

Prospectus 2017

Washington Marriott Wardman Park • Washington, DC



**NATIONAL ASSOCIATION OF
SPECIALTY PHARMACY**

Dear Valued Partner,

On behalf of Rebecca Shanahan, president of the National Association of Specialty Pharmacy (NASP), I am very pleased to invite you to join us as a sponsoring partner for NASP's 2017 Annual Meeting and Expo. NASP is the only nonprofit trade organization representing the nation's leading specialty pharmacies, pharmaceutical and biotechnology manufacturers, group purchasing organizations, patient advocacy groups, integrated delivery systems and health plans, wholesalers/distributors, and pharmacists. There are over 100 corporate members and 1200 individual members, making it the leading unified voice of specialty pharmacy.

Your support is critical to the successful development and implementation of our strategic initiatives and activities that serve the needs of our multistakeholder membership. The 2017 sponsorship program provides an excellent opportunity to share your products, research, and services with specialty pharmacy industry colleagues and peers at our fifth annual meeting to be held September 18-20, 2017 at the Washington Marriott Wardman Park in Washington, DC.

In this prospectus, please find information on NASP activities and options for supporting the 2017 Annual Meeting & Expo in addition to key sponsorship dates and deadlines. With an exciting new venue, an actively engaged board of directors, and an army of dedicated member volunteers, we are confident this will be our best event ever!

We are extremely grateful for your participation and support, and look forward to partnering with you in 2017.

With my very best regards,

Sheila M. Arquette, RPH

Executive Director

National Association of Specialty Pharmacy

Phone: (703) 842-0122

sarquette@NASPnet.org | www.NASPnet.org



Advancing Specialty Pharmacy Education

NASP University is the official continuing education resource of the National Association of Specialty Pharmacy (NASP). NASP University was developed by and is managed through a partnership with ProCE, a nationally recognized provider of continuing education for health professionals. NASP University is guided by an advisory board composed of individuals nominated by member companies of NASP.

About:

The National Association of Specialty Pharmacy (NASP) is a 501(c)(6) trade association representing all stakeholders in the specialty pharmacy industry. Our members include the nation's leading specialty pharmacies, pharmaceutical and biotechnology manufacturers, group purchasing organizations (GPOs), distributors, and more. With more than 100 corporate members and more than 1200 individuals, NASP is the unified voice of specialty pharmacy in the United States.

NASP provides educational programs at its Annual Meeting & Educational Conference and via the NASP University, supports specialty pharmacy certification, and represents specialty pharmacy to Congress and federal regulatory agencies.

Who should exhibit?

The NASP Conference gives you access to decision makers, executives, and owners involved in specialty pharmacy. The meeting is attended by CEOs, chief pharmacy officers, pharmacy directors, executives from specialty pharmacies, health plans, pharmacy benefit managers, health systems, the pharmaceutical industry, GPOs, distributors, consulting firms, and vendors. NASP welcomes and encourages participation by all stakeholders in specialty pharmacy, including:

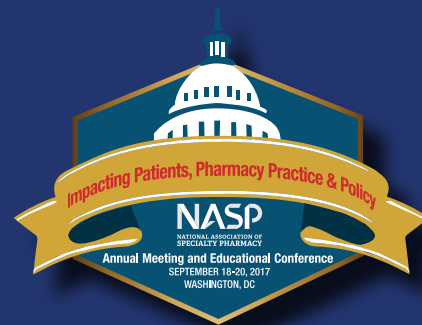
- Pharmaceutical/biotech companies
- Health plans/reimbursement
- Pharmaceutical distribution services
- Pharmacy benefit management companies
- Specialty pharmacy
- Patient support services

Reasons your company should exhibit:

- Meet with decision makers within specialty pharmacy
- Demonstrate innovative products and services
- Position your company as an industry leader
- Expand business opportunities with existing customers
- Establish strategic partnerships
- Network with leaders in specialty pharmacy

Why sponsor?

Sponsorship provides opportunity for you to demonstrate your support of this evolving market and will provide your company with maximum exposure. NASP offers various sponsorship packages to accommodate all investment levels.



