



2023

**FELLOWS
COURSES**

December 1-5
Hyatt Regency Miami

Preparing the Future of Interventional Cardiology
INDUSTRY PROSPECTUS



2023 Fellows Courses

MIAMI • DECEMBER 1-5

Interventional Cardiology Course



Prashant Kaul, MD, FSCAI
Program Chair



Chad Kliger, MD, FSCAI
Assistant Program Chair



Suzanne Baron, MD, MSc, FSCAI
Assistant Program Chair

Congenital Heart Disease Interventional Cardiology Course



Christopher J. Petit, MD, FSCAI
Program Chair



Holly Bauser-Heaton, MD, FSCAI
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Nathan W. Taggart, MD, FSCAI
Assistant Program Chair

Advanced Structural Heart Disease Interventional Cardiology Course

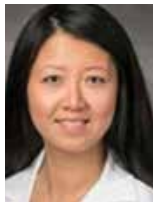


Michael J. Rinaldi, MD, FSCAI
Track Director



Marvin H. Eng, MD, FSCAI
Track Co-Director

Advanced Peripheral Vascular Disease Interventional Cardiology Course



Jun Li, MD, FSCAI
Track Director



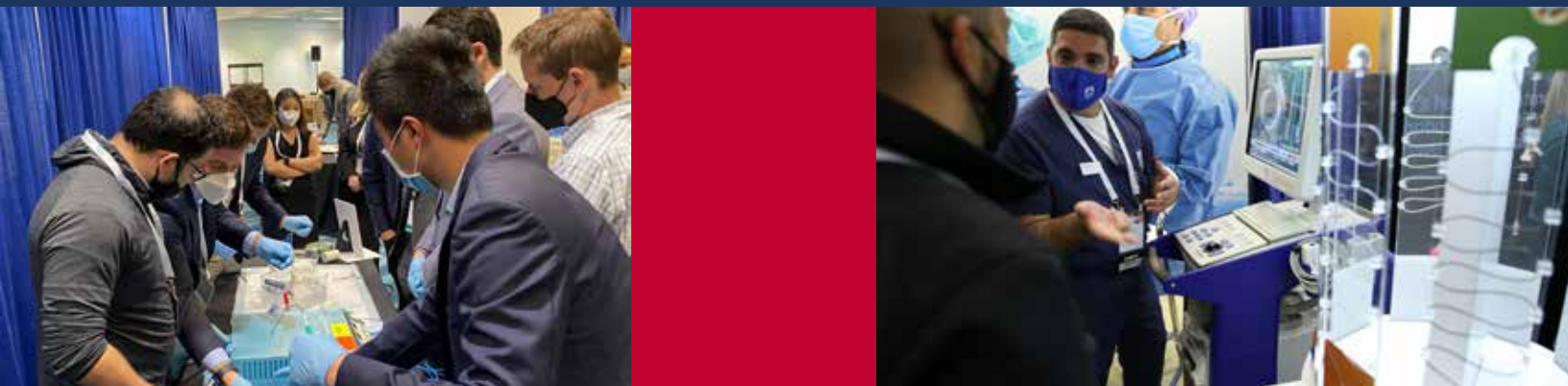
Peter Monteleone, MD, FSCAI
Track Co-Director

INVEST IN THE FUTURE OF INTERVENTIONAL CARDIOLOGY AT THE 2023 FELLOWS COURSES

No other interventional cardiology fellows course attracts as many interventional trainees as SCAI Fellows. Attending presents an excellent opportunity for your company to build relationships with tomorrow's leaders and decision-makers.

The Fellows Courses will provide an engaging and collegial environment in which attendees can interact with internationally recognized faculty. Attendees will gain an in-depth knowledge of indications, techniques, and expected outcomes for coronary, peripheral, structural, and congenital interventions. The program will present a variety of practical case-based content of immediate value to attendees as they plan their post-fellowship practices.

The Fellows Courses are your opportunity to demonstrate your company's offerings to interventional cardiology fellows specializing in adult, congenital, structural, and peripheral interventions as they plan their post-fellowship practice.



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2023 Fellows Courses

MIAMI • DECEMBER 1-5

WHY EXHIBIT AT FELLOWS COURSES?

