

INDUSTRY PROSPECTUS

ATHENS

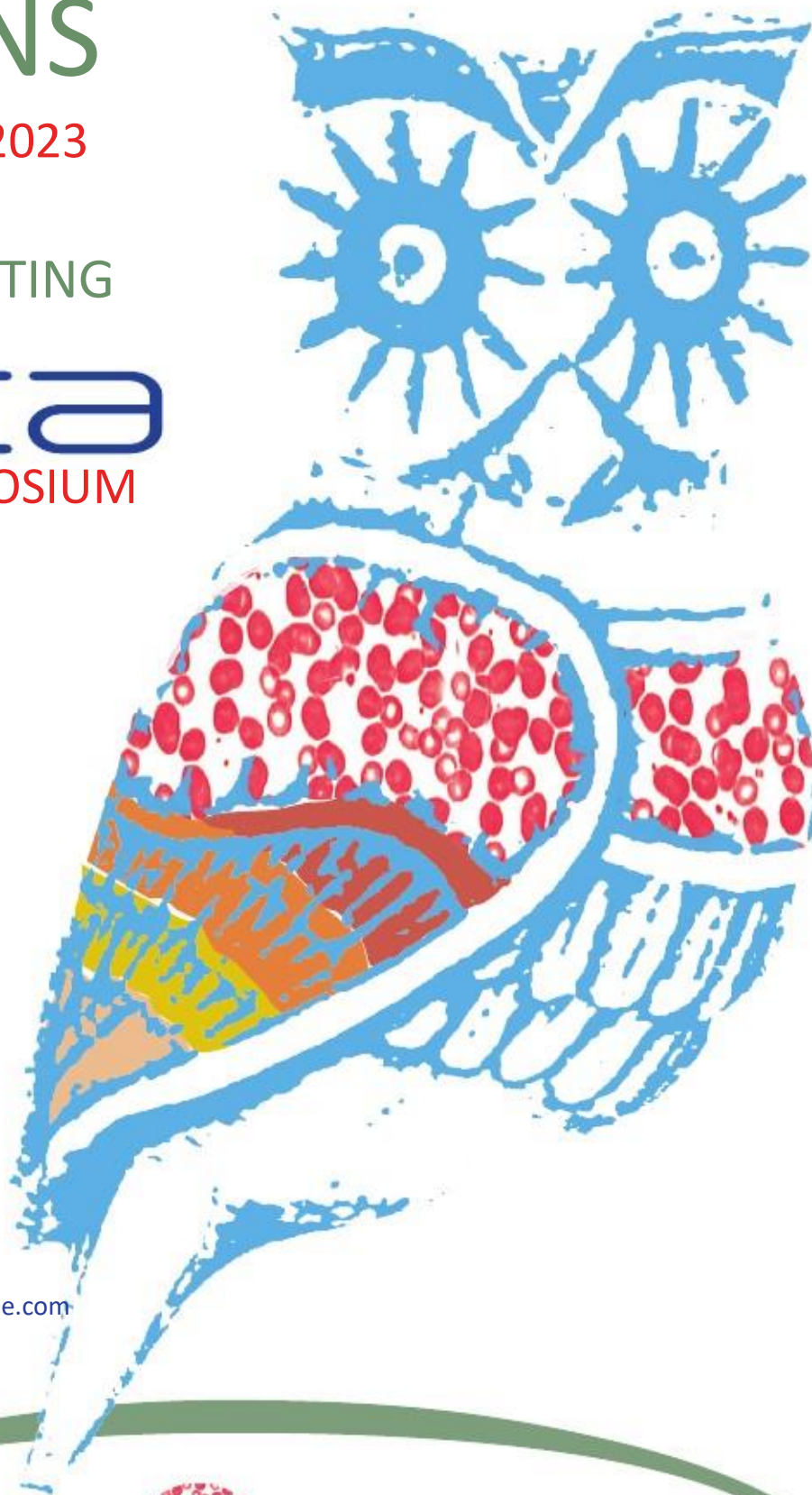
APRIL 20 22, 2023

HYBRID MEETING

^{23rd} **nata**
ANNUAL SYMPOSIUM

on Patient Blood
Management,
Haemostasis and
Thrombosis

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Dear Industry Colleagues and Friends

It is our pleasure to share our plans and information about the 23rd Annual Symposium and the development of our partnership with the healthcare industry. We would like to thank you for your continuous support of our organisation, particularly over the last two difficult years, and we look forward to building upon our collaboration.