Schedule of Events

Monday, September 18

8:00 AM – 3:00 PM	Exhibit Set-up
5:15 PM – 7:30 PM	Welcome Reception

Tuesday, September 19

6:45 AM – 8:00 AM	Breakfast
9:45 AM – 10:45 AM	Break
11:30 AM – 1:30 PM	Lunch
3:15 PM – 4:15 PM	Break
6:15 PM – 8:00 PM	Poster Presentation and Meet the Board Member Appreciation Reception

Wednesday, September 20

6:45 AM – 8:00 AM	Breakfast
10:15 AM – 11:15 AM	Break
11:45 AM – 1:30 PM	Lunch
3:00 PM – 6:00 PM	Exhibit Breakdown

NASP 2017 Hotel Information

Washington Marriott Wardman Park

2660 Woodley Rd NW • Washington, DC 20008

Phone: (202) 328-2000

www.marriott.com/hotels/travel/wasdt-washington-marriott-wardman-park/

SPONSORSHIP TIERS

	PLATINUM SPONSORSHIP \$40,000 EACH	GOLD SPONSORSHIP \$30,000 EACH	SILVER SPONSORSHIP \$20,000 EACH	PREMIUM EXHIBITOR \$15,000 EACH	FRIEND SPONSORSHIP \$10,000 EACH
Full conference registrations	8	6	4	4	2
Acknowledgment on NASP website and association materials for 1 year	✓	✓	✓	✓	✓
10' x 20' Exhibit Space	✓	✓	—	—	—
10' x 10' Exhibit Space	—	—	✓	✓	—
Acknowledgment on all conference signage and meeting materials	✓	✓	✓	✓	✓
Advertisement position in the NASP Conference Guide	✓	✓	✓	✓	—
Conference Bag Inserts	✓	✓	✓	✓	✓
Break Sponsorship*	✓	✓	✓	—	—
Welcome Reception Sponsorship	✓	—	—	—	—
Cocktail Reception Sponsorship	—	✓	—	—	—
Column Wrap Package	—	—	—	—	✓

*Platinum sponsorship includes 2 breaks.

EXHIBIT INFORMATION

Space Assignment and exhibit Fees

Closing Date: August 15, 2017

Late fees of \$2,500 (for profit) and \$750 (nonprofit) will be included if commitment is made after the official closing date

10' x 20' space	\$9,000 (for profit)	\$3,500 (nonprofit)
10' x 10' space	\$4,900 (for profit)	\$1,750 (nonprofit)

Space will be assigned according to the date by which the contract and deposit are received.

The following services will be provided to exhibitors at no additional charge:

- Two full conference badges per booth (each additional badge is \$425)
- Standard identification sign displaying the exhibitor's name and booth number
- Complimentary exhibitor listing in the Conference Guide
- Booth includes table, chair, and wastebasket

Payment for space must be received by **August 31, 2017**.

Staff names must be submitted to NASP no later than **August 31, 2017**

ADDITIONAL SPONSORSHIP OPPORTUNITIES

Focus Group (4-6 participants)	\$25,000
Non-CE Symposia (Product Theater)	\$25,000
SP Interchange (30 minutes)	\$2,500
Charging Station (limit 3)	\$10,000
WiFi SOLD	\$10,000
Conference Tote Bags	\$7,500
Conference Bag Insert	\$2,500
Conference Guide Ad — full-page	\$2,000
Shoeshine Station	\$3,000
Break Sponsorship	\$5,000
Lanyards SOLD	\$3,000
Hydration Station	\$2,000
Elevator Clings (set of 2)	\$2,500
Glass Clings (2)	\$7,500
Wall Clings (4)	\$5,000
Floor Clings (3)	\$5,000
Column Wraps (3)	\$7,500
Door Drops	\$3,000



NASP Specialty Pharmacy Law Conference Sponsorship Opportunities

Platinum Sponsor – \$25,000 (exclusivity)

- Acknowledgement of sole sponsorship for Specialty Pharmacy Law Conference
- Recognition in opening remarks
- 30 minute presentation slot
- Recognition on NASP website
- Signage
- 4 passes to Specialty Pharmacy Law Conference and NASP Annual Meeting
- Company profile in program guide
- Lunch Sponsorship
- Tabletop Exhibit
- Conference Chair/Moderation opportunity
- Proceedings to be published in *Specialty Pharmacy Times*® (includes 1-page 4-color ad)

