



SPONSORSHIP PROSPECTUS



WESTERN VASCULAR SOCIETY

38th ANNUAL MEETING

September 9-12, 2023

Grand Hyatt

Kauai, HI



WESTERN
VASCULAR
SOCIETY



LETTER FROM THE 2023 PROGRAM CHAIR

ELINA QUIROGA, MD, MPH

Program Director

UW Vascular Integrated Residency and Fellowship Program



Hello Western Vascular Community!

We are so excited to continue to raise the bar as we plan the 38th Western Vascular Society Annual Meeting for September 9-12, 2023 at the Grand Hyatt, Kauai.

As always, we plan to feature original research and studies from our expert membership.

INTRODUCTION AND OVERVIEW

Western Vascular Society Annual Meeting is the place to meet the decision makers in vascular surgery September 9-12, 2023.

The values of this regional vascular society promote the highest standards of current surgical practice and embrace a new generation of surgeons as they push the frontiers of excellence in vascular surgical care. As an exhibitor, you will enjoy many opportunities for networking with attendees and speakers.

Don't miss this opportunity to enhance your relationships with your existing customers in the western region and develop new prospects. Each year participants from the western states (including Hawaii and Alaska), western Canadian provinces, and the Pacific Rim, attend this event. Dedicated to furthering excellence in clinical care, contributions to vascular science, and education, our Program Committee and the Executive Council plan an excellent scientific program, year after year, with expanded CME offerings and opportunity for Self-Assessment Credit in joint partnership with the Amedco.

We invite you all to as in the largest vascular surgery scientific meeting in the western region. Our scientific program represents an outstanding educational opportunity, and the best-in-class meeting location will foster member interaction and collaboration - truly the hallmarks of the WVS.

I know this past year has brought many of you uncertain challenges. As a vascular community we continue to thrive and look towards a year full of possibilities. As 2023 Program Chair, I have the honor to welcome you to contribute to the largest vascular surgery scientific meeting in the western region. Our comprehensive scientific program represents a unique educational opportunity, and the best-in-class meeting location we hope will foster member interaction and collaboration - truly the hallmarks of the WVS. Let's celebrate our members and our scientific progress together.

I look forward to seeing you all in Hawaii.

Sincerely,

Elina Quiroga, MD

WVS Program Committee Chair

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:

PLATINUM SPONSORS

Abbott Vascular
Cook Medical
Medtronic
Terumo Aortic
W.L. Gore & Associates

GOLD SPONSORS

Boston Scientific
Endologix
Medtronic Peripheral
Silk Road Medical
VIZ.ai

SILVER SPONSORS

BD
Cydar Medical
Getinge
Penumbra
Shockwave Medical



OUR MEMBERSHIP

Demographics



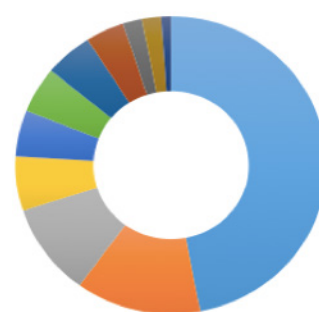
- Academic Institution 52%
- Private Practice 35%
- Combination 9%
- Retired 4%

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.

Exhibit Hall Location, Dates, and Hours

The exhibit hall opens with a Welcome Reception on Saturday, September 9.

Exhibit Hours

Saturday, September 9	7:00 am – 12:00 pm	Set Up
	5:00 pm – 7:00 pm	Welcome Reception
Sunday, September 10	7:00 am – 12:00 pm	Exhibits Open
Monday, September 11	7:00 am – 12:00 pm	Exhibits Open
Tuesday, September 12	7:00 am – 12:00 pm	Exhibits Open



WESTERN VASCULAR SOCIETY

OPTIONAL EVENTS

Western Vascular Society welcomes you to attend any optional event. Opportunities to golf and join the surgeons for networking at receptions are open as always! Please review the Advance Program for all details.



#leadership





EXHIBIT OPPORTUNITY LEVELS

Platinum Plus Sponsor - \$25,000

Western Vascular Society offers this opportunity to support the Diversity, Equity and Inclusion Committee and the Vascular Surgery Interest Group in their efforts to support the growth of their stated mission. This company also will receive all the benefits of a Platinum Sponsor as listed below.

Platinum Sponsor Benefits - \$20,000

1. Top billing placement (top of site, largest icons) of booth in exhibitor hall and website
2. Five registrations for company representatives
3. Five hotel room reservations
4. Acknowledgment on meeting signage and program book
5. Two social media blasts (LinkedIn, Facebook and Twitter)
6. Mention from podium, rotating slides, signage, website during program and business meeting.

SPONSORSHIP OPPORTUNITIES

(can be added to platinum only)

Saturday Rapid Fire Session

Welcome Reception - \$25,000

Option to host all attendees at the opening session of the meeting includes all AV and food and beverage.

