

S P O N S O R
PROSPECTUS

NOVEMBER 11 - 13, 2024

NAMD

FALL 2024
CONFERENCE

WASHINGTON HILTON

Welcome to the NAMD 2024 Fall Conference,

We can't wait to partner with you on the marquee event of the year for Medicaid leaders and the myriad partners that share in enabling comprehensive health care and improved economic security for 80 million people nationwide.

Medicaid covers 4 in 10 births, over 32 million children, and serves 2/3 of older adults and people with disabilities. It is also impactful and well regarded. The Kaiser Family Foundation Health Tracking Poll found in its 2023 report that 2/3 of the U.S. public has a connection to Medicaid and 76% has a favorable view of the program. Medicaid reflects nearly 1 in 6 dollars spent in the U.S. on health care, 1 in 2 dollars spent in the U.S. on long-term services and supports, and it is the United State's single largest payer for behavioral health services.

What's the bottom line? Medicaid is crucial to members, providers, and the health ecosystem.

Your support as a sponsor of this important convening, which brings together state and territory Medicaid leadership with the many entities that make the program go on a daily basis, is both vital and deeply appreciated. To say that it has been an eventful year in Medicaid would be an understatement.

Following the sunset of the public health emergency (PHE) in March, 2023, Medicaid leaders have been engaged in intensive work to bridge the COVID-19 PHE and the "new normal" for the program. Medicaid programs have also been focusing on addressing disparities of access, utilization, experience, and outcomes for people of color, people with disabilities, people who identify as LGBTQIA+, and people in rural areas. All agree that these are longstanding and of great urgency.

Operationally, programs have been centering on:

- sustaining PHE-era benefit coverage expansions and targeted rate increases that were enabled by federal pandemic relief and legislation;
- permanently embedding extensive telehealth coverage;
- "unwinding" the continuous coverage requirement by resuming historically typical Medicaid eligibility renewal processes, as well as achieving full compliance with federal eligibility standards;
- planning for implementation of major new provisions of federal rulemaking (access, managed care, eligibility) that will emerge over the next few months; and
- carrying forward innovation and care delivery reforms around behavioral health, health-related social needs and wrap-around services for people being released from justice settings.

Our conference curriculum will reflect that dynamic portfolio and provide both planned and incidental opportunities to connect and share your expertise, services, and solutions with state and territory leaders. The prospectus that follows includes all of the logistical details that you need to know about the conference and outlines our sponsorship options. Heartfelt thanks for all you do to support us in this very meaningful event.

In partnership,



KATE MCEVOY
EXECUTIVE DIRECTOR

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IMPORTANT DATES

APRIL 18, 2024

ATTENDEE REGISTRATION OPENS

APRIL 18, 2024

SPONSORSHIP REGISTRATION OPENS

OCTOBER 4, 2024

CONFERENCE REGISTRATION FEES INCREASE

OCTOBER 4, 2024

**LAST DAY TO RECEIVE A REFUND WITH THE
CANCELLATION OF A SPONSORSHIP OR
CONFERENCE REGISTRATION**

OCTOBER 18, 2024

**LAST DAY TO BOOK A ROOM AT THE WASHINGTON
HILTON AT THE CONFERENCE RATE**

NOVEMBER 8, 2024*

IN-PERSON REGISTRATION CLOSES

*Date subject to change based on availability of conference registrations.

NOVEMBER 11-13, 2024

CONFERENCE IS LIVE

IMPORTANT CONTACTS

The Fall 2024 NAMD Conference is supported by the staff at ARB Meetings and Events.

CONFERENCE MANAGEMENT

ARB MEETINGS AND EVENTS

7220 Earhart Blvd., 2nd Floor

New Orleans, LA 70125

Phone: (504) 309-8965

Fax: (504) 327-5299

www.ARBmeetings.com

CONFERENCE CONTACTS

STEPHEN STEPHENS

Phone: (504) 356-8733

Email: sstephens@ARBmeetings.com

ANNE MICHAELS

Phone: (504) 309-8965

Email: amichaels@ARBmeetings.com

CONFERENCE HOTEL & VENUE

WASHINGTON HILTON

1919 Connecticut Avenue NW

Washington, D.C. 20009

Phone: (202) 483-3000

HOW TO

HOW DO I SECURE A SPONSORSHIP?

You may secure a sponsorship online by clicking [HERE](#).

