

Pain Medicine Symposium 2019

Evolving Advanced Pain Therapies

November 7-10, 2019

EXHIBITOR
PROSPECTUS



New York & New Jersey Societies of
Interventional Pain Physicians



Pain Medicine Symposium 2019

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Hyatt Regency
Jersey City

Message from our Chairman and Course Directors

Dear Colleague:

On behalf of the Chairman, Sudhir Diwan, MD, and Course Directors, Scott Woska, MD and Christopher Gharibo, MD and the New York and New Jersey Societies of Interventional Pain Physicians (NYSIPP & NJSIPP), we would like to invite you to join us at the New York and New Jersey Pain Medicine Symposium 2019: Evolving Advanced Pain Therapies. This year's meeting is being held November 7-10, 2019 at the Hyatt Regency Jersey City, New Jersey.

The NY/NJ Pain Medicine Symposium was established in 2010 with the primary objectives of educating health care professionals to promote the development and practice of safe, high quality, cost effective interventional pain management techniques for the diagnosis and treatment of pain and related disorders, and to insure patient access to these interventions.

Our scientific program will provide state-of-the-art information on advanced pain management techniques, pharmacology, neurostimulation, vertebroplasty, kyphoplasty, discography and intradiscal procedures, radiofrequency, peripheral nerve stimulation, intrathecal therapy, percutaneous facet fusion and sacroplasty among others. This course will offer a full day hands on cadaver and ultrasound course, incorporating didactic lectures with the hands-on practice for improved technique and patient outcomes for interventional procedures. Additionally, on Saturday, November 9, we will be offering a full day breakout session on the safe utilization of opioid medication specifically geared for primary care and conventional medical management physicians who require specific training in the prescribing and utilization of opioids and controlled substances.

Industry Partners and technical exhibits are an important part of our meeting's success and benefit both the attendees and the companies who choose to participate. We anticipate in excess of 500 clinical providers specializing in pain management, interventional pain management and neurosurgery to attend, including: physicians, mid-level practitioners, fellows, residents, nurses and pharmacists.

We are anticipating a full exhibit hall and space will be limited. To ensure your chances of securing exhibit space and support opportunities, please review the enclosed prospectus materials carefully and go to our online exhibitor application site at www.NYSIPP.org as early as possible.

We look forward to receiving your commitment and working together at the 2019 New York and New Jersey Pain Medicine Symposium.



Sudhir Diwan, MD
CEO, NYSIPP
Chairman



Scott Woska, MD
Course Director



Christopher Gharibo, MD
Course Director



New York & New Jersey Societies of
Interventional Pain Physicians



Program Needs Assessment

Interventional Pain management incorporates interventional treatment options for patients to reduce or eliminate the need for chronic conventional medication management (and/or opiate therapy). Interventional treatment options include: spinal cord stimulation, peripheral nerve stimulation, vertebral augmentation, radiofrequency nerve ablation, etc. Since Interventional Pain Management is such a juvenile specialty, very few pain management physicians and anesthesiologists have gone through specific interventional fellowships and residencies. Training in the proper patient selection and utilization of these therapies is limited. Interventionalists need to attend and participate in training programs to receive education and skill based training in options available for patients. Additionally, new guidelines are emerging.

In the current financial environment for practices, clinicians are presented with new techniques and therapies emerge every year. For example, Regenerative Medicine, DNA testing and Botox for headache are emerging options for treating chronic pain and headache. Clinicians need to critically review the data on these therapies to determine whether or not it makes sense to add this to their treatment offerings and/or refer patients out of practice for these therapies when appropriate. Additionally, providers must have the ability to legally and ethically bill for these treatment options legally and in an ethical manner.

The role of Bioethics and Business ethics has been a hotly contested topic for the past three decades. The role of Managed Care and what is best for the population vs. what should be made available and is best for the individual, is a continuing struggle for payers. As the treating physicians, whether or not to offer therapies to an individual that could improve their condition, but is not covered by insurance, is a complex issue. Bioethical considerations of treatments available in Interventional Pain Management (such as Regenerative Medicine, DNA testing and Botox for headache) need to be discussed at length amongst peer groups and understood by providers so that they may make informed decisions and provide the best care to their patients.

