2019 NHIA ANNUAL CONFERENCE

EXHIBITOR PROSPECTUS

NHIA 2019

NHIA EXHIBIT: MARCH 10 - 12, 2019
NHIA ANNUAL CONFERENCE: MARCH 9 - 13, 2019

The Gaylord Palms Resort and Convention Center | Orlando, Florida

NHIA
National Home Infusion Association

www.nhia.org

Join 1,200 home and specialty infusion therapy professionals at the National Home Infusion Association (NHIA) 2019 Annual Conference in Orlando Florida.

The NHIA Annual Conference is the leading education and networking event for the home and specialty infusion community. Clinical pharmacists, infusion nurses, senior managers, registered dieticians, reimbursement specialists, technicians, consultants, and industry sales/marketing management all come together for 4 days of education, networking and expo.

NHIA's Expo has industry booths, interactive demonstrations, networking receptions, exhibitor theatre and a new Sterile Compounding Clinic – all designed to maximize education for our attendees.

Learn why you should exhibit at this fast growing conference dedicated to home and specialty infusion therapy!

NHIA
National Home Infusion Association

NHIA is a trade association that represents and advances the interests of organizations that provide infusion and specialty pharmacy products and services to the entire spectrum of home-based patients.

WHY EXHIBIT?

ACCESS More than 1,200 home and specialty infusion professionals in 1 location!

EDUCATE Exhibitors are full attendees and can attend all educational sessions. Join in discussions and interact with attendees in an educational environment.

INFLUENCE Attendees have significant purchase power with supplies, products and services.

28% OF NHIA ATTENDEES

indicated that their "estimated total amount spent on purchasing supplies, products, and services annually" were

$5,000,000 OR MORE.

78% OF ATTENDEES HAVE INFLUENCE IN BUYING DECISIONS

Final Decision Maker	20%
Significant Influencer	37%
Research & Initial Recommendation	21%

100% of attendees note the plan for a major purchase in the next year.

98% of attendees report that attending the NHIA Annual Conference is a wise business decision, given the cost and time out of the office.

93% of attendees are likely to re-examine specific aspects of their business or clinical practice as a result of time spent with exhibitors.

Based upon the 2018 NHIA Annual Conference General Conference Evaluation

ATTENDEE DEMOGRAPHICS

- 63% Clinical Pharmacy
- 17% Clinical Nursing
- 8% Senior Management/ Owner
- 3% Technician
- 2% Reimbursement
- 2% Sales/Marketing
- 2% Consultant
- 1% Registered Dieticians
- 1% Quality/ Performance Improvement

Past Meeting Attendance

2018	1,117 attendees
2017	1,063 attendees
2016	1,263 attendees
2015	1,232 attendees

Upcoming Major Purchases

21%	Infusion Pumps
20%	Clean Room Construction
19%	Clean Room Equipment
18%	Other
14%	Software
7%	Computer Hardware
2%	Delivery Vehicles

Type of Home and Specialty Infusion Therapy Organization

23%	National
22%	Hospital Affiliated
20%	Independent Local
12%	Other
11%	Regional
8%	Ambulatory Infusion Center
4%	Consultant

Reasons for Attending

64%	Sterile Compounding Regulations
47%	Reimbursement Issues
42%	Legislative Update
40%	Industry Information
40%	Operational Efficiency
30%	Continuing Education Credits
28%	New Emerging Treatments
7%	Human Resource Management

Estimated Total Amount of Annual Purchases

11%	$1,000,001 - $5,000,000
10%	$5,000,001 - $25,000,000
9%	$250,001 - $500,000
8%	$0 - $100,000
7%	Over $25,000,000
7%	$500,001 - $1,000,000
5%	$100,001 - $250,000

Years in Home and Specialty Infusion Therapy Industry

51%	More Than 15 Years
18%	1-5 Years
14%	6-10 Years
9%	11-15 Years
8%	Less Than 1 Year

WHO SHOULD EXHIBIT?

