

# SPONSORSHIP PROSPECTUS

## ISDS ANNUAL MEETING 2023

September 28 - 30, 2023

Fairmont Hotel Copacabana

RIO DE JANEIRO // BRAZIL



Please contact the ISDS Headquarters and Congress Office

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## INVITATION

Dear ISDS Friends,

We are delighted to bring you this very special 42<sup>nd</sup> Annual Meeting of the International Society for Aesthetic and Oncologic Dermatologic Surgery (ISDS) in the magnificent city of Rio de Janeiro / Brazil.

Our venue, The Fairmont Hotel, sits right at the Copacabana Beach, one of the most famous beaches in the world. Inside, the hotel provides a tranquil environment for learning and a lovely setting for our evening cocktail reception. Rio de Janeiro is truly the perfect place for our ISDS friends to meet again and exchange high-level expert knowledge from around the world in Aesthetic Dermatologic Surgery and Oncologic Dermatologic Surgery.

**The ISDS is the only international organization solely dedicated to physician education in both oncologic and aesthetic dermatologic surgery. Our meetings consist of 3-day concurrent programs in both the oncologic and aesthetic domains. The program includes unsponsored content for which participants will be granted with Continuing Medical Education (CME) credit, as well as sponsored breakfasts, luncheons, and parallel demonstrations where our industry partners can showcase new drugs, products and technologies.**

We are confident that you will find the academic program to be of the highest caliber with outstanding world-class experts discussing the latest developments in cutting-edge patient care. Our plenary speakers are not to be missed. **With an expected attendance of 600 - 800 dermatologic surgeons including 150 expert faculty from over 20 countries, we believe this ISDS Annual Meeting will be one to remember!**

Following upon the outstanding post-pandemic success of ISDS 2022 in Thessaloniki Greece with 500 participants, we trust that our ISDS 2023 Rio Meeting will be a unique opportunity for your company to promote itself and connect with dermatologic and aesthetic surgeons by choosing one of the below sponsorship opportunities. **For the first time, we are offering participation in ISDS' Global Industry Collaborative (ISDS-GIC) to our platinum, gold, and silver sponsors.** The Collaborative is a small group of leaders meeting annually in person immediately following the Annual Meeting to plan and carry out projects improving patient and physician education, and the international regulatory landscape. The Collaborative also holds an annual virtual meeting to report progress on programs and to plan the in-person meeting. The over-arching goal is to increase access to safe and effective state-of-the-art care worldwide.

We look forward to welcoming you to Rio de Janeiro and partnering with you to advance the world's skin health!

*Sahar Ghannam, ISDS President; Neil Sadick, Kai Munte, ISDS Executive Directors,  
Doris Hexsel, ISDS Meeting President; Sonja Sattler, Jürg Hafner, ISDS Scientific Program Chairs;  
Rungsima Wanitphakdeedecha, ISDS Industry Relations Chair*



Fairmont Hotel, Copacabana ~ home of ISDS 2023 Rio

## ABOUT ISDS

The International Society for Dermatologic Surgery (ISDS) works to ensure its members can implement the latest developments in Dermatologic Oncologic and Cosmetic Surgery in their medical practice for optimal patient outcomes.

In the oncology space, the Annual Meeting covers skin cancer medical and procedural prophylaxis, adjuvant and neoadjuvant cancer therapies combined with surgery, and intratumoral cancer therapy.

In aesthetic surgery, sessions cover an array of procedures and technologies including laser/light/radiofrequency therapies, neuromodulators, chemical peels, fillers, threads, hair transplantation, liposuction, blepharoplasty, sclerotherapy, platelet-rich plasma, fat transfer including micro/nano approaches, regenerative medicine, and combination approaches to optimize results.

The ISDS encourages continuing education and research in the field of dermatologic surgery with programs for both experienced professionals and emerging dermatologists around the world. We share scientific developments taught by the world's most renowned experts in each subspecialty of dermatologic surgery.





## WHY SPONSOR?

Participating as a Sponsor or Exhibitor in the Annual ISDS Meeting will give your company the opportunity to be associated with a prestigious international meeting while enjoying high exposure and engagement opportunities with the global Aesthetic and Oncologic Dermatologic Surgery community.

### Join ISDS' Annual Meeting and:

- ☐ Join ISDS' Global Industry Collaborative (GIC) ~ a small group of international leaders making strides to increase education, and improve access to safe, cutting-edge care worldwide
- ☐ Showcase new drugs, products, and technologies, taking advantage of multiple sponsored-session opportunities and beautiful exhibition space
- ☐ Distinguish your company from competitors
- ☐ Network with top dermatologic surgeons and thought leaders from around the world

This sponsorship brochure includes all available items.  
However, we are your disposal to discuss opportunities  
tailored to your particular needs.