Learning Objectives

As a result of participation in this activity, learners will be better able to:

- i. Utilize best practices in the assessment, diagnosis, treatment and management of patients with pain.
- ii. Recognize and evaluate: pain, description of pain, and pain markers
- iii. Properly incorporate the March 2016 CDC Guidelines for Prescribing Opiate Medication for Chronic Pain
- iv. Differentiate between abuse deterrent technologies in 5 new opiate medications.
- v. Protect themselves and their practices to avoid an audit.
- vi. Prepare for what to do in the event of an audit.
- vii. Update billing practices where ICD-10 coding has changed with respect to interventional pain management
- viii. Select an abuse-deterrent option vs. a traditional generic option, when more appropriate.
- ix. Prepare or make necessary changes in preparation for MIPS and MACRA, as they relate to potential impacts for my practice and ability to effectively treat chronic pain patients
- x. Evaluate regenerative medicine modalities and techniques
- xi. Incorporate, as necessary, regenerative medicine modalities and/or techniques for the treatment of chronic pain

Accreditation



This educational activity has been a Joint Collaboration between Dannemiller and the New York and New Jersey Societies of Interventional Pain Physicians.

Credit Designation:

This live event is anticipated to allow approximately 23 AMA PRA Category 1 Credits™.

ADA Statement:

Dannemiller and NY/NJ Pain Symposium fully comply with the legal requirements of the ADA and the rules and regulations thereof.

General Information

Chairman:
Sudhir Diwan, MD

Course Directors:
Scott Woska, MD
Chris Gharibo, MD

Course Co-directors:
Jeffrey Petersohn, MD
Edward Rubin, MD

Hotel Reservations

The meeting will be held at the:
Hyatt Regency Jersey City, New Jersey 2 Exchange Place
Jersey City, New Jersey 07302
Tel: 201-469-1234
www.jerseycity.hyatt.com

We welcome the opportunity to create sponsorship packages that meet your individual needs and we are committed to making this program conference a success for each vendor!

We look forward to seeing you at the Hyatt Regency Jersey City, New Jersey!

Hotel Room Block Link: <https://www.hyatt.com/en-US/group-booking/NEWJP/G-NYNJ>

COURSES

Fellows Pre-Conference Course – November 7, 2019
Nursing and PA Interventional Management Course – November 7, 2019
Pain Medicine Live Symposium – November 8-9, 2019
Safe Opiate Prescribing Course – November 9, 2019
Cadaver and Ultrasound Labs – November 10, 2019

EXHIBIT HOURS

Wednesday, November 6, 2019	Set-Up	2:00 pm - 6:00 pm
Thursday, November 7, 2019	Registration & Exhibits Open:	8:00 am - 5:00 pm
	Morning Break	10:20 am - 10:40 am
	Afternoon Break	2:40 pm - 3:00 pm
Friday, November 8, 2019	Registration & Exhibits Open:	7:00 am - 5:00 pm
	Morning Break	9:50 am - 10:20 am
	Afternoon Break	2:50 pm - 3:20 pm
	Cocktail Party	6:00 pm - 7:00 pm
Saturday, November 9, 2019	Registration & Exhibits Open:	7:00 am - 5:00 pm
	Morning Break	10:00 am - 10:30 am
	Afternoon Break	3:00 pm - 3:30 pm
	Breakdown	3:30 pm - 6:00 pm

*Times may vary from this schedule. A final schedule will be provided closer to the date of the meeting.

Questions?

Michelle Byers
michellehbyers@gmail.com

Sponsorship Opportunities

Platinum Sponsor - \$35,000.00 - Sold OUT

- Platinum Sponsor recognition in program book
- Premier conference signage recognition
- 10' x 10' exhibit space in a prime location
- Faculty Dinner Sponsorship*
- Full-page ad space in meeting program
- Banner Ad on Meeting App
- One Page Advertising Space in Meeting App
- 4 Push Notifications
- 7 complimentary program badges
- Inclusion of 1 printed piece in attendee meeting bags
- 5 minute video time on the procedure