The congress will be hybrid focusing on the in-person participation in Athens from 20-22 April. NATA leadership and faculty will be present in Athens, there will be no virtual presentations but the sessions will be live-streamed to delegates who are not travelling, recordings will be available on-demand.

The two NATA virtual congresses were very successful however we firmly believe that to advance science, to learn, to network, to grow our knowledge and understanding, it is preferable to meet up in-person and discuss without the constraints of screens, poor connections and limited time.

Day 1 and Day 2 offer a busy programme featuring the very best science and speakers from the field of patient blood management, haemostasis and thrombosis. There is room for audience participation, for debates and discussion, workshops and meet-the-experts and of course industry sessions and time to meet on your booths to catch-up and to learn about developments from your companies. Day 3 is a workshop aimed at young researchers in PBM. Your participation and support is welcome in this programme as well.

We highly value your support and it would be a pleasure to prepare your participation together.

NATA is active all year round. We have recently launched two new activities, the Scientific Newsletter and literature review which is received by over 2300 readers every fortnight and the new monthly webinars which are open access and can be watched again through the NATA website. The first webinar met great success with over 250 registrations from across the world. These regular activities are building an active NATA community, keeping specialists in touch and creating education for everyone in the field. New e-learning modules will be produced in the first half of 2023 increasing our on-line library.

We strongly believe that collaboration between NATA and industry leads to advancing standards in our field. Collaboration with our partners is strong yet independent. We hope to increase partnerships and mutual support in the coming year.

We look forward to you joining us in Athens and meeting again.

Yours sincerely,



Prof Jens Meier
Chair - NATA



Prof Sigismond Lasocki
Chair – Scientific Committee

Join the PBM conversation and follow us on



[@NATAforum](https://twitter.com/NATAforum)



[NATA](https://www.linkedin.com/company/nata)

About NATA

The Network of the Advancement of Patient Blood Management, Haemostasis and Thrombosis, [NATA](#), is unique in that it provides a multidisciplinary forum for healthcare professionals interested in promoting best practices in the fields of patient blood management, haemostasis and thrombosis.

NATA International Community

Haematologists, transfusion medicine specialists, anaesthesiologists, intensive care and emergency physicians, surgeons, perfusionists, nurses, biomedical scientists, and other healthcare professionals with an interest in the management of anaemia, bleeding and thrombosis.

Topics of Interest

1. Blood transfusion services / risks of transfusion
2. Transfusion practice
3. Blood conservation strategies / autologous transfusion
4. Anaemia effects and management
5. Fluid therapy / Oxygen carriers
6. Haemostasis and thrombosis

Educational Activities

- Annual Symposium
- Regional Symposium and Guest Sessions
- Expert Meetings and Guidelines
- Webinars
- E-learning
- Literature Reviews

NATA Board of Directors

Jens Meier (AU) – Chair
Sigismond Lasocki (FR) – Chair Scientific Committee
Toby Richards (AUS) – Treasurer

Elvira Bisbe (SP)
Aurora Espinosa (NO)
Sarah Lessire (B)
Vernon Louw (SA)

Manuel Muñoz (SP)
Patrick Meybohm (De)
Ravishanka Rao Baikady (UK)
Maria Beatrice Rondinelli (IT)

NATA Scientific Committee

Sigismond Lasocki (Fr) – Chair

Michael Auerbach (USA)
Elvira Bisbe (SP)
Jeffrey L. Carson (USA)
Aurora Espinosa (NO)
Thomas Frietsch (DE)
David Faraoni (USA)
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Lawrence T. Goodnough (USA)
Oliver Grottke (DE)
Thorsten Haas (CH)
Beverley J. Hunt (UK)
Giovanni Inghilleri (IT)
Sarah Lessire (B)
Marcel Levi (NL)
Vernon Louw (SA)

