SPONSORSHIP PROSPECTUS

WESTERN VASCULAR SOCIETY

VIRTUAL
35th ANNUAL MEETING
Sept. 27 – 29, 2020
LETTER FROM THE PROGRAM CHAIRPERSON

Dear Colleagues and Industry Friends,

Western Vascular is the largest regional vascular surgery meeting in the West with over 250 vascular surgeons, residents, fellows, medical students and industry representatives in attendance last year. This event features original research and studies submitted each spring from our expert membership. Our accepted abstracts have one of the highest rates of publication in the Journal of Vascular Surgery. In addition to the podium presentations this year, we will offer possible afternoon CME sessions, as well as a unique e-Poster presentations to allow for maximum participation.

We invite your company to join us in a program dedicated to the advancement of our profession and your technological innovations. Our scientific program represents an opportunity for a best-in-class meeting location that will foster member interaction and collaboration with industry - truly the hallmarks of the Western Vascular Society.

Sincerely,

Vincent L. Rowe, M.D., F.A.C.S.
Western Vascular Society 2020 Program Chairman
Professor of Surgery
Program Director, Integrated Vascular Surgery Residency and Fellowship
Division of Vascular Surgery and Endovascular Therapy
Keck School of Medicine at USC

BACKGROUND

The Western Vascular Society was established in October 22, 1984 with the specific purpose of advancing the art and science of vascular surgery, a goal that directly addresses competence, practice performance, and patient outcomes. Present in the boardroom were titans of vascular surgery who envisioned bringing together elite membership of vascular experts who were known contributors to academic literature and strong track records for presentation and publication.
REASONS TO SPONSOR
Build your brand. Strengthen your connections. Join us to network and socialize with vascular surgeons, guest physicians, trainees, students and allied health professionals and listen in on current developments and concerns in the world of vascular practice. In this prospectus you will find details about the venue, benefits of exhibiting and sponsorship, registration, services, as well as the rules and regulations governing the event.

WESTERN VASCULAR SOCIETY IS GRATEFUL FOR THE LOYAL SUPPORT OUR INDUSTRY SPONSORS:

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<th>PLATINUM</th>
<th>GOLD</th>
<th>SILVER</th>
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<td>Silk Road Medical</td>
<td>Endologix</td>
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<td>Cook Medical</td>
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<td>Janssen Pharmaceuticals, Inc.</td>
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OUR MEMBERS

Demographics

- Academic Institution 52%
- Private Practice 35%
- Combination 9%
- Retired 4%

Types of Practice

- Complex Deep Venous Reconstruction 20%
- Aortic Dissection/Acute Aortic 18%
- Limb Salvage Program 17%
- Dialysis Access 12%
- Thoracic Outlet Management 10%
- DVT/PE Treatment 9%
- Spine Access Surgery 7%
- Advances in Venous Ablation 7%

Regional Representation

- California 47%
- Washington 13%
- Central States 10%
- Utah & Nevada 6%
- Arizona 5%
- East Coast States 5%
- Oregon 5%
- Hawaii 4%
- British Columbia 2%
- Texas & New Mexico 2%
- International 1%
**EXHIBIT OPPORTUNITIES, FEES, AND DEADLINES**

Your exhibit fees allow the Society to offer outstanding educational and social programs for our growing membership and helps to fund travel assistance and special programs for all residents, fellows, students and trainees to attend the Annual Meeting. As an exhibitor, representatives are invited and encouraged to attend sessions and all of the social events being held during the meeting.

**Tabletop Exhibits**

Please note, space is limited to 15 companies this year. All exhibits consist of one (1) 6’ table and two (2) chairs. No free standing equipment will be permitted. Exhibit spaces will be assigned based the choices listed on the application. Preference of space assignments will be given to Platinum, Gold, then Silver exhibitors and previous sponsors and exhibitors. The WVS reserves the right to alter the floor plan at any time.