Diamond Sponsor - \$30,000.00 - SOLD OUT

- Diamond Sponsor recognition in program book
- Premier conference signage recognition
- 10' x 10' exhibit space in a prime location
- Faculty Dinner or Premium Lunch Symposium Sponsorship*
- Full-page ad space in meeting program
- Banner Ad on Meeting App
- 3 Push Notifications
- 7 complimentary program badges
- Inclusion of 1 printed piece in attendee meeting bags

Gold Sponsor - \$25,000.00 - Sold OUT

- Gold sponsor recognition in program book
- Supporter conference signage recognition
- 10' x 10' exhibit space in a prime location
- Faculty Dinner or Premium Lunch Symposium Sponsorship*
- Full-page ad space in meeting program
- 3 Push Notifications
- Banner Ad on Meeting App
- 4 complimentary program badges
- Inclusion of 1 printed piece in attendee meeting bag

Silver Sponsor - \$15,000.00 - 6 remaining

- Silver sponsor recognition in program book
- Supporter conference signage recognition
- 10' x 10' exhibit space in a prime location
- Breakfast Symposium Sponsorship *
- Half-page ad space in meeting program
- 3 Push Notifications
- Banner Ad on Meeting App
- 3 complimentary program badges

Bronze Sponsor - \$10,000.00 -5 remaining

- Bronze sponsor recognition in program book
- Supporter conference signage recognition
- 1-6' exhibit table in a prime location
- Opportunity to sponsor either a coffee break and/or cocktail reception with full recognition
- 3 complimentary program badges
- 2 Push Notifications
- Banner Ad on Meeting App

Program Sponsor - \$3,500.00

- 6' draped display table
- 2 chairs
- 1 wastebasket
- 2 complimentary program badges
- Listing in program book
- 1 pre-conference registration list
- 1 post-conference attendee list
- Corporate recognition at Gala Dinner with logo displayed in between presentations
- Sponsorship recognition on Meeting Website and Meeting App

Exhibit Space: Ultrasound and Regen Companies- \$3,500.00

The NYNJSIPP 2019, there will be a specific Regenerative Medicine and Ultrasound Companies Exhibit Hall. Exhibit Hall located in Liberty.

- Booth through Sunday
- Regen and ultrasound specific lab on Sunday in Palisades - non CME
- 2 Complimentary Bades
- Program Listing in Meeting Materials
- Sponsorship Recognition

Start-up Companies, Non for Profit, and Small Business Booths- \$2,500.00

Exhibit Hall: Located in Harborside 1&2

- 2 Complimentary Badges
- Program Listing in Meeting Materials
- Sponsorship Recognition

*No sharing badges, additional badges will be \$350

A limited number of displays are available. Please reserve your space early.

Location of display will be assigned by the planning committee. All breaks will take place within the exhibit hall area.

Sponsorship Opportunities

continued

Workshop Sponsorships**

Fellows Workshop (3 stations available) - \$7,500.00

Cadaver Workshop (8 stations available) - \$7,500.00

Ultrasound Workshop (6 stations available) - \$3,500.00

**Workshops will take place on Sunday, November 10, 2018.

Workshops are outside of the CME program, and they can be promotional.

Sponsors must have a minimum of a Program Sponsorship for the NY/NJ Pain Symposium full program in addition to a workshop sponsorship. Sponsors must provide any materials specific and required for the training of their procedure for the course.

- Cadaveric stations include: C-arm, specimen+, C-arm tech and lead for station, instructor(s)
- Ultrasound stations include: ultrasound device, ultrasound tech and live model, instructor(s)
- 1-8' table display in the course exhibit hall for Sunday, November 10, 2019
- Ability to have 1 Medical Science Liaison or equivalent level employee at the station to address clinical questions

+If a synthetic model utilization is appropriate, sponsor may provide at their convenience in place of a cadaveric specimen. This must be pre-approved by the course directors. If a synthetic model is utilized in place of a cadaver, the station cost will be reduced accordingly.