This program gives you direct access to the next generation of interventional cardiology. SCAI makes great efforts to assure nearly all—if not all—interventional cardiology training programs in the U.S. are represented by fellows in their final year of training. This is the meeting to cultivate relationships with tomorrow's leaders today.

2022 EVENT DEMOGRAPHICS

748 total registrants

118 faculty

214 Interventional

336 exhibitors

29 Congenital

FELLOWS REPRESENTED

19 Advanced Peripheral

34 states and

32 Advanced Structural

6 Canadian provinces.

2022 EXHIBITORS

Abbott Laboratories
ABIOMED, Inc
ASAHI INTECC USA, INC.
B. Braun Interventional
Systems Inc.
Baylis Medical Company,
Inc
BIOTRONIK, Inc.
Boston Scientific

CardioSolution
Cardiovascular Systems,
Inc.
CHIESI USA, Inc.
Conavi Medical
Cook Medical
Cordis
Edwards Lifesciences
Corp.

Getinge US
Haemonetics
Inari Medical
LivaNova USA, Inc.
Medtronic, Inc
OpSens Medical
Penumbra, Inc.
Philips Healthcare
Shockwave Medical, Inc.

Siemens Medical
Solutions USA, Inc.
Teleflex Incorporated
Terumo Medical
Corporation
W. L. Gore & Associates,
Inc.

EXHIBIT OPPORTUNITIES

Hands-On Exhibit Hall Simulation Tour

Exhibitors purchasing a 10'x20' or larger booth can participate in five-hour or two and a half hour, rotating tours featuring SCAI faculty conducting hands-on demonstrations of your company's products.

Slots are limited for the Exhibit Hall Hands-On Tour. It is on a first-come, first-served basis.

EXHIBITING INFORMATION

Exhibit Fees

SCAI is taking exhibit space reservations and will release space based upon the order of reservations received.

- ☐ **10' x 30' Premium Exhibit Space—\$35,000** (Includes participation in **four** Exhibit Hall Hands-On Tours and **five** complimentary Exhibits-Only Registrations)
- ☐ **10' x 20' Premium Exhibit Space—\$30,000** (Includes participation in **four** Exhibit Hall Hands-On Tours and **four** complimentary Exhibits-Only Registrations)
- ☐ **10' x 20' Exhibit Space—\$22,000** (Includes participation in **two** Exhibit Hall Hands-On Tours and **four** complimentary Exhibits-Only Registrations)
- ☐ **10' x 10' Exhibit Space—\$12,000** (Includes **three** complimentary Exhibits-Only Registrations)
- ☐ **Additional Exhibits-Only Registration—\$595** each

SCAI Skills Challenge

The SCAI Skills Challenge is a fun opportunity for exhibitors to engage fellows to demonstrate their skills with simulation and compete against other fellows. Competition updates will be provided throughout the week and winners will be formally recognized from the podium. For more information, including potential prize opportunities, please contact, Jenna Anderson, janderson@scai.org.

IMPORTANT EXHIBITOR DATES

Times and dates are subject to change. Please refer to the Exhibitor Service Kit for final dates and times.

Application & Cancellation Deadline

Friday, Sept. 29

Installation

Thursday, Nov. 30

8 am–5 pm

Friday, Dec. 1

8 am–2 pm

Exhibit

Friday, Dec. 1

7:30–9 pm

(Networking Reception)

Saturday, Dec. 2

10 am–4 pm

(Exhibit hall closed

12:45–2 pm for lunch)

Sunday, Dec. 3

9:30 am–5:30 pm

(Exhibit hall closed

12:15–2 pm for lunch)

