

# 65th ASH® Annual Meeting and Exposition

December 9-12, 2023 • San Diego, CA



## Industry Theater Guidelines

Effective: May 1, 2023

Meeting Dates: December 9–12 2023

Exhibit Dates: December 9–11, 2023

San Diego Convention Center – San Diego, California

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## Introduction

This document outlines the general guidelines that will apply to Industry Theaters at the 65th ASH Annual Meeting and Exposition. These guidelines are to be construed as part of the policies for exhibitors at the ASH annual meeting and as part of the contract for the Industry Theater. All Industry Theater sponsors must comply with these standards as well as all other requirements applicable to exhibitors at an ASH annual meeting.

## Eligibility for Industry Theater

Only exhibitors with secured and contracted 65th ASH Annual Meeting and Exposition exhibit space are eligible to secure an Industry Theater. Applicants must be in good standing with ASH.

In-person exhibitors may contract for in-person Industry Theaters for \$93,000. In-person exhibitors may present a pre-recorded version of their in-person presentation on the virtual meeting platform for an additional fee.

- In-person exhibitors with no virtual exhibit may add this option for \$50,000 (in addition to the \$93,000).
- In-person exhibitors who are also virtual exhibitors may add a pre-recorded version of their in-person presentation to the virtual meeting for \$25,000 (in addition to the \$93,000).

Virtual exhibitors without an in-person exhibit may only contract for virtual presentations. Virtual-only exhibitors may not present in-person Industry Theater in San Diego.

Any applicants with outstanding balances with ASH must settle their balances before their applications will be considered. If an accepted applicant cancels or defaults on exhibit space at the 65th ASH Annual Meeting and Exposition, the contracted session will be revoked and any cancellation penalty at that date will apply.

## Possible Penalties for Violating ASH Policies

Failure to conform to ASH's policies may result in penalties, which may include but are not limited to the following:

- The violating company's priority points will be reduced.
- The company may not participate as an exhibitor in future years.
- The company will not be eligible for participation in future industry-hosted sessions.
- The company will not have access to ancillary meeting space in future years.

## Presentation Guidelines

Industry Theater presentations are non-CME, company-developed presentations that highlight non-FDA approved pharmaceutical products, medical devices, medical technology, investigational products or devices in pipeline or clinical trial phases, and patient treatment resources.

Presentations on approved pharmaceutical products with approved label indications will not be allowed as an Industry Theater. Relevant FDA guidelines regarding promotional activities must be adhered to.

Presentation topic areas should focus on scientific research and educational resources for the diagnosis and treatment of hematologic diseases and can include:

- Investigational products, indications, or devices in pipeline or clinical trials
- Biotechnology – immunotherapy, gene therapy, genomic profiling, precision medicine, etc.
- Medical Devices
- Medical Technology – computing and artificial intelligence in health care, software as a medical device (SaMD), virtual care, telemedicine, etc.
- Educational and treatment resources for patients

All Industry Theater presentations must:

- adhere to relevant FDA guidelines regarding promotional activities;
- be tasteful, appropriate, and professional in nature;
- be focused on the clinical or scientific relevance in the development of a product or service of the sponsor and only convey clinical study information in a factual manner.
- Presentations may include information on investigational products or devices and must state it is investigational or experimental, indicate product or indication is not approved by the FDA (and make no declaration as to whether FDA approval or clearance will occur), and avoid express or implied claims of safety or efficacy, untrue statements or misleading omissions.
- Presenter(s) and moderator(s) must meet the following criteria:
  - feature one or more **internal staff members** of the sponsor, not outside key opinion speakers or third-party scientists; and
  - represent diversity from a gender, race, ethnicity, and geographic perspective.
  - One (1) patient speaker or representative from a patient advocacy group related to the topic at hand will be permitted to provide a supplemental perspective provided there is a minimum of one (1) internal staff member of the sponsoring company presenting as the primary speaker.

Sponsors are not permitted to present any CME/CE educational symposia, sessions, or activities in the Industry Theater and must submit speakers and topics to ASH for approval prior to publicizing the program.