## SPONSORSHIP PACKAGES

A range of sponsorship opportunity packages is offered allowing each company to exhibit its products and services according to the company's specific needs and budget.

### Platinum, Gold, Silver and Bronze Sponsorships Offer:

- ☐ **More efficient planning of costs** via a package encompassing your company's promotion during the Meeting
- ☐ **A sponsored lecture by your own speaker** including an unopposed luncheon (platinum sponsors only), or a breakfast session
- ☐ **Priority** in choosing your position in the exhibition area
- ☐ **Invitation to join** ISDS' Global Industry Collaborative (GIC) below - a select group of leaders working together to improve access to care (platinum, gold and silver sponsors only)

**Please feel free to discuss with us the possibility of an individual sponsorship package that covers the special needs of your company.**

#### Announcing the ISDS Global Industry Collaborative (GIC)

Our platinum, gold and silver sponsors are eligible to send 1-3 senior leaders to the first annual meeting of the ISDS GIC October 1-2 in Petropolis/Itaipava, Brazil, immediately following ISDS 2023 Rio.

The GIC affords the only forum for international leaders in industry and patient care to come together to develop and implement specific initiatives to continually improve patient and physician education, and the regulatory landscape in dermatology and dermato-oncology.

- The GIC's over-arching goal is to enable properly-delivered state-of-the-art care to all appropriate patients worldwide.
- Our keynote speaker will compare and contrast the regulatory landscapes South America, North America, Europe and Asia.
- A planning meeting will be held in June/July for GIC attendees to help shape this unique program.
- Cost to attend is \$10,000 per person.



Petropolis and Itaipava ~ ISDS will provide transfer by bus from Rio October 1 to attend GIC

**ISDS 2023 SPONSORSHIP PACKAGES: DEADLINE JULY 31**

	<b>PLATINUM Sponsor (3 available)</b>	<b>GOLD Sponsor</b>	<b>SILVER Sponsor</b>	<b>BRONZE Sponsor</b>
<b>Benefits</b>	<b>US\$ 60.000</b>	<b>US\$ 35.000</b>	<b>US\$ 25.000</b>	<b>US\$ 15.000</b>
Registration to attend all general sessions	10 persons	6 persons	4 persons	2 persons
Sponsored lecture with your own speaker	Unopposed luncheon lecture for <b>600+ persons</b>	Breakfast lecture or midday demonstration for <b>80 persons</b>	Breakfast lecture or midday demonstration for <b>60 persons</b>	Breakfast lecture or midday demonstration for <b>40 persons</b>
Attendance at Friday night President's Faculty Dinner with over 100 faculty experts and industry leaders	10 persons	6 persons	4 persons	2 persons
Invitation to join ISDS' Global Industry Collaborative (GIC) including attendance at the Annual GIC Meeting (Petropolis Brazil, October 1-2, 2023) and the virtual planning session in June 2023. Cost is US\$ 10.000 per GIC attendee, 3 persons max.	✓	✓	✓	✓
Sponsorship of Thursday welcome reception after opening ceremony with 5-minute oral presentation and looping silent video projection presentation	✓	✓	✓	✓
Premium exhibition space	18 sqm	15 sqm	10 sqm	7 sqm
Prominent signage in the registration area by level of sponsorship	✓	✓	✓	✓
Bag Insertion (sponsors' leaflet)	✓	✓	✓	✓
Logo, link, and QR code on the paper meeting program and enduring program housed 1 year at ISDSworld.com	✓	✓	✓	✓
Company profile on the above	500 word	300 word	150 word	50 word
Advertisement on the paper meeting program and enduring program housed 1 year at ISDSworld.com	2 pages or back cover	1 page	Half-page	Quarter-page

## NON-PACKAGE EXHIBITION RATES AND OTHER INFORMATION

**FOR A 6m<sup>2</sup> BOOTH: US\$ 4.000**

### INCLUDES:

- ☐ 500-Watt electric power supply
- ☐ General cleaning after set-up and before the opening of the exhibition area
- ☐ Two (2) exhibitor badges per 6m<sup>2</sup>
- ☐ Minimum space rental is 6m<sup>2</sup>

### HOSPITALITY SUITES/PRIVATE MEETING ROOMS

- A Sponsor's Room will be available for networking, refreshments, and informal meeting space for our sponsors.
- Upon request you may hire a private room to host meetings. Catering and AV equipment are available at an additional cost. Pricing is available upon request.