HOW DO I REGISTER MY CONFERENCE ATTENDEES?

You must secure a sponsorship before registering attendees at the corporate sponsor rate. After you have secured your sponsorship, visit [ATTENDEE REGISTRATION](#) to register your complimentary and Corporate Sponsor attendees.

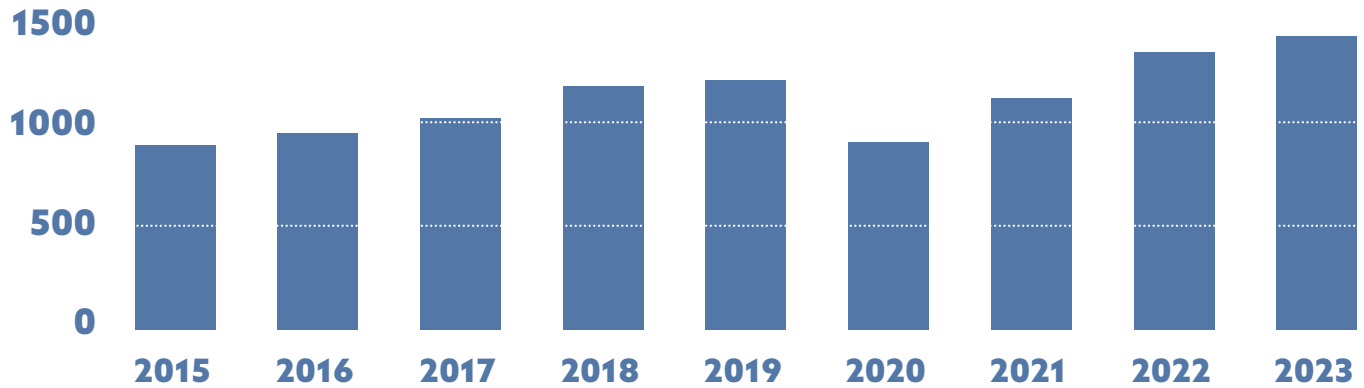
ALREADY SECURED YOUR SPONSORSHIP?

Upon securing your sponsorship, your custom login information will be emailed to you within one business day.

CAN I PURCHASE AN EXHIBITOR-ONLY PACKAGE?

Yes, NAMD will be allowing a limited number of exhibitor-only sponsorships.

ATTENDEES BY YEAR



2023 ATTENDEE BREAKDOWN

269 STATE
EMPLOYEES

32 FEDERAL
EMPLOYEES

46 MEDICAID
DIRECTORS

55 STATES & TERRITORIES
ATTENDED IN 2023

 **1,456** TOTAL
ATTENDEES

WHO EXHIBITS?



CONSULTANTS



MANAGED CARE



SPECIALTY HEALTH SERVICES



DENTAL



INFORMATION TECHNOLOGY



TELEHEALTH



HEALTH INSURANCE



PHARMACEUTICALS



TRANSPORTATION

...AND MORE!