Dismantle

Sunday, Dec. 3

5:30–8 pm

EXHIBIT HALL

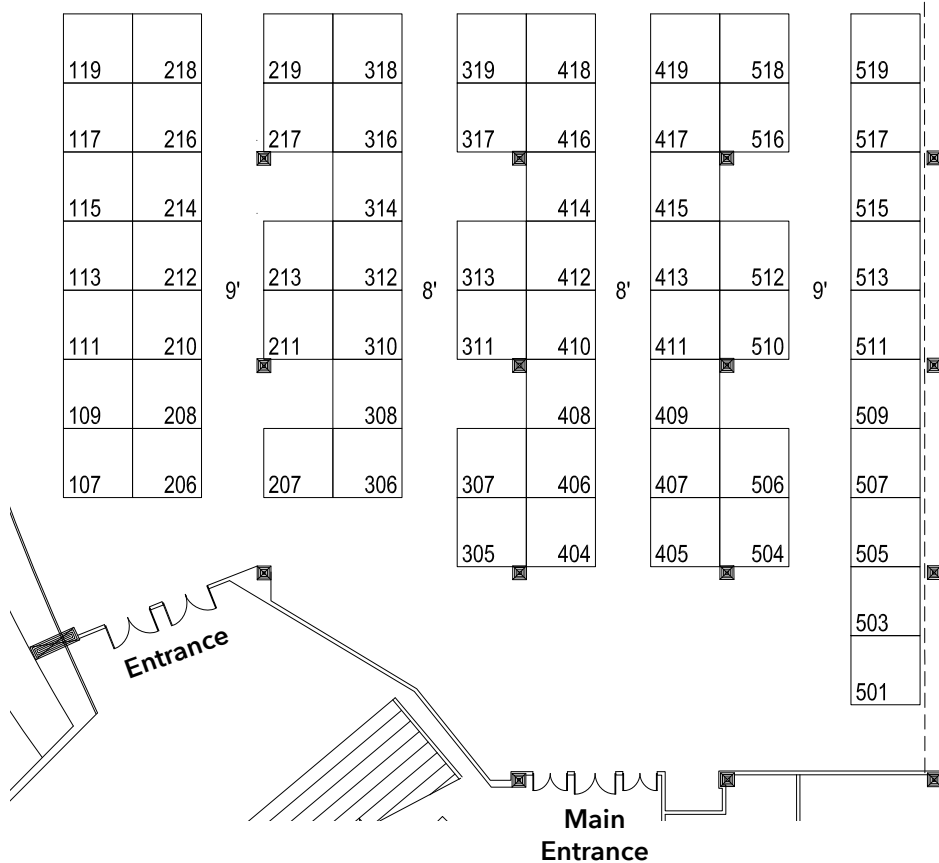


Exhibit Hall Hours and Events

Friday, Dec. 1

Networking Reception
7:30-9 pm

Saturday, Dec. 2

10 am-4 pm

Exhibit Hall will close from 12:45-2 pm for lunch

Congenital Exhibit Hall Tour

10-11:15 am

IC Exhibit Hall Tour Group A

11:15 am-12:30 pm

IC Exhibit Hall Tour Group B

2:45-4 pm

Sunday, Dec. 3

9:30 am-5:30 pm

Exhibit Hall will close from 12:15-2 pm for lunch

IC Exhibit Hall Tour Group A

11 am-12:15 pm

IC Exhibit Hall Tour Group B

4:10-5:25 pm



EXHIBIT GUIDELINES

Exhibitors must represent products and services that promote pharmacologic and device-based interventional cardiology therapy or are of interest to the healthcare profession. Exhibitors may not permit any other party to exhibit in their space any goods other than those manufactured or distributed by the contracting exhibitor or permit the solicitation of business by others within their booth space.

Application Process and Deadline

All request for Exhibit space must be submitted using the online exhibit application on scai.org/fellows/industry-opportunities. Full payment must be received by **November 30, 2023** in order to be allowed to setup on-site.

Exhibit Construction and Details

All booths must comply with IAEE Guidelines. Those that violate will not be in compliance and could be asked to change or dismantle their structure.

Exhibitors receive:

- A back drape, side rails and an ID sign.
- Additional exhibitor registrations may be purchased for \$595 each.
- Full access to the course sessions will be granted for all supporters if seating allows.
- A 10' x 30' exhibit booth receives five complimentary exhibit-only registrations.
 - or a 10' x 20' exhibit booth receives four complimentary exhibit-only registrations.
 - or a 10' x 10' exhibit booth receives three complimentary exhibit-only registrations.
- Company listing on the conference web and mobile app.
- Fellows Courses registration list:
 - The opt-in pre-registration list will be sent to exhibitors three weeks prior to the event date.
 - The opt-in final registration list will be sent to exhibitors within two weeks of event completion.

