



# New York & New Jersey Pain Medicine Symposium

Evolving Advanced Pain Therapies  
November 4-7, 2021 • The Hyatt Regency Jersey City, New Jersey

Provided by



# EXHIBITOR PROSPECTUS



# New York & New Jersey Pain Medicine Symposium

Provided by



## Message from our Chairman and Course Directors

**Dear Colleague:**

On behalf of the Chairman, Sudhir Diwan, MD, and Course Directors, Scott Woska, MD, Christopher Gharibo, MD, Kenneth B. Chapman, MD, Sean Li, MD and the New York and New Jersey Societies of Interventional Pain Physicians (NYSIPP & NJSIPP), we would like to invite you to join us at the New York and New Jersey Pain Medicine Symposium: Evolving Advanced Pain Therapies. This year's meeting is being held November 4-7, 2021 at the Hyatt Regency Jersey City, New Jersey.

The NY/NJ Pain Medicine Symposium was established in 2010 with the primary objectives of educating health care professionals to promote the development and practice of safe, high quality, cost effective interventional pain management techniques for the diagnosis and treatment of pain and related disorders, and to insure patient access to these interventions.

Our scientific program will provide state-of-the-art information on advanced pain management techniques, pharmacology, neurostimulation, vertebroplasty, kyphoplasty, discography and intradiscal procedures, radiofrequency, peripheral nerve stimulation, intrathecal therapy, percutaneous facet fusion and sacroplasty among others. This course will offer a full day hands on cadaver and ultrasound course, incorporating didactic lectures with the hands-on practice for improved technique and patient outcomes for interventional procedures.

Industry Partners and technical exhibits are an important part of our meeting's success and benefit both the attendees and the companies who choose to participate. We anticipate in excess of 600 clinical providers specializing in pain management, interventional pain management and neurosurgery to attend, including: physicians, mid-level practitioners, fellows, residents, nurses and pharmacists.

We are anticipating a full exhibit hall and space will be limited. To ensure your chances of securing exhibit space and support opportunities, please review the enclosed prospectus materials carefully and send completed applications to Mandy@Mantrameetings.com

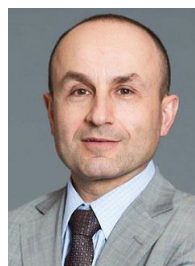
We look forward to receiving your commitment and working together at the 2021 New York and New Jersey Pain Medicine Symposium.



**Sudhir Diwan, MD**  
CEO, NYSIPP,  
Chairman



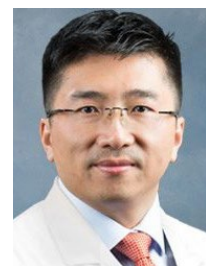
**Scott Woska, MD**  
Course Director



**Christopher Gharibo, MD**  
Course Director



**Kenneth B. Chapman, MD**  
Course Director



**Sean Li, MD**  
Course Director

## Program Needs Assessment

Interventional Pain management incorporates interventional treatment options for patients to reduce or eliminate the need for chronic conventional medication management (and/or opiate therapy). Interventional treatment options include: spinal cord stimulation, peripheral nerve stimulation, vertebral augmentation, radiofrequency nerve ablation, etc. Since Interventional Pain Management is such a juvenile specialty, very few pain management physicians and anesthesiologists have gone through specific interventional fellowships and residencies. Training in the proper patient selection and utilization of these therapies is limited. Interventionalists need to attend and participate in training programs to receive education and skill based training in options available for patients. Additionally, new guidelines are emerging.

It is important for the experts in the field to share the most current information and data available to assist physicians in selecting the right patients and right therapies to improve patient outcomes. Vital topics to be discussed are: New Innovations, Establishing Protocols, Neuromodulation, Complicated Cases, Intrathecal Drug Delivery, Conflicting Evidence and Research.

At the conclusion of this meeting, attendees will develop rational guidelines to assist in improving access to care and treatment outcomes for chronic pain patients.