PAST EXHIBITORS & SPONSORS



NAMD FALL 2024
CONFERENCE
WASHINGTON HILTON NOVEMBER 11 - 13, 2024

- 3M Health Information Systems
- Abbott
- AbsoluteCare
- Abt Associates
- Accenture
- Accuity Asset Verification Services
- ACCESS Financial Management Services
- Acentra Health
- Acumen Fiscal Agent
- Axiom
- Advancing States
- Aetna Medicaid
- AFMC
- AHIP
- Alera Health
- Alkermes
- Allergan
- Altarum
- Alvarez and Marsal Public Sector Services
- Amazon Web Services
- America's Health Insurance Plans
- American Association of Birth Centers
- American Specialty Health
- AmeriHealth Caritas
- Anthem
- Aon
- Appriss Safety
- Arnold Ventures
- Association for Community Affiliated Plans (ACAP)
- Assurecare
- Assurex Health, a subsidiary of Myriad Genetics
- Audacious Inquiry
- Aurrera Health Group
- Avesis
- axialHealthcare
- AxisPoint Health
- BabyScripts
- Bamboo Health
- Carelon Behavioral Health
- Benchmark Human Services
- BerryDunn
- Bicycle Health
- Blue Cross Blue Shield Association
- Boehringer Ingelheim
- Boston Consulting Group
- Campaign for Transformative Therapies
- Capital RX
- CAQH
- Care Innovations
- CareSource
- CBCS
- CBIZ Optumas
- Centene Corporation
- Centering Healthcare Institute
- Ceresti Health
- Cerner Corporation
- CGI
- Change & Innovation Agency
- Change Healthcare
- ChessHealth
- Children's Hospital Association
- CMA / Lyfegen
- CNSI
- CoinFlip Solutions
- Comagine Health
- Commonwealth Care Alliance
- Conduent
- ConfirMED
- Consumer Direct Care Network
- CSG Government Solutions
- CVS Health
- CyncHealth
- DataHouse Consulting
- Deloitte
- Delta Dental
- DentaQuest
- Dexcom
- Digital Harbor
- Direct Care Innovations
- Direct Interactions
- Dynamic Health
- Eccovia Solutions
- Edifecs
- Elevance Health
- Environmental Systems Research Institute
- Equian
- Equifax
- Eventa
- eviCore healthcare
- Evolent Health
- Express Scripts
- FarmboxRx
- Finity Communications
- Findhelp
- Finity
- ForHealth Consulting at Umass Chan
Medical School
- FTI Consulting
- Gainwell Technologies
- Gateway Health
- GDIT
- General Dynamics Health Solutions
- Genomind
- Grail
- GreatCall
- Guidehouse
- Guardian
- Happify Health
- Health Management Associates
- Healthmine
- Health Policy Institute
- HealthEC
- HealthySteps
- Healthy Together
- Hewlett Packard Enterprise
- HHAeXchange
- HMS
- Holista
- HT4M
- Humana
- IBM Consulting
- IDEMIA
- IMPAQ International
- InComm
- Independent Living Systems
- Innovaccer
- InnovAge
- Insulet Corporation
- IntellectAbility
- IntelliRide, a division of Transdev
- Invitae
- IPRO
- Kaiser Permanente
- KPMG, LLP
- Leavitt Partners
- Lewin Group
- LexisNexis Risk Solutions
- LIBERTY Dental Plan
- Liberty Healthcare Corporation
- Limbitx
- LivaNova
- LogistiCare | Circulation
- Lundbeck
- Lyft Healthcare
- Magellan Health
- Marwood Group
- Mathematica
- Maven
- MAXIMUS
- MCG Health
- McKesson Corporation
- MedeAnalytics
- Medecision
- Medela
- Medicaid Learning Center (MLC)
- Medicaid Recovery Network (MRN)
- Medical Review Institute of America
- Medical Transportation Access Coalition (MTAC)
- Medicare's Limited Income NET Program
- MedicFP
- MedImpact
- MediSked
- Mediware
- MEDsys
- Medtronic Care Management Services
- MedZed
- Mercer Government
- Meridian Health Plan
- MicroPact
- Milliman
- Mitre
- Modivcare
- Molina Healthcare
- Mom's Meals
- Monogram Health
- MTM, Inc.
- Myers and Stauffer
- National Association of Chain Drug Stores
(NACDS)
- National Committee for Quality Assurance
- National MedTrans
- National Seating and Mobility
- Navigant Consulting
- Nemours KidsHealth
- NESCSO
- Netsmart
- Nomi Health
- NORC at the University of Chicago
- Noridian Healthcare Solutions
- Novartis Pharmaceutical
- Novo Nordisk
- Ocrolus
- Onduo
- Optimetra
- Optum
- Organon
- Papa
- PatientPing
- PCMA
- Pear Therapeutics
- PhRMA
- Plasma Protein Therapeutics Association
- Precipio Health Strategies
- Premier
- Prentke Romich Company
- Prime Care Technologies
- ProgenyHealth
- Public Consulting Group
- Public Partnerships
- Pursuant Health
- Pyx Health
- Qualis Health
- Quantum Rehab
- Quest Analytics
- Reema Health
- Relias Learning
- Roche Diagnostics Corporation
- RSA Medical
- SafeRide Health
- Sage Therapeutics
- Salesforce
- Sandata Technologies
- Sanofi
- SAS
- Scene Health
- Segal Consulting
- Sellers Dorsey
- Shared Health
- SKYGEN
- SmartComment Software
- Smith & Nephew
- Socially Determined
- Softheon
- SteadyIQ
- Syrtis Solutions
- Tabula Rasa HealthCare
- Team Select Home Care
- Technical Assistance Collaborative
- Telligen
- Tellus
- Teva Pharmaceuticals USA
- The Compliance Team, Inc.
- The Joint Commission
- The Lewin Group
- The Menges Group
- The North Highland Company
- Therap Services
- Thomson Reuters
- Transdev Health Solutions
- TripSpark
- Twill
- Tyler Technologies
- UCare
- UMass Medical School
- Unite Us
- UnitedHealthcare Community & State
- Valence Health
- Ventec Life Systems
- Verida
- Vertex Pharmaceuticals
- Veyo, LLC
- Virta Health
- VSP Vision Care
- Walgreens
- Wayspring
- Weitzman Institute
- WellCare Health Plans
- WellSky

