA, and is not part of the scientific/educational program offered by ASRA."
- Session timeslots approved as outlined
- Pre-meeting registration mailing list 30 days prior (on or before October 17, 2016)
- Pre-meeting designated mail shot for the Non-CME promotional session. The pre-meeting mail shot will be sent by ASRA on the industry supporter’s behalf and will include all Non-CME promotional session information
- Session hall with standard A/V set (including but not limited to screen, projector, podium, microphone, house sound) for presentation (additional requests at the expense of the supporter).
- Delegate bag insert for session invitation (invitation provided by supporter and subject to approval)

**Saturday Annual Meeting Celebration Support Package**

$2,000

Saturday night November 19, 2016
Support package includes:
- Three (3) tickets to the celebration ($600 value)
- Logo on signage and in program guide
- Additional branding opportunities available

**Meeting Lanyards**

$6,500

- Logo on lanyard distributed to all participants

**Internet Café/ASRA Chat Room**

$5,000

There will be a internet café equipped with workstations in the exhibit hall where attendees may check emails, chat and network with ASRA attendees.
- Display company logo on screen saver and background
- Chat room branded with company’s recognition of support

**Meeting Bags**

$9,500

ASRA will provide the participants’ meeting bags.
- Company logo will appear on each participant’s bag

**Meeting Mobile App - Exclusive Sponsor**

$9,500

We launched our inaugural ASRA meeting App in 2015 and with thousands of attendees sessions we are expecting additional usage in 2016! Attendees use the ASRA mobile app to sort through the best sessions and find their favorite exhibitors using the directory with vendor information.
- One exclusive sponsor is available for the ASRA mobile app
- Promotional e-blast out to all ASRA members when the app opens
- Push notification to visit sponsor’s booth (one time use – choose one day of meeting)
- Sponsor recognition on app can include sponsor’s pdf download & booth information
- Recognition in mobile app sponsor listing
- Recognition in onsite convention program
- Recognition in meeting area of ASRA website
MARKETING OPPORTUNITIES

Charging Stations

Mobile device charging stations have rapidly become a “must have” utility at all conferences, trade shows and exhibitions and ASRA will feature two in exhibition hall. Have them branded with your company logo.

Two units are available for support

• High top table – 42” high
• Open bay charging cords
• 4 outlets to charge laptops
• Cords protected under glass
• Spill proof rim
• Several areas for branding

$7,500 for both or individually $4,000 each

Free Standing Meter Board Sign

Free standing meter board signs are an effective, affordable way to communicate with ASRA attendees. These two-sided meter boards display your artwork in high traffic areas within the exhibit hall and ASRA convention space which can carry your corporate logo and booth number.

$1.500 per Meter Board (limited supporters)

Floor Decals

Floor decals are a great way to drive traffic to your exhibit booth providing recognition, and distinguishing your company from your competitors. Decals will be placed throughout the convention space (approved areas) in the ASRA convention space. Decals are approximately 24” H x 24” W (live area for artwork is approximately 18” x 18”). Approval from venue and artwork required.

$1,750 for (5) Decals (limited to 3 supporters)

Table Tent Advertising

Table tent advertising in the ASRA networking areas within the exhibit hall provides great exposure in busy gathering areas seen by hundreds of attendees each day.

$1,250 for (5) Table Tents (front & back)

Notepads And Pens

Supporter will provide notepads and pens for distribution.

• Branded notepads and pens will be provided to all participants in the meeting bag

$3,500 + Notepads And Pens (to be provided in kind)

Hospitality Suites/Meeting Rooms

An opportunity to have a room on the show floor or rent a room at the venue that will be used as a hospitality suite. The supporting company will be able to host and entertain its guests throughout the event. Companies will have the option to order catering at an additional cost.

• Opportunity to brand the hospitality suite
• Acknowledgement on directional signage outside suite

Price Depending On The Size of The Room

Wine/Champagne Pour - Networking Reception

Five or ten bottles of wine/champagne are selected from a predetermined wine list to be served during the networking reception on Thursday, November 17, 2016. The wine/champagne is served from your exhibit during the networking reception.

• Includes company listing and booth location on a wine/champagne pour menu distributed to all participants during the networking reception

$800/5 Bottles or $1,500/10 Bottles

Promotional Material Distribution

Inclusion of promotional material, such as a flyer, in the participants’ meeting bags. Please note that the material must be provided by supporter and must be approved by ASRA. Quantity of promotional pieces required for distribution is 1,250. The maximum size of each piece is 8.5” x 11”.

Note: The basic fee for promotional pieces other than a single page flyer is $2,500 per piece and must be preapproved (This includes booklets, oversized pieces, and exhibitor samples).

* The distribution arrangement for session invitations and promotional inserts may change. Companies will be advised accordingly.

