

# 2025 ANNUAL SYMPOSIUM

## TRENDS IN THE REVIEW INDUSTRY THE GOOD, THE BAD, AND THE UGLY

**FEBRUARY 25 - 27**

**SCOTTSDALE, ARIZONA**

## SPONSOR PACKET

Here you will find everything needed to sponsor the:

### **2025 NAIRO Annual Symposium**

**"Trends in the Review Industry - The Good, the Bad, and the Ugly."**

**Highlighting the benefits, issues, and challenges in the  
current clinical review landscape.**

Please review all information prior to completing forms.  
As the Symposium program develops, we'll share additional info.  
In the meantime, let us know if we can provide assistance.  
Thank you for your support!

**NAIRO**

National Association of Independent Review Organizations

# SPONSOR INFORMATION AND REQUIREMENTS

## 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.

The theme for the three-day event is “Trends in the Review Industry - The Good, the Bad, and the Ugly,” Highlighting the benefits, issues, and challenges in today's healthcare clinical review landscape.

## SPONSOR TABLE DISPLAY

Each exhibit will consist of a table and up to two chairs. There is typically enough space for promotional items (brochures, Sponsor-provided logo overlay, etc.). We will have more details about backdrop dimensions and other display requirements as we approach the Symposium.

## SPONSOR TABLE SCHEDULE

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

## SPONSOR LOGO

A high resolution Sponsor logo is due to **admin@nairo.org** at your earliest possible convenience but no later than January 4, 2025 to be included in the Symposium Marketing Materials. NOTE: your logo will not be included until your Sponsorship payment has been received.

## SPONSORSHIP DEADLINES

- **Agreement form and Payment due January 4, 2025**
- **Sponsor logo due to admin@nairo.org January 4, 2025**
- **Registration form(s) for on-site attendee(s) by January 4, 2025**

## SYMPOSIUM REGISTRATION

Sponsors and exhibitors may register for the event online at [www.nairo.org](http://www.nairo.org). If your sponsorship package includes complimentary registration(s), you will be issued a discount code to be used with the online registration form.

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

# 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

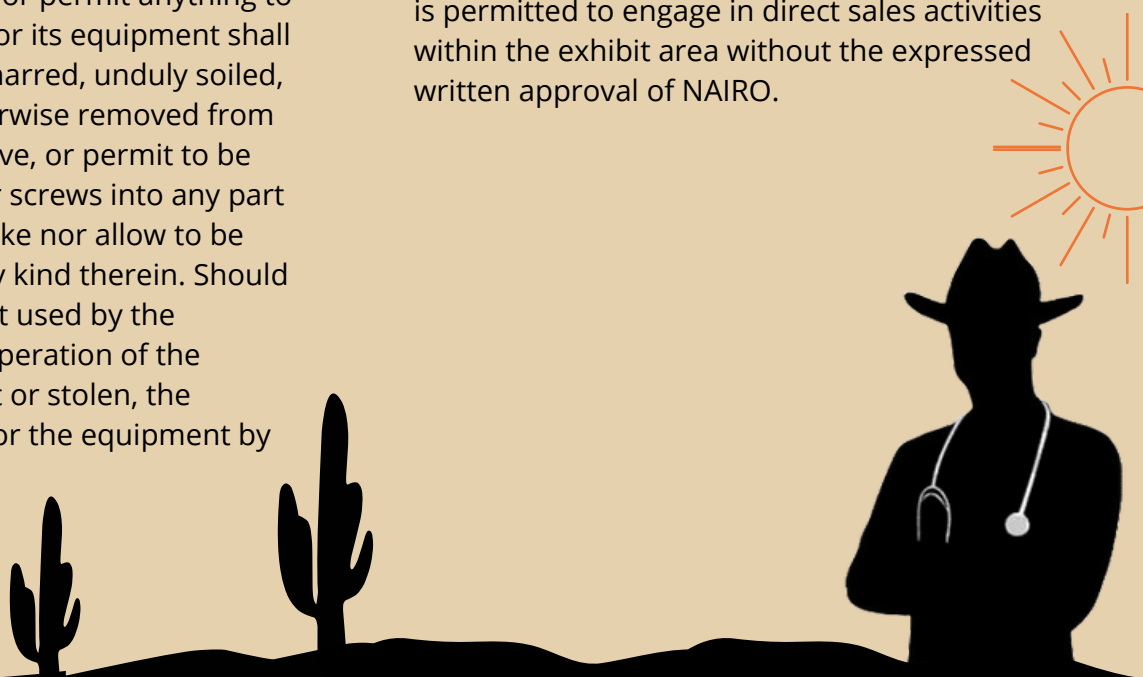
5. Public Policy: All companies or individuals exhibiting at the symposium are participating at the exclusive discretion of NAIRO and must abide by all local codes, rules, regulations and ordinances, including fire regulations, and must abide by the directions and instructions presented by official NAIRO 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 space is not officially open.

