LIVE IN CHICAGO + VIRTUAL

September 7-9, 2022



ASCP 2022

EXHIBITOR PROSPECTUS

The premier opportunity to connect with decision makers in pathology and laboratory medicine.





Since its founding in 1922, ASCP has been the leader in pathology and laboratory medicine. Unique among pathology organizations, its inclusive membership of over 100,000 unites pathologists, laboratory professionals, and residents to advance the profession.



A wealth of unique marketing opportunities

ASCP members attend for FREE! Attendance projections exceed pre-pandemic levels. New, exclusive packages to reach members throughout the year.

Four paths to maximize your efforts and reach your marketing targets.

- Exhibits
- Sponsorships
- Satellite Symposia
- Commercial support of CME

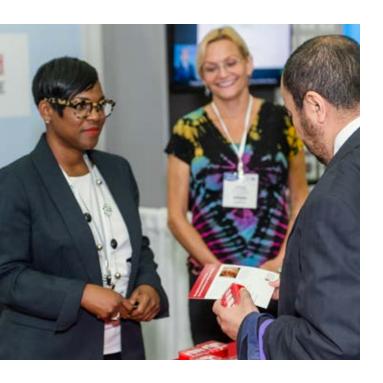
The premier opportunity to connect with decision makers in pathology and laboratory medicine

The ASCP 2022 Annual Meeting is the *only* meeting that connects you with laboratory medicine's full team—all of the people you need to reach to meet your goals.

It is the single best opportunity to interact directly with your target audiences through one-on-one meetings, product education, and group presentations during exclusive exhibit hours. The meeting offers you countless opportunities to connect with decisions makers and early adopters of laboratory and pathology products and services.

Attendees are comprised of several groups:

- Laboratory Medical Directors
- Administrative Laboratory Directors
- · Staff Pathologists
- · Residents in Pathology
- · Pathologists' Assistants
- Supervisors/Lead Medical Laboratory
- Scientists/Medical Technologists
- Technologists/Scientists (CT, MLS, MT)
- Technicians (MLT, HT, PBT, DPT)
- Educators (academic)
- Industry Professionals



Meet in a reimagined face to face environment

A true return to an in-person meeting experience, attendees and partners will have the opportunity to enjoy the higher-value interactions they seek, with a host of new features that bring added value to the meeting experience, including:

- An innovative new Attendee Match Program will actively pair attendees with exhibitors with whom they are interested, in advance of the meeting
- Satellite Symposia and Product Showcases can be simulcast to in-person and virtual audiences, with extended reach on-demand
- Receive opt-in attendee mailing lists plus options to send sponsored emails before or after the meeting

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Extend Your Reach—Host a Satellite Symposia or Product Showcase

Present a symposium related to a current or cutting-edge technology during exclusive time periods, with options to present in-person in Chicago, virtually, or both.

As a host, you will select the topic and speakers. Live symposia include virtual and video streaming services. There are limited times available (10) and it's first come, first serve for scheduling.

Live + Virtual	60 minutes	\$40,000 (10 slots)
Live + Virtual	30 minutes	\$30,000
Virtual-only	60 minutes	\$30,000
Virtual-only	30 minutes	\$20,000

Exclusive Packages to Reach Members Throughout the Year

Enhance your Annual Meeting package by adding in-person events with year-round content options. Showcase your thought leadership, and educate our members about your organization and product offering.

- Webinars
- Targeted content marketing opportunities (e.g. white papers, case studies)
- Conduct focus groups

Consider other exclusive sponsorships, including:

- Café
- Bags/Lanyards
- Wi-Fi
- Meeting App



Have another opportunity in mind? Let us know and we can customize a package that fits your needs. **Contact exhibit@ascp.org for more information.**



100th Anniversary Sponsorships

In 2022, the American Society for Clinical Pathology celebrates its 100th anniversary. We have several activities planned to recognize this momentous achievement. You can be a part of all of them and gain the opportunity to get close to attendees to educate, surprise and delight, recognize, and celebrate them with a yearlong series of activities and events.

