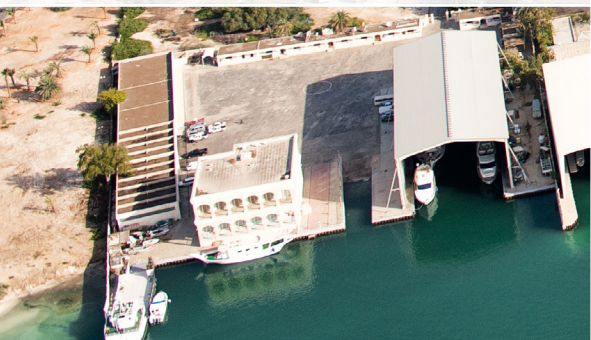


ISN WCN'20

MARCH 26-29 - ABU DHABI, UAE

ISN WORLD CONGRESS OF NEPHROLOGY

March 26-29, 2020 Abu Dhabi, UAE

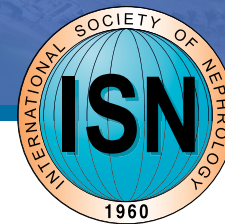


Invitation to Industry

Hosted by



Advancing kidney health worldwide. Together.



Welcome to the ISN World Congress of Nephrology 2020

On behalf of ISN, we are pleased to invite you to take part in the International Society of Nephrology's World Congress of Nephrology (WCN) 2020, co-hosted by the Emirates Nephrology Society (EMAN). The congress will take place in Abu Dhabi from March 26 to 29, 2020.

As ISN's annual congress, WCN is the leading educational and must-attend event in international nephrology, attracting participants from the worldwide nephrology community, including clinicians, academics, clinical and basic researchers, as well as other healthcare professionals involved in multidisciplinary nephrology care. The WCN aims to advance the education of physicians and other professionals, support the development of kidney research, and facilitate the delivery of high-quality healthcare worldwide.

Since the first congress in 1960, the WCN has provided pivotal guidance and support to advance nephrology around the world.

On behalf of ISN and EMAN, we are pleased to invite you to take part in the WCN 2020.

Support and involvement from industry is vital to deliver high-standard world congresses. The Congress Organizing Committee has, therefore, created a variety of sponsorship opportunities of interest to companies and organizations allowing them to become actively involved in WCN 2020 and to support the advancement of multidisciplinary nephrology care globally.

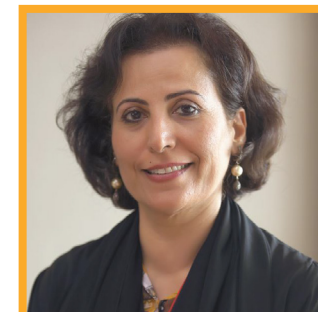
The industry prospectus outlines sponsorship opportunities within different categories. We look forward to your applications, your support and to be able to welcome you in Abu Dhabi at the the World Congress of Nephrology 2020.



Vivekanand Jha
ISN President and
Congress Chair



Marcello Tonelli
Scientific Program Chair



Mona Alrukhaimi
Local Organizing
Working Group Chair

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1. Important: This industry prospectus has been compiled by the International Society of Nephrology (ISN). A successful application made by a company wishing to participate in the ISN World Congress of Nephrology 2020 will imply full acceptance of the terms, conditions and policies contained within this document as well as the technical specifications in the forthcoming exhibitors' service manual – to be published online on the ISN WCN 2020 website: www.wcn2020.org, as of September 2019. Please read this invitation to industry prospectus carefully and circulate appropriately within your company and/or related agencies. The current document presents the structure of the product offering. Further technical specifications will be published in the exhibitors' service manual.
2. This is the version (v14) of the industry prospectus.
3. All the rates included in this document are in USD and exclude VAT.

About the ISN

The International Society of Nephrology (ISN) is advancing kidney care worldwide. Through our scientific and capacity-building activities in advocacy, education and research, we bridge gaps in global kidney care, engaging in a collaborative effort to improve kidney disease prevention, diagnosis and treatment.

With almost 8000 professional members from over 160 countries, the ISN represents a wide international network and an efficient platform for timely scientific exchange, debate and communication between healthcare professionals involved in preventing and treating kidney disease.

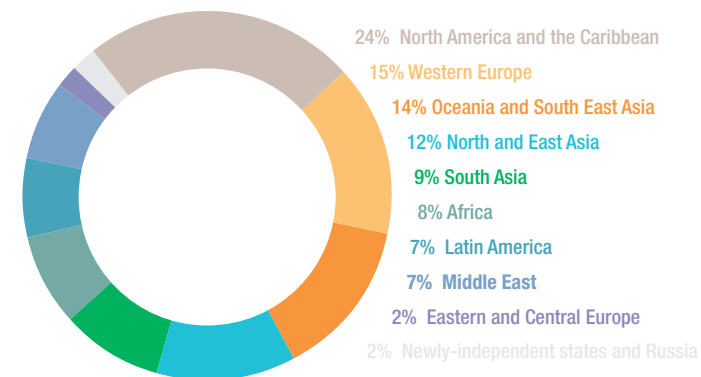
By collaborating with more than 100 national and regional societies, we reach out to an additional 30,000 health professionals globally. Our overarching purpose is to tackle the global burden of acute kidney injury (AKI) and chronic kidney disease (CKD), end-stage kidney disease (ESKD) improving patient care through an interconnected advocacy, education and research strategy.