- Accreditation Organizations Payers
- Acquisition and Financial Services
- Consulting Services
- Group Purchasing/Distributors
- Infusion Pump Manufacturers and Suppliers
- Insurance Providers
- Logitics (i.e. FedEx / UPS type companies)
- Medical Couriers and Transportation Services
- Medical Software and Technology
- Medical Supplies and Devices
- Medicare Contractors
- Packaging (many drugs are shipped in insulated boxes and ice)
- Pharmaceutical Companies
- Strategic, Reimbursement, M&A, Accreditation Readiness
- USP <797> Pharmacy Compliance Sterile Compounding Products and Service

PAST EXHIBITORS

2G Medical
3M
Accreditation Commission for Health Care (ACHC)
Acta Medical LLC
Adepto Medical
AlayaCare
Allergan USA, Inc
All's Well Healthcare
Ampyss Healthcare Solutions, INC
Amsino International, Inc.
AquaGuard
Asembia
Associates of Cape Cod, Inc.
Athenex Pharmaceutical Division
AuroMedics Pharma
B. Braun Medical Inc.
Baxter Healthcare Corporation
BD
BioCare
Bio Products Laboratory USA, Inc.
Brightree, LLC
Bula Intelligance
Cardinal Health
Carter Health
Citus Health
Clinical Resources, Inc.
CME America, LLC
Contec, Inc
CSL Behring
Dicom Transportation
Eloquest Healthcare
EMED Technologies
ENV Services Inc
Ethicon BIOPATCH Products
FFF Enterprises
FG Clean Wipes
Fresenius Kabi
Germfree
GIFTED Healthcare
Halyard Health
Hampton House Medical, Inc.
Hardy Diagnostics
Healthcare Quality Association on Accreditation
ICU Medical, Inc.
Immunoglobulin National Society
Infinity Infusion Nursing, LLC
Infinity Laboratories
InfuSystem
Innovatix, LLC
Integrated Medical Systems, Inc.
ISO-MED, Inc.
Janssen Biotech, Inc.
Kedrion Biopharma Inc.
Leadiant Biosciences, Inc.
M. Bio Labs
Managed Health Care Associates, Inc.
McGuff Pharmaceuticals
Medical Accounts Receivable Solutions, Inc. (MARS)
Medical Specialties Distributors, LLC (MSD)
Medicare Contractors
Mediware Information Systems
MedKeeper
Melinta Therapeutics
Merck & Co., Inc.
Microbiology Research Associates (Analytical Lab Group)
Modular Cleanrooms, Inc.
Moog Medical Devices Group
National Association of Specialty Pharmacies
Nestle Health Science
NuAire, Inc.
Octapharma USA, Inc.
PAPA Healthcare
Paragon Ventures
Pfizer Alternate Site
Pharmacists Mutual Insurance Company
Pharmacy Technician Certification Board
PharmaForce
Pinnacle Revenue Management, Inc.
PlayMaker Health
Professional Reimbursement Inc.
Progressive Medical, Inc.
PROVISTA
Prudential Cleanroom Services
Reimbursement Concepts
Right Way Medical
RMS Medical Products
Rock-Pond Solutions
RyMed Technologies, LLC
Samson Medical Technologies
Sharps Compliance, Inc.
Shift Labs, Inc.
Smiths Medical
Specialty Pharmacy Continuum
Specialty Pharmacy Nursing Network, Inc.
Strategic Healthcare Programs
TANYR Healthcare LLC
The Compliance Team, Inc.
The Joint Commission
Theravance BioPharma Inc.
Triac Medical Products
Vaporstream
Vesco Medical
VGM Insurance
VGM Pharmacy Solutions
WeInfuse LLC
Winfield Laboratories, Inc.
Wolf Medical Supply
Wolters Kluwer
Zyno Solutions, LLC

EXHIBIT SCHEDULE

INSTALLATION:

Saturday, March 9	8:00am – 5:00pm
Sunday, March 10	8:00am – 1:00pm

EXHIBIT HALL HOURS:

Sunday, March 10	4:30 – 6:30pm
Grand Opening Reception (appetizers)	
Monday, March 11	11:30am – 3:00pm
Lunch provided	
Tuesday, March 12	10:45am – 1:15pm
Lunch provided	

DISMANTLE:

Tuesday, March 12	1:30pm – 9:00pm

Dismantling of exhibits begins no earlier than 1:30pm

EXHIBIT PRICING AND BENEFITS

BOOTH SIZE	MEMBER RATE	NON-MEMBER RATE
10′ x 10′	$3,300	$4,100
10′ x 20′	$6,600	$8,200
10′ x 30′	$9,900	$12,300
20′ x 20′	$13,200	$16,500
20′ x 30′	$19,800	$24,600
20′ x 40′	$26,400	$32,800
30′ x 30′	$29,700	$36,900