Jerrold H. Levy (USA)
Jens Meier (AU)
Alexandre Mansour (FR)
Patrick Meybohm (DE)
Manuel Muñoz (SP)
Helen V. New (UK)
Marco Pavesi (IT)
Ravishanka Rao Baikady (UK)
Hanne B. Ravn (DK)
Toby Richards (AUS)
Maria Beatrice Rondinelli (IT)
Ignacio Sarmiento Goldberg (CL)
Jakob Stensballe (DK)
Alexander Vlaar (NL)
Christian von Heymann (DE)
Jonathan H. Walters (USA)

NATA Year-Round Partnerships

The Partnership level is based on the total support provided to NATA throughout the year as well as your support for the congress.

	Platinum €60 000	Gold €40 000	Silver €20 000
Congress in-person registrations – for company staff	5	3	1
Congress on-line registrations – for company staff	8	5	3
Exclusive leadership meeting during congress – 60 minutes	✓	-	-
Logo on NATA website	✓	✓	✓
Logo on congress website	✓	✓	✓
Logo next to company profile in final programme	✓	✓	✓
Acknowledgement on slides during breaks	✓	✓	✓
Priority space choice	✓	✓	✓
Priority symposium slot choice	✓	✓	-
1 complimentary eblast to NATA database	✓	-	-
Delegate list* - 1 week prior to congress	✓	✓	✓
Full delegate list* - 1 week after congress	✓	✓	✓

*GDPR – contact details of delegates who opt in to share details

Year-round Collaboration

NATA Scientific Newsletter and Literature Review Support - €10 000

Support the dissemination of published literature on PBM, Haemostasis and Thrombosis
Newsletter distributed to 2500+ subscribers

Benefits:

Acknowledgement of support in Newsletter and on webpage

NATA Webinar Series (1 per month) – €5000 / webinar - €25 000 annual support

Open access, available on-demand on NATA website

Benefits:

Opportunity to recommend topic

Acknowledgement as sponsor in promotion and introductory slides

E-learning Platform and development of new CME module by NATA experts - €30 000

Benefits:

Opportunity to recommend of the topic of the new module

Acknowledgement as sponsor on NATA e-learning webpage

Quarterly statistics

E-learning module developed from annual congress symposium - €7 500

Benefits:

Recording (slides and audio) presentations in one or several sessions, total 60'

Conversion of the presentation recording into a CME-accredited e-learning module on NATA's e-learning platform

All fees are exclusive of VAT

NATA Congress - 23rd Annual Symposium

The 2023 Annual NATA Symposium is a 2-day hybrid event with the emphasis on in-person attendance to encourage all participate to reconnect in Athens. All NATA leadership and congress speakers will be in Athens. There are no remote speakers. Poster presentations are in-person only. Recorded sessions will be available on-demand.

Congress Venue:

Megaron Athens International Conference Centre
Vass. Sofias & Kokkali
115 21 Athens, Greece
www.maicc.gr/en

Congress Venue	Dates		
		Athens	Virtual
Megaron Athens International Conference Centre Vass. Sofias & Kokkal 115 21 Athens, Greece www.maicc.gr/en	Thursday 20 April 2023	✓	✓
	Friday 21 April 2023	✓	✓
	Saturday 22 April 2023	✓	-

Congress Secretariat	Sponsorship and Exhibition
NATA Rue de l'Industrie 24 1040 Brussels, Belgium T: +32 475 216 000	Susan de Bièvre Managing Director, NATA T: +32 475 216 000 secretary@nataonline.com

Important Dates and Deadlines

Please check the congress website for updates and further information

Abstract submission open	24 November 2022
Exhibition and sponsorship open	01 December 2022
Registration open	15 December 2022
Deadline abstract submission	14 February 2023
Notification abstract acceptance / refusal	01 March 2023
Deadline artwork final programme	01 March 2023
Deadline early registration	15 March 2023
Deadline exhibition and sponsorship	01 April 2023
Day 1	20 April 2023
Networking evening	20 April 2023
Day 2	21 April 2023
Day 3 – PBM Workshop	22 April 2023 (morning)
Best Abstract Competition	22 April 2023 (morning)