### TECHNICAL EXHIBITION MANUAL

The Meeting Organizers will send further technical information to all exhibitors including information on furniture rentals, hostesses etc.

### INVOICING POLICY

Invoices are sent by e-mail upon finalizing contract with ISDS headquarters and are due within 30 days.

### CANCELLATION POLICY

Cancellations must be sent in writing to

**ISDS HEADQUARTERS Mrs. Silvia Becker Email: [Silvia.Becker@cas-kongresse.de](mailto:Silvia.Becker@cas-kongresse.de)**

The following cancellation fees will apply:

20% of the total amount of sponsorship for cancellations received before April 1, 2023.

100% of the total amount of sponsorship for cancellations received on or after April 1.



## EXHIBITION BOOTH GENERAL INFORMATION

### FOREWORD

A booth represents one of the most effective means of promotional communication. In addition to spotlighting the company's presence at the Meeting, the booth achieves three essential aims:

- ☐ Consolidating corporate image
- ☐ Promoting products by providing first-hand knowledge of them
- ☐ Facilitating contact with clients by creating a point of reference

### EQUIPPING AND SETTING UP BOOTHS

Exhibition space and booths are defined as the bare space occupied. Any type of equipment may be set up for display at a booth. Available spaces will be shown to you by ISDS Headquarters.

All exhibitors will receive a booklet with technical information, shipping address and labeling guidelines for the stand.

### SET UP

Wednesday September 27<sup>th</sup>, 2023

Exact hours forthcoming

### DISMANTLING

Saturday September 30<sup>th</sup>, 2023

At the end of the scientific program / Exact hours forthcoming

### OPENING HOURS OF ISDS 2023 EXHIBITION

The exhibition hall will be open during the following dates and hours:

- ☐ Thursday, September 28<sup>th</sup>, 2023 from 08.00 am to 08.30 pm, incl. Networking reception
- ☐ Friday, September 29<sup>th</sup>, 2023 from 08.00 am to 06.30 pm
- ☐ Saturday, September 30<sup>th</sup>, 2023 from 08.00 am to 06.30 pm

### CONFIRMATION OF RESERVATIONS

Written confirmation including contract details will be sent to you by ISDS Headquarters as part of the invoice. The Organizing Secretariat reserves the right to change location based on the received reservations. You will be informed of any necessary changes and all efforts will be made to ensure your satisfaction.

**All sponsorships include:**  
**Logo/Hyperlink on the ISDS website & Acknowledgement in the Final Program**

## SPONSORED LECTURE AND DEMONSTRATION DETAILS

Timeslots are allocated in the ISDS Annual Meeting Program for sponsored lectures and demonstrations from our Platinum, Gold, Silver, and Bronze sponsors. The Platinum State of the Art Luncheon lectures are unopposed.

### State of the Art Luncheons: For Platinum Sponsors

- ☐ Meeting room for 60 minutes and lunch boxes for the meeting's attendance (~600 persons)
- ☐ Lecture of 45 minutes (to allow time for lunch boxes and seating) on standard audio/visual equipment
- ☐ Your lecture is unopposed and includes the entire conference as there is no other lunch option provided
- ☐ 1 mail blast with session invitation to all registered participants

### Breakfast Lectures or Demonstrations: For Gold, Silver, and Bronze Sponsors

- ☐ Opportunity to showcase your unique technology or products
- ☐ Meeting room for 7-8am unopposed breakfast lecture **OR**  
8am-9am for breakfast lecture, concurrent with main meeting program **OR**  
1-hour demonstration in morning or afternoon, concurrent with main meeting program
- ☐ Breakfasts include meal boxes for 80 (Gold), 60 (Silver), or 40 persons (Bronze)
- ☐ Demonstrations include snack and coffee for 80 (Gold), 60 (Silver), or 40 persons (Bronze)
- ☐ Standard audio/visual equipment
- ☐ 1 hostess ½ hour prior to the symposium
- ☐ 1 mail blast with session invitation to all registered participants
- ☐ Your session information will appear in the meeting program
- ☐ Materials and set up/take down are not included

### IMPORTANT NOTES

- ☐ Speakers & Moderators will be invited by the Sponsor who will provide the content
- ☐ Travel costs, accommodation and registration fees for speakers/moderators will be covered by the Sponsor
- ☐ Content is subject to the approval of the Congress Scientific Committee
- ☐ Deadline: **July 31<sup>st</sup>, 2023**

## ADDITIONAL SPONSORSHIP OPPORTUNITIES

(Prices exclude taxes)

### MERCHANDISE

**Sponsor's logo on Pads & Pens: US\$ 3.000**

Opportunity to place company logo on Pads & Pens.

