44th Annual Meeting

JANUARY 30 - FEBRUARY 2, 2020
STEAMBOAT GRAND • STEAMBOAT SPRINGS, CO

2020 EXHIBITOR PROSPECTUS
From the President

The Vascular and Endovascular Surgery Society (VESS) (formerly Peripheral Vascular Surgery Society, founded 1976) is a national society with over 1,000 members and a 40+ year history dedicated to issues most germane to the young vascular surgeon. The mission of the VESS is to improve the science and art of vascular surgery and endovascular therapies, and to provide interchange of medical knowledge and information. Active membership is limited to the first 15 years after fellowship training. However, our active senior members stay very much involved. Our members come from every state in the nation and from both academic and private practices. Through VESS, our members strive to promote basic and clinical research that directly improves outcomes for our patients. The structure of the Society and the meetings are conducive to developing long-term relationships and many members are regular annual attendees. Relationships are built and grown with colleagues, friends, mentors, trainees and, very importantly, our industry partners.

The VESS Annual Meeting is the leading forum for face-to-face interaction with young vascular surgeons who represent the future of our specialty. We seek to have our VESS senior leaders mentor junior partners and trainees in the exciting venue of our meeting. Many VESS members are already key opinion leaders, section chiefs, and Heart and Vascular Center directors, and their insights and experiences are invaluable. The atmosphere at the Annual Meeting also recognizes the extraordinary contribution industry provides to the ever-changing field of vascular surgery with new devices, technologies and therapies.

We hope you and your company’s colleagues will want to integrate this important educational gathering into your overall strategy for 2020 and beyond. You won’t want to miss this great opportunity!

Hope to see you at VESS!

Sincerely,
James H. Black, MD
VESS President

Executive Council

**PRESIDENT**
James H. Black, MD
Johns Hopkins Hospital

**PRESIDENT-ELECT**
Matthew Corriere, MD
University of Michigan

**SECRETARY**
Jason T. Lee, MD
Stanford University

**TREASURER**
Mark Conrad, MD
Massachusetts General Hospital

**RECORDER**
Ravi Veeraswamy, MD
Medical University of South Carolina

**COUNCILOR-AT-LARGE**
Misty Humphries, MD
University of California, Davis

**COUNCILOR-AT-LARGE**
Todd Berland, MD
New York University

**COUNCILOR-AT-LARGE**
Dawn Coleman, MD
University of Michigan
Meeting Description

The 44th Annual Meeting of the Vascular and Endovascular Surgery Society is designed to provide three and a half days of comprehensive educational experiences in the fields of vascular surgery and disease and other aspects of vascular surgical care. The 44th Annual Meeting will take place January 30—February 2, 2020 at the Steamboat Grand in Steamboat Springs, CO.

It is the Society’s intent to bring together young surgeons, physicians and scientists from across the country to freely and openly discuss their latest clinical and research findings.

Target Audience

The Annual Meeting is presented for the benefit of those physicians, surgeons, researchers, residents, fellows and allied health professionals to promote the field of vascular and endovascular surgery through education, advocacy and leadership.

Exhibit Dates/Hours

SET-UP
Thursday, January 30 12:00 pm - 4:00 pm

SHOW HOURS
Thursday, January 30 5:30 pm - 7:00 pm
Friday, January 31 6:00 am - 9:30 am
3:00 pm - 6:30 pm
Saturday, February 1 6:00 am - 9:30 am
3:00 pm - 6:30 pm

TEAR DOWN
Saturday, February 1 6:30 pm

*Exhibit hours are subject to change based on the final program.

Functions

Continental breakfast and afternoon coffee breaks for attendees will be located in the exhibit hall each morning. For additional face time with the doctors, all exhibit representatives are invited to the Welcome Reception on Thursday evening January 30 at 5:30 pm.

Ticketed Events

Exhibitors may purchase tickets to the President’s Dinner ($75 per adult, $35 per child under 10) to be held Saturday evening, February 1, 2020. This is an all attendee and family dinner and will include entertainment. (See sponsor levels for complimentary ticket information.)
Exhibit Space
Each exhibit space will include one 6’ x 30” draped table, two chairs and standard electric if necessary. Exhibits will be tabletop only. No freestanding floor displays will be permitted. Standing equipment may be used in lieu of a table, but request must be sent in writing to the Society’s National Office for approval.

Application Deadline
All applications must be received no later than Wednesday, December 4, 2019. The application is located on page 10 of this prospectus.

Space Assignment
Preferred space will be given to the Society’s supporters (if application is received by posted deadline). After the deadline, all other companies will be assigned in the order in which the applications (with payment) were received. Exhibitors wishing to avoid assignment of space adjacent to a particular company should indicate this on their application. Careful consideration will be given to such requests. The Society has the right to alter the floor plan at any time.