ATTENDEE REGISTRATION

NAMDC values the commitment that our sponsors have shown to Medicaid and to that end we will be limiting the overall number of Non-Sponsor Corporate attendees at the conference to allow for a greater interaction between our sponsors and state and federal government attendees.

Your level of sponsorship provides you with a number of complimentary attendee registrations. We will also be limiting the number of additional non-complimentary sponsor attendees, on a tiered basis, that will receive the full sponsor discount to help sponsors with their planning. Please see [pages 13-14](#) for your exact number of both complimentary AND total attendees at the sponsor rate.

All sponsors are required to register for the conference as a Corporate Sponsor attendee. Please note that if your company is NOT exhibiting or sponsoring at the conference, you will need to register as a Corporate Non-Sponsor. To register for the conference as a corporate sponsor, please click [HERE](#).

IN PERSON

Corporate Sponsor Registration Fees

Early Bird: \$1,300 | After October 4: \$1,400

Corporate Non-Sponsor Registration Fees

Early Bird: \$1,600 | After October 4: \$1,700

Cancellation Policy: Please refer to the full cancellation policy on page 17 under Terms and Conditions.

WHAT'S INCLUDED

- Exhibit Hall Opening Reception on Monday, November 11
- Conference sessions all day Tuesday, November 12, through Wednesday, November 13
- Breakfast and Lunch on Tuesday, November 12, through Wednesday, November 13
- All conference-related activities beginning at 5:00 PM on Monday, November 11
- Access to in-person and app networking tools and events
- Access to all recordings of conference sessions



CONFERENCE HOTEL



WASHINGTON HILTON

1919 Connecticut Avenue NW
Washington, DC 20009
Phone: (202) 483-3000

RATE

\$309* (rate excludes all taxes and fees)

*The NAMD discounted hotel rate is guaranteed only through October 18, 2024.

Rooms are limited; NAMD cannot guarantee a room for all attendees. Reservations made after October 18, 2024, are subject to availability and prevailing hotel rates.

MAKING A RESERVATION

ONLINE

To make reservations online, please visit the Washington Hilton online reservation by clicking [HERE](#).

BY PHONE

To make reservations by phone, please call (202) 483-3000 and reference "National Association of Medicaid Directors Fall 2024 Conference" as the group.

WHAT'S CLOSE BY

ATTRACTIONS

- Spanish Steps [0.4mi, 9min walk]
- Meridian Hill Park [0.6mi, 12min walk]
- Heurich House Museum [0.6mi, 14min walk]
- Washington Monument [2.2mi, 45min walk]
- Lincoln Memorial [2.0mi, 40min walk]
- Georgetown Waterfront Park [1.6mi, 30min walk]

FOOD & DRINK

- Duccini's Pizza [0.3mi, 6min walk]
- Annie's Paramount Steak House [0.7mi, 14min walk]
- The Grill From Ipanema [0.4mi, 10min walk]
- Ted's Bulletin [0.8mi, 17min walk]
- Board Room [0.2mi, 5min walk]
- Grand Duchess [0.5mi, 11min walk]