Exhibitor Cancellation Policy

Notification of cancellation must be in writing on company letterhead and emailed to shung@scai.org.

The cancellation policy is as follows:

- **Cancellation on or before September 29, 2023:** 50% of the exhibit fee.
- **Cancellation after September 29, 2023:** No refund.

Registration

Exhibitor staff registration for the Fellows Courses will open July 2022. An email notification will be sent to your company's exhibitor contact.

Exhibitor Service Kit

The Exhibitor Service Kit will be made available on the SCAI website and sent via email to your company's exhibitor contact. The kit will include details on booth furnishings, auxiliary services, shipping, and more.

SATELLITE SYMPOSIA OPPORTUNITIES

Included in All Satellite Symposia

- Meeting room rental
- Basic A/V including a screen, podium, microphone, and LCD projector *(You may order food, beverage, and additional A/V equipment at your own expense. For all-inclusive pricing, email shung@scai.org.)*
- Two complimentary conference registrations for satellite speakers or staff
- Listing on general satellite sign onsite
- Listing in the Fellows Courses mobile app
- Meal costs are not included in the satellite fees.
- Satellite sponsors will be recognized in the conference app.
- SCAI will provide a Fellows Courses opt-in pre-registration list three weeks prior to event date for one-time use and a final opt-in registration list sent within two weeks of event completion.
- Group listing in Fellows Courses satellite emails to attendees



Capture and Endure Your Satellite Content—\$24,500

Expand your satellite's reach by capturing and enduring it as sponsored content on www.scai.org. Content will be featured in SCAI This Week. Additionally, SCAI will provide you the content files so you can host it on your own site or self-distribute as desired.

IMPORTANT SATELLITE DATES

Application Deadline

Monday, October 16

Content Due to SCAI

Monday, October 30



SATELLITE SYMPOSIA OPPORTUNITIES

Satellite Symposia Time-Slots

Please note that times are subject to change. Room assignments will be made once full payment is received.

Satellite fees do not include faculty honoraria, food, and beverage. Sponsors will select from several meal packages that are customized for SCAI's diverse attendees. Please note that times are subject to change.

	FRIDAY DEC. 1	SATURDAY DEC. 2	SUNDAY DEC. 3	MONDAY DEC. 4	TUESDAY DEC. 5
Breakfast		<input type="checkbox"/> \$40,000 7:30-8:30 am Expected attendance is 190*	<input type="checkbox"/> \$30,000 Concurrent 7:30-8:30 am Expected attendance is 97* <input type="checkbox"/> \$30,000 Concurrent 7:30-8:30 am Expected attendance is 97*	<input type="checkbox"/> \$40,000 7:30-8:45 am Expected attendance is 190*	<input type="checkbox"/> \$32,500 7:30-8:30 am Expected attendance is 170*
Lunch		<input type="checkbox"/> \$42,500[§] 12:45-1:30 pm Expected attendance is 190* <input type="checkbox"/> \$42,500[§] 1:35-2:20 pm Expected attendance is 190*	<input type="checkbox"/> \$42,500[§] 12:25-1:10 pm Expected attendance is 190* <input type="checkbox"/> \$42,500[§] 1:15-2 pm Expected attendance is 190*	<input type="checkbox"/> \$42,500[§] 11:45 am-12:45 pm Expected attendance is 190*	<input type="checkbox"/> \$20,000[§] Noon-1 pm Expected attendance is 90* <div>SOLD</div>
Half-Day	<input type="checkbox"/> \$50,000 Quantity: 3				
Evening		<input type="checkbox"/> \$32,500 5-6:30 pm Expected attendance is 190*	<input type="checkbox"/> \$32,500 5:35-7:05 pm Expected attendance is 180*	<input type="checkbox"/> \$32,500 4:50-6:50 pm Expected attendance is 170*	

* Expected attendance is based on 2022 Fellows Courses attendance.

§ F&B will be coordinated by SCAI and the final cost will be split between the two satellite sponsors.