Cancellations/Refunds
Cancellations received in writing 60-days prior to the start date of the program will be subject to a 25% administrative fee. There will be no refunds issued for cancellation requests received within 60-days of the start of the program.

Liability
The exhibitor assumes entire responsibility and hereby agrees to protect, indemnify, defend and save the Vascular and Endovascular Surgery Society, the Steamboat Grand and its officers, employees and agents, harmless against all claims, losses or damages to persons or property, governmental charges or fines and attorney fees arising out of or caused by exhibitor installation, removal, maintenance, occupancy or use of the exhibition premises or a part thereof, excluding any such liability caused by the sole negligence, gross negligence or willful misconduct of the Vascular and Endovascular Surgery Society, the Steamboat Grand, its employees and agents. Exhibitor acknowledges that the Vascular and Endovascular Surgery Society and the Steamboat Grand do not maintain insurance covering the exhibitor’s property and thus it is the sole responsibility and obligation of the exhibitor to obtain business interruption and property damage insurance covering such losses by exhibitor. The Vascular and Endovascular Surgery Society and the Steamboat Grand are not responsible for theft, loss or damage that may occur and advise each exhibitor to insure their stands, equipment and material at full value.

Protection of Hotel
Exhibitors will be held liable for any damage caused to the hotel property, and no material or matter of any kind shall be posted on, tacked, nailed, screwed or otherwise attached to columns, walls, floors or other parts or portions of the building or furnishings. Whatever may be necessary to properly protect the building, equipment or furniture will be installed at the expense of the exhibitor. If any controversy arises as to the need or propriety thereof, the Convention Service Manager of the hotel will be the final judge thereof and his/her decision shall be binding on all parties concerned.
Meeting Registration

Exhibitor personnel must be pre-registered by **Wednesday, January 15, 2020**. Names must be provided to the VESS National Office by this posted deadline. Each exhibiting company is allotted two badges per tabletop space purchased. Additional badges are $300.00 each. Each badge includes admission to the exhibit hall, scientific sessions and the Welcome Reception on Thursday evening. Badges for company representatives can be picked up onsite at the Steamboat Grand during the following hours*:

- Thursday, January 30  1:00 pm - 5:00 pm
- Friday, January 31    6:00 am - 9:00 am
- Saturday, February 1  6:00 am - 9:00 am

*Registration hours are subject to change.

Venue

Steamboat Grand  
2300 Mt. Werner Circle  
Steamboat Springs, CO 80487  
877-269-2628

Hotel Reservations

Reservations must be made by 5:00 pm (Eastern) on **Saturday, December 21, 2019** to guarantee the group rate and can be made by contacting Steamboat Grand directly at 877-269-2628. After this deadline, or if the VESS block of rooms sells out prior to the above mentioned deadline, availability and rates cannot be guaranteed. Please mention the VESS Annual Meeting to ensure the discounted rate.

Check-in time is 4:00 pm. Check-out is 11:00 am. Guests arriving before 4:00 pm will be accommodated as rooms become available.

**Deposit:** A $50.00 deposit per lodging unit is required at the time of booking. Ten (10) days after reservation, 15% of total reservation value will be charged. Final payment is due 35-days prior to arrival for remaining value of entire stay.

**Cancellation:** Reservations cancelled between time of reservation and 35-days prior to arrival forfeit 15% of total reservation value. Cancellation within 35-days of arrival forfeit the entire amount. No refund for late arrivals, early departures, no-shows and downgrades.

Hotel Group Rates

On behalf of our meeting attendees, special room rates have been secured over the dates of the meeting:

<table>
<thead>
<tr>
<th>Room Type</th>
<th>Rate</th>
<th>Room Type</th>
<th>Rate</th>
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</thead>
<tbody>
<tr>
<td>Parlor</td>
<td>$164</td>
<td>Deluxe One Bedroom</td>
<td>$340</td>
</tr>
<tr>
<td>Studio</td>
<td>$238</td>
<td>One Bedroom w/ 2 Double Beds</td>
<td>$340</td>
</tr>
<tr>
<td>Double Queen</td>
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<td>Two Bedroom</td>
<td>$540</td>
</tr>
<tr>
<td>Deluxe King</td>
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<td>$564</td>
</tr>
<tr>
<td>One Bedroom</td>
<td>$282</td>
<td>Deluxe Two Bedrooms</td>
<td>$598</td>
</tr>
</tbody>
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Marketing Opportunities