## Learning Objectives

- Compare the new and established techniques in interventional pain management to benefit their patients living with chronic or acute pain syndromes
- Discuss emerging trends and share the newest available data to increase the level of their state-of-the-art medical services
- Determine gaps in education and provide updated information and data to improve patient outcomes
- Present the latest in evidence based medicine to support physicians in selecting the right patients for therapies
- Provide a format for information sharing and feedback
- Review the appropriate utilization of screening options and patient selection to identify those patients at significant risk of developing addictions to controlled substance or those that may abuse, misuse or divert medications prescribed for chronic pain

## CME Accreditation



### Providership

This CME/CE activity is provided by Albert Einstein College of Medicine – Montefiore Medical Center in joint providership with the New York New Jersey Pain Symposium, Inc.

### Accreditation Statement

In support of improving patient care, this activity has been planned and implemented by Albert Einstein College of Medicine – Montefiore Medical Center and the New York New Jersey Pain Symposium, Inc., Albert Einstein College of Medicine – Montefiore Medical Center is jointly accredited by the Accreditation Council for Continuing Medical Education (ACCME), the Accreditation Council for Pharmacy Education (ACPE), and the American Nurses Credentialing Center (ANCC), to provide continuing education for the healthcare team.



## Credit Designation Statements

### Physicians

Albert Einstein College of Medicine- Montefiore Medical Center designates this live activity for a maximum of TBA AMA PRA Category 1 Credits™. Physicians should claim only the credit commensurate with the extent of their participant in the activity.

### Nurse Practitioners

American Academy of Nurse Practitioners Certified Program (AANPCP) and the American Association of Nurse Practitioners (AANP) accept AMA PRA Category 1 Credit™ from organizations accredited by the ACCME.

### Physician Assistants

American Academy of Physician Assistants (AAPA) accepts certificates of participation for educational activities certified for AMA PRA Category 1 Credit™ from organizations accredited by the ACCME or a recognized state medical society. Physician assistants may receive a maximum of TBA hour of credit for completing this program.

## General Information

**Chairman:**

Sudhir Diwan, MD

**Course Directors:**

Scott Woska, MD  
Christopher Gharibo, MD  
Kenneth B. Chapman, MD  
Sean Li, MD

## Hotel Reservations

The meeting will be held at the:  
Hyatt Regency Jersey City, New Jersey 2 Exchange Place  
Jersey City, New Jersey 07302  
Tel: 201-469-1234  
[www.jerseycity.hyatt.com](http://www.jerseycity.hyatt.com)

We welcome the opportunity to create sponsorship packages that meet your individual needs and we are committed to making this program conference a success for each vendor!

We look forward to seeing you at the Hyatt Regency Jersey City, New Jersey!

Hotel Room Block Link: <https://www.hyatt.com/en-US/group-booking/NEWJP/G-NYNU>

## Courses

Fellows Pre-Conference Course	November 4, 2021
Nursing and PA Interventional Management Course	November 4, 2021
Pain Medicine Live Symposium	November 4-6, 2021
Cadaver and Ultrasound Labs	November 7, 2021

## Exhibit Hours:

Wednesday, November 3, 2021	Set-Up	6:00 pm - 8:00 pm
Thursday, November 4, 2021	Registration & Exhibits Open: Morning Break Afternoon Break	8:00 am - 5:00 pm 10:20 am - 10:40 am 2:40 pm - 3:00 pm
Friday, November 5, 2021	Registration & Exhibits Open: Morning Break Afternoon Break Cocktail Party	7:00 am - 5:00 pm 9:50 am - 10:20 am 2:50 pm - 3:20 pm 6:00 pm - 7:00 pm
Saturday, November 6, 2021	Registration & Exhibits Open: Morning Break Afternoon Break Breakdown	7:00 am - 5:00 pm 10:00 am - 10:30 am 3:00 pm - 3:30 pm 3:30 pm - 6:00 pm

## Questions?

**Michelle Byers or Mandy Alexander**

MichelleHByers@gmail.com or Mandy@Mantrameetings.com



# SPONSORSHIP OPPORTUNITIES

## Diamond Sponsor (1) - \$50,000.00 – SOLD OUT

- Platinum Sponsor recognition in program book
- Premier conference signage recognition
- 10' x 10' exhibit space in a prime location
- Faculty Dinner Sponsorship\*
- Full-page ad space in meeting program
- Banner Ad on Meeting App
- One Page Advertising Space in Meeting App
- 4 Push Notifications
- 7 complimentary program badges
- Inclusion of 1 printed piece in attendee meeting bags