SATELLITE SYMPOSIA GUIDELINES

SCAI's industry partners have the opportunity to conduct educational programming to highlight important topics such as pharmacologic and device treatment modalities or diagnostic techniques. Fellows Courses offers half-day, morning, lunch, and evening satellite symposia opportunities.

Application Process and Deadline

All satellite symposium proposals can be submitted using the online satellite symposium application form. Only completed applications accompanied by payment will be considered. The application and all required documentation must be completed and sent to SCAI by **October 16, 2023**.

Acceptance and Approval of Symposium Application

The applications will be reviewed on an on-going basis. The program provider will be notified of a symposium's acceptance within ten days of submission of application. Acceptance of all applications will be dependent on availability. Time slots are designated on a first-come, first-served basis, and requests for specific days are honored to the extent possible.

Review Process

All applications will be submitted to the Fellows Courses Program Committee for review. The review process is designed to ensure that the approved symposium meets the educational needs of the interventional cardiology fellow, presents a variety of topics, and does not duplicate the educational content of the Fellows Courses. Criteria include:

- Program objectivity, balance, and scientific rigor. Your program proposal will not be accepted if it is judged to be promotional rather than educational.
- The extent to which the program proposal meets the educational needs of meeting attendees. Content should be presented at the highest level of sophistication.
- The extent to which the program proposal presents a variety of topics.
- The extent to which the program proposal complements the overall educational content of the meeting.

If approved, all revisions to a symposium's content or format must be communicated to SCAI in writing.

Satellite Cancellation Policy

On or before **October 16, 2023**, the supporter will receive a refund of 50% of their satellite fee. After October 1, 2022, there is no refund of the satellite fee and the supporter will be responsible for 50% of the food and beverage costs incurred by SCAI for this session if the satellite session time is not resold.

AFFILIATED EVENTS—RULES AND GUIDELINES

Any activity, event, or meeting that is held during the Fellows Courses and is targeted toward or includes any participants of the Fellows Courses is considered an affiliated event and must be approved in advance by SCAI. Organizations that wish to hold events targeted to Fellows Courses attendees during the Fellows Courses must complete the external meeting space request form, be approved, and comply with the rules and guidelines. Space will only be assigned once the administrative fee and room rental fees have been paid. Affiliate event rules and guidelines are subject to change.

To be approved, affiliated activities must:

- Support and be consistent with the scientific nature of Fellows Courses
- Affiliated event sponsors must be registered Fellows Courses exhibitors
- Allow only registered Fellows Courses attendees
- Not be in conflict with the official Fellows Courses (see restricted times below)
- Be approved by SCAI in writing
- Not be promotional and commercial
- Be held within a hotel that is part of the SCAI hotel block or receive prior written approval for an alternate location

Acceptable affiliated events for consideration are:

- Investigator meetings
- Special events/meetings
- Business meetings

The following activities are not permitted during the Fellows Courses:

- Scientific, educational, speaker-driven symposia or lectures not sponsored by SCAI or submitted as a Satellite Program
- Exhibits (commercial company and noncommercial company)
- Distribution of any promotional material (e.g., flyers, room drops)
- Commercial banners and advertisements

Restricted Times:

SCAI policy does not permit the scheduling of events during the following times:

- Friday, Dec. 1, 11 am–9 pm
- Saturday, Dec. 2, 7 am–6:30 pm
- Sunday, Dec. 3, 7:15 am–7:05 pm
- Monday, Dec. 4, 7:30 am–6:50 pm
- Tuesday, Dec. 5, 7:30 am–12:15 pm

Consequences for Noncompliance:

If an affiliate event is found to have been noncompliant with the rules and guidelines outlined in this document, the affiliate event's sponsoring organization, supporting organization, and organizer may be prohibited from holding an affiliated event at future SCAI conferences, may have their current registration revoked, and may be subject to fines and damages. In addition, noncompliance could negatively impact the registration/status/attendance of those attending an unapproved affiliated event. Fellows Courses faculty members participating in any such event are subject to having their faculty status revoked, including any reimbursement of expenses otherwise authorized.