Monday Breakfast Symposium Sponsor - \$15,000

Contributions to the Diversity, Equity and Inclusion Symposium are acknowledged in program and podium mention. This can be done with educational grant or marketing funds.

Monday Breakfast Sponsor - \$10,000

Platinum Sponsors may choose this additional feature which includes all AV and food and beverage for a 30 minute company specific symposium.

Gold Sponsor Benefits – \$12,000

1. Secondary exhibitor hall booth placement and logo placement
2. Three registrations to conference
3. Three hotel room reservations
4. Mention in printed program book, podium and signage
5. One social media blast (LinkedIn, Facebook or Twitter)

Silver Sponsor Benefits - \$8,000

1. 3rd-tier placement of booth in exhibitor hall and prominent logo placement
2. 1 hotel reservation and one meeting registration
3. Logo on conference website
4. Mention in print program book, podium and signage

ADDITIONAL OPPORTUNITIES

Tuesday Breakfast Symposium Sponsor - \$15,000

This includes all AV and food and beverage. Company supplies signage and invitations. Slides and speaker must be approved by Program Committee by August 16.

Presidential Banquet Sponsor - \$20,000

Contributions to the banquet to celebrate the Vincent Rowe, M.D. President of WVS includes 5 tickets to attend and sponsorship rights for the event. Signage includes step and repeat banner, photo booth, and entertainment. Company will be presented with acknowledgment at the banquet and commemorative photo with President Dr. Wei Zhou.

Robert Hye Memorial Resident Research Sponsor

Any amount donated to the resident research competition can be made for acknowledgment on meeting slides.



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, speaker honorariums, and attendee meals or social events. Note that with educational grant, the industry partner receives an acknowledgment of the donation on the program, signs and rotating meeting slides.

Protocol—please read!

To ensure a positive attendee and sponsor experience we discourage external industry events on the property at the surrounding venues from September 9-12, 2023.

Companies who bring extra representatives or participate in the hosting events outside the Western Vascular Society programming to draw attendees away from official events will be excused from the exhibit hall and barred from future exhibit or sponsorship at the meeting.



APPLICATION AND PAYMENT

Virtual and live 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 08/16/2023 deadline. In fairness to the companies who support this meeting loyally at no time does the Society offer discounted exhibitor fees. Only companies that have paid in full will be provided a housing block link.

REFUNDS AND CANCELLATIONS

Cancellations must be received in writing by 08/16/2023. 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.



EXHIBITOR CONTRACT

EXHIBITOR DETAILS AND FEES

Exhibiting companies will be given a 6' tabletop display, along with recognition in the final program, rotating slides, meeting signage and logo featured on the Western Vascular Society website.

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

EXHIBIT LEVELS

Silver Exhibitor: \$8,000 (1 representative) \$ _____

Gold Sponsor: \$12,000 (3 representatives) \$ _____

Platinum Sponsor: \$20,000 (5 representatives) \$ _____

Marketing Item \$ _____

TOTAL DUE \$ _____

Please complete all sections and return via email to:

Western Vascular Society

1411 5th St., Anacortes, WA 98221

QUESTIONS?

Telephone: 360-420-6906

Fax: 360-261-6077

Email: heather@surgicalcs.com

Web: www.westernvascular.org

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 names and emails that will be attending as per your sponsorship level above.

_____	_____
_____	_____

Request for Taxpayer Identification Number and Certification

► Go to www.irs.gov/FormW9 for instructions and the latest information.

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

Print or type. See Specific Instructions on page 3.	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 entity name, if different from above	
	3 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. <input type="checkbox"/> Individual/sole proprietor or single-member LLC <input checked="" type="checkbox"/> C Corporation <input type="checkbox"/> S Corporation <input type="checkbox"/> Partnership <input type="checkbox"/> Trust/estate <input type="checkbox"/> 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 not 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. <input type="checkbox"/> Other (see instructions) ►	4 Exemptions (codes apply only to certain entities, not individuals; see instructions on page 3): Exempt payee code (if any) _____ Exemption from FATCA reporting code (if any) _____ <small>(Applies to accounts maintained outside the U.S.)</small>
	5 Address (number, street, and apt. or suite no.) See instructions. 1411 5th St.	Requester's name and address (optional)
	6 City, state, and ZIP code Anacortes, WA, 98221	
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.

Note: If the account is in more than one name, see the instructions for line 1. Also see *What Name and Number To Give the Requester* for guidelines on whose number to enter.

Social security number									
				-					
or									
Employer identification number									
9	5		-	3	9	8	0	8	0

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 have 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 Here	Signature of U.S. person ► 	Date ► 01.01.2023
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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) which may be your social security number (SSN), 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-B (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 1099-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.