Exhibitor Prospectus

Ernest N. Morial Convention Center—Hall B-1
New Orleans, Louisiana

NHIA Exposition—March 21 - 23, 2016
(NHIA Annual Conference—March 21 - 24, 2016)
**Exhibit at the NHIA Annual Conference?**

When you exhibit at the 2016 NHIA Annual Conference & Exposition, you are a valued partner in creating a positive, prosperous and dynamic experience for all attendees. We look forward to building upon this fellowship throughout the years—and recognize you as an integral component to the overall success of the conference...and the field!

Whether you’re a first-time exhibitor or a veteran, you will share immediate and direct access to the key decision-makers in the home and specialty infusion therapy industry.

The below figures reflect data from the 2014 NHIA Annual Conference & Exposition:

- **Over 71%** of NHIA attendees have decision-making authority for purchasing
- **88%** of attendees rate the exhibit hall hours, quality and quantity as “very good” or “excellent”
- **Given the cost and time out of the office, 99%** of attendees report that attending the NHIA Annual Conference & Exposition is a wise business decision
- **62%** of attendees have 11 or more years experience in the infusion industry
- **63%** indicate their organization has an annual revenue greater than $3 million (with 31% greater than $30 million)
- **100%** of attendees affirm they or their organization plan to make a major purchase in the next year

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**General Exhibit Information**

**Exhibit Schedule (preliminary*)**

- Monday, March 21 5:30 - 7:30 p.m.
- Tuesday, March 22 11:45 a.m. - 3:15 p.m.
- Wednesday, March 23 12:15 - 2:45 p.m.

* Additional information regarding finalized exhibit hours will be provided in Exhibitor Newsletters and the Exhibitor Kit.

**Booth Application and Payment**

To reserve your booth location AFTER the 2015 NHIA Annual Conference, complete the enclosed Enclosed for Exhibit Space. Booth space is $37.50 per square foot or $3,750 plus $100 for corner locations. A 50% deposit of the rental for booth space(s) requested must accompany your contract. The balance of the booth rental must be paid on or before December 22, 2015. After December 22, 2015, contracts must be submitted with full payment.

**Ernest N. Morial Convention Center—Hall B-1**

Exhibits will be located in Hall B-1. Ceiling height is limited to 18’ high and there are a limited number of columns in the exhibit area. Please note this when requesting booth space. The exhibit hall is not carpeted.

**Exhibit Inclusions**

Standard 8’ booth backgrounds and 3’ side rails, decorated with draperies, an identification sign, general exhibit hall cleaning, overall hall security guard service, complimentary NHIA Exposition promotion in the Annual Conference brochure, complimentary box lunch on March 22 and 23 and four [4] complimentary exhibitor badges (for booth staff only) per 10’ x 10’ booth for NHIA Business Firm Members (three [3] for non-members) per 10’ x 10’ booth for NHIA Business Firm Members (three [3] such complimentary exhibitor badges per 10’ x 10’ booth for non-members), which include all educational programs and eligibility for CE credit.

**Space Assignment and Confirmation**

Booth dimensions are 10’ x 10’ unless otherwise noted. Assignment of exhibit space will be made on a first-come, first-served basis according to the order of receipt of contracts and deposits, beginning with assignment first of all NHIA Business Firm Member booth locations, followed by non-member exhibitors. Assignments will begin July 7, 2015, for companies who have submitted their contract and deposit. Exhibitors will also receive Exhibitor Newsletters via email mid-to late-December 2015, with additional details about exhibiting.

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**Exhibitor Registration and Badges**

NHIA will provide four [4] complimentary exhibitor badges (for booth staff only) for NHIA Business Firm Members (three [3] for non-members) per 10’ x 10’ booth. Exhibitors requesting more than the above designated exhibitor badges per 10’ x 10’ booth will receive a specially reduced registration rate per person. Such exhibitor badges permit access to all educational programs. Additional information regarding registration will be provided in Exhibitor Newsletters. See the “Registration of Exhibitors/Personnel” clause for full requirements, parameters and limitations related to booth staff personnel and registrations (complimentary or paid).