ADVERTISING AND SPONSORSHIP OPPORTUNITIES

Companies can increase their visibility at the Fellows Courses by sponsoring one of the many promotional opportunities available. Creating awareness about a new (or newly approved) product, promoting a satellite program, or simply reminding attendees that your company has a presence at the Fellows Courses can be accomplished by sponsoring a promotional opportunity. All promotional opportunities are offered on a first-come, first-served basis.

Do you have an idea for a sponsorship? If so, share it with us and we'll offer you the first-right of refusal on the opportunity!

☐ **Satellite Content Distribution—\$24,500** **Corporate Community Members—\$19,500**

Expand your satellite's reach by capturing and enduring it on the SCAI Online Learning Center. Content will be featured in SCAI This Week. Additionally, SCAI will provide you the content files so you can host it on your own site or self-distribute as desired.

☐ **Mobile App*—\$16,000**

Be the first thing Fellows Courses attendees see when they see the app. Every time an attendee requires event information, they'll be accessing the Fellows Courses app. Your branded splash page will be front and center. Exclusive sponsorship provides: high-exposure placement in the app, driving traffic to your company's onsite presence or website, rotating sponsor ad, one push notification to attendees, sponsor logo on onsite signage, and opportunities for social medical engagement.

☐ **Hotel Key Cards*—\$14,000**

Make the first impression with your brand on the hotel key cards at the Hyatt Regency for attendees during the conference. Simple and effective, branded hotel room keys put your company logo in attendees' hands multiple times throughout the conference.

☐ **President's Welcome Reception*—\$12,500**

Make your corporate or product logo visible on four signs located throughout the event, branded cocktail napkins,* and a featured co-marketing message in the reception email invite and reminders to attendees.

*Sponsor will provide the branded cocktail napkins.

☐ **Charging Station*—\$12,000**

More attendees are using smart phones and tablets to stay connected. By sponsoring a charging station, attendees will know you were the one that helped get their phone and mobile device through the day! A charging station featuring your corporate or product advertising will be placed in a strategic location in the conference meeting space.

*EXCLUSIVE SPONSORSHIP

ADVERTISING AND SPONSORSHIP OPPORTUNITIES

▣ **Speakers and Faculty Lounge***—\$10,000

The lounge accommodates faculty of movers and shakers in interventional cardiology including the next generation of leaders. Sponsorship is highlighted in the mobile app, on directional signage and on signage outside the lounge. You also have the choice of placing your branding on coffee cups sleeves or cocktail napkins.*

*Sponsor will provide the branded coffee sleeves.

▣ **Wi-Fi Access***—\$10,000

Keep Fellows Courses attendees connected with your brand and free Wi-Fi access throughout the conference. Your brand will be the first thing they see on the network splash screen and your company logo will be highlighted on signs located throughout the conference.

▣ **Room Drop**—\$8,500

Get your message into the hands of ALL attendees with your promotional materials delivered to each attendee's room.

▣ **Table Clings**—Four for \$6,000

Gain visibility while Fellows Courses attendees stop to take a break, have some refreshments and network with their colleagues in the Exhibit Hall. Sponsor's advertisement will be placed on the highboy tables.

▣ **Coffee Sleeves**—\$6,000/day

Used during all coffee (or refreshment) breaks in the exhibit hall, sponsors will have the opportunity to brand the coffee sleeves.*

*Sponsor will provide the branded coffee sleeves.

▣ **Meter Boards***—\$3,000/\$5,500 (1-Sided/2-Sided Boards)

Promote your company's brand or product to attendees via three meterboards (each 38" x 87") placed in the highly visible areas outside of the general session, satellites, and registration.

▣ **Lanyards***—\$7,000

Every attendee is required to wear a name badge throughout the conference and lanyards are a great way to enhance your brand and increase your corporate visibility! This is an excellent opportunity to ensure that your company's name will literally be in front of every conference attendee.

▣ **Mobile App—Rotating Banner**—\$6,000

Your branded banner will be featured in the mobile app. Limit 5.

▣ **Advertising Opportunities**—\$2,500-\$10,000

Place your advertisement in the SCAI Countdown Emails, a banner in the Fellows Courses Morning eBrief, or purchase SCAIMail, SCAI sponsored emails, to reach SCAI's full or segmented email list.