## Platinum Sponsor (2) - \$35,000.00

- Diamond Sponsor recognition in program book
- Premier conference signage recognition
- 10' x 10' exhibit space in a prime location
- Faculty Dinner or Premium Lunch Symposium Sponsorship\*
- Full-page ad space in meeting program
- Banner Ad on Meeting App
- 3 Push Notifications
- 7 complimentary program badges
- Inclusion of 1 printed piece in attendee meeting bags

## Gold Sponsor (3) - \$30,000.00

- Gold sponsor recognition in program book
- Supporter conference signage recognition
- 10' x 10' exhibit space in a prime location
- Faculty Dinner or Premium Lunch Symposium Sponsorship\*
- Full-page ad space in meeting program
- 3 Push Notifications
- Banner Ad on Meeting App
- 4 complimentary program badges
- Inclusion of 1 printed piece in attendee meeting bag

## Silver Sponsor (4) - \$20,000.00

- Silver sponsor recognition in program book
- Supporter conference signage recognition
- 10' x 10' exhibit space in a prime location
- Breakfast Symposium Sponsorship \*
- Half-page ad space in meeting program
- 3 Push Notifications
- Banner Ad on Meeting App
- 3 complimentary program badges

## Bronze Sponsor (5) - \$15,000.00

- Bronze sponsor recognition in program book
- Supporter conference signage recognition
- 1-6' exhibit table in a prime location
- Opportunity to sponsor either a coffee break and/or cocktail reception with full recognition
- 3 complimentary program badges
- 2 Push Notifications
- Banner Ad on Meeting App

## Exhibit / Program Sponsor - \$5,000.00

- 6' draped display table
- 2 chairs
- 1 wastebasket
- 2 complimentary program badges
- Listing in program book
- 1 pre-conference registration list
- 1 post-conference attendee list
- Corporate recognition at Gala Dinner with logo displayed in between presentations
- Sponsorship recognition on Meeting Website and Meeting App

## Exhibit Space:

### Ultrasound and Regenerative Medicine companies - \$5,000.00

The NYNJSIPP, there will be a specific Regenerative Medicine and Ultrasound Companies Exhibit Hall. Exhibit Hall located in Liberty.

- Booth through Sunday
- Regen and ultrasound specific lab on Sunday in Palisades - non CME
- 2 Complimentary Bades
- Program Listing in Meeting Materials
- Sponsorship Recognition

### Start-up Companies, Non for Profit, and Small Business Booths- \$3,500.00

- 2 Complimentary Badges
- Program Listing in Meeting Materials
- Sponsorship Recognition

*\*No sharing badges, additional badges will be \$350*

A limited number of displays are available.

Please reserve your space early.

Location of display will be assigned by the planning committee.

All breaks will take place within the exhibit hall area.



### Workshop Sponsorships\*\*

Fellows Workshop (3 stations available)	\$7,500.00
Cadaver Workshop (8 stations available)	\$7,500.00
Ultrasound Workshop (6 stations available)	\$3,500.00

*\*\*Workshops will take place on Sunday, November 7, 2021. Workshops are outside of the CME program, and they can be promotional.*

Sponsors must have a minimum of a Program Sponsorship for the NY/NJ Pain Symposium full program in addition to a workshop sponsorship. Sponsors must provide any materials specific and required for the training of their procedure for the course.

- Cadaveric stations include: C-arm, specimen+, C-arm tech and lead for station, instructor(s)
- Ultrasound stations include: ultrasound device, ultrasound tech and live model, instructor(s)
- 1-8' table display in the course exhibit hall for Sunday, November 7, 2021
- Ability to have 1 Medical Science Liason or equivalent level employee at the station to address clinical questions

+If a synthetic model utilization is appropriate, sponsor may provide at their convenience in place of a cadaveric specimen. This must be pre-approved by the course directors. If a synthetic model is utilized in place of a cadaver, the station cost will be reduced accordingly.