8. Use of Exhibition Space: Sponsors shall reflect their company's highest standards of professionalism while maintaining their tables during exhibit 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.





## EMBASSY SUITES BY HILTON PHOENIX- SCOTTSDALE 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 Friday, January 31, 2025.

Hotel reservations may be made, modified, or canceled by calling the venue. We will also have a custom booking link available on the NAIRO website.

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

Reservations Phone: **602-765-5800**

## REMINDER

**Reservations must be made on or before January 31, 2025 to qualify for group rates.**

## CONTACT INFORMATION

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

Hotel Contact Phone:  
**602-765-5800**

NAIRO Office contact  
**admin@nairo.org**

## PRE-SHIPING PROCEDURES

**Should you need to ship any items to the hotel prior to the Symposium, please contact our Conference Services Manager at: 602-765-5807.**

## ATTIRE

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

The average temperature in Scottsdale in February for a typical day ranges from a high of 70°F (21°C) to a low of 44°F (7°C). Some would describe it as mildly cool with a gentle breeze.

For comparison, the hottest month in Scottsdale, July, has days with highs of 107°F (41°C) and lows of 80°F (27°C). The coldest month, January has days with highs of 68°F (20°C) and lows of 42°F (6°C).



## SPONSOR LEVELS

~~Premier: \$15,000~~

**SOLD OUT**

~~1 available~~

- Inclusion in Member dinner with special recognition as an Official Symposium Premier Sponsor
- Included in Welcome Reception and recognized as Premier Sponsor
- Full advertising on NAIRO website and all marketing material as Premier Sponsor
- Inclusion on all social media and marketing events as a Premier Sponsor (Save the Date, Reminders, Open Invitations, announcements, etc.)
- Branding on Symposium signage
- Introduction at start of Symposium with opportunity for presentation and/or demonstration (10 minutes)
- Exhibit Table Display Opportunity (12ft table)
- Premier listing in Symposium Marketing efforts
- Provided attendee list
- Free Registration for 5

~~Gold - Dinner: \$10,000~~

**SOLD OUT**

~~1 available~~

- Inclusion in ALL marketing efforts for event
- Included in Welcome Reception and recognized as Gold Sponsor
- Full advertising on NAIRO website and all marketing material as Gold Sponsor
- Tagging on all social media
- Branding on Symposium signage
- Presentation Opportunity (10-minute max) during Symposium lunch
- Exhibit Table Display Opportunity (6ft table)
- Gold listing in Symposium Marketing efforts
- Provided attendee list
- Free Registration for 4
- Full branding and highlighting at the Symposium Banquet Dinner
- Presentation Opportunity (10-minute max) during Symposium dinner

~~Silver - Cocktail Reception: \$7,500~~

**SOLD OUT**

~~1 available~~

- Included in Welcome Reception and recognized as a Silver Sponsor
- Full advertising on NAIRO website and all marketing material as Silver sponsor
- Tagging on all social media
- Branding on Symposium signage
- Presentation Opportunity (10-minute max) during Symposium
- Silver listing in Symposium Marketing efforts
- Exhibit Table Display Opportunity (6ft table)
- Provided attendee list
- Free Registration for 3
- Full branding and highlighting at the pre-Banquet Cocktail Reception