**Exhibitor Service Manual**

An Exhibitor Kit providing information about ordering drayage, electrical services, furniture rental, labor, etc., with a complete list of charges, will be emailed to exhibitors two (2) months prior to the conference. Manuals are emailed to the person identified on the exhibit contract.

**Installation and Dismantling of Exhibits**

Installation and dismantling will occur as outlined in the enclosed NHIA Exposition Rules and Regulations. Additional information regarding installation and dismantling will be provided in Exhibitor Newsletters and the Exhibitor Kit.

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**Key NHIA Staff Contacts**

**Trish Adair**  
Senior Director of Member Value & Relations  
Patricia.Adair@nhia.org  
703-838-2668

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**But don’t just take our word for it...**

Every year I look forward to attending the NHIA Annual Conference. There are many advantages for individuals, but for Advantage Reimbursement the Exposition is truly invaluable for our business. It gives us the opportunity to connect with existing customers, and meet hundreds of prospects face-to-face in a few days! It’s a win/win!

**Jeanne M. Lugli**  
General Manager  
Mediware Reimbursement Services

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B. Braun truly values our partnership with NHIA and the home infusion industry. B. Braun has been a long-time supporter of NHIA’s programs and the annual conference is a priority meeting for us, as it provides us with the unique opportunity to engage with and inform our customers about our new products and services. In addition, the valuable education and industry updates allow us to understand what we need to do to service the market even better.

**Don Nymbarg**  
Vice President, OPM Division  
B. Braun Medical Inc.
Who SHOULD EXHIBIT?

Any company that provides:
✔ Software for Billing and Reimbursement
✔ Infusion Pumps and Equipment
✔ Medical Supplies and Devices Used for Infusion Therapy
✔ Medical Couriers
✔ Medication Infused in the Alternate-Site
✔ Group Purchasing
✔ Acquisition and Financial Services
✔ Strategic and Other Consulting Services for the Home and Specialty Therapy Infusion Field
✔ USP <797> Pharmacy Compliance-Related Equipment and Supplies

Who are the NHIA Annual Conference Attendees?

Areas of Practice
- Clinical Nursing
- Clinical Pharmacy
- Consultant
- Sr. Management/Owner
- Registered Dietitian
- Reimbursement
- Quality/Performance Improvement
- Sales/Marketing
- Other

Years in Home and Specialty Infusion Therapy Industry
- Less Than 1 Year: 10%
- 1-5 Years: 16%
- 6-10 Years: 12%
- 11-15 Years: 11%
- More Than 15 Years: 51%

Type of Home and Specialty Infusion Therapy Organization
- Independent Local: 24%
- Regional: 11%
- Ambulatory Infusion Center: 12%
- Hospital Affiliated: 18%
- National: 22%
- Consultant: 3%
- Other: 10%

*Attendees were asked to “select all that apply”

Size of Home and Specialty Infusion Therapy Organization (Annual Revenue)
- < $1 million: 18%
- $1 - 2.99 million: 19%
- $3 - 14.99 million: 22%
- $15 - 29.99 million: 10%
- $30 - 999.99 million: 18%
- > $1 billion: 13%

Note: Above figures reflect data from the 2014 NHIA Annual Conference & Exposition.

Exhibitors from 2015 NHIA Annual Conference & Exposition

All companies identified in PURPLE are NHIA Business Firm Members

2G Medical
3M Health Care
Accreditation Commission for Health Care (ACHC)
Actavis Pharma Inc.
Acute Care Pharmaceuticals
Adepto Medical
Advantage Reimbursement, LLC
Akorn, Inc
Amsino International
Armada Health Care
ASD Healthcare
Associates of Cape Cod
Attentus Medical Sales, Inc.
B. Braun Medical
Bard Access Systems
Baxter Healthcare Corporation
BD
BDI Pharma
Bio-Products Laboratory USA, Inc.
BioCARE
Bottom Line Systems
The Braff Group
Brighttree LLC
Cardinal Health
CareFusion
Centurion Medical Products
Charles River Laboratories
Clinical Resources, Inc.