### Program Book Advertising:

- Full-page ad space - \$3,000.00
- Half-page ad space - \$1,500.00

### Meeting Materials:

#### **Meeting bags**

- Imprinted with supporter logo
- Large Logo, \$3,000.00

#### **Hotel key cards - \$3,500.00**

- Up to 500 key cards with sponsor branding

#### **Inclusion of materials in meeting bags - \$1,500.00**

- 1 printed piece placed inside bags

### Additional Sponsorships:

Gala Awards Dinner - \$10,000.00

- Reserved table of 10 with 2-4 conference faculty
- Acknowledgement by program chairmen
- Recognition in program book
- Logo on admission tickets

#### **Meeting App Sponsor - \$3,000.00**

#### **Wifi Sponsor - \$6,000.00**

#### **Electronics charging station - \$550.00**

- Premium sponsor branding
- Stand alone station with multiple ports

#### **Eblast Opportunity - \$1,000.00**

- Eblast of approved message to NYSIPP and NJSIPP membership

## Advisory Board and Corporate Meeting Opportunities:

Advisory Board and Corporate Meeting coordination are available through the meeting planner. Only meetings coordinated through, and with the express approval of the meeting planners will be permitted. Food, beverage, audiovisual and any materials are not included in this fee and are the sole responsibility of the sponsor. These meetings will be scheduled on a first come, first served basis and may not compete with the educational program. Cannot be during Friday Night Awards Dinner.

### \* Symposia Sponsorship:

Symposium sponsorships are restricted to Platinum, Diamond, Gold and Silver sponsors only. Symposia will NOT be eligible for AMA PRA Category 1 Credit\*\*. The Planning Committee must approve symposia topic and faculty and reserve the right to alter or change to insure compliance, fair balance and program integrity. Symposia times will be assigned on a first come, first served basis. Symposia fees are not inclusive of Food and Beverage charges associated with the sponsored event. Food and Beverage for the session must be coordinated through the meeting planners and comply with acceptable standards for the session. Symposia fees do include: Faculty Dinner, Luncheon Symposia, Breakfast Symposia, Audio-Visual and inclusion in the meeting program. Symposia space, signage and any required reporting to comply with the Sunshine Act. Any hand-outs or materials associated with symposia must be pre-approved by the planning committee and provided by the symposia sponsor.

### Break and/or Cocktail Hour Sponsorship:

Break Sponsorships are reserved for Program level sponsors and above. Cocktail Hour Sponsorships are reserved for Bronze level sponsors and above. Breaks and/or Cocktail receptions will be held in the main exhibit hall. Sponsor will receive recognition via signage during the break, on the main agenda, on all agenda boards and signage throughout the meeting and in the program guide. Break and/or Cocktail Sponsorships are not inclusive of any Food and Beverages served during the sponsored events. Food and Beverage for the event must be coordinated through the meeting planners and comply with acceptable standards.

### Company/Product description listing in program:

All exhibitors and sponsors will receive complimentary listing in the meeting program. Each listing will contain the company name, logo and 50 word description of the company/products and/or services. Email your 50-word product/company/service description to the program planners no later than September 1, 2021 for inclusion in the meeting program at: Mandy@Mantrameetings.com. If we do not receive your company 50 word description and/or logo by September 1, 2021, it will not make it into the program materials.

### Exhibitor Badges:

All exhibitor names are due one week prior to the meeting. If the meeting planners do not receive your attendee names by Wednesday, October 20, 2021 you will be charged \$250 for each badge we make onsite. Please send all attendee names to Mandy@Mantrameetings.com

### Deadlines:

Symposia outlines due by:	August 1, 2021
Company/Product description due:	September 1, 2021
Advertising outline due by:	August 15, 2021
All Exhibitor and Sponsorship fees due:	October 1, 2021

Please note: Payments, \$5,000 or more, for Platinum, Diamond, Gold, Silver & Bronze Sponsorships and Gala Awards Dinner must be made by check or wire.

### Transfer and Send to:

Cathy Pitbladdo  
Attn: NY/NJ Pain Symposium  
1991 Marcus Ave M217  
Lake Success NY 11042  
Federal Tax ID#: 83-4680065

### Questions?

**Michelle Byers or Mandy Alexander**  
MichelleHByers@gmail.com or Mandy@Mantrameetings.com



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## Sponsorship Commitment Form

Increase your company's exposure at the NY/NJ Pain Medicine Symposium by providing commercial support. Sponsorship opportunities are listed below. Refer to other pages in this prospectus for complete details on each support level or event. Please check the box next to your sponsorship commitment: Sponsorship support is offered on a first come, first served basis.