SUNDAY, NOVEMBER 10

4:30 PM - 5:30 PM MEDICAID DIRECTOR PANEL & DISCUSSION*

6:00 PM - 7:00 PM MEDICAID DIRECTOR RECEPTION*

MONDAY, NOVEMBER 11

7:30 AM - 5:15 PM STATE-ONLY SESSIONS

5:15 PM - 7:15 PM EXHIBIT HALL OPENING RECEPTION

TUESDAY, NOVEMBER 12

7:00 AM - 5:00 PM REGISTRATION DESK OPEN

7:00 AM - 5:00 PM EXHIBIT HALL OPEN

8:00 AM - 9:00 AM NETWORKING BREAKFAST

9:00 AM - 5:00 PM PLENARY & BREAKOUT SESSIONS

10:30 AM - 11:00 AM NETWORKING BREAK

12:30 PM - 1:30 PM NETWORKING LUNCH

3:00 PM - 3:30 PM NETWORKING BREAK

5:00 PM - 7:00 PM TUESDAY EVENING RECEPTION**

WEDNESDAY, NOVEMBER 13

8:00 AM - 2:00 PM REGISTRATION DESK OPEN

8:00 AM - 11:00 AM EXHIBIT HALL OPEN

8:00 AM - 9:00 AM NETWORKING BREAKFAST

9:00 AM - 12:30 PM PLENARY & BREAKOUT SESSIONS

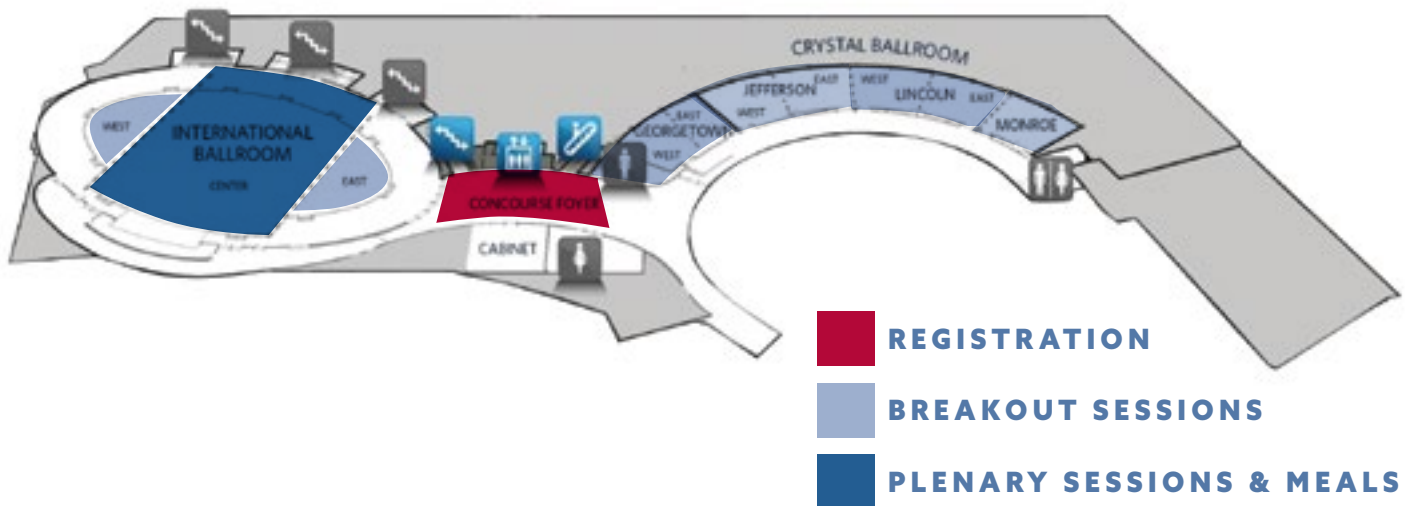
10:15 AM - 10:45 AM NETWORKING BREAK

12:30 PM - 1:30 PM LUNCH & CLOSING PLENARY SESSION

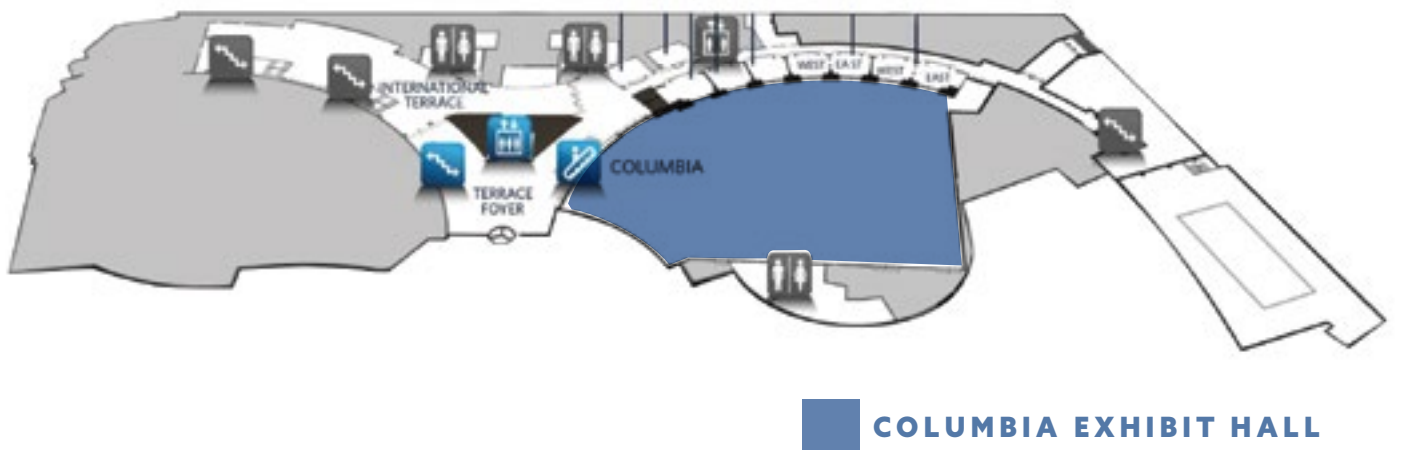
*By Invite Only
**Pending Sponsorship

All NAMD Programming will take place on the **TERRACE** and **CONCOURSE** Levels of the Washington Hilton unless otherwise noted.

CONCOURSE LEVEL