Advancing kidney health worldwide. Together.

ISN advances worldwide kidney health for all its stakeholders by:

- **Bridging the gaps** of available care through advocacy and collaborations with our global partners
- **Building capacity** in healthcare professionals via granting programs, education and research
- **Connecting communities** to develop a stronger understanding of the management of kidney disease

Our members around the world



Source: ISN, as of Dec 2018

Past editions of WCN

The ISN World Congress of Nephrology (WCN) was established in 1960 as the global meeting to gather all kidney professionals with an interest in exchanging views and experiences with colleagues from all countries of the world. The unique and intimate networking experience at WCN goes beyond simply learning about the latest scientific discoveries and forges lasting relationships that increase your ability to advance kidney care in your professional setting, whilst supporting colleagues in low-resource areas. Testimonials from the 2015 Cape Town, 2017 Mexico and 2019 Australia congresses reveal the excitement of having attended an event of high-scientific value with a unique global flavour.

Please find below a selection of representative data from the most recent past WCN congresses.

Regional breakdown of delegates at past congress'

Region	WCN 2015 South Africa	WCN 2017 Mexico	WCN 2019 Australia
Africa	27%	3%	3%
Europe	32%	14%	12%
Middle East & North Africa	8%	2%	2%
North & Central America	11%	49%	11%
South America & Caribbean	3%	20%	2%
South East Asia	6%	3%	9%
Western Pacific	13%	9%	61%

Top 10 countries at past congress'

Percentages are representative of the total amount of delegates

WCN 2015 Cape Town, South Africa



17.4%	South Africa
8.3%	USA
4.7%	United Kingdom
4.7%	Germany
4.5%	India
4.0%	Nigeria
3.2%	France
3.1%	China
1.9%	Canada
1.9%	Belgium

WCN 2017 Mexico City, Mexico



37.2%	Mexico
9.9%	USA
3.0%	Brazil
2.7%	Peru
2.3%	Ecuador
2.3%	Colombia
2.3%	India
2.1%	China
1.7%	Germany
1.7%	Poland

WCN 2019 Melbourne, Australia



31.4%	Australia
8.3%	USA
5.9%	Japan
5.8%	China
5.8%	India
3.8%	Philippines
2.5%	Canada
2.1%	United Kingdom
2.0%	New Zealand
1.8%	Indonesia

Sponsorship tiers

Supporting the World Congress of Nephrology gives you considerable acknowledgement and exposure to all participants. All supporting organizations will receive the below, based on the level of contributions.

Silver

All organizations supporting \$40,000 - \$60,000 will receive:

- Company logo on sponsorship acknowledgment signage at the conference
- Company logo on acknowledgement page in onsite pocket program
- Company logo on acknowledgement slide, played in meeting rooms during intermission and general conference areas

Gold

All organizations supporting \$60,000 - \$80,000 will receive:

- Larger-size company logo on sponsorship acknowledgment signage at the conference
- Larger-size company logo on acknowledgement page in onsite pocket program
- Larger-size company logo on acknowledgement slide, played in meeting rooms during intermission and general conference areas
- 1 invitation to the President's Gathering
- 2 additional full congress registrations

Platinum

All organizations supporting above \$80,000 will receive:

- Largest-size company logo on sponsorship acknowledgment signage at the conference
- Largest-size company logo on acknowledgement page in onsite pocket program
- Largest-size company logo on acknowledgement slide, played in meeting rooms during intermission and general conference areas
- 2 invitations to the President's Gathering
- 4 additional full congress registrations
- One scheduled app push-notification

General information

Congress Dates

26-29 March 2020

Congress Venue

Abu Dhabi National Exhibition Centre (ADNEC)
Al Khaleej Al Arabi Street
Abu Dhabi, United Arab Emirates
www.adnec.ae

ISN WCN 2020 Congress Secretariat

ISN Global Operations Center
Avenue des Arts 1-2
B-1210 Brussels
Belgium
[+32 2 808 71 81](tel:+3228087181)
www.theisn.org

ISN WCN 2020 Official Housing Bureau

MCI Middle East
Office Suite 902, 9th Floor
Dubai World Trade Center, P.O. Box 124752
Dubai, United Arab Emirates
[+971 \(4\) 311 6300](tel:+97143116300)
wcn2020abudhabi@mci-group.com

Sponsorship items

As a premier platform for the global kidney community, the World Congress of Nephrology (WCN) brings together more than 4,000 delegates. WCN provides the ideal opportunity to show your brand through a wide variety of sponsorship items. Sponsorship items are organized into four categories which are identifiable in this document with coloured badges as follows:

Community

Comfort

Connection

Advertising

Get in touch to discuss packages!

Registration support



20,000 USD*

Show your support for WCN 2020 delegates! All delegates and faculty are required to register online by logging on to the WCN 2020 registration portal. The portal is also visited by abstract submitters, course registrants and film award submissions. Delegates often visit the portal more than once for important congress documents such as invoices and certificates which drives post-congress visibility.