Authorized Representative:

Title:

Organization:

Mailing Address:

Telephone:

Email Address:

Diamond Sponsorship	\$50,000.00	Gala Awards Dinner	\$10,000.00
Platinum Sponsorship	\$35,000.00	Ultrasound Workshop	\$3,500.00
Gold Sponsorship	\$30,000.00	Program Book - Full-page ad space	\$3,000.00
Silver Sponsorship	\$20,000.00	Program Book - Half-page ad space	\$1,500.00
Bronze Sponsorship	\$15,000.00	Meeting Bags - Large Logo	\$3,000.00
Exhibit / Program Sponsorship	\$5,000.00	Hotel key cards	\$3,500.00
Exhibit only	\$5,000.00	Material in meeting bags	\$1,500.00
Fellows Workshop	\$7,500.00	Meeting App Sponsor	\$3,000.00
Cadaveric station with C-arm	\$7,500.00	WiFi Sponsor	\$6,000.00
Non-cadaveric station (no C-arm)	\$3,500.00	Electronics charging station	\$550.00
		Eblast to members	\$1,000.00

Confirm same:

Signature

Date:

For questions regarding sponsorship, opportunities and/or additional documentation, please contact and return this form to: **Michelle Byers or Mandy Alexander** • MichelleHByers@gmail.com or Mandy@Mantrameetings.com

### Make payment to:

#### **Cathy Pitbladdo**

Attn: NY/NJ Pain Symposium  
1991 Marcus Ave M217  
Lake Success NY 11042  
Tax ID: 83-4680065





# New York & New Jersey Pain Medicine Symposium

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## Exhibitor Agreement

Company:

(Please print exactly as name should appear in program and on signage.)

Company Contact:

Address:

City:

State:

Zip:

Phone:

FAX:

E-mail:

Website URL:

(All additional information will be sent to this email address.)

Please indicate any competitive companies. We will try to recognize this in booth placement, but we cannot make any guarantees.

On-Site Representatives:

1.

2.

(Due to limited space, Exhibit Booth's are limited to two representatives. Additional representatives: \$350 each)

Amount Enclosed: \$

Submission of this form and payment for exhibit space at this event means you have read and will comply with the Rules and Regulations.

### Pay by Card:

VISA

EC/MC

AMEX

Name on card:

Credit Card Number:

Expires:

CVC/CVV:

Please return this form to:

**Michelle Byers or Mandy Alexander** • MichelleHByers@gmail.com or Mandy@Mantrameetings.com

### Make payment to:

**NYSIPP**

**Attn: Cathy Pitbladdo**

New York Society of Interventional Pain Physicians (NYSIPP)

1991 Marcus Ave M217

Lake Success NY 11042

Federal Tax ID#: 04-3665198

## Rules and Regulations

### 1. Contract

The following rules and regulations become binding upon acceptance of this contract between the applicant and its employees, and the New York & New Jersey Societies of Interventional Pain Physicians (NY/NJ Pain Symposium) the show sponsor.

### 2. Space Assignment

Exhibit locations will be assigned at the sole discretion of show management. Placement will be made based on date of reservation.

### 3. Booth Package Description

Exhibit packages include 1 8' draped table, 2 chairs and 1 wastebasket. Total individual exhibit floor space is limited to 10x10' unless requested and approved in writing. No walls, partitions, signs or decorations may be erected which will interfere with the general view "down the aisle", or with other exhibits.

### 4. Show Move-In & Move-Out

Move-In	
November 3, 2021, Wednesday	6:00 pm - 8:00 pm
Move-Out	
November 6, 2021, Saturday	3:30 pm - 6:00 pm

*NOTE: No exhibitor will be allowed to break down their booth until the close of the show at 3:30 pm Saturday.*

### 5. Exhibit Hours

Thursday, November 4, 2021,  
Exhibits Open: 8:00 am - 5:00 pm  
Specific Events:  
Morning Break 10:20 am - 10:40 am  
Afternoon Break 2:40 pm - 3:00pm

Friday, November 5, 2021,  
Exhibits Open: 7:00 am - 5:00 pm  
Specific Events:  
Morning Break 9:50 am - 10:20 am  
Afternoon Break 2:50 pm - 3:20pm  
Cocktail Party 6:00 pm - 7:00 pm

Saturday, November 6, 2021,  
Exhibits Open: 7:00 am - 5:00 pm  
Specific Events:  
Morning Break 10:00 am - 10:30 am  
Afternoon Break 3:00 pm - 3:30 pm  
Break Down: 3:30 pm - 6:00 pm

\*Times may vary from this schedule. A final schedule will be provided closer to the date of the meeting.