See page 16.

▣ **Sponsorship Spotlight**—\$3,000

Provide us with copies of your company's flyers or brochures for all Fellows Courses attendees to pick up along with the conference material. The pickup counter is located by registration.

*EXCLUSIVE SPONSORSHIP

ADVERTISING OPPORTUNITIES AT HYATT REGENCY MIAMI

Promenade Glass Panels



- ☐ Display your company logo/message on the two middle Promenade Glass Panels—**\$10,500 (3 available)**
- ☐ Display your company logo/message on the two middle Promenade Glass Panels with 10 panels framing the two main panels—**\$20,500 (3 available)**

Promenade Upper Wall



Display your company logo/message on the wall adjacent to all meeting rooms.

- ☐ Full Coverage of Wall 225" w x 260" h—**\$15,500**
- ☐ Partial Coverage of Wall 225" w x 130" h—**\$10,500**

Promenade Staircase and Escalators



Be front and center as attendees navigate the conference using the escalators/stairs to and from the sessions and exhibit hall.

- ☐ Escalator Clings—**\$10,500/escalator (2 available)**
- ☐ Staircase Step Clings—**\$10,500 for 28 individual staircase steps create one image**

Promenade Upper Overhang Wall



- ☐ Display your company logo/message on the overhang wall adjacent to escalators—**\$12,500**

ADVERTISING OPPORTUNITIES AT HYATT REGENCY MIAMI

Promenade Lower Round Columns



- ❑ Display your logo/message on the round columns outside of satellite meeting rooms—**\$6,000/each (5 available)**

Promenade Lower Square Columns



- ❑ Display your logo/message on the columns located by Promenade Lower meeting rooms (Satellites, CHD Track, Speaker Lounge and Speaker Ready Room)—**\$6,000/2 sides per column (5 available)**

Promenade Lower Overhangs



- ❑ Display your logo/message on the overhang banners on wall to the CHD Track Room—**\$5,500/each (2 available)**
- ❑ Display your logo/message on the overhang banner on the wall to the Speaker Lounge and Speaker Ready Room—**\$5,500**

Promenade Lower Restroom Area



- ❑ Display your logo/message on the column outside of Promenade Lower restrooms—**\$10,500**
- ❑ Display your logo/message on the wall of ramp leading to meeting rooms—**\$10,500**

Please contact Sandy Hung, shung@scai.org for more information on signage and digital opportunities.



EMAIL ADVERTISING OPPORTUNITIES

Fellows Courses Morning eBrief Banners

SCAI sends the Fellows Courses Morning eBrief to attendees the day prior to the start of the Fellows Courses and on the first four days of the program.

- ☐ 4 Banners \$12,500
- ☐ 1 Banner \$3,250

Countdown to Fellows Courses Banners

The "Countdown to Fellows Courses" eBrief is sent to Fellows Courses pre-registrants in the three days prior to Fellows Courses.

- ☐ 3 Banners \$8,500
- ☐ 1 Banner \$3,500

Artwork Preparation & Submission Guidelines: Banners must be 640 px (wide) x 100 px (tall), with 72 dpi resolution, in GIF, JPG, or PNG format, in RGB color mode. Email artwork to Kaysha Johnston at kjohnston@scai.org by **October 30, 2023**.

SCAImail: SCAI Sponsored Emails

Want to reach SCAI's email list of 33,000 interventional and invasive cardiologists, cath lab professionals and other industry professionals? SCAImail sends this group a SCAI sponsored email on your behalf. SCAI will provide you with the SCAImail specifications upon purchase of SCAImail.

- ☐ 1 time/month for 3 months \$25,000
- ☐ 1 time/month for 2 months \$18,000
- ☐ 1 time/month for 1 months \$10,000
- ☐ 1 SCAI sponsored email to a segmented list \$5,000

You may select the day(s) the email banner(s) can be placed in "Fellows Courses Morning eBrief":

- ☐ Friday, Dec. 1
- ☐ Saturday, Dec. 2
- ☐ Sunday, Dec. 3
- ☐ Monday, Dec. 4
- ☐ Tuesday, Dec. 5