Sponsor benefits:

- Company logo on top banner of registration portal
- Acknowledgement on WCN congress website
- Acknowledgement on-site in the registration area of congress center

Poster desk support



5,000 USD*

The WCN poster area is one of the highlights of the congress. Over 1,000 abstracts are expected to be presented. A desk at the entrance of the exhibition hall welcomes and orients the poster presenters, distributes ordered printed posters and informs the WCN delegates. All the moderated sessions will also begin from this point. This desk is an excellent opportunity for a company to gain visibility in a prime location.

Sponsor benefits:

- Company logo printed on posters helpdesk, which is prominently located in the exhibition hall
- Acknowledgement on the congress website

Due to pharma codes and regulations, all sponsorship items with branding options cannot feature pharmaceutical product advertising.

*exclusive of UAE VAT

ISN community film awards ★

10,000 USD* (Non-exclusive)

The concept

ISN members or partner societies will submit a short film that either educates about chronic kidney disease, dialysis or transplantation or reflects patient experience. Films will be no longer than 10 minutes.

5 films will be selected to enter a competition at WCN. WCN delegates will vote for the best film during the dedicated session.

Sponsor this initiative and help the global medical community with the daily challenge of treating patients with kidney disease.

Sponsor benefits:

- Sponsorship acknowledgment in the call for film section on the website
- Maximum of two branded banners in the foyer at the reception
- Sponsor visibility in the room before the projection of films (a slide showing the logos of all the sponsors to be projected on the screen) as well as in the press corner (a backdrop showing the logos of all the sponsors during the press interview of the winner.)
- Screens in exhibition hall playing videos with your company logo
- Acknowledgment in promotion of winning film

***exclusive of UAE VAT**

Fellowship grants ★

2,500 USD*

Support delegates from low-income and low-middle-income countries to attend WCN 2020. Fellowship grants will help us cover the cost of inviting nephrologists who will strongly benefit from attending this well-renowned global educational event. In return for this generous support, a special mention of our supporters and contributors will be published on the website. The price is per grant.

The grant covers:

- Registration to WCN
- Subsidizes travel and accommodation

Lanyards ★

15,000 USD*

Each participant will receive a lanyard that includes a congress name badge and pocket program. Lanyards are very popular and highly visible items that are often kept and used for extended periods of time after the congress. The sponsor will have their company logo appear next to the ISN WCN 2020 logo.

The production and cost of the lanyards is not included in the package.



The company logo will be smaller than the ISN-WCN branding"

Fruit station ★

10,000 USD*

Satisfy delegates appetites by sponsoring the WCN Fruit Stations! This is a great opportunity to showcase your brand whilst supporting a healthy lifestyle. Complimentary fresh and local fruit will be offered to all delegates in various locations throughout the congress during congress hours.

- Company logo displayed on all fruit stations
- Two stall locations in the congress venue
- Limited to 3 sponsors maximum

Reusable water bottles & refill stations ★

10,000 USD*

Support our green efforts by sponsoring reusable water bottles and refilling stations. The complimentary eco-friendly, flat-packed water bottles will be distributed during the congress. Delegates will be able to re-fill their bottles at various stations around the venue.

- Logo on water bottle
- Available to all delegates
- Branded water refill stations in various locations around the congress center
- Have your brand seen even after the Congress is over!

Production costs not included.

Seating cubes ★

5,000 USD*

Allow delegates to take a break and enjoy sitting down while your company message gains optimal visibility with the seating cubes. New to 2020, this sponsorship enables you to provide a clear message of your support to delegates in an original and practical way.

- Company logo displayed on two (2) sides, other sides are WCN branded
- Available to all delegates and spread throughout the congress center including the spotlight theatre and registration area
- Price is per 100 units and is non-exclusive.

*exclusive of UAE VAT

Congress app ☆

15,000 USD*

The congress app replaces the program book. The congress app provides delegates with the opportunity to access information about the congress through their mobile devices. Detailed information on the program, exhibition and venue is at their fingertips.

This sponsorship opportunity grants you the highest visibility as the sponsor's logo will appear on the welcome screen every time the delegates use the app.

Sponsor benefits:

- Company logo on app homepage
- Company logo in dedicated section
- Acknowledgement on all congress app-related communications prior, during and after the congress
- Acknowledgment on the congress website
- Exclusive sponsor option
- Two promoted posts on the WCN congress app



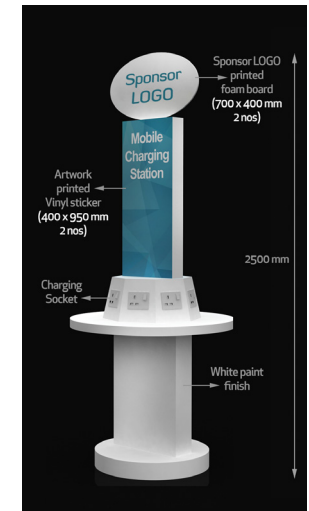
Item may differ from the current image

Charging stations ☆

5,000 USD*

Branded charging stations with your company logo will be made available within the exhibition hall and throughout the congress center to allow the delegates to network and relax while charging their electronic devices.

The rate is per unit. Each station will have multiple power outlets.