**Entertainment or Social Activities/Unofficial Satellite Events**

Western Vascular Society will coordinate scheduling and space release for exhibitor meetings and symposium. No functions may be scheduled to conflict with the Western Vascular Society Annual Meeting networking events, scientific sessions, and exhibit program. Companies wishing to invite meeting attendees to restaurants or other functions must do so following the official conclusion of WVS events. Failure to comply with this tenant will be grounds to ban the company from any future events.

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**Exhibit Hall Location, Dates, and Hours**

The exhibit hall in the meeting app opens with a Welcome Reception on Sunday, September 27.

**Virtual Meeting Hours**

- **Sunday, September 27:** 7:00 am - 12:00 pm
  5:00pm - 7:00 pm
- **Monday, September 28:** 7:00 am - 12:00 pm
- **Tuesday, September 29:** 7:00 am - 12:00 pm

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**Optional Events**

Western Vascular Society welcomes you to attend all meeting functions. Please review the Advance Program for all details. If you wish to sign up for virtual golf, virtual 5k run with Dr. Rigberg, or Getty Museum tours please email registrar Fin Gross at admin@surgicalcs.com.
EXHIBIT OPPORTUNITY LEVELS

Technology Sponsor - $20,000
Western Vascular Society is teaming up with a technology partner (to be named by June 10, 2020) to host our online meeting platform. This opportunity includes a platinum sponsorship and naming rights (i.e., “WVS Virtual Meeting Platform brought to you by XX” or “XX Virtual Platform”). This is available to one company only and will be granted on a first-committal basis. Unlimited number of sponsor registrations and all benefits below.

Platinum Sponsor Benefits - $15,000
1. Top billing placement (top of site, largest icons) of booth in virtual exhibitor hall
2. ePoster session, breakfast or lunch symposium on virtual meeting before session content
3. Company logo on fun run or golf tournament merchandise
4. Free inclusion of printed, branded materials in the conference package mailed to first 50 members registered
5. 10 free admissions to the virtual conference ($450 value each)
6. Live conferencing ability with participants on 9/27 and 9/29
7. Two 3-minute videos posted within your virtual booth (in addition to 2 clickable information links and images)
8. Banner ad on conference app
9. Acknowledgement on all printed conference collateral and emails to members
10. Banner ad on WVS website for 6 months (beginning 9/1/20)
11. Two social media blasts (Facebook and Twitter)
12. Sponsored panel discussion to be held virtually between 9/20/20 and 12/31/20
13. Mention in printed program book

Gold Sponsor Benefits – $10,000
1. Secondary (just below platinum) exhibitor hall booth placement and logo placement
2. 5 admissions to the virtual conference ($450 value each)
3. Live conferencing ability with participants on 9/27 and 9/29
4. One 3-minute video posted within virtual booth (in addition to up to 6 clickable information links and images)
5. Mention in printed program book
6. Banner ad on WVS website for 90 days (beginning 10/1/20)
7. One social media blast (Facebook and Twitter)

Silver Sponsor Benefits - $7,500
1. 3rd-tier placement of booth in virtual exhibitor hall and prominent logo placement
2. 2 admissions to the virtual conference ($450 value each)
3. Live conferencing ability with participants on 9/27 and 9/28
4. Small banner ad on conference website
5. Virtual exhibitor hall booth
6. Mention in print program book

Start Up Virtual Exhibitor - $2,000
(we have never had the chance to include smaller companies!)
Your company or product listed within the virtual exhibit hall with a clickable link through to your company’s (or product’s) site. This is only available to companies that have never exhibited at Western Vascular Society. One registration for the meeting included.

ADDITIONAL OPPORTUNITIES

Virtual Golf Tournament or 5K Run Sponsor - $1,500
This is an additional charge to any sponsorship package, but will count towards your overall sponsorship level.

Registration Swag Box Inserts ($500)
Exhibitors may provide literature or merchandise to be sent in a swag box to first 50 WVS members who register by 9/1/2020. All materials must be approved by WVS in advance. Postage premium charges may apply.