TERRACE LEVEL



EXHIBITOR INFO

INSTALLATION

MONDAY, NOVEMBER 11, 7:00 AM - 4:00 PM

EXHIBIT HALL OPENING RECEPTION

MONDAY, NOVEMBER 11, 5:00 PM - 7:00 PM

Booths must be operational and staffed during the Monday reception from 5:00 PM to 7:00 PM.

EXHIBIT HALL HOURS

TUESDAY, NOVEMBER 12, 8:00 AM - 5:00 PM & WEDNESDAY, NOVEMBER 13, 8:00 AM - 11:00 AM

Booths must be operational and staffed all day Tuesday and until 11:00 AM Wednesday including breakfast, lunch, and breaks.

DISMANTLE

WEDNESDAY, NOVEMBER 13, 11:00 AM - 2:00 PM

All exhibits MUST be dismantled and the exhibit space completely clear by 2:00 PM.

BOOTH SELECTION/ASSIGNMENT

During the Sponsorship purchase process, you will be able to select your preferred booth assignments.

- Booth space will be assigned based on the date of purchase during the registration process. NAMD reserves the right to make changes on booth location in case of technical errors.
- Preferential booth locations will be given to sponsors based on the level of sponsorship.
- All reasonable requests for booth space changes and neighbors will be considered but are not guaranteed.