Some of the sponsorship options:

- Welcome reception
- President's (new name) dinner
- General sessions
- ASCP Foundation lounge



Special Exclusive Sponsorships

Some of the opportunities to showcase your organization throughout the meeting are below. Imagine your presence in all of these areas!

Packages start at \$10,000.

Kick-off party

Interactive historical timeline

Live podcast recording

Social media wall

10-minute documentary

Signage throughout the meeting space

General sessions

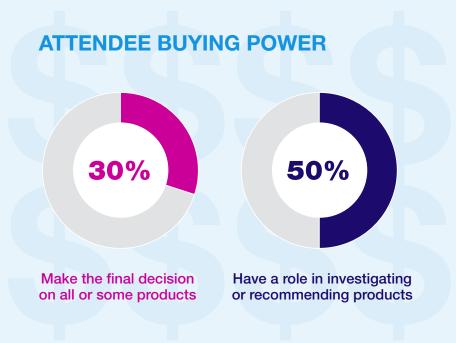
ASCP 2022 is your pathway to the true buyers in pathology laboratories

Who are the typical ASCP meeting attendees?



400+ organizations









70+ exhibiting companies



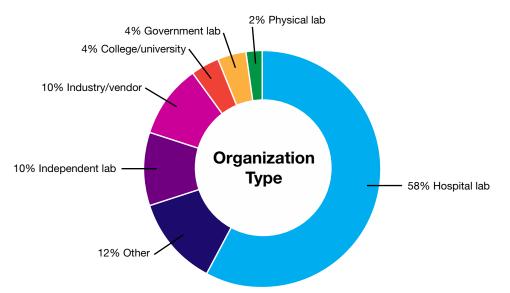


90% of attendees

surveyed were

satisfied with the

variety of exhibitors



ATTENDEE PROFESSIONS

34% **Management**

27%

Medical/clinical laboratory technician

21% **Laboratory director**

16%

Military

7%

Consulting

6% Sales and/or marketing

Live + Virtual Exhibit and Sponsorship Packages

Virtual booths are included with all in-person exhibitor packages.

See the chart on the page to the right for more information.

	Standard \$3,000	Bronze \$6,000	Silver (16) \$15,000	Gold (12) \$30,000	Platinum (8) \$50,000	Diamond (2) \$100,000
Booth Size	10 x 10	10 x 10	10 x 10	10 x 20	20 x 20	20 x 20
AttendeeMatch Program Pass		1	1	1	1	1
Exhibitor registrations	2	3	4	5	6	12
Pre-meeting opt-in attendee mailing address list (no emails)			1	1	1	1
Post-meeting opt-in attendee mailing address list (no emails)	1	✓	1	1	1	1
(1) Pre-meeting email and (1) post- meeting email distributed by ASCP				1	1	
(2) Pre-meeting email and (1) post- meeting email distributed by ASCP						1
ASCP pre- and post-show promotional feature email				1	1	1
Ad in the Guide to the Meeting				1 full page	2 full pages	2 full pages
ASCP social media feature post				1	1	/
ASCP promotional email footer				1	1	1
ASCP app welcome screen banner/callout				1	1	1
Recognition on ASCP registration pages				1	1	1
Recognition at the General Session				1	1	1
President's Reception tickets				2	4	10
Satellite Symposium						1 hour
Virtual booth (See page X for info)	1	1	1	1	1	1

There are a limited number of in-person exhibitor packages available.

Act now for your best package and location.



Contact exhibit@ascp.org for more information.