Gold Sponsorship - \$15,000

- Recognition in opening remarks
- Recognition on NASP website
- Signage
- 2 passes to Specialty Pharmacy Law Conference and NASP Annual Meeting
- Company profile in program guide
- Breakfast Sponsorship
- Tabletop Exhibit
- 30-minute presentation slot

Silver Sponsorship - \$10,000

- Recognition in opening remarks
- Recognition on NASP website
- Signage
- 2 passes to Specialty Pharmacy Law Conference and NASP Annual Meeting
- Company profile in program guide
- Break Sponsorship
- Tabletop Exhibit
- 30-minute presentation slot

Additional Sponsorships

Evening Welcome Cocktail Reception Sponsorship	\$10,000
Lunch Sponsorship	\$10,000
Breakfast Sponsorship	\$5,000
Break Sponsorship	\$3,000
Panel Sponsorship	\$3,000
Tabletop Exhibit	\$2,500
Program Guide Ad	\$2,000
Seat Drops	\$1,000

Please contact
John Dykeman
732.768.0182 — jdykeman@specialtypharmacytimes.com

NASP Annual Meeting & Expo

Washington Marriott Wardman Park, Washington, DC

Exhibit Dates: September 18-20, 2017

EXHIBIT SPACE AGREEMENT

EXHIBIT SPACE OPPORTUNITIES: Complete company name, address, etc, exactly as it should appear in NASP publications and website.

Company Name _____ Website _____

Address _____

City _____ State _____ Zip _____

Company Phone _____ Company Fax _____

Briefly list the type of business/product/service your company provides: _____

EXTRA: Include your company website address as a free link on NASP's website exhibitor list? ☐ Yes ☐ No

Contact: All information will be sent to the person listed below. It is this person's responsibility to share all information with the representatives, including third-party companies, involved with the meeting.

Name _____ Title _____

Address (if different) _____

City _____ State _____ Zip _____

Contact Phone _____ Fax _____ E-mail (required) _____

AGREEMENT

I agree to comply with the rules and regulations as outlined in this agreement. This completed form is considered binding on both the exhibitor/sponsor and NASP.

Company-Authorized Signature _____ Date _____

**Submit completed agreement to: John Dykeman (E-mail: jdykeman@specialtypharmacytimes.com)
2 Clarke Drive, Cranbury, NJ 08512 (Fax: 609-257-0701)**

EXHIBIT SPACE

\$9,000 10' X 20' exhibit booth space \$ _____
(Nonprofit: \$3,500)

\$4,900 10' X 10' exhibit booth space \$ _____
(Nonprofit: \$1,750)

\$425 Additional exhibitor badge per person \$ _____

Total Amount of Exhibit Space \$ _____

SPACE REQUEST

Exhibits at the NASP Conference will be assigned on a first-come, first-served basis. Note: All space assignments will be made by NASP. Full consideration will be given to the exhibitor's preferences. If all other space has already been assigned, NASP reserves the right to assign space as equitably as possible.

Are there specific organizations you do not wish to adjoin?

☐ No ☐ Yes (If yes, please list below)

No exhibitor shall share, transfer, assign, sell, or barter assigned space without the expressed written permission of NASP. Any relationships between companies wishing to exhibit in the same booth or adjoining booths must be disclosed for approval by NASP, with the submission of the contract or no later than August 31, 2017.

Exhibit space will be used solely by the company listed above.
_____ (Initial)

PAYMENT FOR SPACE

All accounts must be paid in full by August 31, 2017.

Note: Fee includes up to 2 registrations for the entire conference at no additional cost. The names of staff members must be submitted to NASP no later than August 31, 2017.

PAYMENT INFORMATION

Make check(s) payable to:

National Association of Specialty Pharmacy
c/o Tate & Tryon, LLC
2021 L St NW #400 - Washington, DC 20036

CANCELLATION PENALTY

There will be no refunds if the exhibitor company cancels and/or if payment is received.