THURSDAY 20 APRIL 2023			
		Banqueting Hall - Live streamed	MC2 No Live streaming
08:00-08:20		Opening Session – 25th Anniversary Event	
08:20-08:50	Session 1	Keynote Speech	
08:50-09:50	Looking into the mirror	-The US perspective -Patient blood management in liver surgery: a Greek experience -How to measure PBM implementation: the Spanish way -PBM in Sub-Sahara Africa	
09:50-10:15		Coffee Break	
10:15-11:00		Poster Presentations	
11:00-12:00	Transfusion AE	-Over transfusion an AE? -TACO and TRALI – two breath taking syndromes -Safety of prehospital transfusion	
12:15-13:15	Industry session 1	Industry Symposium	Industry Workshop
13:30-14:30	Emergency!	-Fast track anaemia in emergency department -Major obstetric haemorrhage revisited: the anaesthetist's view -Patient Blood Management in Major Trauma	
14:30-15:00		Coffee Break	
15:00-16:00	To use or not to use	-Cell salvage in cancer surgery -TXA in patients at risk of thrombosis -POC in bleeding patients	
16:00-17:00	Debates	-Debate IV Iron in Surgery -Prophylactic platelets in the ICU	
17:00-18:00		General Assembly	
19:30		Networking Evening	

FRIDAY 21 APRIL 2023			
		Banqueting Hall - Live streamed	MC2 No Live streaming
08:00-09:00	Industry Session 2	Industry Symposium	Industry Workshop
09:00-10:00	Man and the Machine	-Machine learning and PBM electronic transfusion prescription -Monitoring Hb and O2 transport	
10:00-10:15		Coffee Break	
10:15-11:15	Guidelines	-ESCIM Part 3: Correction of anticoagulant in the ICU -ISTH Definitions of major bleeding -Updated trauma guidelines	
11:15-12:15		Poster Presentations	
12:15-13:15	Industry session 3	Industry Symposium	Industry Workshop
13:30-14:30	Back to the future	-New oral and parenteral anticoagulant F11a F12a, HIF stabilizers -rFVIIa in PPH	
14:30-15:30	The heart of Anaemia	Transfusion triggers in ACS (Reality) EPO for anemia in cardiac surgery a must! Transfusion in ECMO	
15:30-15:45		Coffee Break	
15:45-16:45	SABM Session: Communication!	-Education (healthcare professionals) -Communication with patients -Communication with entities (hospital, state...)	
16:45-17:45	Launch of PBM Marathon: Panel Discussion	Where we are today and where we go next? Panel discussion	
		Free Evening	

SATURDAY 21 APRIL 2023			
		In Athens only	
08:00-09:00		How to get your paper published	
09:00-11:30		Workshop on Research in PBM	
11:30-11:45		Coffee Break	
11:45-12:45		Best 3 Posters 1. Anaemia 2. Transfusion 3. Haemostasis and Thrombosis	
12:45-13:45		Breaking News	
		End of Annual NATA Symposium	

Exhibition

All prices are in Euro and exclusive of VAT

Space

Space is rented raw, without any prefabricated walls, installations, furniture, electricity, carpet or furnishing. The exhibitor will take care of the set up and installation of their booth.

Exhibition services to be booked by the exhibitor through

OCTAPUS S.A.
Technical Exhibition Applications
Tel +30 2310 570531
Email info@octopus.com.gr
General Manager Haris Ermeidis

The exhibition manual will be provided in January 2023.

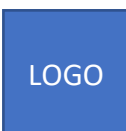
Size	Dimension	Congress Badge	Cost excl. VAT
9m2	3m x 3m	1	€ 4000
12m2	4m x 3m	2	€ 5000
15m2	5m x 3m	3	€ 6000
18m2	6m x 3m	4	€ 7000

Space assignment:

Booth location will be allocated in order of preference to Platinum, Gold and Silver Partners for bookings confirmed before 20 December. After this date space will be allocated upon receipt of booking forms.