Industry Theater activities shall not include information, papers, or abstracts scheduled for presentation during the ASH annual meeting which are under embargo at the time of the Industry Theater presentation.

Each company is responsible for understanding and following the specific requirements of any code to which they have signed on, the policies within the CMSS Code, and any local, state, and federal laws pertaining to pharmaceutical and medical device manufacturer conduct.

[AdvaMed Code of Ethics on Interactions with Health Care Professionals](#)  
[American Medical Association \(AMA\) Ethical Opinion on Gifts to Physicians](#)  
[CMSS Code for Interactions with Companies](#)  
[PhRMA Code on Interactions with Healthcare Professionals](#)  
[Physicians Payments Sunshine Act](#)  
[U.S. Food and Drug Administration \(FDA\)](#)

It is the responsibility of the sponsoring company to ensure adherence to FDA regulations, policies, practices and guidelines, and all applicable industry guidelines concerning the demonstration, discussion, use and/or display of products, technologies, and/or services as part of the 65th ASH Annual Meeting and Exposition. In addition, ASH encourages participants to verify with their own companies' medical affairs/compliance staff for guidelines required by their own companies. Information regarding FDA regulations should be obtained directly from the FDA.

Each sponsor is solely responsible for the content of its presentation, including obtaining all appropriate copyright permissions and licenses for slides and other materials that will be presented or distributed.

## Review and Approval of Topic and Speaker(s)

Participating companies will be required to submit the following to ASH Exhibits Management for review and approval no later than Friday, September 1, 2023:

- Title of presentation
- Speakers' names, designations, titles, and email addresses (for ASH internal use)
- Three to five bullet points that provide a description of the topic/material to be covered in the theater presentation

## Theater Slot Assignment

ASH anticipates accepting applications for Industry Theater slots on a first-come, first-served basis. While applicants may submit applications for more than one slot, ASH will consider all applications but only approve one application per company, as space permits, until June 9, 2023. Beginning June 10, 2023, multiple presentations may be allowed by one company, space-permitting. Although ASH will attempt to accommodate requests for specific Industry Theater

slots, no guarantees can be made that an approved applicant will be assigned the specific slot requested. ASH reserves the right to reject any application for reasons that it solely determines.

## Presentation Dates and Times

The tentative Industry Theater slots for the 65th ASH Annual Meeting and Exposition are:

- Saturday, December 9                    11:30 a.m. – 12:30 p.m. Pacific time
- Sunday, December 10                    8:00 a.m. – 9:00 a.m. Pacific time  
    11:30 a.m. – 12:30 p.m. Pacific time
- Monday, December 11                    8:00 a.m. – 9:00 a.m. Pacific time  
    12:15 p.m. – 1:15 p.m. Pacific time

ASH reserves the right to alter the Industry Theater times at its discretion. Sponsors will be notified in a timely manner.

## Admission of Attendees

All attendees of Industry Theater presentations must hold an official ASH-supplied badge or confirmed virtual registration in one of the following professional categories:

- ASH Member
- Non-Member
- Associate Member
- International Associate Member
- Non-Member-in-Training
- Allied Health Professional
- Honorary Member
- Emeritus Member

ASH shall have sole authority over admission policies to the theater at all times and may limit attendance at its discretion.

The Industry Theater presentation does not include a registration/badge for the speaker(s), panelist(s), moderator, patient(s), patient advocate(s) or any staff or vendor supporting the presentation. Participating companies should be prepared to arrange and pay for registration, hotel, air fare, and other travel costs for patients or patient advocates that are included as presenters.

## In-Person Theater Location

In-person Industry Theaters will be located in private meeting rooms. These private meeting rooms are located on the same level as educational sessions, thus facilitating easy access for attendees as they leave session rooms. ASH reserves the right to alter the location of the Industry Theaters, at its sole discretion.