$1,750

Hotel Key Cards Exclusive Sponsor

All attendees staying at Hilton San Diego Bayfront will receive key cards branded with your company logo. This sponsorship is exclusive and will remind attendees of your brand every time they take out their room card.

$7,500

Program Guide Advertisements

The printed program guide will be distributed to all attendees in New Orleans. It contains useful information about the meeting and its events. This opportunity allows you to place four color advertisements. Rates are net non-commissionable.

Closing Date: October 7  Materials Due: October 14

<table>
<thead>
<tr>
<th>Type</th>
<th>Back Page 4th Cover</th>
<th>Inside Back 3rd Cover</th>
<th>Run of Book Ads</th>
</tr>
</thead>
<tbody>
<tr>
<td>Program Guide</td>
<td>$4,000</td>
<td>$3,000</td>
<td>$2,250</td>
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</table>

All supporting companies will be recognized in the following locations:

ASRA’s meeting website — Onsite signage — Printed meeting materials — Mobile App
Contracts & Confirmation

Supporters
Once a signed booking form is received, a confirmation of support will be emailed to you with an accompanying invoice. Upon receipt of the support booking form, ASRA will reserve the items listed in it. Completion of the support booking form by the supporter shall be considered as your contract to purchase the items.

Exhibitors
Once a signed exhibition booking form is received, a confirmation of exhibition will be emailed to you with an accompanying invoice.

Support Terms & Conditions
Terms and conditions of support are included in this prospectus.

Payment Information

Terms of Payment for Supporters/Exhibitors
100% upon receipt of the support/booking form and first invoice.

All payments must be received before the start date of the meeting. Should the supporter/exhibitor fail to complete payments prior to the commencement of the meeting, ASRA will be entitled to cancel the reservation and cancellation will be subject to cancellation fees as outlined in the prospectus.

Payment Methods

OPTION 1: Payment by check
Please make checks payable to: American Society of Regional Anesthesia and Pain Medicine

Regular Mail to:
American Society of Regional Anesthesia and Pain Medicine
East Holly Ave, Box 56, Pitman, NJ 08071

Overnight Delivery:
American Society of Regional Anesthesia and Pain Medicine
200 East Holly Ave, Sewell, NJ 08080

OPTION 2: Payment by credit card
In order to pay by credit card, please fill out the credit card authorization form in the prospectus.

Cancellation/Modification Policy
All payments, cancellations and/or reductions in space must be sent in writing to Jack Edelman at jack.edelman@aij.com
ASRA shall retain:
• 25% if the cancellation/modification is made before June 1, 2016
• 50% if the cancellation/modification is made between June 1, 2016 - July 1, 2016.
• 100% if the cancellation/modification is made after July 1, 2016

2015 Exhibitors

AcelRx Pharmaceuticals
Aeon Clinical Laboratories
AIS Pain Care
Altius Diagnostics Laboratory
American Anesthesiology, Inc.
American Board of Anesthesiology, The
AstraZeneca
Axsome Therapeutics
BK Ultrasound
Boston Scientific
Clear Guide Medical
Cosman Medical
Depomed
Diros Technology, Inc.
Disc Disease Solutions, Inc.
Doctor.com
eLab Solutions
Elsevier
Flowonix
GE Healthcare
Halyard Health
Havel’s, Inc.
HealthBreeze, Inc.
InSource Diagnostics
IT Advisors, The
Jazz Pharmaceuticals
Kaleo, Inc.
Konica Minolta Medical Imaging
Mallinckrodt Pharmaceuticals
MedCorp
Medicines Company, The
Medlogic Laboratories
Medtronic
Mindray North America
myoscience
NeuroMetrix
Nevro
Pacira Pharmaceuticals
Pain Medicine News
Pajunk Medical Systems, L.P.
Parkway Clinical Laboratories
Pentec Health
Pikeville Medical Center, Inc.
Quest Diagnostics
Safersonic US, Inc.
Salix
SI-Bone, Inc.
SonoSite FujiFilm
St. Jude Medical
StreamlineMD
Stryker Interventional Spine
Wolters Kluwer
World Academy of Pain Medicine
Ultrasonography
Xenoport
CME POLICY

CME Policies on Separation of Promotional from Educational Activities

Exhibit and Promotional Activity Fees Shall Be Separate and Distinct From Commercial Support

• Complimentary exhibit and/or promotional activities will not be provided to those companies providing commercial support (educational grants or in-kind support)
• A separate and distinct fee must be paid for exhibit space or other promotional activities during the activity for which support was provided

Separation of Promotional Activities from the Physical Space and Place of the Educational Activity

• Absolutely no promotional activities will be permitted in the same room immediately prior to, during, or after a CME activity
• Exhibit materials must be in a room or area separate from the education and the exhibits must not interfere, or in any way, compete with the learning experience
• All promotional activities including interviews, demonstrations, and the distribution of literature or samples must be made within the exhibitor’s space only; canvassing or distributing promotional materials outside the exhibitor’s rented exhibit space is not permitted
• Specific times are established for exhibit viewing and/or other promotional activities (including industry supported satellite symposia)
• Food and beverage may be served by ASRA in the exhibit hall in order to encourage interactions between attendees and exhibiting companies