Virtual Features Included with In-Person Packages

	Standard	Bronze	Silver	Gold	Platinum	Diamond
Virtual Booth						
Company name, location, and URL	1	✓	1	1	1	1
Company description	125 characters	250 characters	Unlimited	Unlimited	Unlimited	Unlimited
Prominent location			1	✓	1	1
Company banner, company logo			1	1	1	1
Product and service categories	2	3	5	7	Unlimited	Unlimited
Social media platform links				✓	1	✓
Corporate, product, or service images			5	10	Unlimited	Unlimited
Video content			1	2	4	8
PDFs	2	4	8	Unlimited	Unlimited	Unlimited
Virtual exhibitor registrations	1	2	4	6	10	12
Special event sponsor recognition			1	✓	1	1
Gift eBag offer		1	2	3	6	6
Pre-meeting opt-in attendee mailing address list (not email)			1	1	1	1
Post-show opt-in virtual opt-in attendee mailing address list (no emails)		1	1	1	1	1
The ability to network with attendees (schedule 1:1 appointments and host group meetings)	1	1	1	1	1	1
Virtual Meeting						
Welcome video in the virtual lobby				15 second	30 second	60 second
Callout in the virtual lobby			1	✓	1	1
Feature in the product showcase page			1	1	1	1
Virtual meeting game leaderboard sponsor			1	1	1	1
Recognition in General Session welcome slides			1	1	1	1

Additional Exhibitor Enhanced Sponsorship Opportunities

Symposia and Product Showcase

Live with Virtual

- 60 minute Symposium/Product Showcase \$40,000 (10 slots)
- 30 minute Symposium/Product Showcase \$30,000

Virtual Only

- 60 minute Symposium/Product Showcase \$30,000
- 30 minute Symposium/Product Showcase \$20,000

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A Re-Imagined Virtual Experience

Quality engagements don't need to be sacrificed in a virtual setting. In fact, ASCP 2022 brings you effective, measurable ways to connect and follow up with the key attendees you are seeking.

And this year, we've completely upgraded the virtual meeting experience to offer more ways for exhibitors and sponsors to interact with and be noticed by attendees.



Pre-Scheduled Appointment System

Allow attendees to pre-book one-on-one meetings with exhibitors at your booth, at networking tables, or virtually in real-time, which means guaranteed leads before the event begins.



Seamless Networking & Building Connections

Make real, human connections through messages, direct meeting scheduling, and 1:1 or small group videoconferencing.



Robust Analytics

Track interactions and visitors to your booth, with post-meeting reporting to every exhibitor.



Extended Post-Meeting Access

Attendees will be able to browse your booth or any recorded sessions after the meeting. Last year, over 2,000 attendees logged on post-meeting.



Simplified Virtual Exhibit Hall

A simplified Exhibit Hall and booth structure makes it easier for attendees to find your content and connect with you directly. A searchable keyword index helps attendees find exhibitors and sponsors who are relevant to them.



Featured Video and Content Display

Get key messaging front and center to engage attendees. Embed product videos, share collateral and host video product showcases.



Gamification

Gain extra visibility while attendees participate in fun challenges unique to the virtual space.



Virtual Exhibit Packages

For those exhibitors that prefer virtual contact with attendees, we offer two package options to choose from.

	Bronze \$2,500	Silver \$5,000	
Company virtual booth	, ,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,	✓	
A callout in the virtual lobby	✓	1	
Company name, location, and URL	1	1	All packages include:
The ability to network with attendees (schedule 1:1 appointments and host group meetings)	1	1	A callout in the virtual meeting lobby
AttendeeMatch Program Pass		1	Company Name + Location
Company description	50 characters	Unlimited	+ URL
Product and service categories	3	5	 Network with attendees
PDFs	2	3	» Schedule 1:1
Full registrations	2	4	appointments
Virtual meeting promotional email footer		1	» Host group meetings
Recognition on registration pages		1	Post-meeting opt-in
Gift eBag offer (1)		1	attendee mailing address list
Lead retrieval admin portal		1	(no emails)
Post-show opt-in attendee mailing address list (not email)	1	1	

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Show Hours

Events and hours subject to change

Tuesday, September 6

9:00 AM – 5:00 PM Exhibitor Load-in and Set-up

Wednesday, September 7

11:00 AM – 7:00 PM Exhibits Open

Al

Thursday, September 8

9:00 AM - 3:00 PM Exhibits Open

3:00 PM - 8:00 PM

Exhibitor Move-Out

All outbound carriers must be checked in by 8 PM



September 7-9, 2022 | Hyatt Regency Chicago

Register for multiple years and get 10% discount.

