

SPONSOR PACKET

NAIRO

NAVIGATING THE CHANGES IN HEALTHCARE – SYMPOSIUM

San Diego, California | October 16-18, 2018

Coronado Island Marriot Resort & Spa
2000 Second Street Coronado, California 92118



This packet contains everything you will need to be included as a Sponsor for the NAIRO “Navigating the Changes in Healthcare” Symposium. Please read it thoroughly before filling out any forms. As the Symposium program develops, more information will be shared with you. In the meantime, please let us know if we can provide assistance. Thank you for your continued support!

General Symposium Information:

Each year, NAIRO and its member companies stage an annual Symposium discussing the latest developments and trends in independent medical review. The Symposium delivers in-depth educational content, along with networking opportunities to meet and exchange ideas with others in the industry.

For 2018, the Symposium moves to beautiful San Diego, California the week of October 15th. The theme for the three-day event is “Navigating the Changes in Healthcare,” highlighting changes in compliance, regulatory, and other requirements to support IROs and Utilization Review Organizations navigate the dynamic and ever evolving healthcare landscape.

Sponsor Information:

This packet contains everything you will need to be included as a Sponsor for the NAIRO “Navigating the Changes in Healthcare” Symposium. Please read it thoroughly before filling out any forms. As the symposium program develops, more information will be shared with you by email.

Sponsor Table Display:

Each table exhibit will consist of a 6’x30” table and up to two chairs. There is typically enough space for promotional items (brochures, Sponsor-provided logo overlay, etc.). A small backdrop is permitted behind the table as long as it is not larger than 6’ wide by 8’ high. Sponsor tables will be assigned on a first-come, first-served basis.

Sponsor Schedule:

The schedule for the exhibit tables has been developed to coincide with break times and should allow for the greatest amount of flow.

Day 1: Tuesday, October 16th, 2018

12:00-5:00pm	Registration
1:00-2:15pm	Session: Donna Merrick, URAC <i>Update on URAC Standards and Polling on Programs</i>
2:15-2:30pm	Break
2:30-3:30pm	Session: Tom Goddard, Integral Healthcare Solutions, Inc. <i>IROs and UMOs Navigating Change</i>
3:30-3:45pm	Break
3:45-5:00pm	Session: Elise Klein, Lewis Brisbois <i>Recent Trends in IRO Law</i>
5:30-7:30pm	Welcome Reception @ Spa Patio

Day 2: Wednesday, October 17th, 2018

7:00-8:30am	Continental Breakfast/Registration
8:30-8:45am	Opening Remarks: Ed Bolton, CEO Nexus
8:45-9:45am	NAIRO Panel Discussion
9:45-10:00am	Break
10:00-11:00am	Session: Donna Merrick, URAC <i>URAC Accreditation: Polling Results and Program Ideas</i>
11:00-11:30am	Mid-Day Break
11:30-12:30pm	Lunch @ Current
1:00-2:00pm	Session: John Hartigan, Intiva Health <i>House of Truth: How blockchain and decentralized ledger technology are changing healthcare</i>
2:00-2:15pm	Break
2:15-3:15pm	Session: Dr. Kenneth Smith, Inter Valley Health Plan Inc. <i>IRO Opportunities: 2018</i>
3:15-5:30pm	Break
5:30-7:30pm	Dinner @ Bayside Lawn

All times are tentative. Final set-up and dismantle hours will be provided at a later date.

Symposium Name Badges:

A name badge order form is included in this packet. Please complete the form as requested and return by October 6, 2018. Symposium Sponsors are not required to register as participants, however we strongly encourage you to invite your peers to the event. Individual tickets are available in limited quantities.

Sponsor Requirements:

A high resolution Sponsor logo (vector .ai preferred) is due to admin@nairo.org at your earliest possible convenience but no later than August 31, 2018 to be included in the Symposium Marketing Materials.

NOTE: your logo will not be included until your Sponsorship payment has been received.