Cold Chain Technologies
The Compliance Team
Contec, Inc
Coram CVS/specialty infusion services
Covidien
CSL Behring
Cubist Pharmaceuticals
Decon Labs, Inc
Disposal Technologies
Dynalabs
EMED Technologies Corporation
ENV Services, Inc.
Excelsior Medical Corp.
FFF Enterprises
Fluonic, Inc.
Fresenius Kabi USA, LLC
Genesco Laboratories
Germfree Labs
Grifols USA, Inc.
H.D. Smith, LLC
Hampton House Medical Inc.
Health Care Logistics
Healthcare Quality Association on Accreditation
Hospira
Immunoglobulin National Society
InfuSystem
Innovatix, LLC
Integrated Medical Systems, Inc.

Intra Pump Infusion Systems
Janssen Biotech, Inc.
JMS North America Corporation
The Joint Commission
LincWare
Managed Health Care Associates, Inc.
McKesson Corporation
MedCall RX
Medela, Inc.
MedFORCE Technologies, Inc.
Medical Accounts Receivable Solutions, Inc. (MARS)
Medical Specialties Distributors, LLC (MSD)
Medicare Contractors
Medware Information Systems
MedKeeper
Merck & Co.
Modular Cleanrooms, Inc.
Moog Medical Devices
Nestlé Health Science
Nexus Medical
NuAire, Inc.
Octapharma USA, Inc.
The Oley Foundation
Paragon Ventures
PCCA
Pharmacists Mutual Companies

Pharmacy OneSource Wolters
Kluwer Health
PlayMaker CRM
Progressive Medical, Inc.
Protex Medical Products, Inc.
Providence Packaging
PROVISTA
Reimbursement Concepts
Relia-Source, LLC
RMS Medical Products
Rock-Pond Solutions
Runzheimer International
Samson Medical Technologies, LLC
Sharps Compliance, Inc.
Smiths Medical
Specialty Pharmacy Continuum
Strategic Healthcare Programs
TANYR Healthcare, LLC
Texwipe
Tric Medical Products
Trinity Sterile, Inc.
Universal Software Solutions
VGM Home Infusion
Walgreens Infusion Services
WalkMed Infusion
Winfield Laboratories
Wolf Medical Supply, Inc.
Zyno Medical
Ernest N. Morial Convention Center— Hall B1
NHIA Exposition—March 21-23, 2016

(Please Print All Sections Clearly and Make a Copy for Your Records)

Primary/Corporate Contact:
☐ Check here to receive all conference material
Company : ________________________________ Contact Name/Title: __________________________________________
Address: ______________________________________________________________________________________________
City: _____________________________________________________ State: ____________ Zip: _______________________
Telephone: _________________________________________ Email: ______________________________________________

Additional Conference Contact:
☐ Check here to receive all conference material
Company : ________________________________ Contact Name/Title: __________________________________________
Address: ______________________________________________________________________________________________
City: _____________________________________________________ State: ____________ Zip: _______________________
Telephone: _________________________________________ Email: ______________________________________________

We agree to abide by all the NHIA Exposition Rules and Regulations governing the Conference as outlined in the 2016 Exhibitor Prospectus. We further agree that if, in the judgment of NHIA, it becomes necessary to change the original allocation of space, NHIA may do so by notification to the authorized representative. Acceptance of this application by NHIA constitutes a contract. All correspondence (confirmation, newsletters, manual, badge information, etc.) will be mailed to the name(s) and address checked above.

Authorized Signature ✘ _____________________________________________________ Date: ________________________

Booth Request: NHIA will make every effort to honor one of your six choices. If not available, you will be contacted for additional options. Assignment of space begins the week of July 7, 2015. Assignment of exhibit space will be made on a first-come, first-served basis according to the order of receipt of contracts and deposits, beginning with assignment first of all NHIA Business Firm Member booth locations, followed by non-member exhibitors.

Booth size requested _____ x _____ Booth Choices: 1st ____ 2nd ____ 3rd ____ 4th ____ 5th ____ 6th ____

Exhibitors we do not want in close proximity:
_____________________________________________________________

Booth Payment: Booth space is $37.50 per square foot plus $100 for corner or peninsula booths. Prior to December 22, 2015, a deposit of 50% of booth space rental must accompany this contract. The balance must be paid by December 22, 2015. After December 22, 2015, contracts must be submitted with full payment.
☐ Charge 50% (if before December 22, 2015) ☐ Charge full amount

Authorized Signature ✘ ________________________________________________________________________________

Booth balances must be postmarked NO LATER THAN December 22, 2015. We understand that if full payment is not received by this date, we will be notified that our assigned space has been forfeited.