Program Book Advertising:

- Full-page ad space - \$3,000.00
- Half-page ad space - \$1,500.00

MEETING MATERIALS: Sold OUT

Meeting bags

- Imprinted with supporter logo
- Large Logo, \$3,000.00

Hotel key cards - \$2,500.00

- Up to 500 key cards with sponsor branding

Inclusion of materials in meeting bags - \$1,500.00

- 1 printed piece placed inside bags

ADDITIONAL SPONSORSHIPS:

Gala Awards Dinner - \$10,000.00 Sold OUT

- Reserved table of 10 with 2-4 conference faculty
- Acknowledgement by program chairmen
- Recognition in program book
- Logo on admission tickets

Meeting App Sponsor - \$3,000.00

Wifi Sponsor - \$4,000.00

Electronics charging station - \$550.00

- Premium sponsor branding
- Stand alone station with multiple ports

Eblast Opportunity - \$1,000.00

- Eblast of approved message to NYSIPP and NJSIPP membership

Bottled Water - Logo Recognition - \$1,500.00 (PainCast)

Advisory Board and Corporate Meeting Opportunities

Advisory Board and Corporate Meeting coordination are available through the meeting planner. Only meetings coordinated through, and with the express approval of the meeting planners will be permitted. Food, beverage, audiovisual and any materials are not included in this fee and are the sole responsibility of the sponsor. These meetings will be scheduled on a first come, first served basis and may not compete with the educational program. Cannot be during Friday Night Awards Dinner.

* Symposia Sponsorship:

Symposium sponsorships are restricted to Platinum, Diamond, Gold and Silver sponsors only. Symposia will NOT be eligible for AMA PRA Category 1 Credit™. The Planning Committee must approve symposia topic and faculty and reserve the right to alter or change to insure compliance, fair balance and program integrity. Symposia times will be assigned on a first come, first served basis.

Symposia fees are not inclusive of Food and Beverage charges associated with the sponsored event. Food and Beverage for the session must be coordinated through the meeting planners and comply with acceptable standards for the session. Symposia fees do include: Faculty Dinner, Luncheon Symposia, Breakfast Symposia, Audio-Visual and inclusion in the meeting program. Symposia space, signage and any required reporting to comply with the Sunshine Act. Any hand-outs or materials associated with symposia must be pre-approved by the planning committee and provided by the symposia sponsor.

Break and/or Cocktail Hour Sponsorship:

Break Sponsorships are reserved for Program level sponsors and above. Cocktail Hour Sponsorships are reserved for Bronze level sponsors and above. Breaks and/or Cocktail receptions will be held in the main exhibit hall. Sponsor will receive recognition via signage during the break, on the main agenda, on all agenda boards and signage throughout the meeting and in the program guide.

Break and/or Cocktail Sponsorships are not inclusive of any Food and Beverages served during the sponsored events. Food and Beverage for the event must be coordinated through the meeting planners and comply with acceptable standards.

Company/Product description listing in program:

All exhibitors and sponsors will receive complimentary listing in the meeting program. Each listing will contain the company name, logo and 50 word description of the company/products and/or services. Email your 50-word product/company/service description to the program planners no later than September 1, 2019 for inclusion in the meeting program at: davida@mantrameetings.com. If we do not receive your company 50 word description and/or logo by September 1, 2019, it will not make it into the program materials.

Exhibitor Badges:

All exhibitor names are due one week prior to the meeting. If the meeting planners do not receive your attendee names by Tuesday, October 20, 2019 you will be charged \$250 for each badge we make onsite. Please send all attendee names to davida@mantrameetings.com

Deadlines:

Symposia outlines due by:	August 1, 2019
Company/Product description due:	September 1, 2019
Advertising outline due by:	August 15, 2019
All Exhibitor and Sponsorship fees due:	October 1, 2019

Please note: Payments, \$5,000 or more, for Platinum, Diamond, Gold, Silver & Bronze Sponsorships and Gala Awards Dinner must be made by check or wire.

Transfer and Send to:

Cathy Pitbladdo
Attn: NY/NJ Pain Symposium
1991 Marcus Ave M217
Lake Success NY 11042
Federal Tax ID#: 83-4680065

Questions?