PAYMENT

☐ Check: # _____

☐ Purchase Order: # _____

Credit Card

☐ Visa ☐ MasterCard ☐ American Express

Credit Card Number

_____/_____
Expiration Date **CSC Code**

Name on Credit Card

EXHIBIT RULES AND REGULATIONS AGREEMENT

CONTRACT FOR SPACE: Application must be on the official form. The receipt of your signed contract and full payment shall constitute a contract with the National Association of Specialty Pharmacy (NASP) for the right to use exhibit space. In the event of fire, strike, or other uncontrollable circumstances rendering the exhibit space unfit or unavailable, or causing the exhibit show to be canceled 10 days or more prior to the exhibit date, the contract will not be binding and payment will be refunded. If cancellation occurs within 10 days of the opening date, 50% of the rental fee will be refunded.

SPACE ASSIGNMENT: Exhibit booth locations will be assigned on a first-come, first-served basis. Space will be reserved only after receipt of a completed application and the payment of the appropriate exhibit fee. NASP will attempt to honor choice of space as noted on the contract in the order requested. In the event that preferred space has been assigned, NASP reserves the right to assign alternative space. No exhibitor shall share, transfer, assign, sell, or barter assigned space without the expressed written permission of NASP. Any relationships between companies exhibiting in the same booth or adjoining booths must be submitted for approval by NASP with the submission of the contract or no later than August 31, 2017.

SPACE RENTAL: Exhibit booths provide a minimum exhibit space of 10' X 10' to accommodate the exhibitor's choice of display. Exhibitors may provide their own backdrops, but props must fit within the allotted space. All exhibitors must limit their booth heights to 10'.

Rental fee includes the use of marked space, one identification sign, two exhibitor badges, two registrations to the conference, and all food functions.

Furniture and other requests must be ordered through the show's Service Contractor. **Any costs for these additional services will be billed directly to the exhibitor.**

EXHIBITOR REGISTRATION: Exhibit fees entitle two staff members to exhibit and attend conference sessions and functions at no additional charge. Additional staff is welcome to attend conference sessions and functions, but registration fees are required to do so. The company name appearing on the exhibitor badges must be the same company name that appears on the contract for space.

EXHIBIT REGULATIONS: NASP has developed these rules to protect the rights of all exhibitors and to consider the general appearance of the show as a whole, which must take precedence over that of any individual exhibitor. The rules adopted by NASP require the cooperation of all exhibitors in maintaining due respect for adjoining exhibitors.

1. All exhibitors are responsible for informing their personnel and their authorized representatives of these rules.
2. Tabletop and custom freestanding displays will be allowed as long as they fit within the confines of your booth. Units and display materials may not obstruct exhibit space to the right or left of the booth.
3. Nothing may be glued, pasted, tacked, nailed, screwed, or otherwise permanently attached to columns, walls, floors, or other parts of the building or furniture. It is recommended that an easel be used for signage. Exhibitors violating this regulation are expressly bound, at their expense, to repair any such damage that they may cause.
4. Exhibitors wishing to use props or to display items that do not directly pertain to their product or business must have prior approval from NASP. Any special equipment must fit in your booth. This approval must be sought in writing at least 45 days in advance of the show. All correspondence should be addressed to Maggie Hoffmann, in care of NASP, who will respond within 15 days.
5. All demonstrations, discussions, or other activities such as distribution of descriptive literature of any kind must be confined to the exhibitors booth.
6. All giveaway items must be distributed within the exhibitor's booth. Items that cannot be stored in sufficient quantities within this space are not appropriate. Due to local liquor law regulations, alcoholic beverages must be purchased from the hotel.
7. No exhibitor shall hold or sponsor any type of contest, raffle, or drawing for prizes either in the exhibit hall or in connection with the meeting without advance approval by NASP.

INSTALLATION AND DISMANTLING OF EXHIBIT SPACE: Information for installation and dismantling of the booth will be provided once payment has been received.

EXHIBIT SPACE CANCELLATION: All cancellations must be made in writing to NASP. No telephone cancellations will be accepted. There will be NO REFUNDS if the exhibiting company cancels.