<table>
<thead>
<tr>
<th>Payment Calculator</th>
<th>Booth Rental Fees</th>
</tr>
</thead>
<tbody>
<tr>
<td>Booth $___________</td>
<td>10 x 10 . . . . . . $3,750</td>
</tr>
<tr>
<td>$100 Corner + $___________</td>
<td>10 x 20 . . . . . . $7,500</td>
</tr>
<tr>
<td>Subtotal $___________</td>
<td>10 x 30 . . . . . . $11,250</td>
</tr>
<tr>
<td>Less 10% — $___________</td>
<td>10 x 40 . . . . . . $15,000</td>
</tr>
<tr>
<td>(NHIA Business Firm Affiliate Members ONLY) Total $___________</td>
<td>20 x 20 . . . . . . $15,000</td>
</tr>
<tr>
<td>50% Deposit $___________</td>
<td>20 x 30 . . . . . . $22,500</td>
</tr>
<tr>
<td>Due no later than July 7, 2015 (to assure first assignment) or with signed contract Balance $___________</td>
<td>20 x 40 . . . . . . $30,000</td>
</tr>
<tr>
<td>Add $100 for corner booths</td>
<td></td>
</tr>
</tbody>
</table>

Mail original contract & payment to:
NHIA
100 Daingerfield Road
Alexandria, VA 22314
Or Fax to:
888-206-1532

For NHIA Use Only
Date Received ______________
NHIA I.D. ___________________
Received By ___________________
Booth# ______________________
________ Deep x _________ Wide
Increase your presence at the 2016 NHIA Annual Conference with one of the many sponsorship opportunities available!

Choose From:
✓ Educational Workshops and Track Programs
✓ Pre-Conference Programs
✓ General Sessions
✓ Grand Opening of the NHIA Exposition & Reception
✓ Special Events
✓ Breakfast and Lunch Educational Symposia
✓ Roundtables Program
✓ Idea Exchange (Poster Sessions Program)
✓ Product Tutorial Programs
✓ And Much, Much More!

For additional information about sponsorship—or conference related advertising—please contact Trish Adair, Senior Director of Operations & Member Relations at 703-838-2668 or by email at Patricia.Adair@nhia.org.
EXPOSITION RULES & REGULATIONS

EXPOSITION SPONSOR & MANAGEMENT - The exposition is sponsored by and shall at all times be conducted under the direction of the Association (NHIA). The Association, through its Board of Directors, shall have full power to interpret and enforce all rules and regulations contained herein. The Association reserves the right to restrict or remove any exhibit(s) for any infraction or non-compliance with the Rules and Regulations. If this occurs, no monies paid will be refunded. NOTE: All rules and regulations are subject to change – please refer to Exhibitor Newsletter and the Exhibitor Service Manual for the most current information.

ELIGIBILITY – Eligibility to exhibit in the exposition is limited to manufacturers, suppliers and/or companies providing services within the alternate-site health care industry.

APPLICATION FOR SPACE - Companies desiring to exhibit must complete and return to the Association the Application and Contract provided. A floor plan showing exhibit space layout in the exposition facility is included in this prospectus. Assignment of booths will begin July 7, 2015. Such assignment of exhibit space will be made on a first-come, first-served basis according to the order of receipt of contracts and deposits (without regard to product classification), beginning with assignment first of all NHIA Business Firm booth locations, followed by non-member exhibitors. The Association reserves the right to limit the amount of space assigned to one exhibitor.

PAYMENTS AND CANCELLATIONS - The required deposit must accompany the exhibit application and contract. Applications received without deposit will not be processed, nor will space be assigned. Assignment of exhibit space will not be transferred to the exhibitor's contractor. All full payments and deposits must be received by March 22, 2015. Checks must be payable in U.S. dollars to NHIA (all international bank fees are the responsibility of the Exhibitor). Exhibitors failing to make the final payment as required will forfeit their right to participate as an exhibitor and lose their deposit. In the event an exhibitor cancels reservation of assigned space, a written notification must be sent to the NHIA Exhibits Manager, 100 Daimlerger Road, Alexandria, VA 22314, Fax: 703-683-1405. If the cancellation occurs before December 22, 2015 (more than 90 days prior to the opening of the exposition), the deposit less a $200 administrative fee will be granted. If the cancellation occurs between December 22, 2015 and January 21, 2016 (more than 60 days), a 50% refund of contracted amount (less a $200 administrative fee) will be granted. If the January 21, 2016, no refunds will be granted.