OCTOBER 18-20, 2023 Long Beach Convention Center SEPTEMBER 4-6, 2024 Hyatt Regency Chicago



Contact exhibit@ascp.org for more information.



APPLICATION FOR EXHIBIT

Need help? Contact Jennifer Clark at Jennifer.Clark@ascp.org

Contact Information

Company Name

,		
Contact Name		
Email		
Phone		
Address		
City	State Zip	
Country		
	ve communication from ASC gopportunities at current angs.	
Payment and	Cancellation	<
contract. Failure to m	ent in full with final DoudSich ake payments does not d or financial obligation of	
Payment		
 Credit Card Payments: 	to: ASCP r, Chicago, IL 19678-1034 ASCP will provide an electronic processing over the phone. Pleas	se

We agree to all of the Terms and Conditions for this event. This application is made by the undersigned, an authorized signatory of the above-listed company. A DocuSign contract will be provided for electronic signature and to arrange for payment and will constitute a binding contract with the American Society for Clinical Pathology (ASCP).

call 312-541-4765 to pay by credit card. Purchase order available upon request

· Full refund if canceled by ASCP without cause

Cancellation Penalties

• 100% of amount due; no refunds

Exhibitor Signature

Date

Select Your Package

LIVE IN CHICAGO WITH VIRTUAL EXTENSION PACKAGES

	DIAMOND	\$100,000
	PLATINUM	\$50,000
	GOLD	\$30,000
	SILVER	\$15,000
	BRONZE	\$6,000
П	STANDARD	\$3,000

VIRTUAL ONLY PACKAGES

SILVER	\$5,000
BRONZE	\$2,500

\$10,000

\$3,500 \$2,500 \$6,000 \$2,500 \$4,000

\$4,000

\$5,000

\$2,000

Select Your Add-Ons

SPONSORSHIP OPPORTUNITIES Pre-Show Email \$2.500 100th Anniversary Sponsorship

		. ,			. ,
	Post-Show Email	\$2,500		Additional Live Exhibitor Registration	n \$500
	Pre & Post-Show Email Package	\$4,000	Q	Additional Virtual Exhibitor Registrat	tion \$299
	Live Roundtables (1 Hour)	\$25,800		Guide to the Meeting Ad	\$3,500
	Live Roundtables (30 Min)	\$15,000		Bag Inserts	\$2,500
	Live Fellowship Fair Spensor	\$10,000		Door Drop	\$6,000
	Live Wellness Sponsor	\$10,000		Pop-Up Banners	\$2,500
П	Live Career Advancement	\$10,000		Live Transition/Welcome Intro	\$4,000

\$30,000

\$20,000

Spe	cial Syonsorship Opportunities			Notification Alerts	\$2,500
	Kick-off Party	\$40,000		eGift Bag Insert	\$2,000
	Interactive Historical Timeline	\$15,000		Welcome Video (30-seconds)	
	Live Podcast Recording	\$10,000		in Exhibit Hall	\$10,000
	Social Media Wall	\$5,000		Website Banner Ad	\$2,500
	10-minute Documentary	\$20,000		App Banner Ad	\$2,000
	Signage Throughout the Meeting Space	\$15,000	SVI	MPOSIA AND PRODUCT SH	OWCASE

General Sessions \$30,000

SYMPOSIA AND PRODUCT SHOWCASE **Live With Virtual**

Virtual Transition/Welcome Intro

5-minute Entertainment Breaks

Virtual Meeting Game Sponsor

60 Minute Symposium/Product Showcase \$40,000

30 Minute Symposium/Product Showcase \$30,000

Virtual Only

60 Minute Symposium/Product Showcase
\$30,000

30 Minute Symposium/Product Showcase \$20,000

Exhibitor Move In: Exhibit Hall Hours:

