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ISTH Priority Point System

(revised May 2016 for clarifications)

The International Society on Thrombosis and Haemostasis (ISTH) attributes sponsorship opportunities and exhibition space at its meetings according to a point allocation system.

This system is implemented to reward corporate partners for their support and loyalty and to allow for a clear and transparent process for you, our ISTH partners, as you select your sponsorship and exhibit opportunities.

How ISTH calculates points, determines rank, and attributes options using this system is described below:

1. Accrual of Points

Companies may accrue two kinds of points:

- 1.1. **Annual points** are awarded for each year's meeting support during the three years prior to an upcoming meeting (for ISTH 2017 this would include ISTH SSC 2016 in Montpellier, ISTH 2015 in Toronto and ISTH SSC 2014 in Milwaukee).

Annual points accrue as follows:

- 10 points for each symposium
- 4 points for each technical session (until 2016 and as of 2017 product theatres)
- 1 point for each \$3,000 USD invoiced for support items and exhibition (converted value (currency rate at the time of the congress or for the most recent year the date when the priority ranking is determined), tax or VAT excluded).

Support in the form of unrestricted educational grants that go through an independent application and review process and are awarded to the ISTH in support of a congress will not be considered in the point system.



1.2. Bonus points are awarded for three *consecutive* years' of support just prior to the upcoming meeting.

Bonus Points accrue as follows:

- 100% of points derived from support of the meeting 1 year past (ISTH SSC 2016 in Montpellier)
- 50% of points derived from support of a meeting 2 years past (ISTH 2015 in Toronto)
- 25% of points derived from support of a meeting 3 years past (ISTH SSC 2014 in Milwaukee)

No Bonus Points accrue if a year is skipped or if a company cancels participation. When this happens, calculation of Bonus Points begins again only when three consecutive years' support are achieved.

Total points derived for the 3-year period before the upcoming meeting determine your company's rank for the next meeting.

Currently ISTH has three Rank Groups: Top 10, 11-25 and >25 & not ranked.

2. Dates & Deadlines

Your company's rank for the upcoming meeting will be sent to you at the time you receive the sales prospectus for that meeting.

A *Dates & Deadlines* schedule will also be included with the sales package. This outlines the date by which members of each Rank Group should submit Order Forms for options for priority consideration and when to may expect confirmation of choices.

Please note that to qualify for attribution of preferences under the ISTH Priority Point System, ISTH must receive your application(s) by the priority deadlines assigned to your Rank Group. Partners who miss deadlines are welcome to submit Order Forms at any time. However, they lose the benefit of their rank and must wait until all other ranked companies are served before receiving confirmation for remaining options.



3. Attribution Process

Companies may simultaneously submit Bookings in the following categories (for ISTH 2017):

- 1) Symposia Sessions
- 2) Product Theatres (starting in 2017)
- 3) Official ISTH 2017 Publications
- 4) Educational and Scientific Activities
- 5) Networking and Congress Services
- 6) Other Promotional Opportunities
- 7) Industry Meeting Facilities
- 8) Exhibit Space

Options from each category are attributed according to rank position, provided they were received by or before the respective priority booking deadline.

For example, if the company ranked number 1 requests a symposium, a product theatre slot, a final program ad (under Official ISTH 2017 Publications), a promotional banner (under Other Promotional Opportunities) and exhibit space, that company gets its first choice on all its requests. The company ranked number 2 gets its choice of the remaining options within those categories according to its choice, and/or its first choice in the categories the number 1 ranked company did not select from.

Companies who wish to support multiple items in each category are attributed items according to availability of unassigned options and the company's position within the rank groups 1-10 and 11-25, and for companies not ranked in the top 25 attribution will be made on when the booking has been received and the remaining availabilities.



Example:

Sponsored Symposia

Put slot choices in priority order; i.e. 1st choice, 2nd choice, etc.

Companies 1-10:

- 1st choice is attributed according to rank position
- 2nd choice is attributed after other companies in positions 1-10 obtain confirmation of their 1st choice slot
- 3rd choice is attributed after other companies in positions 1-25 obtain confirmation of their 1st or 2nd choice slot (if requested)

Companies 11-25:

- 1st choice of remaining slots is attributed according to the rank position
- 2nd choice of remaining slots is attributed after other companies in this 11 to 25 range obtain confirmation of their 1st choice slot, and companies ranked 1 to 10 obtain confirmation of their 2nd choice slot.
- 3rd choice of remaining slots is attributed after other companies in this 11 to 25 range obtain confirmation of their 2nd choice slot, and companies ranked 1 to 10 obtain confirmation of their 3rd choice slot.

Requests received after the respective priority booking deadline for ranked companies 1-25 will be allocated on a first-come, first-served and based on remaining availability.

Companies >25:

Attribution is on a first-come, first-served basis after the companies ranked 1-25 have all their requests that were booked by or before their respective priority booking deadlines confirmed.



4. Penalties

Companies must comply with the terms and conditions outlined in the respective meeting's exhibition and sponsorship manuals and on order forms. Penalties apply when violations occur.

The procedure for enforcing a violation of tenants is:

- The Meeting Manger reports the alleged violation to the ISTH Executive Director or his/her official designee.
- Upon consideration by the ISTH Executive Director or his/her official designee, a representative of the relevant company is invited to present the company's view.
- The final decision will be taken by ISTH jointly with the Congress President.
- Penalties are:
 - 1st violation** – Cancellation of acquired points for the year of violation
 - 2nd violation** – Cancellation of all accumulated points at date of violation
 - 3rd violation** – Loss of eligibility to participate at the following ISTH meeting

5. Cancellation

If a company cancels a sponsorship item or exhibition space after it has been attributed, the company is liable to pay cancellation fees according to terms stated in the respective meeting's sales manual. No points will be accrued for the cancelled items for that meeting.

A company who does not pay cancellation fees may not be eligible to participate at the following ISTH meeting. For the meeting in which the delinquent cancellation fee applies and at which the company is exhibiting, ISTH reserves the right to resell the company's exhibit space and retain the amount paid. Other penalties may apply as decided by the ISTH Executive Committee.



6. Other Important Rules

- New sponsors who commit to a minimum Gold level support within the four-tier Platinum, Gold, Silver, and Bronze system have the same benefits for attribution of symposia slots as do ranked partners in the 11 - 25 priority group, provided they submit their bookings at the priority booking deadline for the 11-25 priority group. *New Sponsor* means industry who has never supported an ISTH meeting or who has not done so for 5 consecutive years. This does not apply in the case of company name changes or a company acquiring a previous ISTH meeting sponsor.
- For sponsorship items and exhibition space, new sponsors are attributed preferences first-come-first-serve only after all ranked partners ranked 1-25 are accommodated.
- When companies merge, the highest number of points between them carries forward. To qualify, written notice must be sent to the ISTH Executive Director no later than 90 days after the merger or 30 days prior to the start of an upcoming meeting's market window, whichever comes first. Otherwise, only the parent company's points apply.
- When two or more companies co-sponsor a symposium, points are assigned 50-50 unless otherwise indicated by each company. If ties in point totals exist among companies where deadlines are met, the tie is broken by yielding preference to the company who has served as sponsor for the most years since 2007—the date in which the Point System took effect. If the tie still exists after evaluating this criterion, the company whose approved application arrives earliest receives preference.