SUBLETTING AND ASSIGNMENT OF SPACE - Subletting of exhibit space or occupation of exhibit space by more than one exhibitor is strictly prohibited. A contract for the actual space contracted by a company may be displayed or distributed within such booth space.

EXHIBITOR SERVICE MANUAL – An exhibitor service manual containing general and technical information regarding rates and instructions for shipping, drayage, labor, power and other decorating needs will be provided to each exhibiting company (via email) approximately 2-3 months prior to the exposition.

EXHIBIT DISPLAYS – Dimensions of all exhibit spaces are provided on the exposition floor plan. Linear/in-line booths are commonly 10’x10’ booths arranged in a straight line. Display materials should be arranged so as not to obstruct sight lines of neighboring exhibitors. The maximum back wall height is 8’ from the rear half of the booth (i.e. 5’). The front 5’ may not exceed 8’ in height. The rear half of the booth (i.e. 8’) shall not exceed 6’ in height. Island booths shall not exceed 15’ in length and 5’ in height. Island booths are exposed to aisles on four sides and have greater flexibility with use of the entire cubic content of space. The maximum allowable height is 18’ with approval. Island booths must be set up so as to utilize the entire space for flow and is not allowable to have any step-downs from the island (i.e. a step down in front of booth behind it facing into a blank wall).

Exhibitors are urged to check with the Association before preparing any special displays. No walls, wings, partitions, decor or other obstructions may be erected which will in any way interfere with the view of any booth. The exterior of any display cabinet or structure visible from an adjacent exhibitor’s booth must be finished or suitably decorated at the expense of the exhibitor installing the display. Exhibitors desiring to use other than standard booth equipment, signs, decorations or arrangement of display material conflicting in any way with these exhibit rules and regulations must submit a detailed sketch of the proposed layout to NHIA at least 60 days prior to the exposition. If the exhibit hall is not carpeted, NHIA exhibitors are required to carpet each booth space contracted.

INSTALLATION - NHIA will designate an official service contractor to provide all services to the exhibitor. The official service contractor will have complete control of all dock and loading areas. All exhibits must be unpacked, set up, and displayed by the exhibitor and shall be removed by the exhibitor. The official service contractor will handle all freight and provide all rigging labor and equipment. All services not ordered in advance must be procured through the Official Contractor’s Exhibitor Service Desk onsite. General setup for all exhibitors will begin at 8 a.m., Sunday, March 20, 2016. If setup of any exhibit has not started by 11 a.m., empty pallets will be placed at the exhibit space until 3 p.m., Monday, March 21, 2016, and aisles cleared of exhibit materials and crates.

Nothing shall be posted on, tackled, nailed, screwed or otherwise attached to columns, walls, floors, furniture, or any other parts of the exhibit space. Damage resulting from such actions shall be repaired at the expense of the exhibitor.

DISMANTLING/EXHIBIT REMOVAL - Dismantling of exhibits begins no earlier than 3:00 p.m., Wednesday, March 23, 2016 and move out must be completed by Thursday, March 24, 2016, at 2:00 p.m. Exhibits cannot be checked in by 10 a.m. on Thursday, March 23, 2016, Exhibitors using the exhibition removal service, distribution of food packing or dismantling exhibits until the official closing of the exposition. Exhibits or materials left in booths without instructions will be packed and stored at the discretion of NHIA and all charges will be billed to the exhibitor.

REGISTRATION OF EXHIBITORS/PERSONNEL - Exhibition Hall attendance is restricted to qualified exhibitors and personnel certified by them. Exhibitor personnel (booth staff only) are entitled to four complimentary registrations per 10’ x 10’ booth for NHIA members and three complimentary registrations per 10’ x 10’ booth for non-members). Exhibitors requesting more than the above designated complimentary booth staff badges per 10’ x 10’ booth will be charged a fee per additional booth staff personnel. Any additional booth staff registration is strictly limited to individuals who will also work as booth staff, provided the exhibiting company’s contracted booth space is large enough to accommodate such requested additional booth staff personnel.