This pricing will allow the sponsors 30% - 50% discount on live meeting support plus they will not have to pay for travel etc.
BENEFITS OF PARTICIPATING
The exhibitor showcase is a great place to network with attendees, but how do you stand out in the crowd? By sponsoring a booth, marketing support or educational grant you draw attention to your company’s commitment to the WVS mission. Your contribution will be highlighted on signage, in the program book, and on rotating slides within the scientific sessions, as well as verbal recognition from the podium.

Marketing Support Opportunities
In keeping with the guidelines set forth by the ACCME stating that the selling of advertising is a business transaction entirely separate from the acceptance of commercial support for accredited CME. Please consider the following options for highlighting your company at the Western Vascular Society.

Industry Satellite Symposia
Non CME Symposium Lunch or Breakfast Symposium proposals from Platinum Sponsors should include speaker and topics. Cost of symposium will reflect industry standards and include food and beverage, promotion, invitations, signage, and AV. Program Committee will review these proposals and confirm successful applicants by August 1.

Educational Grant Opportunities
After review of the final program if our focus aligns with your company’s educational mission please contact our offices to provide instructions on grant applications. Educational grants are used for free wifi for attendees, printing, ePoster kiosks (no logos), speaker honorariums, and attendee meals or social events. Note that with educational grant, the industry partner receives only an acknowledgement of the donation on the program, signs and rotating meeting slides.

APPLICATION AND PAYMENT
Submit your application online using this link.

Virtual space will be assigned in order in which contract is received with full payment. Checks should be made payable to Western Vascular Society and mailed with the application for exhibit space to: Western Vascular Society 1411 5th St. Anacortes, WA 98221. Credit cards are also accepted for payment of exhibit fees but subject to 5% handling fee to cover society merchant costs.

Important Information: The Society regrets that it cannot allow companies to participate if fees are outstanding following the 08/20/2020 deadline. In fairness to the companies who support this meeting loyally at no time does the Society offer discounted exhibitor fees.

REFUNDS AND CANCELLATIONS
Cancellations must be received in writing by 08/20/2020. All refunds in exhibit fees are subject to a 25% administrative fee. There will be no refunds for cancellations received after deadline unless space can be resold to another company at the same level of participation.
Request for Taxpayer Identification Number and Certification

Give Form to the requester. Do not send to the IRS.

1 Name (as shown on your income tax return). Name is required on this line; do not leave this line blank:
WESTERN VASCULAR SOCIETY

2 Business name/disregarded sole name, if different from above

Check appropriate box for federal tax classification of the person whose name is entered on line 1. Check only one of the following seven boxes:

☐ Individual sole proprietor or single-member LLC
☐ C Corporation
☐ S Corporation
☐ Partnership
☐ Trust/estate
☐ Limited liability company. Enter the tax classification (C=C corporation, S=S corporation, P=Partnership).

Note: Check the appropriate box in the line above for the tax classification of the single-member owner. Do not check LLC if the LLC is classified as a single-member LLC that is disregarded from the owner unless the owner of the LLC is another LLC that is disregarded from the owner for U.S. federal tax purposes. Otherwise, a single-member LLC that is disregarded from the owner should check the appropriate box for the tax classification of its owner.

☐ Other (see instructions)

5 Address (number, street, and apt. or suite no.) See instructions.
1411 5TH ST
ANACORTES, WA 98221

6 City, state, and ZIP code

7 List account number(s) here (optional)

Part I Taxpayer Identification Number (TIN)

Enter your TIN in the appropriate box. The TIN provided must match the name given on line 1 to avoid backup withholding. For individuals, this is generally your social security number (SSN). However, for a resident alien, sole proprietor, or disregarded entity, see the instructions for Part I, later. For other entities, it is your employer identification number (EIN). If you do not have a number, see How to get a TIN, later.