*exclusive of UAE VAT

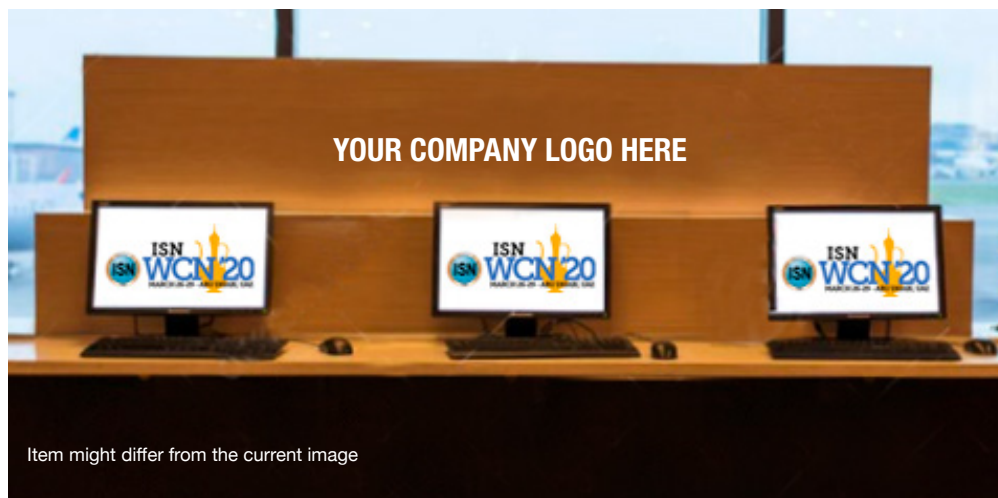
Internet zone ☆

7,500 USD*

Internet accessible computer stations will be available at one or two locations within the ISN WCN 2020 congress facilities, enabling participants to keep in touch with their offices and to keep up to date with email correspondence while at the congress. In addition to general internet surfing facilities, these internet stations will have integrated congress information available such as a search engine, congress scientific program, exhibitor and sponsor directory, information on congress related promotions etc.

Sponsor benefits:

- Acknowledgment on the congress website
- Company logo on the stations with 8 computers and 1 printer
- Exclusive sponsor option



Congress Wi-Fi ☆

7,500 USD*

At the congress, free Wi-Fi access will be available for congress participants to connect to the internet with their personal laptop or smart phone devices.

Sponsor benefits:

- Acknowledgement on the congress website
- Company logo on the Wi-Fi connection landing page
- Exclusive sponsor option
- Acknowledgement on congress badge
- Acknowledgement on various screens around the venue



*exclusive of UAE VAT

Congress newsletter advertisement ★

2,500 - 3,000 USD*

The electronic congress newsletter is circulated to all registered delegates. It features the program highlights, useful information about travel, hotel and visa. This is a great opportunity to promote your lunch symposium, exhibition presence. Product advertisement is not permitted



Item might differ from the current image

Rates per newsletter:

January 2020 edition	2,500 USD
February 2020 edition	2,500 USD
March 2020 edition	3,000 USD

Free-standing towers ★

8,000 USD per side*

Have your company logo seen from all angles with the four-sided towers! These towers will be located in the main atrium area. Delegates will flow through this area throughout the day.



Advertisement in the pocket program ★

3,000 - 10,000 USD*

Place your message in this quick guide, which will be a must-have for every delegate. The WCN 2020 pocket program is a practical pocket guide to the Congress providing delegates with a quick day-to-day view of the scientific program. It is designed in a practical pocket format and distributed to each delegate onsite. Product advertisement is not permitted.

Industry section	7,500 USD SOLD
Back cover	10,000 USD SOLD
Inside back page	3,000 USD

Advertising within the venue

There are several options available for advertising within the congress center venue. Please contact us for pricing and availability!

***exclusive of UAE VAT**

Industry lunch symposia

Industry lunch symposia are commercially-supported educational activities held during the ISN World Congress of Nephrology. Industry lunch symposia are organized by exhibiting companies only. Industry lunch symposia are offered in slots according to the following schedule:

Meeting room	Max capacity	Saturday 28 March	Sunday 29 March
Conference Hall A	1000	65 SOLD JSD	65,000 USD
Hall 4A	800	65 SOLD JSD	65 SOLD JSD
Conference Hall B2	260	40 SOLD JSD	40 SOLD JSD
Conference Hall B1	200	40,000 USD	40,000 USD
Capital Suite 5	190	40,000 USD	40,000 USD
Capital Suite 7	190	40 SOLD JSD	40,000 USD

Deadline to book is end of November.

Any applicable tax (VAT) will be added to the prices listed above. The schedule of symposia must be strictly adhered to, and is as follows;

13:00 - 13:15	Organizers may enter meeting room for set-up Catering served (Optional)
13:15 - 14:15	Scientific session
14:15 - 14:30	Dismantling

Please enquire if you are interested in a rehearsal slot.

Rates

Rental rates are determined according to the seating capacity of each room in theatre style.