MEMBER PRICING

$33 PER SQ FT

NON-MEMBER PRICING

$41 PER SQ FT

CORNER FEE: $150

Islands have 4 corner fees

EXHIBIT BENEFITS	SUPPLIER MEMBER	NON-MEMBER
Exhibitor Directory: Listing & Description	X	X
Complimentary Badges (4) – Full Conference to all Education and Access	X	
Complimentary Badges (2) – Full Conference to all Education and Access		X
8’ background drape, 3’ side rails and drape	X	X
ID sign	X	X
General hall cleaning and security guard	X	X
Lunch for 2 days for all exhibitor personnel	X	X
Logo on online floorplan and APP	X	
Logo in Supplier Member Recognition eblast	X	
Logo on Supplier Member Recognition page in Pre-conference brochure	X	
Logo on Supplier Member Recognition in Onsite Guide	X	
Floor sticker based on Membership level	X	
Logo on Supplier Member Recognition on Onsite Signage	X	

Payment Terms

50% deposit due upon booth rental. Final payment due by January 23, 2019 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.

Cancellations

Cancellation requests must be submitted in written to the NHIA Exhibits Manager. Any exhibitor who cancels all or part of their booth will receive:

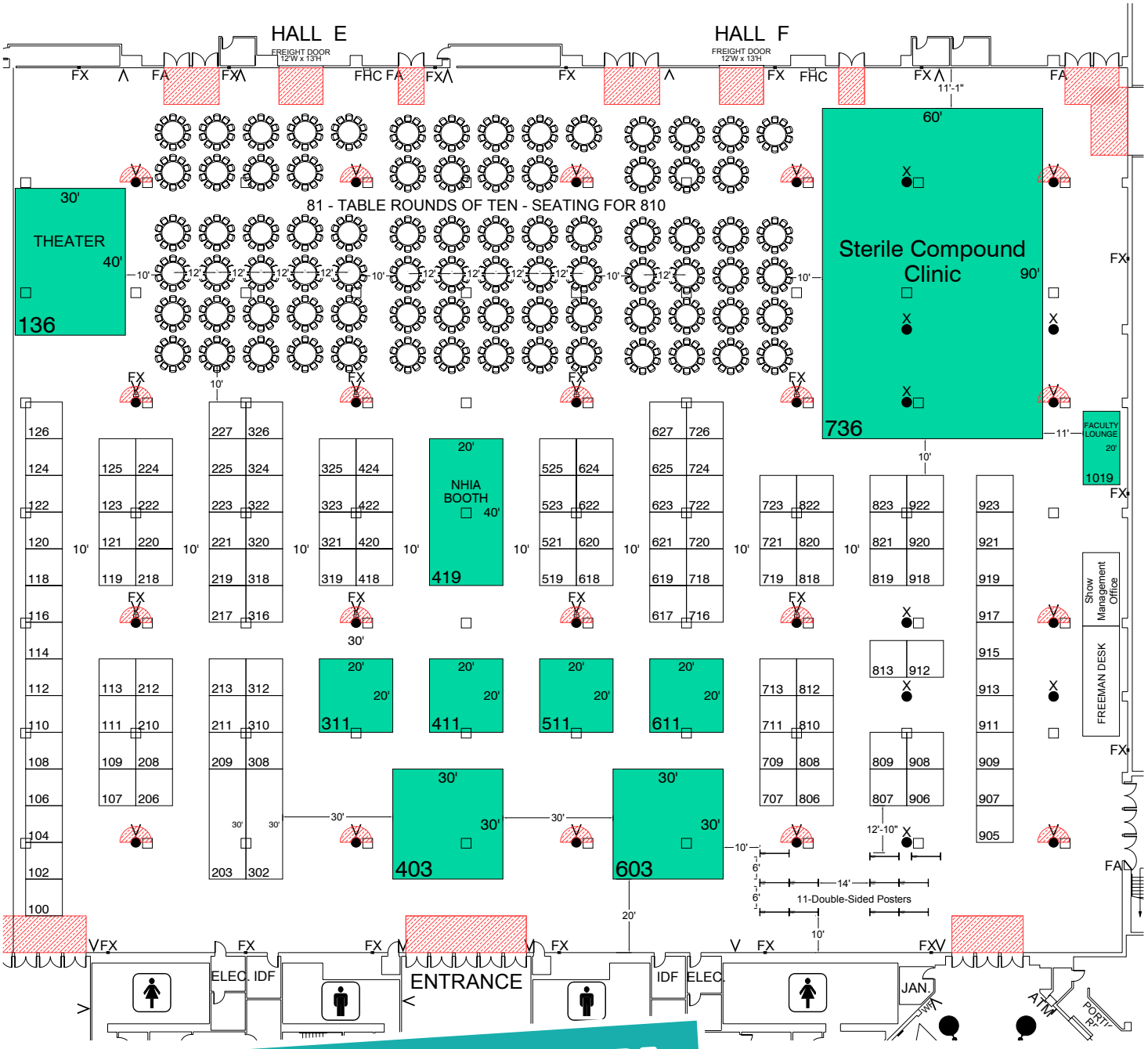
Linear booths

Full refund minus $200 administrative fee	PRIOR to December 3, 2018
50% refund	Between December 3, 2018 - January 23, 2019
No refund	AFTER January 23, 2019