Social security number

Employer identification number

Part II Certification

Under penalties of perjury, I certify that:

1. The number shown on this form is my correct taxpayer identification number (or I am waiting for a number to be issued to me); and

2. I am not subject to backup withholding because: (a) I am exempt from backup withholding; or (b) I have not been notified by the Internal Revenue Service (IRS) that I am subject to backup withholding as a result of a failure to report all interest or dividends, or (c) the IRS has notified me that I am no longer subject to backup withholding; and

3. I am a U.S. citizen or other U.S. person (defined below); and

4. The FATCA code(s) entered on this form (if any) indicating that I am exempt from FATCA reporting is correct.

Certification instructions. You must cross out item 2 above if you have been notified by the IRS that you are currently subject to backup withholding because you failed to report all interest and dividends on your tax return. For real estate transactions, item 2 does not apply. For mortgage interest paid, acquisition or abandonment of secured property, cancellation of debt, contributions to an individual retirement arrangement (IRA), and generally, payments other than interest and dividends, you are not required to sign the certification, but you must provide your correct TIN. See the instructions for Part II, later.

Sign

Signature of U.S. person

Date

General Instructions

Section references are to the Internal Revenue Code unless otherwise noted.

Future developments. For the latest information about developments related to Form W-9 and its instructions, such as legislation enacted after they were published, go to www.irs.gov/FormW9.

Purpose of Form

An individual or entity (Form W-9 requester) who is required to file an information return with the IRS must obtain your correct taxpayer identification number (TIN), individual taxpayer identification number (ITIN), adoption taxpayer identification number (ATIN), or employer identification number (EIN), to report on an information return the amount paid to you, or other amount reportable on an information return. Examples of information returns include, but are not limited to, the following.

- Form 1099-INT (interest earned or paid)
- Form 1099-DIV (dividends, including those from stocks or mutual funds)
- Form 1099-MISC (various types of income, prizes, awards, or gross proceeds)
- Form 1099-SS (stock or mutual fund sales and certain other transactions by brokers)
- Form 1099-S (proceeds from real estate transactions)
- Form 1099-K (merchant card and third-party network transactions)
- Form 1098 (home mortgage interest), 1098-E (student loan interest), 1098-T (tuition)
- Form 1098-C (canceled debt)
- Form 1099-A (acquisition or abandonment of secured property)

Use Form W-9 only if you are a U.S. person (including a resident alien), to provide your correct TIN.

If you do not return Form W-9 to the requester with a TIN, you might be subject to backup withholding. See What is backup withholding, later.
EXHIBITOR CONTRACT

EXHIBITOR DETAILS AND FEE
Exhibiting companies will be given a 6’ tabletop display, along with recognition in the final program, meeting signage and Western Vascular Society website. ACCME Note: Providers must ensure that their learners can participate in educational activities without seeing, reading or hearing promotional or marketing information from commercial interests. Furthermore, accredited providers must ensure that the selling of advertising or virtual exhibit space is a business transaction entirely separate from the acceptance of commercial support for accredited CME.

COMPANY NAME (Please list exactly as you would like it to appear on the recognition signage and name badges) | CONTACT NAME
---|---

MAILING ADDRESS | CITY, STATE, ZIP

CONTACT PHONE NUMBER | E-MAIL ADDRESS

EXHIBITOR
Silver Exhibitor (2 representatives) | $________
Gold Sponsor (3 representatives) | $________
Platinum Sponsor (5 representatives) | $________
Marketing Item | $________

TOTAL DUE | $________

EXHIBIT SPECIAL REQUESTS
Each exhibiting company will receive a 6’ tabletop display. Any additional requests will be at the individual company’s expense.

☐ Electrical  ☐ Telephone  ☐ High Speed Internet Access

LIST COMPANIES YOU WOULD PREFER TO NOT BE LOCATED IN PROXIMITY TO

PAYMENT INFORMATION
☐ Check — payable to WVS and mailed to address listed above. Tax ID #: 95-3980802
☐ Credit Card — Indicate credit card to be charged.
☐ AmEx  ☐ MC  ☐ VISA  ☐ Discover

NAME AS IT APPEARS ON CARD

CARD NUMBER | EXPIRATION DATE | SECURITY CODE
---|---|---

SIGNATURE

STREET ADDRESS AND ZIP CODE CREDIT CARD STATEMENTS ARE SENT TO

REGISTRATION
Please list the representatives that will be attending as per your sponsorship level above.

__________________________________________  ___________________________________________