Important Dates:

Sponsor logo due to admin@nairo.org no later than August 31, 2018

Sponsor Agreement form and Payment due September 8, 2018

Final Name Badge Information form submitted by October 6, 2018

Rules and Regulations:

- 1 The Sponsor is solely responsible for all costs incurred for the exhibit display and any giveaways.
- 2 Security & Liability: NAIRO will not provide security services. Providing security for exhibits, Sponsor property and for Sponsors themselves, as well as for their employees, agents, representatives and guests, shall be the sole responsibility of the Sponsor. The Sponsor agrees to hold NAIRO and the hotel harmless and to indemnify NAIRO and the hotel against claims or liability arising out of the actions, fault or negligence of the Sponsor, its agents or employees, prior to, during and after the symposium. NAIRO and the hotel shall not be responsible for any loss, damage or injury that may happen to the Sponsor or the Sponsor's agents, patrons, guests, employees or property from any cause whatsoever (unless occasioned by the sole willful or gross negligence of NAIRO or the hotel) prior to, during or subsequent to the Symposium period. The Sponsor hereby releases NAIRO and the hotel from, and agrees to indemnify them against, any and all claims for such loss, damage or injury.
- 3 Damage to Property: The Sponsor, its agents, guests or patrons shall not injure, mar nor in any manner deface the hotel premises or equipment therein, and shall not cause or permit anything to be done whereby the hotel or its equipment shall be in any manner injured, marred, unduly soiled, defaced, lost, stolen or otherwise removed from the building, and will not drive, or permit to be driven, nails, hooks, tacks or screws into any part of the hotel, and will not make nor allow to be made, any alterations of any kind therein. Should any of the hotel's equipment used by the Sponsor in the conduct or operation of the exposition be damaged, lost or stolen, the Sponsor will promptly pay for the equipment by cash or certified check.
- 4 Signs & Posters: The Sponsor agrees that it will not post or exhibit signs, advertisements, posters or cards of any description inside, in front of or on any part of the hotel without written consent.
- 5 Public Policy: All companies or individuals exhibiting at the symposium are participating at the exclusive discretion of NAIRO and must abide by all local codes, rules, regulations and ordinances, including fire regulations, and must abide by the directions and instructions presented by official NAIRO and hotel personnel. The Sponsor understands that any violations of these policies may result in the immediate closing and removal of the Sponsor's table.

- 6 Eligible Exhibits & Restrictions: NAIRO reserves the right to accept or reject without reason any exhibit agreement received. NAIRO also reserves the right of exhibit space reassignment.
- 7 Exhibit Floor Access: NAIRO reserves the right to limit access to the exhibit tables to anyone during times the show is not officially open.
- 8 Use of Exhibition Space: Sponsors shall reflect their company's highest standards of professionalism while maintaining their tables during show hours. No Sponsor shall assign, sublet or share table space without the permission of NAIRO.
- 9 Exhibition Sales Policy: No firm or organization is permitted to engage in direct sales activities within the exhibit area without the expressed written approval of NAIRO.



Symposium Registration:

Speakers do not need to register for the event, however, we encourage you to invite your peers to the event. NAIRO member employees may attend the Symposium free of charge as part of their company membership benefits. Non-members may attend the Symposium for \$299. Please visit www.eventbrite.com/e/nairo-navigating-the-changes-in-healthcare-registration-46590809365 to register for the event.

Coronado Marriott Accommodations:

A block of rooms is set aside for NAIRO Symposium attendees at discounted rates. Reservations must be made via website or phone on or before September 1, 2018.

Website: Hotel reservations may be made, modified, or canceled at <https://www.marriott.com/hotels/travel/sanci-coronado-island-marriott-resort-and-spa/>

Phone: Group Reservation agents can assist with reservations. Mention you are a NAIRO Symposium attendee for access to special group rates.

Reservations Phone: (619) 435-3000

Shipping Requirements:

Should you need to ship any items to the hotel prior to the symposium, please refer to the attached Shipping Procedures document for details.