Tuesday 9/6/22 Wednesday 9/7/22 9:00 AM - 5:00 PM 11:00 AM - 7:00 PM Thursday 9/8/22

9:00 AM - 3:00 PM

Exhibitor Move Out:

Thursday 9/8/22 3:00 PM - 8:00 PM

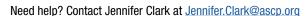


EXHIBITOR COMPANY INFORMATION

Need help? Contact Jennifer Clark at Jennifer.Clark@ascp.org

COI	MPANY DESCRIPTION: 75 Word	Cou	nt	CONTACT INFORMATION		
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	CLINICAL CHEMISTRY AND		INFORMATICS	TELEPHONE:		
	IMMUNOLOGY	П	MANAGEMENT ADMINISTRATION	EMAIL:		
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	DIAGNOSTIC SERVICES		OTHER:			
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	NON-PROFIT ORGANIZATION			Booth#:	Date Received:	Received By:

TERMS AND CONDITIONS





- 1. Application and Eligibility. Application for exhibit space must be made on the printed form provided by the American Society for Clinical Pathology (hereinafter called "ASCP"), contain the information requested, and be executed by an individual who has authority to act for the applicant. Exhibit contents will be limited to only the company and product(s) listed on the application, and are subject to approval by ASCP for accepted and acknowledged efficacy and commercial availability. ASCP may reject the application of any company whose goods or services are not compatible, in the sole opinion of ASCP, with the educational character and objectives of the Annual Meeting. In the event an application is not accepted, any paid fees will be returned.
- Payment Dates. No exhibit space will be guaranteed until ASCP receives payment accompanied by a signed application.
- 3. Cancellation. In the event that the exhibitor notifies ASCP of its intent to cancel the contract after acceptance but prior to June 30, 2022, a full refund of monies received, minus a \$250 administrative fee, will be given. No refunds will be made on cancellations accepted after July 31, 2022.

If for any cause beyond the control of ASCP – such as, but not limited to, the destruction of the meeting/exhibit facilities by an Act of God, the public enemy, authority of the law, fire, or other force majeure – ASCP is unable to comply with the terms of this contract and deliver the exhibitor benefits described, this contract shall be considered terminated and any payments made hereunder by the exhibitor shall be refunded to the exhibitor, less expenses incurred by ASCP to the date of the termination allocable to the exhibitors after proration thereof among all exhibitors.

- 4. Assignment of Exhibit Space. Exhibit locations will be assigned according to the date on which the contract and payment are received. In regard to exhibitors, ASCP reserves the right to assign space other than the choice requested, if necessary, and the right to rearrange the floor plan and/or relocate any exhibit. Exhibitors who change the size of their booth space are not guaranteed the original location and may be subject to relocation by Show Management.
- 5. Exhibit Booth and Furnishings. ASCP will provide one 6' table, pipe and drape, two chairs and a 7" x 44" identification sign. Exhibits must conform to the contracted space (10' x 10') and not project so as to obstruct the view of the adjacent booths. In the rear 4 ft. of all booths, display material or equipment may not exceed 8 ft. in height without the consent of ASCP. In front 6 ft. of the booth, display material or equipment shall not exceed 42 in. in height. Exceeding allotted space may incur additional charges or result in required removal of excess items. Additional exhibitor services are available at normal charges through the Official Contractor. An exhibitor's service kit will be mailed to all exhibitors approximately 60-90 days prior to the event with complete details and deadline order dates for supplemental booth equipment and services.
- 6. Exhibit Regulations.

Set-up and Installation – September 6, 2022 - 9:00 AM – 5:00 PM. All exhibits must be set up by 5:00 PM on September 6, 2022, unless alternate arrangements have been made with show management. Assembly of exhibits during regularly scheduled exhibit hours will not be permitted. At 5:00 PM, exhibits not assembled with no representative present will be assigned to the labor contractor for un-crating and erecting to facilitate the removal of crates and the initial cleaning prior to exhibit opening. Charges will be billed to the exhibitor.