The rates include:

- Room rental
- Standard set-up: Theatre style with stage, lectern and speaker table(s)
- Basic AV equipment and services:
 - Amplification
 - Data projection
 - Technician
- Publication of the industry symposium on the congress website and on the congress app
- On the day, poster boards are available in two locations within the Congress - One in the congress registration area (From the morning) and another in front of the meeting room (One hour prior)
- Use of official congress logo on invitations and promotional documentation

Livestreaming and webcasts

A selected number of sessions will be livestreamed so that the nephrology community at large can follow key sessions even if they are not able to attend WCN 2020. Webcasts of all sessions will be available from the congress website.

Please contact Susan de Bièvre for more information.

Industry lunch symposium submission

Industry lunch symposia will only be accepted after final approval by the Congress Scientific Program and Organizing committees.

Program proposals should be received no later than October 2019.

Please use the submission form included in this brochure and send to:
International Society of Nephrology

Susan de Bièvre

Business Development Director

Email: sdebievre@theisn.org

The ISN WCN 2020 committees may reject submissions that do not comply with the above-mentioned principles.

Acceptance and confirmation

A confirmation letter will be sent out once the program drafts have been evaluated.

Lunch symposia speakers

Lunch symposia organizers must submit speakers forms for all chairs and speakers who will participate in their session. If the speaker is already a WCN speaker, they needn't submit a second form. Please note that this is a local **legal requirement**. Failure to submit a form will mean the session will not be able to take place. Forms are in the manual and must be submitted by January 31, 2020.

Final program

The final program should be sent to the congress office (industry@theisn.org) no later than December 13, 2019 to be included in the congress material. This final program should include all details of speakers and chairpersons.

Promotion of industry lunch symposia

To help promote and attract attendees, the industry lunch symposia will be made available on the website and the congress app.

Companies are allowed to place additional posters, self-standing banners etc. just outside the lecture hall one hour before the start of the symposium. All material must be removed immediately after the end of the symposium. Failure to do so will incur extra costs for the symposium organiser.

Policy

The ISN WCN 2020 congress office is aware that symposium organisers may not receive confirmations from the speakers/chairpersons upon submission of the program.

The congress office will accept change from the preliminary draft of the final program.

ISN guarantees that all information contained in the program drafts will be handled with strict confidentiality.

WCN 2020 faculty may not repeat lectures given in the official scientific program during industry symposium.

ISN and WCN Committee members may only speak at 2 lunchtime symposium. The congress office will inform all parties in case of overlap. Conflict must be resolved by concerned parties.

Spotlight theatre

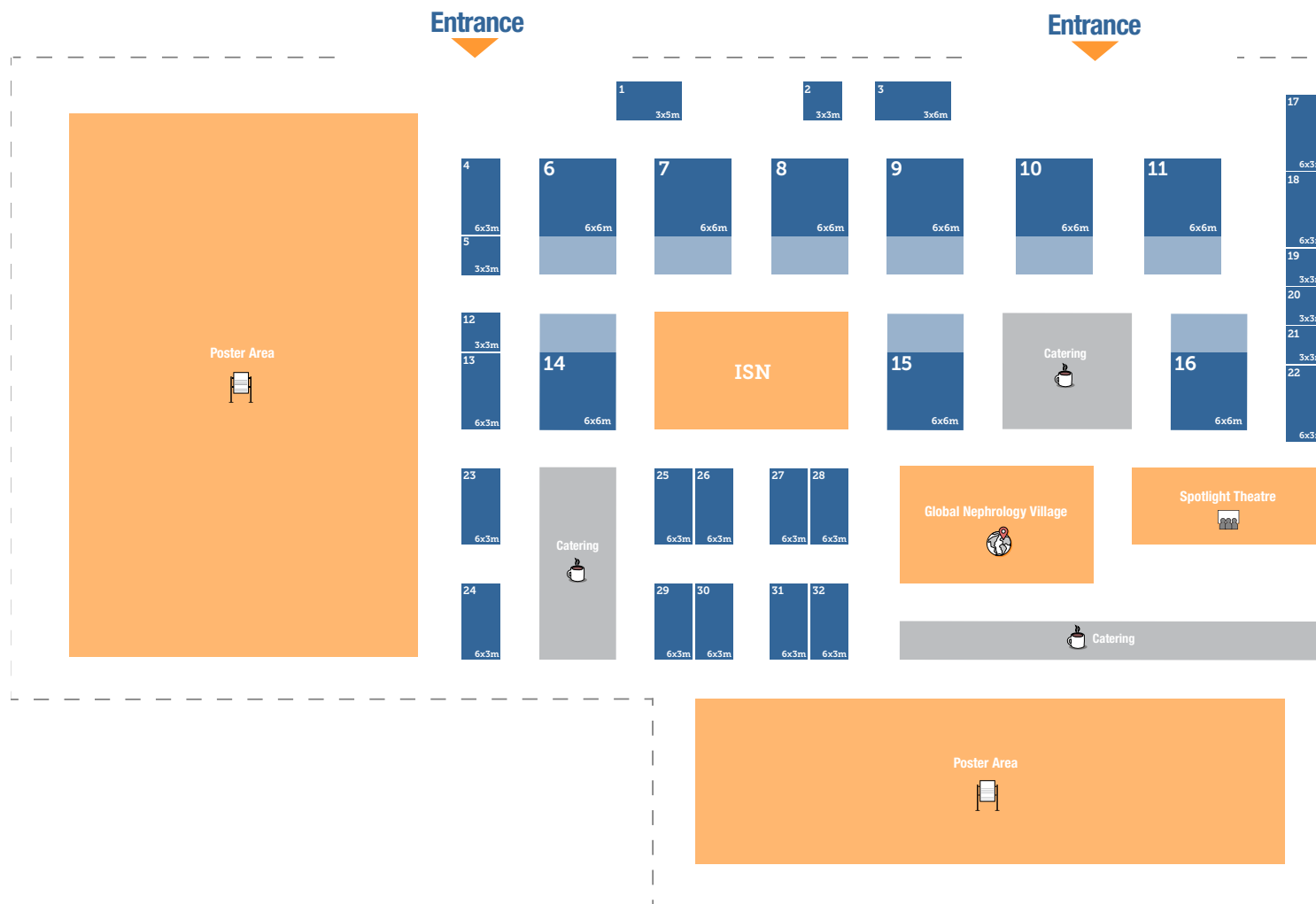
Take maximum advantage of participants wanting to learn about new products. Increase your visibility and audience outreach by showcasing and presenting your latest products and services without leaving the exhibition floor. This opportunity includes a 30-minute podium presentation.