~~Silver - Welcome Reception: \$7,500~~

**SOLD OUT**

~~1 available~~

- Included in Welcome Reception and recognized as a Silver Sponsor
- Full advertising on NAIRO website and all marketing material as Silver sponsor
- Tagging on all social media
- Branding on Symposium signage
- Presentation Opportunity (10-minute max) during Symposium
- Silver listing in Symposium Marketing efforts
- Exhibit Table Display Opportunity (6ft table)
- Provided attendee list
- Free Registration for 3
- Full branding and highlighting at the Symposium Welcome Reception



## SPONSOR LEVELS CTD.

### ~~Bronze - Lunch: \$5,000~~

~~2 available~~ **SOLD OUT**

- 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 Symposium signage
- Bronze listing in Symposium Marketing efforts
- Exhibit Table Display Opportunity (6ft table)
- Provided attendee list
- Full branding and highlighting at Lunch
- Free Registration for 2

### **Bronze - Breakfast: \$5,000**

**2 available**

- 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 Symposium signage
- Bronze listing in Symposium Marketing efforts
- Exhibit Table Display Opportunity (6ft table)
- Provided attendee list
- Full branding and highlighting at 1 Breakfast

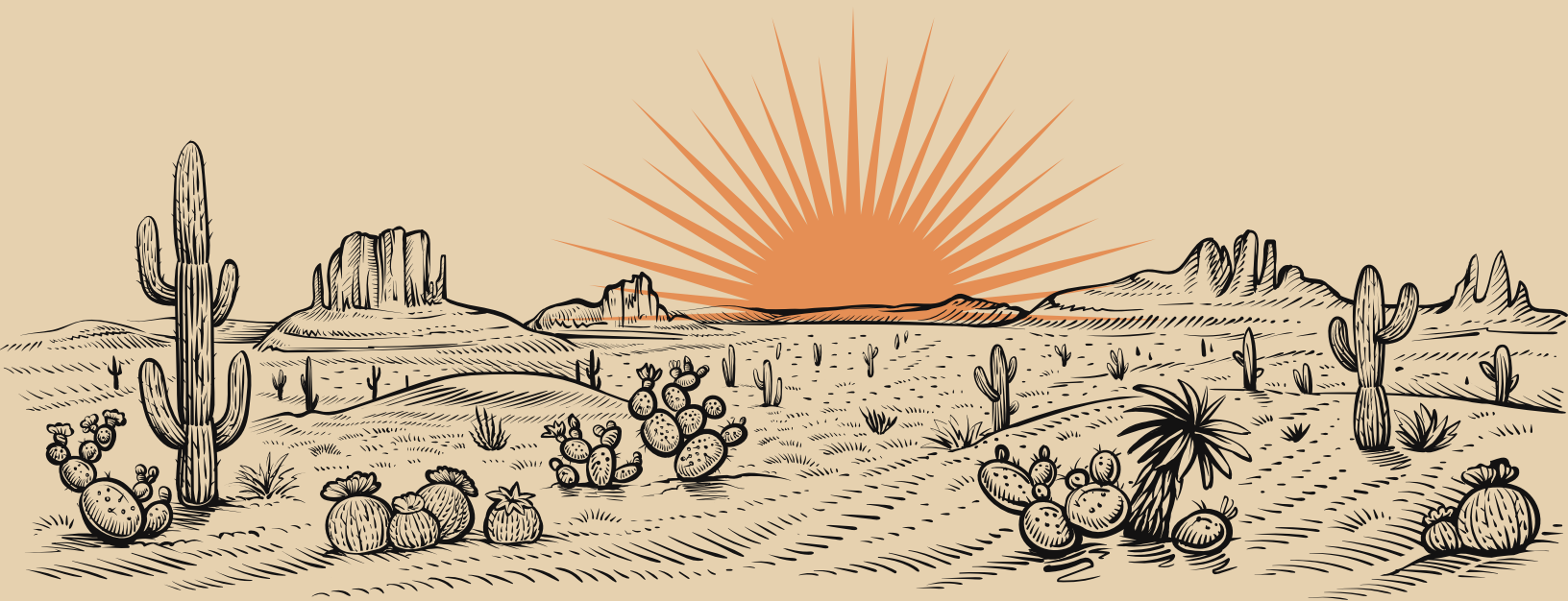
### **Branding / Ad Only: \$1,000**

**NAIRO Members only**

- Branding in Symposium Marketing efforts

### **Exhibitor: \$2,000**

- Exhibit Table Display Opportunity (6ft table)
- Branding in Symposium Marketing efforts
- Free Registration for 1