LIABILITY: The exhibitor hereby assumes the entire responsibility and hereby agrees to protect, defend, indemnify, and save NASP and the Hotel, its owners, its operator, and each of their respective parents, subsidiaries, affiliates, employees, officers, directors, and agents harmless against all claims, losses, or damages to persons or property, governmental charges or fines and attorney's fees arising out of or caused by its installation, removal, maintenance, occupancy, or use of the exhibition premises or a part thereof, excluding any such liability caused by the sole gross negligence of the Hotel and its employees and agents.

The exhibitor shall obtain and keep in force during the term of the installation and use of the exhibit premises policies of Comprehensive General Liability Insurance and Contractual Liability Insurance, insuring and specifically referring to the Contractual Liability set forth in this Exhibit Agreement, in an amount not less than \$2,000,000 Combined Single Limit for personal injury and property damage.

NASP and the Hotel, its owners, and its operator shall be included in such policies and additional named insured. In addition, the exhibitor acknowledges that neither NASP nor the Hotel, its owners, or its operator maintain insurance covering exhibitor's property and that it is the sole responsibility of the exhibitor to obtain business interruption and property damage insurance insuring any losses by the exhibitor.

NASP Annual Meeting & Expo

Washington Marriott Wardman Park, Washington, DC

Exhibit Dates: September 18-20, 2017

SPONSORSHIP AGREEMENT

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Company Name _____ Website _____

Address _____

City _____ State _____ Zip _____

Company Phone _____ Company Fax _____

Briefly list the type of business/product/service your company provides: _____

EXTRA: Include your company website address as a free link on NASP's website exhibitor list? ☐ Yes ☐ No

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Name _____ Title _____

Address (if different) _____

City _____ State _____ Zip _____

Contact Phone _____ Fax _____ E-mail (required) _____

AGREEMENT

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Company-Authorized Signature _____ Date _____

**Submit completed agreement to: John Dykeman (E-mail: jdykeman@specialtypharmacytimes.com)
2 Clarke Drive, Cranbury, NJ 08512 (Fax: 609-257-0701)**

SPONSORSHIP OPPORTUNITIES

\$40,000	Platinum Sponsorship	\$ _____
\$30,000	Gold Sponsorship	\$ _____
\$20,000	Silver Sponsorship	\$ _____
\$15,000	Premier Exhibitor Sponsorship (ea.)	\$ _____
\$10,000	Friend Sponsorship	\$ _____
See Pg. 5	Specialty Pharmacy Law Conference	\$ _____

ADDITIONAL SPONSORSHIP OPPORTUNITIES

\$25,000	Focus Group	\$ _____
\$25,000	Non-CE Symposia	\$ _____
\$2,500	SP Interchange	\$ _____
\$10,000 ea	Charging Stations (limit 3)	\$ _____
SOLD 00	WiFi	\$ _____
\$7,500	Conference Tote Bags	\$ _____
\$2,500	Conference Bag Insert	\$ _____
\$2,000	Conference Guide Ad (full-page)	\$ _____
\$3,000	Shoeshine Station	\$ _____
\$5,000	Break Sponsorship	\$ _____
SOLD 0	Lanyards	\$ _____
\$2,000	Hydration Station	\$ _____
\$2,500	Elevator Clings (set of 2)	\$ _____
\$7,500	Glass Clings (2)	\$ _____
\$5,000	Wall Clings (4)	\$ _____
\$5,000	Floor Clings (3)	\$ _____
\$7,500	Column Wraps (3)	\$ _____
\$3,000	Door Drops	\$ _____

PAYMENT INFORMATION

Make check(s) payable to:
National Association of Specialty Pharmacy
c/o Tate & Tryon, LLC
2021 L St NW #400 - Washington, DC 20036
Full payment must be received by August 31, 2017

CANCELLATION PENALTY

There will be no refunds if the exhibitor company cancels and/or if payment is received

PAYMENT

☐ Check: # _____ ☐ Purchase Order: # _____

Credit Card

☐ Visa ☐ MasterCard ☐ American Express

Credit Card Number

_____/_____
Expiration Date CSC Code

Name on Credit Card