Virtual platform - € 1000

The congress will be live-streamed on the virtual platform. On-demand recordings and the exhibition page will remain active 3 months after the congress, accessible for all registered delegates.



Company profile
Product description
Contact details
Hyper link

Symposium

There is only one symposium per slot. The session will be live-streamed to virtual delegates.

The recording will be available on-demand on the congress platform.

Industry workshop sessions are timed in parallel.

Thursday 20 April	12:15-13:15	€ 20 000
Friday 21 April	08:00-09:00	€ 15 000
Friday 21 April	12:15-13:15	€ 20 000

The fee includes

- Room rental
- AV equipment as per scientific session set-up
- Live streamed to virtual delegates
- On-demand 3 months post congress
- 15 minutes set-up, 15 minutes clear-up

Breakfast and Lunch boxes are not included and can be ordered via the appointed catering services.

Workshops – Meet-the-Expert Sessions

In-person only. Workshops are not live-streamed

Thursday 20 April	12:15-13:15	€ 6 000
Friday 21 April	08:00-09:00	€ 5 000
Friday 21 April	12:15-13:15	€ 6 000

Fee includes

- Room rental
- AV equipment as per set-up

Catering can be ordered through the appointed catering services.

Saturday 22 April

Industry sessions can be included in the PBM Research Workshop.

Please contact Susan de Bièvre, secretary@nataonline.com

Travel Grants

The support will include

- Registration
- Maximum € 400 towards travel
- 2 night accommodation in faculty hotel
- Networking evening

The NATA Board will award the grants following strict criteria. Preference will be given to delegates under 40, poster presenters.

Support: €1000 / grant

Advertising and Sponsorship

Delegates in Athens will receive the printed Final programme.

The pdf will be available on the congress platform.

Banner on congress website and platform	€ 5 000
Box advert on congress website and platform	€ 3 500
Social Media post - Twitter and LinkedIn	
- 10-16 April	€ 750
- 17-19 April	€ 1 000
- 20-21 April	€ 1 500
E-blast to NATA database (2500+ addresses)	
- Pre congress	€ 4 000
- 20-21 April	€ 5 000
Banner on Congress Newsletter (2500+ addresses)	
- 10-16 April	€ 1 000
- 17-19 April	€ 1 500
- 20-21 April	€ 2 000
Water dispenser	TBC
Coffee break	€ 500
Signage on doors	TBC

How to book and confirm your participation

1. Complete the booking form and send by email to

Susan de Bièvre
Managing Director
secretary@nataonline.com
2. By submitting the form, the exhibitor accepts the Guidelines and Terms & Conditions mentioned below. Confirmation of the booking and final fee will be confirmed via email notification by NATA. The full invoice will be paid within 30 days of invoice date. Cancellations will not be refunded.
3. All payments will be received by 19 April 2023. Exhibitors and symposium organisers who have not settled all invoices will not be given access to the congress centre.
4. Payments will be made by bank transfer only. All bank charges will be paid by the payee.

Please note new bank details

Account name: NATA
Bank account number: BE46 7330 0596 0636
KBC BIC: KREDBEBB
IBAN: BE46 7330 0596 0636

Bank name: KBC Brussels Marnix Branch
Bank address: Avenue Marnix 31, 1000 Bruxelles, Belgique

5. Cancellation must be addressed to NATA – secretary@nataonline.com.
The fee for all bookings will be due in full within 30 days. Cancellations will not be refunded.

Terms and Conditions

These terms are the contractual between the Organizer and the Exhibitions Firm (Exhibitor/s).

Application to Participate

Application to participate will be considered only if submitted on the appropriate forms, duly completed, signed and accompanied by the necessary payment. Registration will be confirmed insofar as space is available. Applicants will be informed in writing of the acceptance or refusal of their application. In case of refusal, all payment shall be fully refunded.