Dismantling – September 8, 2022 - 3:00 PM – 8:00 PM. The official closing time of the exhibits is 8:00PM on Thursday, September 8, 2022. All exhibit material must be packed and ready for removal from the exhibit area no later than 5:00 PM. No packing of equipment or literature or dismantling of the exhibits is permitted until closing time. Any company violating this regulation will be fined \$100 and may be denied exhibit space at any future ASCP meetings.

- 7. Special Visual and Sound Effects. Audiovisual and other sound and attention-getting devices and effects will be permitted only in those locations in such intensity as in the sole opinion of ASCP does not interfere with the activities of neighboring exhibitors. Operation of equipment being demonstrated may not create noise levels objectionable to neighboring exhibitors.
- 8. Exhibit Services. Exhibitors shall employ only union labor, as made available by the Official Contractor for the installation or dismantling of exhibits, when required by union agreements. The Official Contractor will have control of all inbound and outbound freight to prevent congestion in the loading and unloading area, in the aisles and in any freight traffic area. An exhibitor using an outside contractor for the above work should employ only union display companies and must notify Show Management no later than 30 days prior to the exhibition. The Official Contractor will have complete control of all labor hired and scheduling and coordination of labor for the purpose of the orderly setup, management, and dismantling of the exposition.
- Hospitality and Entertainment. Hospitality suites or events held by the
 exhibitors must be approved by ASCP. No entertainment may be scheduled
 to conflict with ASCP's program hours, activity hours, or exhibit hours.
- 10. Insuring Exhibits. Exhibitors are encouraged to insure their exhibits, merchandise, and display materials against theft, fire, etc., at their own expense. It is suggested by ASCP that the exhibitor contact the exhibitor's insurance broker and obtain all-risk insurance covering exhibit property while absent from home premises for exhibit purposes, or a rider to the exhibitor's existing policy covering same.

Neither the exhibit facility, ASCP nor the Official Contractor will be responsible for loss or damage to any property in storage, in transit to or from the exhibit building, or while in the exhibit building for any loss of income as a result of any reduced sales due to loss or damage. All property of the exhibitor will be deemed to remain under the exhibitor's custody and control in storage, in transit to or from, or within the confines of the exhibit hall, even though it may at times be under the temporary control or direction of ASCP or the Official Contractor.

- 11. Liability for Damages or Loss of Property. Guard service is provided by ASCP on a 24-hour basis from move-in through move-out. Notwithstanding the guard service provided by ASCP for purposes of general security in the exposition premises, the exhibitor shall protect, indemnify, and hold harmless ASCP, the exhibiting facility, and the Official Contractor and their respective employees and agents from any and all liability, loss, damage, or expense by reason of any injury or injuries sustained by any persons or property or loss of property or income that might be derived therefrom occurring in or about the exposition premises or entrances thereto or exits therefrom, including that caused by or resulting from the negligence of ASCP. The exhibiting facility shall not be responsible or liable for any injury, loss, or damage to any property or person brought in by the exhibitor or otherwise located in the exhibition premises.
- 12. Shipping Instructions. Information on shipping methods and rates will be sent to each exhibitor by the Official Contractor. The exhibitor will ship, at his own risk and expense, all articles to be exhibited. The Official Contractor will provide storage for incoming freight, delivery to the booth, and removal, storage and return of empty crates, and removal and shipment of outbound freight. All charges are based on inbound weights. All shipments must be prepaid. The address on all crated shipments shall include the exhibitor's name and booth number(s).
- 13. Miscellaneous. ASCP shall have the sole authority to interpret and enforce all terms and conditions governing exhibitors and this meeting. Any and all matters not specifically covered herein are subject to decision by ASCP. These terms and conditions may be amended at any time by ASCP upon written notice to all exhibitors. The exhibitor expressly agrees to be bound by the terms and conditions set forth herein and by any amendments thereto adopted by ASCP from time to time. This contract shall be interpreted under the laws of the United States and the State of Illinois.