### 6. Unoccupied Space

NYNJSIPP reserves the right, should any rented space remain unoccupied after the first hour of the show's opening, to rent or occupy said space.

### 7. Payments & Refunds

The total amount for exhibit space is due upon the reserving of space and signing of the contract. No refunds will be made for cancellations, although, for cancellations in excess of 45 days of the meeting, we will honor a credit for the following year's meeting.

### 8. Food Service

NYNJ Pain Symposium reserves the right to provide food and beverage service during certain hours in the exhibit area.

### 9. Noisy Equipment

The operation of whistles or any objectionable devices will not be allowed. After the show opens, noisy and unsightly work will not be permitted.

### 10. Security

Providing security for exhibits, exhibitor property and for exhibitors themselves, as well as for their employees, agents, representatives and guests, shall be the sole responsibility of the exhibitor and of the exhibitor only.

### 11. Conflicting Events

Exhibitors and Meeting Participants may not conduct any ancillary events that conflict with any part of the NYNJSIPP Pain Medicine Symposium without permission from the meeting organizers. This includes all on-agenda scheduled events.

### 12. Fire and Safety Regulations

All local regulations will be strictly enforced and the exhibitor assumes all responsibility for compliance with such regulations. Fire hose cabinets and fire exits must be left accessible and in full view at all times. All display materials and decorations must be flameproof and subject to inspection. No flammable substances maybe used or shown in booths.

### 13. Liability and Insurance

The hotel management and NY/NJ Pain Symposium will take all reasonable precautions to avoid loss of exhibitors' property by theft or fire, but under no circumstances shall the hotel management or NY/NJ Pain Symposium be responsible for such losses, and it is recommended that exhibitors cover their property with suitable insurance. In the enforcement and interpretation of these rules and regulations, the decision of the Society is final.

### 14. Damage to Property

Exhibitors are liable for any damage caused to the building, floor, walls, columns, or to standard booth equipment, or to other exhibitors' property. Exhibitors must not apply paint, lacquer, adhesive or any other coating to building, columns, floors, or to standard booth equipment.

### 15. Public Policy

Exhibitors are charged with knowledge of all ordinances and regulations pertaining to taxes, health, fire prevention, customs and public safety while participating in this show. Compliance with such laws is mandatory for exhibitors and the responsibility of the exhibitor.

### 16. Exhibit Floor Access

NYNJSIPP reserves the right to limit access to the exhibit floor to anyone during times the show is not officially open.

### 17. Use of Booth Space

Exhibitors shall reflect their company's highest standards of professionalism while maintaining their booths during the show hours. No exhibitor shall assign, sublet or share booth space.

### 18. Exhibition Sales Policy

Exhibitors may not accept payments in cash or checks or deliver merchandise in the exhibit hall.

### 19. Irregular Canvassing & Advertising

Distribution Solicitation of business or meetings in the interest of business except that of exhibiting firms is prohibited. Exhibitors are urged to report to NYNJSIPP any violations of this rule. Canvassing by exhibitors outside of their booths is also forbidden, except by hosts of specially hosted events.



# New York & New Jersey Pain Medicine Symposium

## Evolving Advanced Pain Therapies

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- Fellows Pre-Conference Course – November 4, 2021
- Nursing and PA Interventional Management Course – November 4, 2021
- Pain Medicine Live Symposium – November 4-6, 2021
- Cadaver and Ultrasound Labs – November 7, 2021

Join ASIPP  
[www.ASIPP.org](http://www.ASIPP.org)

**Mission of  
ASIPP, NYSIPP and NJSIPP:**  
To promote the development  
and practice of safe, high quality,  
cost effective interventional pain  
management techniques for  
the diagnosis and treatment of  
pain and related disorders and  
to insure patient access to these  
interventions.