Reservations Toll Free:

888-236-2427

Reservations Local Phone:

619-435-3000

Attire:

Attire for our Symposium is business casual. Weather in San Diego for the week of the Symposium is predicted as follows (please plan accordingly):

14	15	16	17	18	19	20
Record: 107° 48° Average: 73° 61° 0.76 in 0.02 in	Record: 97° 47° Average: 73° 61° 0.96 in 0.02 in	Record: 97° 48° Average: 73° 61° 0.68 in 0.02 in	Record: 98° 47° Average: 73° 61° 0.72 in 0.02 in	Record: 91° 47° Average: 73° 60° 1.00 in 0.02 in	Record: 97° 46° Average: 73° 60° 0.91 in 0.02 in	Record: 95° 46° Average: 73° 60° 0.85 in 0.03 in

Contact Information:

To assist with any last minute questions or concerns, the following list of contacts is at your disposal:

Hotel Reservations

Reservations Toll Free: 888-236-2427

Reservations Local Phone: 619-435-3000

Hotel Event Contact

Coronado Marriott | 619-435-3000

Admin at NAIRO

admin@nairo.org

Reminder:

Reservations must be made on or before September 1, 2018 to qualify for group rates.

Sponsorship Levels

Platinum, \$10,000

- Inclusion in ALL marketing efforts for event
- Included in Welcome Reception and recognized as Official Symposium/ Platinum Sponsor
- Full advertising on NAIRO website and all marketing material as platinum sponsor
- Tagging on all social media
- Branding on Conference signage
- Exhibit Table Display Opportunity (6ft table)
- Full Page Ad in Conference Handout
- Provided Attendee List
- Free Registration for 5

Gold, \$5,000

- Included in Welcome Reception and recognized as a Gold Sponsor
- Full advertising on NAIRO website and all marketing material as gold sponsor
- Tagging on all social media
- Branding on Conference signage
- Exhibit Table Display Opportunity (6ft table)
- 1/2 Page Ad in Conference Handout
- Provided Attendee List
- Free Registration for 3

Silver, \$2,500

- Included in Welcome Reception and recognized as a silver sponsor
- Advertising on NAIRO website and all marketing material as silver sponsor
- Tagging on all social media
- Branding on Conference signage
- 1/4 Page Ad in Conference Handout
- Provided Attendee List
- Free Registration for 2

Bronze, \$1,500

- Included in Welcome Reception and recognized as a bronze sponsor
- Advertising on NAIRO website and all marketing material as bronze sponsor
- Tagging on all social media
- Branding on Conference signage
- Provided Attendee List
- Free Registration for 1

Branding /Ad Only \$250

- Branding in Annual Conference Handout (20 Slots)

Sponsorship Agreement Form

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As a Sponsor of the NAIRO Symposium, your logo will be included on all marketing materials once your Sponsorship payment has been received by NAIRO. Please forward a high resolution version of your logo (.ai or vector format) to admin@nairo.org at your earliest convenience but **no later than August 31, 2018**.

Please return the completed Sponsorship Agreement Form to admin@nairo.org along with Sponsorship payment by September 8, 2018. Sponsorship checks may be mailed to:

NAIRO

1659 State Hwy 46 West

Ste 115, #172

New Braunfels TX 78132.

Company/Organization:

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

Contact Name: _____

Title: _____

Address: _____

City: _____ State: _____ Zip: _____

Phone: _____ E-mail Address: _____

Sponsorship Payment:

You should already have received an invoice for Sponsorship along with a W9. Payment is due by September 8, 2018.

Table Assignment:

Tables will be assigned at the sole discretion of NAIRO and will be on a first-come, first-served basis.

Sponsorship Agreement Forms and Payment due September 8, 2018.



Sponsor Name Badge Order Form

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Return completed Sponsor Name Badge Order Form to admin@nairo.org by October 6, 2018.

Name badges are provided in the following quantities:

Platinum Sponsor - Registration for 5; Gold Sponsor - Registration for 4; Silver & Bronze Sponsor - Registration for 2.

If you are uncertain how many badges your Sponsorship allows, please contact admin@nairo.org for details.

BADGE #1:

First Name or Nickname _____ Full Name _____

Company Name _____

Company Location* _____

BADGE #2:

First Name or Nickname _____ Full Name _____

Company Name _____

Company Location* _____

BADGE #3:

First Name or Nickname _____ Full Name _____

Company Name _____

Company Location* _____

BADGE #4:

First Name or Nickname _____ Full Name _____

Company Name _____

Company Location* _____

BADGE #5:

First Name or Nickname _____ Full Name _____

Company Name _____

Company Location* _____

*A person's title may be substituted for company location. Please complete this form and return it via email to admin@nairo.org no later than October 6, 2018.