Sponsor benefits:

- Informal presentation area located in the exhibition hall with seating cubes (A choice to brand)
- Basic set up and audio visual equipment made available
- Additional acknowledgement on the congress website and app

DAY	TIME SLOT	RENTAL FEE
March 28	1:30 pm - 2:00 pm	5,000 USD
March 29	1:30 pm - 2:00 pm	5,000 USD

Exhibition floorplan



Exhibiting opportunities

Exhibiting your company's products and services in support of this global medical and research community of nephrology will help advance the development of clinical research and help to facilitate the high quality of healthcare worldwide.

Space-only booth rates

Early exhibition rate (Application submitted by June 14, 2019)

10m² to 71m² → \$488 per m²

72m² and more → \$458 per m²

Standard exhibition rate (Application submitted after June 14, 2019)

10m² to 71m² → \$548 per m²

72m² and more → \$529 per m²

Space only rates cover floor space only and does not include the construction of a modular booth, carpet, electricity or any other extras.

Shell scheme rates

Commercial rate → \$6,075

Non-profit rate → \$4,270 USD

A special package including the shell scheme structure, floorspace and basic furniture for 9m². The package includes:

- 2.5m high white infill wall panels
- Fascia sign (company name & stand #)
- 3 x 35W halogen spotlights
- 1 x 3-pin electrical socket
- 2 x chairs, 1 x roundtable, 1 x literature rack, 1 x wastebin



Central booths

Book a central 6x6m booth and benefit from a highly discounted rate (per m²) with an extra 18m² floor space where exhibitors have the great opportunity to organize traffic-generating activities such as;

- Coffee barista
- Juice bar
- Ice cream station

Please contact Charleigh Claire at cclaire@theisn.org for more details. Extra Agora space is for traffic-generating activities only. It should not be used as an extension of booth activities or walling.

Exhibitor entitlements and benefits

- Attendance during opening exhibition hours
- Right to attend industry lunch symposia
- Company name listed on the official congress website
- Included in your package are a number of exhibitor badges with the name of the exhibiting company
- Company listing in congress website, pocket program and congress app

Procedure outline

The following overview provides an outline of the procedures to be followed in order to participate in the ISN WCN 2020 exhibition. We kindly ask you to refer to the rest of the section for further details.

For further information, please contact sdebievre@theisn.org.

If the required material is received by the due dates, the booth fee includes:

- Listing of company name, booth number and description in the congress app
- A number of full congress registration and exhibitor-only badges (See page 23 for conditions)

Liability of the organizer

In the event that the organizer has to cancel the congress due to a major incident, such as a strike, fire, terrorist attack, damages or other fatalities, as long as these arise from a cause beyond ISN's control, payment will be reimbursed subject to a deduction of any costs incurred in preparing the event.

Final clause

In unforeseen cases of dispute not covered by the regulations in this invitation of industry, the ISN executive committee's decision shall be final. This invitation to industry is governed exclusively by US law; the English text of this document is authoritative.

Important exhibition dates and deadlines

Friday June 14, 2019

Applications for early booking fees due.

Standard fees will be applied for applications received after this date.

Friday November 8, 2019

Last day to cancel exhibitor's contract and receive a refund based on the cancellation policy; requests received after this date will not be refunded.

Last day to downsize booth space and request for a refund based on the policy; requests received after this date will not be refunded.

Exhibition applications submitted after this date must be paid upon signature.

Tuesday February 26, 2020

Housing deadline.

Friday January 25, 2020

Descriptions of organizations and products due for publication in congress material

Exhibitor and group registration deadline.

Application process

Complete the application form available with this prospectus. Once booked, you will receive an invoice for 50% deposit which should be paid within 2 weeks. The payment must be made via credit card, wire transfer or check mailed to the address listed on the application form. After November 8, 2019, any bookings made will be invoiced 100% payable in 2 weeks.

Registrations included in your booking

Registrations will be provided according to the chart below:

Booth area	Included exhibitor badges
9 m ²	2
10 - 18 m ²	3
19 - 45 m ²	6
46 - 81 m ²	9
82 m ² +	12

This benefit is not provided to non-profit rate or exhibitors with complimentary spaces. Conditions apply.