Separation of Promotional Activities from the Educational Course Materials

• ASRA does not include any product promotional information in its educational materials that are used to support learning during a CME activity (copies of slides, handouts, abstracts, etc.)
• Exceptions to this include:
  – The required commercial support disclosure (company name only, no trade names or product group messages)
  – Logistical information such as the time/location of industry organized promotional sessions, exhibitor listing, etc.
• Promotional information is only allowed in logistical support materials (printed program guide, tote bag, etc.). Promotional materials in the program guide will be grouped in a section in the back of the program. All such materials must be distributed outside the educational meeting room

Non-CME Promotional Session Guidelines

• Any educational session directly influenced, organized, or financed by industry will be considered an industry organized Non-CME promotional session
• Separate times for promotional sessions (not competing with educational sessions) will be made available
• These promotional activities will not offer CME credit (by ASRA or another provider)

• The content outline and speaker selection must be submitted to ASRA for approval (by the Scientific/Education Planning Committee) two months prior to the activity
• Industry supported promotional sessions will be clearly indicated in the meeting timetable/program as: “Non-CME promotional session organized by…” (the term “sponsored” is not to be used)
• Promotional/marketing materials created by the company must include:
  – “Non-CME Promotional Session organized by: Company ABC”
  – “The American Society of Regional Anesthesia and Pain Medicine (ASRA) has provided space for this Non-CME promotional session. The program was independently produced, not subject to review by ASRA, and is not part of the scientific/educational program offered by ASRA.”

Company Representative Session Attendance Guidelines

• Commercial Support (grants and/or in-kind):
  – Complimentary registrations will not be provided to those companies providing commercial support; a separate and distinct fee must be paid for attendance during the activity for which commercial support was provided
• Exhibition and Promotional Support:
  – Companies paying the exhibit fee will receive a predetermined number of exhibitor badges, depending on the size of booth space purchased
  – Exhibitors are allowed to attend the main meeting sessions at no charge (priority seating to paid participants); standard registration fees must be paid for participation in PBLD’s, workshops, special events, etc.
  – In order to receive CME credit, the company representative must register as a learner and pay the appropriate fees
  – Absolutely no promotional activities or conversations will be permitted in the educational rooms immediately prior to, during, or after a CME session
• In-Kind Technical Support:
  – In-kind support is sought from multiple companies, except when other equal but competing products or services are not available, therefore, representatives from multiple companies will participate
  – A limited number of technical support badges will be provided for those companies providing support in-kind, requiring representatives to demonstrate the operational aspects or ensure proper functioning of a device
  – Participation is managed in strict compliance with the ACCME’s Accreditation Criteria and Standards for Commercial Support
  1. ASRA is responsible for all decisions regarding the educational elements (planning, content, faculty selection, presentation, evaluation, etc.). Industry representatives in no way influence any portion of the CME activity; including how the in-kind support will be used or allocated to the educational sessions.
CME Policies on Separation of Promotional from Educational Activities

2. Industry employees shall be easily identifiable by their company and meeting badges.
3. The industry representative shall only contribute technical information about the use of the equipment.
4. The industry representative shall NOT expand their input into areas of clinical medicine, e.g.:
   - No indications for use
   - No comparisons between competing products
   - No comparisons between the device, invasive surgery, and/or medical treatment
5. ASRA's faculty and staff provide strict supervision to ensure proper professional behavior by industry representatives.
6. ASRA reserves the right to physically limit the technician's access to the educational setting; requesting the technician’s participation only when questions arise or further assistance is needed.

Commercial Interest May Not Be the Agent Providing Access to the CME Activity

- ASRA never uses a commercial interest as the agent providing a CME activity to learners (distribution of self-study CME activities or arranging for electronic access to CME activities)
- ASRA may provide a commercial interest with a limited number of brochures for audience generation only, but this is never the sole marketing method (others include direct mail, email promotions, etc.)

Onsite Monitoring

The separation of promotional materials and activities from the educational arena is strictly enforced throughout the activity by ASRA's onsite staff.
Mark Your Calendar!

Future ASRA meetings

16th Annual Pain Medicine Meeting
November 16-18, 2017
Orlando, FL
Disney Yacht & Beach Club Resort

April 6-8, 2017
42nd Annual Regional Anesthesiology and Acute Pain Medicine Meeting
San Francisco, CA

April 19-21, 2018
5th World Congress on Regional Anesthesia and Pain Management
New York, NY

April 19-21, 2018
43rd Annual Regional Anesthesiology and Acute Pain Medicine Meeting
New York, NY

National Office
American Society of Regional Anesthesia and Pain Medicine

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