INQUIRE ABOUT MEMBERSHIP

Ashlan Oberholtzer, MS, RD, LD
571-814-3755
ashlan.oberholtzer@nhia.org

FLOORPLAN



BOOTH RESERVATION PROCEDURE

STEP 1: Go to www.eventscribe.com/2019/NHIA/exhibitors/index.asp

STEP 2: Choose an available booth. (If you wish to combine booths, please contact the Exhibits Sales Manager.)

STEP 3: Rent the booth online.

NHIA EXHIBIT HALL RULES AND REGULATIONS

NHIA is a trade association that represents and advances the interests of organizations that provide alternate-site infusion and specialty pharmacy products and services to the entire spectrum of home-based patients.

EXPOSITION SPONSOR & MANAGEMENT – The Exhibit Hall 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 returned. NOTE: Setup and conference hours are subject to change — please refer to Exhibitor Newsletters 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. NHIA reserves the right to reject an application for exhibit space for any reason at its sole discretion.

APPLICATION FOR SPACE – Companies desiring to exhibit must complete and return to the Association a signed Exhibit Application and Contract. A floor plan showing exhibit space layout in the exposition facility is included in this prospectus.

Assignment of booths will begin no later than July 8, 2018. 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). 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 shall space be assigned. Assigned exhibit space must be paid in full by January 23, 2018. 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, nhia@sponsorshipboost.com. If the cancellation occurs before December 3, 2018, full refund of contracted amount (less a $200 administrative fee) will be granted. If the cancellation occurs between December 3, 2018 and January 23, 2019, a 50% refund of contracted amount will be granted. After January 23, 2019, no refunds will be granted.

SUBLETTING AND ASSIGNMENT OF SPACE – Subletting of exhibit space or occupation of exhibit space by more than one exhibiting company is not allowed. Only actual employees of the contracted exhibiting company may occupy and operate within said contracted exhibiting company's contracted booth space. Only products, services and materials from the contracted exhibiting 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 10x10 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 4' high. Corner booths are linear booths exposed to aisles on two sides. All other guidelines for linear booths apply. End-cap/ Peninsula booths are exposed to aisles on three sides and composed of two booths (10x20). The maximum back wall height is 8' high by 10' wide so as not to obstruct sight lines. The rear half of the booth may be 5' from the back wall at 8' high but the remaining front 5' is restricted to 4' high. 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 allowed to have a back wall facing a linear booth (i.e. a 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, decorations 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 contractor will have complete control of all dock and loading facilities and will receive all direct and advance shipments, 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., Saturday, March 9, 2019. If setup of any exhibit has not started by 11 a.m., Sunday, March 9, 2019, NHIA may order the exhibit to be set up and the exhibitor billed for all charges incurred. NHIA will not be responsible for any damage incurred. All exhibits must be substantially completed by 1 p.m., Sunday, March 10, 2019, and all aisles cleared of exhibit materials and crates.

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

DISMANTLING/EXHIBIT REMOVAL – Dismantling of exhibits begins no earlier than 1:30 p.m., Tuesday, March 12, 2019 and move out must be completed by Wednesday, March 13, 2019, at 2:00 p.m. (trucks must be checked in by 10 a.m. on Wednesday, March 13, 2019). Exhibitors expressly agree not to begin 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 – Exhibit Hall attendance is restricted to qualified exhibitors and those certified by them. Exhibitor personnel (booth staff only) are entitled to four [4] complimentary registrations per 10 x 10 booth for NHIA Supplier Members (Two [2] 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 person. Any such 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 (complimentary or paid) must be actual employees of the contracted exhibiting company. All booth staff registrations (complimentary or paid), once made, are intended to be nontransferable; as such, a processing fee will be applied for each registration reassignment request made to transfer a registration (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 Exhibitor Registration Desk upon their arrival for a badge. 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 confine 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 the free use of the aisle. Distribution by exhibitors of any printed matter, promotional materials, etc. is strictly limited to the confines of the exhibitor's booth. Non-exhibiting companies or organizations will not be permitted to solicit business within the exposition area nor in any public spaces controlled by NHIA. Exhibitor representatives should be attired professionally and maintain a businesslike climate conducive with the conference. The exhibitor must, at its expense, maintain and keep its exhibit clean and in good order in accordance with the conference. Distribution of food and beverages must be consumed within the exhibitor's booth and distribution of alcoholic beverages is strictly prohibited. Exhibitors may not deface or otherwise obstruct the logo or branding of materials or events sponsored by other companies throughout the conference, i.e., signs, badge holders, conference bags, etc.