Obligations and Rights of the Exhibitor

Registration implies full acceptance by the Exhibitors of the exhibition regulations. Any infringement of these regulations may lead to immediate withdrawal of the right to participate in the exhibition without compensation or refund of sums already paid, and without prejudice to the Exhibitor.

By submitting an application to participate, the Exhibitor makes a final and irrevocable commitment to occupy the space allocated and to maintain his/her installation until the date and time fixed for closure of the exhibition.

The Exhibitor may only present on his/her stand or space the materials, products or services described in the application to participate.

No advertising on behalf of firms not exhibiting is permitted in any form whatsoever. Transfer or sub-letting of all or part of the allocated space is prohibited.

Obligations and Rights of the Organizer

The Organizer undertakes to allocate exhibition space as far as possible on the basis of the preference expressed by applicants. Application will be considered in order of receipt of application forms accompanied by payment.

The Organizer reserves the right, in case of absolute necessity, to modify the positioning of stands, with no obligation to provide compensation to Exhibitors. The Organizer reserves the right to offer a different firm any stand or space that has not been occupied by the eve of the opening of the exhibition, with no obligation to provide compensation to the defaulting Exhibitor.

Cancellation

Cancellation must be received (in writing) addressed to NATA – secretary@nataonline.com. No refunds will be made. The fee for all bookings will be due in full within 30 days.

Liability Insurance

The Organizer provides general guard and third party insurance at the exhibition site. Equipment and all related display materials installed by the Exhibitors are not insured by the Organizer, and they will under no circumstances be liable for any loss, damage or destruction caused to equipment, goods or property belonging to Exhibitors. The Exhibitor agrees to be responsible for his property and person and for the property and persons of his employees and agents through full and comprehensive insurance, and shall hold harmless the Organizer for any and all damage claims arising from theft and those perils usually covered by a fire and extended-coverage policy.

Exhibition Regulations

The Exhibition Manager, acting under direction of the Organizing Committee, has the final decision as to the acceptability of displays.

Exhibitors are not the share with others any space allocated to them without prior written consent by the Exhibition Manager.

The Organizer reserves the right to alter the general layout or limit the space allocated to each Exhibitor, postpone the exhibition or transfer it to another site if unforeseen circumstances warrant such action. Should any contingency prevent the holding of the exhibition, the Organizer will not be held liable for expenses incurred other than the cost of exhibit space rental fees.

All exhibits are to be displayed so as to avoid blocking aisles, obstructing adjoining booths, damaging the premises of these leased equipment. Exhibitors are kindly requested to allow sufficient see-through areas, which ensure clear views of surrounding exhibits.

Exhibitors are responsible for the cost and execution of the design, installation and delivery of their display to (and its removal) the exhibition site.

Flammable materials are not to be used. Equipment displayed or demonstrated must be installed with strict adherence to safety measures.

Exhibitors undertake to observe the timetable designated for completion of their display before the exhibition opening and its dismantling at the close of the exhibition. No dismantling or packing of the display before the designated hour. It is the Exhibitor's responsibility to pack and remove or consign for shipment all items of value prior to leaving their exhibit unattended.

Exhibitors are obliged to ensure that their stands are permanently staffed during the exhibition opening hours. Payment is to be made in accordance with the conditions of payment on the Exhibition Application Form. Should the Exhibitor fail to make a payment on time, the Managing Director is entitled to terminate the contract, withdraw confirmation of acceptance, make other arrangements for the stand or seek compensation for no fulfilment of contract.

Participation by Exhibitors is dependent upon compliance with all rules, regulations and conditions stated herein. Access to the exhibition is authorized on presentation of a badge issued by the Organizer. Exhibitor's badges will not be mailed in advance and may be collected at the Exhibitors' desk.

The Organizer ensures daily cleaning of the aisles. Exhibitors are responsible for the cleaning of their stands. The provision of refreshments for the participants by Exhibitors is only permitted if the catering regulations of the exhibition building concerned are observed.

Exhibition areas and fittings made available to Exhibitors must be handed back in their original condition. In case of damage of loss of equipment provided, or damage to areas occupied, repair and replacement will be charged to the Exhibitor.