## In-Person Theater Configuration

The configuration will include theater style seating for up to 150 attendees. ASH will provide standard audio-visual equipment for PowerPoint presentations (projector, PC laptop computer [not Mac], screen, wireless podium microphone, wireless audience microphone, confidence monitor, stage speaker, laser pointer, remote slide advancer, one A-frame easel, and one draped six-foot table on which theater sponsors may place literature for access during their assigned theater slot. Two lead retrieval units for collection of attendee information and staff to scan badges will also be provided. Food and beverage may be placed outside the theater. The room set, including seating, A/V, stage, and food and beverage, cannot be modified.

## Installation and Dismantling

**Installation:** Industry Theater sponsors will have access to the theater 30 minutes before their assigned slot. Industry Theater sponsors and their speaker(s) are allowed to prepare/practice during this time. Please note that in order to facilitate attendees getting refreshments and finding a seat, attendees will be allowed into the theater approximately 15 minutes before the presentation begins.

**Dismantling:** Industry Theater sponsors must remove all literature, materials, handouts, etc. from the theater within 15 minutes after the end of their assigned slot. Any conversations or other activities that exceed 15 minutes after the slotted time should be relocated to the exhibit booth space. Any materials left longer than 15 minutes after the slot's conclusion will be considered trash and disposed of accordingly.

## Responsibility for Property

Each Industry Theater sponsor must make provisions for safeguarding its own goods, materials, equipment, and display in the theater and those of attendees during its assigned slot, including during installation and dismantling.

## Food and Beverage

Food and beverages, for up to 150 people, will be solely provided by ASH for each slot. The catering service may be placed directly outside the theater. ASH will supply signage indicating that the food and beverage is provided by ASH. Any Industry Theater sponsor who is required to or seeks to limit and/or track consumption is responsible for informing attendees and enforcing this policy. For your reference, ASH provides complimentary lunch service to all registered attendees on Sunday and Monday.

## Promotion of Corporate Presentations and Promotional Materials

All promotional materials (including announcements, advertisements, signage, invitations, emails, websites, posters, and flyers) relating to the theater must be approved by ASH prior to printing or distribution. Final versions of materials must be submitted by the theater sponsor for review and approval before November 17, 2023. Submissions should be sent via email to Stephanie Houck, ASH Exposition Management at [stephanie.houck@spargoinc.com](mailto:stephanie.houck@spargoinc.com). Please allow a minimum of five business days for review.

The following statement must be prominently displayed and included on all promotional materials (including announcements, advertisements, signage, invitations, emails, websites, posters, and flyers) for the theater presentation: “Not an official event of the 65th ASH Annual Meeting and Exposition. This presentation is not sponsored or endorsed by ASH. Not CME-accredited.”

All materials promoting a theater presentation must clearly indicate the name of the sponsor for the presentation.

No marketing materials or communications of any kind, including advertising or other written or spoken descriptions of the Industry Theater presentation, may use the ASH name or logo, or otherwise suggest or imply that ASH has endorsed or sponsored the presentation. Repurposed or post-theater materials developed as a result of content from the Industry Theater must NOT include any reference to ASH or the ASH annual meeting.

Distribution of materials by a theater sponsor in the theater is permitted only during the sponsor’s contracted slot.

Industry Theater sponsors are permitted to supplement ASH signage with floor-standing signage immediately at the entrance(s) of the theater and within their contracted exhibit space only.

- Proposed copy for signage must be approved by ASH Exposition Management prior to printing. Please contact Stephanie Houck, ASH Exposition Management at 703-679-3972 or [stephanie.houck@spargoinc.com](mailto:stephanie.houck@spargoinc.com).
- One sign may be displayed at the theater entrance. Signage must be professionally printed, must be no larger than 28” x 44”. One easel will be provided. Banner stands are not permitted.
- Signage may only be placed outside the theater beginning 30 minutes prior to the theater sponsor’s slot and must be removed within 15 minutes of the conclusion of the slot. Signs left longer than 15 minutes after the slot’s conclusion will be considered trash and disposed of accordingly.

Solicitation in the aisles of the ASH exhibit hall, as well as outside the assigned Theater room and outside the theater sponsor’s exhibit space, is strictly prohibited.