Exhibitor-only badges

Exhibitor badges allow access to the exhibition hall during opening hours and during specific setup/dismantling hours which are noted in the schedule. Exhibitor badges do not allow access to the scientific sessions or activities. Additional exhibitor badges can be purchased at 60 USD per badge from the Industry Portal. Up to two (2) exhibitor badges, included in your package, will be given for every 9 square meter of confirmed booth space and only the name of the exhibiting company will appear on these exhibitor badges.

Booth giveaways

ISN supports the ethical codes of conduct on interactions with healthcare professionals including, but not limited to, Advanced Medical Technology Association (AdvaMed) Code of Ethics on Interaction with Healthcare Professionals; the American Medical Association (AMA) Gifts to Physicians from Industry Ethical Opinion 8.0611; The Pharmaceutical Research and Manufacturers of America (PhRMA) Code on Interactions with Healthcare Professionals; and other ethical guidelines and standards that describe the appropriate relationships between physicians and industry. ISN refers exhibitors to these guidelines and expects all exhibitors at the ISN World Congress of Nephrology 2020 to be in compliance.

Exhibition schedule at a glance

Schedule subject to change. Final version will be available in the exhibitor manual.

Wednesday 25 March 2020

6:00 am — 10:00 am	Floor marking & carpeting by the official stand fitting contractor
10:00 am — 7:30 pm	Exhibition build-up (Raw space only)

Thursday 26 March 2020

8:00 am — 7:30 pm	Exhibition build-up (Raw space only)
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Friday 27 March 2020

8:00 am — 3:00 pm	Exhibition build-up
3:00 pm — 5:30 pm	Exhibition closed for waste removal and pre-opening cleaning
5:30 pm — 7:00 pm	Exhibitor final preparations for opening
7:00 pm — 8:30 pm	Welcome reception in exhibition hall (Official opening hours of exhibition)

Saturday 28 March 2020

8:00 am — 10:00 am	Exhibition hall open to exhibitor badge holders for final preparations
10:00 am — 4:30 pm	Exhibition hall open to all delegates (Official opening hours of exhibition)
4:30 pm — 6:45 pm	Exhibition hall open to exhibitor badge holders

Sunday 29 March 2020

8:00 am — 10:00 am	Exhibition hall open to exhibitor badge holders
10:00 am — 3:00 pm	Exhibition hall open to all delegates (Official opening hours of exhibition)
3:00 pm — 2:00 am	Exhibition break-down

Important Note: The build-up and breakdown schedule must be strictly respected. The final version is available in the exhibitor manual.

Exhibition general terms and conditions

Booth sharing

The sharing of booth space is prohibited, except when sharing the space with divisions of the same company or between companies comarketing a product or service.

Eligibility

For an exhibit application to be accepted by the ISN, the products and services must be educational in nature and directly relate to the nephrology medical field. ISN reserves the right to accept or reject a potential exhibitor based on its assessment of whether that company/organization's products and/or services are relevant to ISN members and congress participants. All exhibits will be reviewed on site by the ISN.

Educational activity/presentation in a booth

Exhibiting companies wishing to set-up a presentation area as part of their booth design must have a booth space of minimum 108 m². Alternatively, they can use the spotlight theatre to hold their presentations.

Presentations must meet the standards and integrity of ISN and complement but not duplicate the ISN scientific program.

Cancellation of exhibition

In the event that the exhibition is cancelled due to (but not limited to) war, adverse weather, strike, fires, terrorism, any natural disaster or other causes beyond ISN's control, ISN will not be held liable for failure to hold the exhibition as scheduled, and ISN will determine the amount, if any, of the exhibition fees to be refunded.



Payment

Payment must be made by check, credit card or wire transfer.
All application forms must be submitted to industry@theisn.org

Upon receiving a complete application form, the organizers will issue a 50% deposit invoice. Payment of the deposit is due within 2 weeks of receiving the invoice. All applications will remain as pending until the deposit is paid.

All payments must be made by 8 November 2019. If booked after this date, the full amount will be invoiced and due within 2 weeks.

- **To pay by check:** Post the completed application form with a check payable to the ISN at the address stated above and on the application form below.

International Society of Nephrology/WCN 2020

Lisa Scarfuto
340 North Avenue 3rd FL
Cranford - NJ 07016

- **To pay by credit card:** Submit the completed application form by email to: industry@theisn.org
- **To pay by wire transfer:** Submit the completed application form by email to industry@theisn.org Tick wire transfer box on the application form and submit with a copy of your wire transfer confirmation.

Booth cancellation

- In case of total cancellation before 31 May 2019, a cancellation fee of 10% of the total amount will be charged
- In case of cancellation before Aug 2, 2019, a cancellation fee of 30% of the total amount will be charged
- In case of cancellation before October 3, 2019, a cancellation fee of 60% of the total amount will be charged
- In case of total cancellation on or after Nov 8 2019, the total amount will be charged
- Total cancellation fees apply irrespective of whether the space can be re-allocated or not.

Any refund to be made will be processed after the WCN 2020 and will be settled no later than June 30, 2020.