The Organizer will not approve stands which do not comply with the accepted standards, until the necessary changes have been made.

SPACE BOOKING FORM

Return to: secretary@nataonline.com

Company name:	
Company address:	
Invoicing address:	
VAT:	PO#:
Company representative	
First name:	Last name:
Tel:	Email address:

SOCIAL MEDIA <input type="checkbox"/> We agree to be tagged on selected Twitter and LinkedIn posts related to the congress. Please opt in.	Twitter handle: LinkedIn handle:
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STAND PREFERENCES		
	Stand number	Cost excl. VAT
First Choice		
Second Choice		
Third Choice		

NATA Partners have priority choice according to their partnership level until 15 December 2022. After this date, spaces will be allocated on first come first served basis.

An administrative fee of €150 will be charged for each modification requested after invoice is issued.

By submitting this form, the exhibitor accepts the Guidelines and Terms & Conditions mentioned in the NATA Annual Symposium Industry Prospectus. Confirmation of the booking and final fee will be confirmed via email notification by NATA. The full invoice shall be paid within 30 days of invoice date. Cancellations will not be refunded.

Name	Job title
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Date	Signature
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SYMPOSIUM BOOKING FORM

Return to: secretary@nataonline.com

Company name:	
Company address:	
Invoicing address:	
VAT:	PO#:
Company representative	
First name:	Last name:
Tel:	Email address:

SOCIAL MEDIA <input type="checkbox"/> We agree to be tagged on selected Twitter and LinkedIn posts related to the congress. Please opt in.	Twitter handle: LinkedIn handle:
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SYMPOSIUM TIME PREFERENCES			
	DATE	TIME	FEE excl. VAT
First Choice			
Second Choice			
Third Choice			

NATA Partners have priority choice according to their partnership level until 15 December 2022. After this date, slots will be allocated on first come first served basis.

An administrative fee of €150 will be charged for each modification requested after invoice is issued.

By submitting this form, the exhibitor accepts the Guidelines and Terms & Conditions mentioned in the NATA Annual Symposium Industry Prospectus. Confirmation of the booking and final fee will be confirmed via email notification by NATA. The full invoice shall be paid within 30 days of invoice date. Cancellations will not be refunded.

Name	Job title
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Date	Signature
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ADVERTISING AND SPONSORSHIP BOOKING FORM

Return to: secretary@nataonline.com

Company name:	
Company address:	
Invoicing address:	
VAT:	PO#:
Company representative	
First name:	Last name:
Tel:	Email address:

SOCIAL MEDIA <input type="checkbox"/> We agree to be tagged on selected Twitter and LinkedIn posts related to the congress. Please opt in.	Twitter handle: LinkedIn handle:
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	cost	Amount / date	Total -VAT will be added
Travel Grant	€ 1 000 / grant		
Banner on congress website and platform	€ 5 000		
Box advert on congress website and platform	€ 3 500		
Social Media post - Twitter and LinkedIn			
- 10-16 April	€ 750		
- 17-19 April	€ 1 000		
- 20-21 April	€ 1 500		
E-blast to NATA database (2500+ addresses)			
- Pre congress	€ 4 000		
- 20-21 April	€ 5 000		
Banner on Congress Newsletter (2500+ addresses)			
- 10-16 April	€ 1 000		
- 17-19 April	€ 1 500		
- 20-21 April	€ 2 000		
Water dispenser	TBC		
Coffee break	€ 500		
Signage on doors	TBC		

NATA Partners have priority choice according to their partnership level until 15 December 2022. After this date, advertising and sponsorship will be sold on first come first served basis.
 An administrative fee of €150 will be charged for each modification requested after invoice is issued.
 By submitting this form, the exhibitor accepts the Guidelines and Terms & Conditions mentioned in the NATA Annual Symposium Industry Prospectus. Confirmation of the booking and final fee will be confirmed via email notification by NATA. The full invoice shall be paid within 30 days of invoice date. Cancellations will not be refunded.

Name	Job title
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Date	Signature
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