Michelle Byers
michellebyers@gmail.com

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Jersey City

Sponsorship Commitment Form

Increase your company's exposure at the NY/NJ Pain Medicine Symposium 2019 by providing commercial support. Sponsorship opportunities are listed below. Refer to other pages in this prospectus for complete details on each support level or event. Please check the box next to your sponsorship commitment: Sponsorship support is offered on a first come, first served basis.

Authorized Representative: _____

Title: _____ Organization: _____

Mailing Address: _____

Telephone: _____ Email Address: _____

☐ ~~Platinum Sponsorship - \$35,000.00~~ Sold OUT

☐ ~~Diamond Sponsorship - \$30,000.00~~ Sold OUT

☐ ~~Gold Sponsorship - \$25,000.00~~ Sold OUT

☐ Silver Sponsorship - \$15,000.00

☐ Bronze Sponsorship - \$10,000.00

☐ Program Sponsorship - \$5,000.00

☐ Exhibit only - \$3,500.00

☐ Fellows Workshop (3) - \$7,500.00

☐ Cadaveric station with C-arm - \$7,500.00

☐ Non-cadaveric station (no c-arm) - \$3,500.00

☐ ~~Gala Awards Dinner - \$10,000.00~~ Sold OUT

☐ Ultrasound Workshop - \$3,500.00

☐ Program Book - Full-page ad space - \$3,000.00

☐ Program Book - Half-page ad space - \$1,500.00

☐ ~~Meeting Bags - Large Logo - \$3,000.00~~ Sold OUT

☐ Hotel key cards - \$2,500.00

☐ Material in meeting bags - \$1,500.00

☐ Meeting App Sponsor - \$3,000.00

☐ WiFi Sponsor - \$4,000.00

☐ Electronics charging station - \$550.00

☐ Eblast to members - \$1,000.00

Total Commitment: _____

Signature: _____ Date: _____

For questions regarding sponsorship, opportunities and/or additional documentation, please contact
Raedden Robson at raedden@mantrameetings.com

Please return this form to: Michelle Byers | michellehbyers@gmail.com

Make payment to:
Cathy Pitbladdo
Attn: NY/NJ Pain Symposium
1991 Marcus Ave M217
Lake Success NY 11042
Tax ID: 83-4680065

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Exhibitor Agreement

Company _____

(Please print exactly as name should appear in program and on signage.)

Company Contact _____

Address _____

City _____ State _____ Zip _____

Phone _____ FAX _____

E-mail _____ Website URL _____

(All additional information will be sent to this email address.)

Please indicate any competitive companies. We will try to recognize this in booth placement, but we cannot make any guarantees.

Exhibit space assignment: Exhibit space will be assigned at the sole discretion of show management and will be based on the date of request and consideration of competition.

On-Site Representatives:

1.) _____ 2.) _____

(Due to limited space, Exhibit Booth's are limited to two representatives. Additional representatives: \$350 each)

Amount Enclosed: \$ _____

Submission of this form and payment for exhibit space at this event means you have read and will comply with the Rules and Regulations.

Please return this form to: Michelle Byers | michellehbyers@gmail.com

Make payment to:

NYSIPP

Attn: Cathy Pitbladdo

New York Society of Interventional Pain Physicians (NYSIPP)

1991 Marcus Ave M217

Lake Success NY 11042

Federal Tax ID#: 04-3665198

Rules and Regulations

1. Contract

The following rules and regulations become binding upon acceptance of this contract between the applicant and its employees, and the New York & New Jersey Societies of Interventional Pain Physicians (NY/NJ Pain Symposium) the show sponsor.

2. Space Assignment

Exhibit locations will be assigned at the sole discretion of show management. Placement will be made based on date of reservation.

3. Booth Package Description

Exhibit packages include 1 8' draped table, 2 chairs and 1 wastebasket. Total individual exhibit floor space is limited to 10x10' unless requested and approved in writing. No walls, partitions, signs or decorations may be erected which will interfere with the general view "down the aisle", or with other exhibits.

4. Show Move-In & Move-Out

Move-In November 6, 2019

Wednesday 2:00 pm - 6:00 pm

Move-Out November 9, 2019

Saturday 3:30 pm - 6:00 pm

NOTE: No exhibitor will be allowed to break down their booth until the close of the show at 3:30 pm Saturday.