All booth staff registrations (complimentary or paid), once made, are intended to be non-cancelable. Each person registered for each registration reactivation request must transfer to make a transfer (complimentary or paid) from one individual to another. Due to liability, children under 16 years of age will not be permitted on the exhibit floor at any time. Exhibitors using companies other than NHIA’s official contractors must check in at the Official Contractor’s Exhibitor Service Desk onsite. Upon verification, setup/tear down badges will be issued allowing access to the exhibit area during service hours only.

CONDUCT OF EXHIBITORS - All exhibits, activities and/or personnel must conform their activities to within the exhibitor’s booth space and cannot interfere with the use of other exhibits or impede access to them or impede free use of the aisle. Distribution by any means will be restricted to within the confines of the exhibitor’s booth. Non-exhibiting companies or organizations will not be permitted to solicit business or distribute any printed matter, promotional materials, etc. Distribution of alcoholic beverages is strictly prohibited. Exhibitors agree to hold harmless NHIA, its agents and employees and the trade show facility from any occurrence connected with the use or occupation by the exhibitor of its exhibit space.

TERMINATION - In the event NHIA must cancel the conference and exposition for reasons such as strike, picketing, boycott, embargo, injunction, war, riots, acts of terrorism, threats of terrorism, emergency declared by a governmental agency or other reason termed “Act of God”, the exhibitors expressly waive such liability and release the Association of and from all claims for damages and agree the Association shall have no obligation except to refund exhibitors pre-ordered shares of the aggregate amounts received by the Association as rental for exhibit spaces for said exhibits after deducting all costs and charges associated with such events, including reasonable attorney’s fees reserved for claims, such deduction being hereby specifically agreed to by the exhibitor.

AMENDMENTS - NHIA reserves the right to make changes, or the rule or regulations or event, including without limitation any dispute concerning the scope of the this clause, will be settled by arbitration in Alexandria, VA in accordance with the commercial rules of the American Arbitration Association, and judgment upon the award rendered by the arbitrator(s) may be entered in any court having jurisdiction thereof. The arbitrator(s) shall have jurisdiction to award damages, but all such damages shall not be awarded. The prevailing party shall be entitled to recover its expenses of arbitration, including but not limited to reasonable attorney’s fees and any other justifiable costs.

Insurance - Neither NHIA, its agents, employees or the trade show facility, its representatives or contractors shall be liable for any damage to the property or loss of business to the exhibitor by theft, damage by fire or other means or for any injuries to the exhibitor, its employees, agents, customers or guests arising from any cause or matter caused or contributed to by the negligence of NHIA or the trade show facilities. The exhibitor, on behalf of itself, its employees and agents, agrees to protect, indemnify, save and defend NHIA, its agents and employees and the trade show facility, its agents and employees from all costs, losses, damages and expenses of any kind or nature (whether due to accident or otherwise) that may be incurred in connection with the use or occupation by the exhibitor of its exhibit space.

Security guards will be maintained at all times by NHIA. The duty of the guards will be to control admittance and exit to the exposition area and to prevent the general trade show area from being closed out of business or for any reason. In the event that NHIA does not constitute acceptance of any responsibility by NHIA for the safety of the exhibitor’s products and property, but is merely a service to aid exhibitors during the exposition. Exhibitors or guests engaging in or causing damage, destruction or physical injuries, as a result of any occurrence connected with the use or occupation by the exhibitor of its exhibit space.

ARBITRATION – Any unresolved controversy or claim arising out of or relating to these Rules and Regulations or breach thereof, including without limitation any dispute concerning the scope of the this clause, will be settled by arbitration in Alexandria, VA in accordance with the commercial rules of the American Arbitration Association, and judgment upon the award rendered by the arbitrator(s) may be entered in any court having jurisdiction thereof. The arbitrator(s) shall have jurisdiction to award damages, but all such damages shall not be awarded. The prevailing party shall be entitled to recover its expenses of arbitration, including but not limited to reasonable attorney’s fees and any other justifiable costs.