Storage

Fire regulations in the exhibition facilities prohibit storing product literature, empty packing containers, or packing materials behind back drapes or under draped tables. In most cases, however, exhibitors may store a limited supply of literature products appropriately within the booth area, as long as these do not impede access to utility services, create a safety problem, or appear unsightly. Accessible storage for exhibitor materials will be available from the official freight forwarder for a fee. Storage items will be delivered to the exhibitor's booth by the official freight forwarder upon request.

Early dismantling

Early dismantling is expressly prohibited by ISN. Exhibits officially close on Sunday 29 March at 3:00 pm. All booths must be properly staffed until that time. Violation of the early dismantling policy may affect the exhibitor's acceptance at future ISN WCN exhibitions or result in penalty fees.

Exhibitor appointed contractor (EAC)

Exhibitors must notify the ISN exhibition management in writing if they plan to use a contractor other than the official contractor to supervise the set up and dismantling of exhibits. EACs working with booths that measure over 89 square meters must submit an original and valid certificate of insurance by November 15, 2019 that includes commercial general liability, products liability coverage, and broad property damage endorsement with combined and single limits of liability not less than 1 million USD per occurrence. The certificate must also cover workers' compensation and employers' liability in commercially reasonable limits as otherwise required by the laws of UAE.

Fire regulations

All materials used in the exhibiting area must be flameproof and fire resistant in order to conform to local fire ordinances. Crepe and/or corrugated paper, flameproof or otherwise, are not permitted. All aisles and exhibits must be kept clear at all times and fire stations and fire extinguisher equipment are not to be covered or obstructed. Because of fire hazard, no storage of any kind will be permitted behind an exhibition booth.

Insurance and liability issues

Exhibitors acknowledge that neither the International Society of Nephrology, its subcontractors, ADNEC, Abu Dhabi National Convention Centre shall be obligated to maintain property, liability, or business interruption insurance covering the exhibitor.

It is the sole responsibility of the exhibitor to obtain such insurance at its own expense.

- Commercial general liability shall name ISN as an additional insured and provide a certificate of insurance
- Exhibitors shall also maintain workers' compensation and employers' liability insurance in commercially reasonable amounts and as otherwise promulgated by Australia law.
- The insurance policy must be in force from the move-in date through to the move-out date.

Limitations and liability

Exhibitors agree to protect, save, and keep the International Society of Nephrology, the occupied hotels, the ADNEC, Abu Dhabi National Convention Centre and Exhibition Centre and official Exhibition Service Providers forever harmless from any damage or charges imposed for violation of any law or ordinance by the exhibitor, its employees, or agents. The exhibitor also agrees to strictly comply with the applicable terms and conditions contained in the agreement between the International Society of Nephrology, the occupied hotels, ADNEC, Abu Dhabi National Convention Centre and official exhibition service providers regarding the exhibition premises. Further, the exhibitor shall at all times protect, indemnify, save, and keep harmless the International Society of Nephrology, the occupied hotels, the ADNEC, Abu Dhabi National Convention Centre and official exhibition service against and from any and all loss, cost damage, liability, or expense which arises out of, from, or by reason of any act or omission of exhibitor, its employees or agents.

Music licensing

Exhibitors wishing to play copyrighted music must obtain the proper licensing.

Photography/videotaping

Exhibitors are entitled to photograph or film their own exhibition stand but are prohibited from photographing other exhibitors' booths. This prohibition includes photographs taken with cellular phones. Press representatives may take pictures in the exhibition hall, but must first obtain special permission from ISN.

Porter service

In an effort to maintain a clean and organized exhibition hall, exhibitors who will be distributing giveaways must order porter service. Porter service includes monitoring the exhibition booth to empty wastebaskets and collectively empty boxes throughout show hours. Empty boxes may not be placed in the exhibition hall aisles, behind or adjacent to columns, or in trash cans in the exhibition hall for removal during show hours. The order form for porter service will be provided in the exhibitors' and sponsorship service manual. Standard wastebasket emptying does not include removal of empty boxes. If an exhibitor does not properly handle empty boxes, ISN will remove the boxes at the exhibitor's expense.

Promotional activities

All promotional activities including but not limited to interviews, demonstrations, and distribution of literature or samples must be made within the exhibitor booth space. Canvassing or distributing promotional materials outside the exhibitor booth space is not permitted. No literature is to be distributed in the convention center, hotels or any public area.

Sale of goods and services

The sale of goods or services of any kind is prohibited. Order taking is permitted. The exhibitor agrees not to deliver any goods and/or services until after the conclusion of the exhibition. The exhibitor agrees not to conduct or permit the receipt of legal tender or anything of value for machinery, equipment, goods, and/or services.

Food and beverage

Permission to serve food and beverages at exhibition booths must be coordinated with the catering department at the venue. All food and beverages must be purchased through the convention center. ISN prohibits the distribution of alcoholic beverages. Order forms and details will be made available in the exhibitors' service manual.

Security

ISN will provide security protection for the perimeter area of the exhibition hall on a 24-hour basis during the entire exhibition period, including during move-in and move-out times. Neither ISN, the convention center or the official exhibition service provider is liable for any of the exhibitors' property. It is recommended that each exhibitor purchase a portal-to-portal rider available on the exhibitor's own insurance policy, as protection against loss, theft, fire, damage, etc.