5. Exhibit Hours

Thursday, November 7, 2019

Exhibits Open: 8:00 am - 5:00 pm

Specific Events:

Morning Break 10:20 am - 10:40 am

Afternoon Break 2:40 pm - 3:00 pm

Friday, November 8, 2019

Exhibits Open: 7:00 am - 5:00 pm

Specific Events:

Morning Break 9:50 am - 10:20 am

Afternoon Break 2:50 pm - 3:20 pm

Cocktail Party 6:00 pm - 7:00 pm

Saturday, November 9, 2019

Exhibits Open: 7:00 am - 5:00 pm

Specific Events:

Morning Break 10:00 am - 10:30 am

Afternoon Break 3:00 pm - 3:30 pm

Break Down: 3:30 pm - 6:00 pm

*Times may vary from this schedule. A final schedule will be provided closer to the date of the meeting.

6. Unoccupied Space

NYNJSIPP reserves the right, should any rented space remain unoccupied after the first hour of the show's opening, to rent or occupy said space.

7. Payments & Refunds

The total amount for exhibit space is due upon the reserving of space and signing of the contract. No refunds will be made for cancellations, although, for cancellations in excess of 45 days of the meeting, we will honor a credit for the following year's meeting.

8. Food Service

NYNJ Pain Symposium reserves the right to provide food and beverage service during certain hours in the exhibit area.

9. Noisy Equipment

The operation of whistles or any objectionable devices will not be allowed. After the show opens, noisy and unsightly work will not be permitted.

10. Security

Providing security for exhibits, exhibitor property and for exhibitors themselves, as well as for their employees, agents, representatives and guests, shall be the sole responsibility of the exhibitor and of the exhibitor only.

11. Conflicting Events

Exhibitors and Meeting Participants may not conduct any ancillary events that conflict with any part of the NYNJSIPP Pain Medicine Symposium 2019 without permission from the meeting organizers. This includes all on-agenda scheduled events.

12. Fire and Safety Regulations

All local regulations will be strictly enforced and the exhibitor assumes all responsibility for compliance with such regulations. Fire hose cabinets and fire exits must be left accessible and in full view at all times. All display materials and decorations must be flameproof and subject to inspection. No flammable substances may be used or shown in booths.

13. Liability and Insurance

The hotel management and NY/NJ Pain Symposium will take all reasonable precautions to avoid loss of exhibitors' property by theft or fire, but under no circumstances shall the hotel management or NY/NJ Pain Symposium be responsible for such losses, and it is recommended that exhibitors cover their property with suitable insurance. In the enforcement and interpretation of these rules and regulations, the decision of the Society is final.

14. Damage to Property

Exhibitors are liable for any damage caused to the building, floor, walls, columns, or to standard booth equipment, or to other exhibitors' property. Exhibitors must not apply paint, lacquer, adhesive or any other coating to building, columns, floors, or to standard booth equipment.

15. Public Policy

Exhibitors are charged with knowledge of all ordinances and regulations pertaining to taxes, health, fire prevention, customs and public safety while participating in this show. Compliance with such laws is mandatory for exhibitors and the responsibility of the exhibitor.

16. Exhibit Floor Access

NYNJSIPP reserves the right to limit access to the exhibit floor to anyone during times the show is not officially open.

17. Use of Booth Space

Exhibitors shall reflect their company's highest standards of professionalism while maintaining their booths during the show hours. No exhibitor shall assign, sublet or share booth space.

18. Exhibition Sales Policy

Exhibitors may not accept payments in cash or checks or deliver merchandise in the exhibit hall.

19. Irregular Canvassing & Advertising

Distribution Solicitation of business or meetings in the interest of business except that of exhibiting firms is prohibited. Exhibitors are urged to report to NYNJSIPP any violations of this rule. Canvassing by exhibitors outside of their booths is also forbidden, except by hosts of specially hosted events.

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Mission of

ASIPP, NYSIPP and NJSIPP:

To promote the development and practice of safe, high quality, cost effective interventional pain management techniques for the diagnosis and treatment of pain and related disorders and to insure patient access to these interventions.

Join ASIPP @ www.ASIPP.org



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