The Vascular and Endovascular Surgery Society offers many opportunities to be directly involved in the Annual Meeting. Get valuable exposure for your company or organization by supporting the VESS in one of the following ways:

**Platinum Level**
FEE: $50,000

ADVANCE & ONSITE PROMOTION
- Acknowledgement on the VESS website
- Two blast emails to target audience sent by the VESS
- Full page ad in one issues of VESS Newsletter
- 6 tickets to President’s Banquet

EXHIBITING
- Two tabletop exhibit spaces (8’ x 30’) with preferred placement

ATTENDING
- Ten (10) complimentary badges for exhibit personnel

**Gold Level**
FEE: $30,000

ADVANCE & ONSITE PROMOTION
- Acknowledgement on the VESS website
- One blast email to target audience sent by the VESS
- Full page ad in one issues of VESS Newsletter
- 4 tickets to President’s Banquet

EXHIBITING
- Two tabletop exhibit spaces (8’ x 30’) with preferred placement

ATTENDING
- Seven (7) complimentary badges for exhibit personnel

**Silver Level**
FEE: $20,000

ADVANCE & ONSITE PROMOTION
- Acknowledgement on the VESS website
- 1/2 page ad in one issues of VESS Newsletter
- 2 tickets to President’s Banquet

EXHIBITING
- One tabletop exhibit space (8’ x 30’) with preferred placement

ATTENDING
- Four (4) complimentary badges for exhibit personnel

**Bronze Level**
FEE: $10,000

ADVANCE & ONSITE PROMOTION
- Acknowledgement on the VESS website
- 1/4 page ad in one issues of VESS Newsletter

EXHIBITING
- One tabletop exhibit space (8’ x 30’) with preferred placement

ATTENDING
- Three (3) complimentary badges for exhibit personnel

**Tabletop Exhibit**
FEE: $5,000

ADVANCE & ONSITE PROMOTION
- Recognition from the podium during the opening session
- Exhibitor list posted on the VESS website
- Company included on exhibitor onsite signage
- Pre-registration mailing labels
- Post-meeting (final) registration mailing labels

EXHIBITING
- Each company will be provided one 8’ x 30’ draped/skirted table with two chairs and standard electrical if needed for each exhibit space purchased

ATTENDING
- Two (2) complimentary badges for exhibit personnel

**All Levels Will Receive**

All levels of support will receive the following (in addition to what is outlined above):
- Recognition from the podium during the opening session
- Dedicated signage & listing in all promotional materials
- On-screen acknowledgement in scientific sessions
- Final program book acknowledgement
- Pre-registration mailing labels
- Post-meeting (final) registration mailing labels
Floor Plan

Space will be assigned in the order in which applications are received. Exhibitors wishing to avoid assignment of space adjacent to a particular competitor should indicate this on their application. PLEASE NOTE: The VESS reserves the right to alter the floor plan at any time without prior notice. Applications received after Wednesday, December 4, 2019 will be accepted on a space available basis.

2019 Exhibitor and Sponsors

The Vascular and Endovascular Surgery Society would like to recognize and thank the following companies for their ongoing support of the society:

- Abbott Vascular
- BD Peripheral Interventions
- BMS/Pfizer
- Boston Scientific
- Cook Medical
- CryoLife
- Endologix
- Getinge Group
- Janssen Pharmaceuticals
- Medtronic Vascular
- Osborn Medical
- Penumbra
- Silk Road Medical
- Tactile Medical
- Terumo Aortic
- W.L. Gore & Associates
- Zero Gravity
2020 Technology Forum
The Vascular Technology Forum will showcase some of the best that industry has to offer by highlighting both current and up-and-coming technology in the pipeline. It will also provide opportunity for an intensive, hands-on experience in a small group format that provides a granular experience for the participating physicians.

The Technology Forum will be held on Thursday, January 30, 2020 from 2:30 pm—5:30 pm. Please see last page of this prospectus for the application.

Note: This program is not eligible for CME credits.

2020 Vascular Fellows’ Program
The objective of the Vascular Fellows’ Program is to educate graduating fellows on content pertinent to starting a career as a vascular surgeon. Topics that will be addressed include negotiating contracts, billing and coding, academic vs. private vs. hospital settings, leadership training and quality initiatives, to name a few. Participants also have the opportunity to present interesting cases and participate in Vascular Jeopardy, with questions on common vascular surgery topics. If you are interested in supporting fellows’ education please contact Angela Wetherbee at the VESS National Office via email (angela@administrare.com) or phone (978-927-7800).