Advertising and marketing activities are prohibited within a five-mile radius of the San Diego Convention Center, Marriott Marquis San Diego, Manchester Grand Hyatt San Diego, and Hilton San Diego Bayfront. The display of banners, signage, or other advertisements outside of the exhibit hall and targeted to attendees of the ASH annual meeting (including, but not limited to, advertising in the poster hall, advertising in/on buses, taxis, Segways, boats, planes, street cars, billboards, building facades, etc.) is not allowed. This policy also applies to the promotion of Product Theaters, with the exception of the approved inserts in the ASH door drop bags delivered to select hotel rooms on Saturday and Sunday.

## Promotion of Corporate Presentations by ASH

Industry Theaters (including presenting company name, presentation title, and speaker names) will be promoted by ASH:

- on the ASH annual meeting mobile app;
- in the printed ASH annual meeting Program-at-a-Glance\*;
- in the *ASH News Daily*\*;
- through one bag insert promoting all Corporate Presentations, including Industry Theaters, in door drop bags\*;
- through one bag insert promoting all Corporate Presentations, including Industry Theaters, in attendee tote bags distributed at registration\*.

The overall Corporate Presentation program, including Industry Theaters, will be promoted in general by ASH:

- on the ASH website
- through “walk-in” slides that are shown on screens in session rooms;
- through social media posts/announcements on the ASH Facebook page and Twitter feed;
- through alerts on the ASH annual meeting mobile application.

*\*Inclusion in all of the above is dependent upon date of the Industry Theater title and speaker submission and date on which the applicant's presentation is approved by ASH.*

## Photography and Video Recorders

Sponsors are required to use the official ASH audio-visual vendor listed in the Exhibitor Service Manual. Industry Theater attendees may not videotape or audiotape any theater presentations.

## Pricing and Payment

The price of conducting an in-person or virtual Industry Theater is \$93,000. To include an in-person presentation on the virtual platform, additional fees will apply.

- Virtual Exhibitor Add-On (pre-recorded) – \$25,000



- In-Person Only Exhibitor Add-On (pre-recorded) – \$50,000
- Live stream options available at additional costs paid by sponsoring company

#### Payment Policy:

- 50 percent payment due:
  - February 10, 2023 for applications submitted prior to February 10, 2023
  - With application when submitted between February 10, 2023 and June 8, 2023
- 100 percent payment due after June 8, 2023

ASH requires payment in full no later than June 9, 2023. Failure to make payments does not release the contracted or financial obligation of Exhibitor.

### Cancellation Policy

Since only contracted exhibitors in good standing are eligible for participation in the Industry Theater, cancellation of exhibit space automatically results in cancellation of an exhibitor's Theater slot. The following cancellation terms apply, regardless of how an Industry Theater is cancelled.

The date of receipt will be the official cancellation date. Theater sponsors that cancel an Industry Theater slot will be subject to the cancellation penalty in effect on the date of cancellation.

- Any cancellations received in writing through February 9, 2023, will not incur a cancellation penalty and the theater sponsor will be issued a 100 percent refund of any monies received by ASH for said cancellation.
- Any cancellations received in writing from February 10, 2023 through June 8, 2023, will incur a 50 percent cancellation penalty.
- Any cancellations received in writing after June 8, 2023, will incur a 100 percent cancellation penalty and the theater sponsor will NOT be issued a refund of any monies received by ASH for the presentation.

A theater sponsor that desires to cancel slot must submit a notification in writing to Kristin Hudson, SPARGO, Inc., 11208 Waples Mill Road, Suite 106, Fairfax, VA 22030; or via email: [ashexhibits@spargoinc.com](mailto:ashexhibits@spargoinc.com). If you do not receive confirmation of your request to cancel within three business days, please contact [ashexhibits@spargoinc.com](mailto:ashexhibits@spargoinc.com).

ASH retains the right to utilize cancelled theater slots at its discretion. ASH may terminate a theater sponsor's contract for an Industry Theater in the same manner as it may terminate an exhibitor agreement.