The Organizing Committee will select the type and design of Pads & Pens.

**Sponsor's logo on Bags: US\$ 5.000**

Opportunity to place company logo on the Congress' bags.

The Organizing Committee will select the type and design of the bags.

**Sponsor's logo on Lanyards: US\$ 3.000**

Opportunity to place company logo on the lanyards.

The Organizing Committee will select the type and design of the lanyards.

### SIGNAGE/OTHER

**Selfie Corner I Non-Exclusive Sponsorship: US\$ 2.500 + applicable taxes**

- Sponsor's logo on the selfie frame near the main entrance of the venue

**E-Poster Area I Exclusive Sponsorship: US\$ 5.000 + applicable taxes**

- Sponsor logo on signage of the Poster Area
- Sponsor logo on the screens of the e-posters

**Internet Corner I Exclusive Sponsorship: US\$ 5.000 + applicable taxes**

- Sponsor logo on the screen saver of each workstation
- Mouse pads at each workstation (sponsor to provide)
- Your company's banner (maximum width 1 meter, height 0.80 meter)

**Charging station I Exclusive Sponsorship: US\$ 2.500 + applicable taxes**

- Sponsor's logo on the charging station for electronic devices

**Meeting Application (APP) I Exclusive Sponsorship: US\$ 6.000 + applicable taxes**

- The Congress App has the meeting program, session evaluations, and CME credit system

## GENERAL REGULATIONS

**ARTICLE 1 – General** Specifications concerning the organization of the Exhibition, in particular its opening and closing dates, its opening hours and admission price are decided by and may be modified by the organizers. In the event of an extension, exhibitors who so request, may be authorized to close their exhibition spaces on the date initially agreed, but they may not remove products on display nor change the appearance of the exhibition space before the date fixed by the Exhibition organizers. If for major, unpredictable or economic reasons (such as fire, flooding, destruction, accident, force majeure, local or national strike, riot, insecurity risks, storm, terrorist threat) the Exhibition cannot be held, exhibitors' applications will be cancelled and deposits will be returned, after payment of expenses incurred. The exhibitor leaves it up to the organizer to evaluate if the Exhibition must be suspended or evacuated for major, unpredictable or economic reasons or in the event of threat for the safety of the public and undertakes not to make any objection against the organizer's decision whatsoever. The exhibitor shall undertake to respect the measures of the Exhibitor Services Manual. The exhibitor is responsible to the organizer for nonobservance of the schedule of conditions («le cahier des charges») established by the owner or the main tenant of the Exhibition venue(s). The organizer is not liable for any consequences arising from the enforcement of the provisions of these general regulations.

**ARTICLE 2 – Conditions of participation** The organizer determines the categories of Exhibitors and establishes the list of products and/or services exhibited. An exhibitor may present only equipment, products, processes or services manufactured or designed by himself, or for which s/he is an agent or distributor; in the latter case, s/he must attach to his application, the list of brands of products s/he intends to exhibit or whose services he intends to present. After consideration, the organizers may exclude products and/or services which do not appear to correspond to the aim of the Exhibition. ***Sales comprising immediate on-site delivery to the buyer are prohibited.*** In pursuance of the regulation concerning authorized exhibitions, any exhibitor agrees to exhibit only products or equipment in conformity with national regulations of the meeting venue, except for products or equipment destined for use outside of the venue's nation. Moreover, any exhibitor agrees not to proceed with any advertising liable to be erroneous or to constitute unfair competition. The products and services presented by the exhibitors must comply with law and order and the laws in effect in the venue nation. It is strictly forbidden to exhibit illicit products or those proceeding from illicit activities. It is also forbidden for unauthorized persons, under the law, to propose services and products which do not comply with relevant regulations under applicable law. Any violation of these provisions may result in legal proceedings against the offending exhibitor.

**ARTICLE 3 – Price of the organization service** The price of the organization services is decided by the organizer and may be revised by the organizer if there is a modification to its components, including but not limited to variations in the cost of materials, labor, transportation and services as well as taxes.

**ARTICLE 4 – Terms of payment** Payment for the organization services and other associated costs is to be made by the settlement dates and by methods fixed by the organizer and notified to the exhibitor in the agreement. For any late application of participation, the first payment is equal to amounts already due at the date of receipt of the application. The same provision applies to exhibitors on the waiting list who are allocated an exhibition space for their products if a space becomes vacant.

**ARTICLE 5 – Failure to pay and withdrawl** If an exhibitor should fail to pay on due dates and by the specifications stipulated in the preceding article, the organizer reserves the right to withdraw from the contract. In this case, default interest of 7% will be charged from date of invoice to due date.