2020 Next Generation Student Mentor Program
The Next Generation Student Mentor Program is truly an investment in the future of our specialty by empowering the next generation of medical students to experience the clinical challenges, technological innovation, translational research and fellowship that defines our important specialty. It requires a collaborative effort between medical schools, individual vascular surgeons, vascular societies like VESS, vascular surgical leadership and industry partners alike to successfully recruit this country’s “best and brightest” to our specialty. If you are interested in supporting medical student education please contact Angela Wetherbee at the VESS National Office via email (angela@administrare.com) or phone (978-927-7800).

Past Meeting Attendance

<table>
<thead>
<tr>
<th></th>
<th>2019</th>
<th>2018</th>
<th>2017</th>
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</thead>
<tbody>
<tr>
<td></td>
<td>Physicians</td>
<td>Physicians</td>
<td>Physicians</td>
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<td></td>
<td>Residents/Fellows</td>
<td>Residents/Fellows</td>
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<td></td>
<td>Medical Students</td>
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<td>Allied Health</td>
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<td></td>
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<td>TOTAL:</td>
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<tr>
<td>Physicians</td>
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<tr>
<td>Residents/Fellows</td>
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<td>Medical Students</td>
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</tr>
<tr>
<td>Allied Health</td>
<td>7</td>
<td>5</td>
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<tr>
<td>TOTAL:</td>
<td>231</td>
<td>241</td>
<td>194</td>
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# VESS Exhibit / Sponsor Application

**DEADLINE: WEDNESDAY, DECEMBER 4, 2019**

<table>
<thead>
<tr>
<th>Company Name</th>
<th>Contact</th>
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<td>Address</td>
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<tr>
<td>City/State/Zip</td>
<td>Email Address</td>
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<td>Daytime Telephone</td>
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**Support Selection** [50% Deposit Due With Each Application]

- [ ] Platinum Level [$50,000]
- [ ] Gold Level [$30,000]
- [ ] Silver Level [$20,000]
- [ ] Bronze Level [$10,000]

**Exhibit Only** [50% Deposit Due with Each Application]

- [ ] Tabletop Exhibit [$5,000]

**Placement In the Exhibit Hall**

Every attempt will be made to honor placement requests. However, requests cannot be guaranteed.

If possible, please avoid space near the following company: ____________________________________________________________

We agree to abide by the terms and conditions printed in this exhibitor prospectus: [ ] [Please Check]

**Product/Equipment Being Displayed**

Please list the product/equipment to be displayed at the Annual Meeting: _________________________________________________________

**Payment Information**

**FINAL PAYMENT** Full payment is due 30-days prior to the start of the Annual Meeting.

**CANCELLATION POLICY** Cancellations received in writing 60-days prior to the start of the Annual Meeting will be subject to a 25% administrative fee. No refunds for cancellations will be made within 60-days of the Annual Meeting.

**PAYMENT BY CHECK** Please make checks payable to the Vascular and Endovascular Surgery Society (VESS) and mail to: 100 Cummings Center, Suite 124-A, Beverly, MA 01915 (Tax ID: 27-2651673)

**PAYMENT METHOD**

- [ ] MasterCard
- [ ] VISA
- [ ] Check (Check #: ________________)

Credit Card #: ______________________________________ Exp: _____ / ____  CVV Code: ______

Billing Address: ________________________________________________________________________________________________

Billing City/State/Postal Code: __________________________________________________________________________________

Name As It Appears on Card: _____________________________________________________________________________________

**PLEASE FAX COMPLETED APPLICATION TO 978-927-7872.**
VESS 2020 Technology Forum Application

DEADLINE: WEDNESDAY, DECEMBER 4, 2019

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**Description**
The 2020 Tech Exchange will showcase some of the best that industry has to offer by highlighting both current and up-and-coming technology in the pipeline. It will also provide opportunity for an intensive, hands-on experience in a small group format that provides a granular experience for the participating physicians. The Technology Forum will be held on Thursday, January 30, 2020 from 2:30 pm—5:30 pm at the Steamboat Grand.

**Fee**
The fee to participate in the 2020 Technology Forum is $10,000.

**Payment Information**

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</tr>
<tr>
<td>PAYMENT METHOD</td>
<td>□ MasterCard   □ VISA   □ American Express   □ Check (Check #:______________)</td>
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<td>Credit Card #: ___________________________ Exp: _____ / _____ CVV: _____</td>
</tr>
<tr>
<td></td>
<td>Billing Address: ____________________________</td>
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<tr>
<td></td>
<td>Billing City/State/Postal Code: ____________________________</td>
</tr>
<tr>
<td></td>
<td>Name as it Appears on Card: ____________________________</td>
</tr>
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</table>

PLEASE FAX COMPLETED APPLICATION TO 978-927-7872.