# SPONSORSHIP AGREEMENT FORM

## 2025 NAIRO Educational Symposium:

**"Trends in the Review Industry: The Good, the Bad, and the Ugly"**

**February 25-27, 2025 - Scottsdale, AZ**

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 to [admin@nairo.org](mailto:admin@nairo.org) at your earliest convenience but no later than January 4, 2025.

Please return the completed Sponsorship Agreement Form to [admin@nairo.org](mailto:admin@nairo.org) along with Sponsorship payment by January 4, 2025. Sponsorship checks may be mailed to:

### NAIRO

**230 Washington Avenue Extension**

**Suite 101**

**Albany, NY 12203**

## Company / Organization

(Please print exactly as name should appear in all marketing efforts)

Contact Name:

Title:

Address:

City:

State:

Zip:

Phone:

Email Address:

## Please select the sponsorship you are interested in:

- |  |   |  |
|--|---|--|
| <input type="checkbox"/> PREMIER: \$15,000           | <input type="checkbox"/> SILVER - Cocktail Reception: \$7,500 | <input type="checkbox"/> BRONZE - Breakfast: \$5,000 |
| <input type="checkbox"/> GOLD - Dinner: \$10,000     | <input type="checkbox"/> SILVER - Welcome Reception: \$7,500  | <input type="checkbox"/> BRONZE - Lunch: \$5,000     |
| <input type="checkbox"/> BRANDING / AD ONLY: \$1,000 | <input type="checkbox"/> EXHIBITOR: \$2,000                   |  |

## Sponsorship Payment

An invoice will be emailed to the designated contact listed above. Payment is due by January 4, 2025. Please note that check and ACH payments are preferred, however all major credit cards are accepted.

**Credit card payments will be assessed a 4% processing fee.**

## Table Assignment

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

**Sponsorship Agreement Forms and Payment due January 4, 2025.**



# SYMPOSIUM SCHEDULE

## Day 1: Tuesday, February 25

7:00am - 5:00pm	Registration
8:00am - 10:00 am	NAIRO Board and Membership Meeting
10:15am - 10:45pm	Welcome Session: Val Aiello, NAIRO President & Eric Hatfield NAIRO Vice President and Symposium Chair - Premier Sponsor Presentation
10:45am - 11:30am	Educational Session #1
11:40am - 1:00pm	Lunch
1:00 pm - 1:45 pm	Educational Session #2
1:45pm - 2:30pm	Educational Session #3
2:30pm - 3:00pm	Break
3:00pm - 3:45pm	Educational Session #4
5:00pm - 7:30pm	Welcome Reception Silver Reception Sponsor Presentation

## Day 2: Wednesday, February 26

8:00am - 9:00am	Breakfast / Registration
9:00am - 9:45 am	Educational Session #5
9:45am - 10:00am	Break
10:00am - 10:45am	Educational Session #6
10:45am - 11:30am	Educational Session #7
11:40am - 1:00pm	Lunch
1:00pm - 1:45pm	Educational Session #8
1:45pm - 2:30pm	Educational Session #9
2:30pm - 3:00pm	Break
3:00pm - 3:45pm	Educational Session #10
3:45pm - 4:30pm	Educational Session #11
5:30pm - 6:30pm	Cocktail Hour Silver Cocktail Hour Sponsor Presentation
6:30pm - 8:30pm	Dinner Gold Dinner Sponsor Presentation

## Day 3: Thursday, February 27

7:30am - 8:30am	Breakfast
8:30am - 9:15am	Educational Session #12
9:15am - 9:45am	Break
9:45am - 10:30am	Educational Session #13
10:30am - 10:45am	Give-aways
10:45am - 11:00am	Closing Remarks