HOSPITALITY ROOMS & EVENTS – Private or public rooms for entertainment purposes will be available only to companies that have contracted for space in the exposition, and prior permission from NHIA is mandatory before scheduling these events (please discuss such matters with the key NHIA staff contact identified within this exhibitor prospectus). Exhibiting firms must confine these activities to hours, which do not conflict, with NHIA Annual Conference activities. The distribution of promotional material for hospitality events in any public areas of either the host hotel or the exposition facility is strictly forbidden.

NHIA LOGO – Use of the NHIA logo in conjunction with advertisements, signs, promotional materials, endorsements, statements, contests and/or awards of any kind without the expressed written consent of the National Home Infusion Association is prohibited.

MUSIC LICENSING – Exhibitors agree to pay all royalties, license fees or other charges accruing or becoming due to any firm, person or corporation by reason of any music either live or recorded or other entertainment of any kind or nature, played, staged, or produced by the exhibitor, their agents or employees within the premises covered by this License Agreement including but not limited to, royalties or licensing fees due to BMI, ASCAP or SESAC. Exhibitor agrees to hold harmless NHIA, its agents and employees against any and all such claims and charges, and to defend, at its own expense any and all such claims and charges. Exhibitors shall have the right to protest, and if desired to litigate and adjudicate any and all such claims.

FIRE REGULATIONS – Fire regulations require that all display materials be flameproof. Electrical signs and equipment must be wired to meet the specification of the local Fire Underwriters Inspection Bureau. Each exhibitor is charged with knowledge of all laws, ordinances and regulations pertaining to health, fire prevention and public safety while participating in this exposition. Compliance with such laws is mandatory for all exhibitors and the sole responsibility is that of the exhibitor.

SECURITY/INSURANCE/LIABILITY – Neither NHIA, its agents, employees or the trade show facility, its representatives or employees 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 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 and hold harmless NHIA, its agents and employees and the trade show facility, its agents and employees from all costs, losses, damages and expenses arising out of or from any accident or other occurrence connected 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 protect the general trade show area against fire or other catastrophes. The presence of the guards 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 are advised to add to their existing insurance, a portal-to-portal rider to protect them against loss or damage to their materials by accidents, theft, fire, etc.

Each exhibitor shall be responsible for securing and maintaining the following insurance coverages at the exhibitor's expense: (a) Workman's compensation insurance coverage for exhibitor's employees which shall be in compliance with the laws of the State of Florida; (b) Commercial general liability insurance with policy limits of $1,000,000 for combined single limit coverage to include: comprehensive form, premises/operations, contractual, broad form property damage and products/ completed operations, providing for terms of coverage to be effective from on or before March 9–12, 2019 which shall include exhibitor's move in and move out. Such insurance shall cover any and all damage or injury to any and all persons arising out of such person's attendance at the exhibitor's exhibit during the term of the NHIA 2019 Annual Conference (c) Other insurance: Each exhibitor acknowledges that it is responsible for obtaining any additional insurance coverage solely at its own expense, in such amounts as it deems appropriate to comply with its obligations hereunder and for its own protection. You MUST provide your Certificate of Insurance to Show Management. We will not let you set up your exhibit booth unless you have sent us a certificate of your insurance.

TERMINATION – In the event NHIA must cancel the conference and exposition for reasons such as strike, picketing, boycott, embargo, injunction, war, riot, 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 pro-rated shares of the aggregate amounts received by the Association as rental for exhibit spaces for said exhibits after deducting all costs and expenses in connection with such exhibits, including reasonable reserves for claims, such deduction being hereby specifically agreed to by the exhibitor.

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. Any award shall be limited to actual damages; punitive 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.

AMENDMENTS – NHIA reserves the right to make changes, amendments and additions to these rules and to the Exhibit Schedule as considered advisable for the successful implementation of the Exhibit Hall and proper conduct of the exhibit with the provision that all exhibitors be advised of any such changes.