BOOTH SPACE AND DESIGN

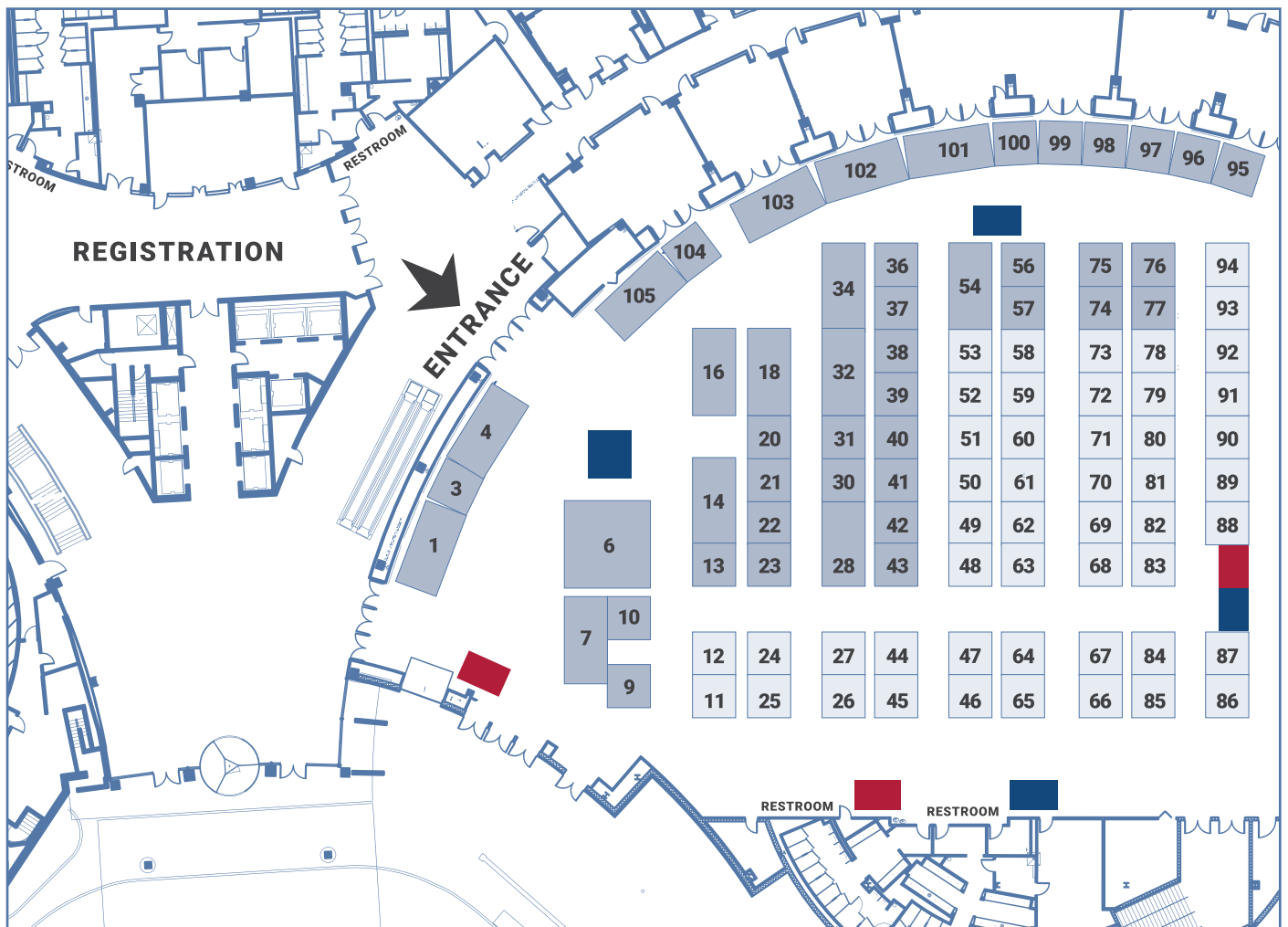
Please see pages 13-14 for booth size information for each sponsorship level. We are excited to work with our sponsors to redefine the exhibit hall experience to facilitate meaningful conversations with attendees. For more information on creating a booth experience that meets your current needs, please contact us at: conference@medicaiddirectors.org.

BOOTH SELECTION

Booth space will be chosen during registration.

Preferential booth assignments will be given to sponsors based on level of sponsorship.

All reasonable requests for booth space location will be considered but are not guaranteed.



 BEVERAGE STATION	 PREMIUM BOOTH
 FOOD STATION	 REGULAR BOOTH
	 MEETING ROOM



SPONSORSHIP OPTIONS

As a sponsor at the Fall 2024 NAMD Conference, your company obtains increased visibility not only with conference attendees, but also with the overall NAMD membership—an incredible benefit for your dollar! Several sponsorship and branding opportunities are available to fit your budget and needs. Detailed sponsorships benefits can be found on pages 13-15.

SPONSORSHIP HIGHLIGHTS

- More than 300 program directors and key decision-makers in attendance
- Each sponsoring company receives a complete list of all conference attendees three weeks before the official start date of the conference (note: NAMD does not release attendee emails.)
- Sponsors are invited to attend all open educational workshop sessions
- Advertising opportunities are available in the conference program book
- Multiple networking functions: reception, evening event, two breakfasts, two lunches, and all break functions held in Exhibit Hall
- Sponsorship and attendance at reduced sponsor rates
- Opportunity to host ancillary event at the Sapphire Level and above
- Invitation to Sunday Medicaid Director Panel and the Medicaid Director Reception at Sapphire level and above

SPONSORSHIP	COST
PREMIER (1)	\$92,500
PLATINUM	\$60,000
EVENING RECEPTION	\$60,000
DIAMOND	\$40,000
NETWORKING LUNCH	\$37,500
NETWORKING BREAKFAST	\$32,500
WI-FI	\$26,500
APP	\$26,500
EMERALD	\$23,500
NETWORKING BREAK	\$22,500
SAPPHIRE	\$19,500
PEARL	\$17,000
RUBY	\$13,000
GOLD	\$9,250
EXHIBITOR ONLY (10)	\$7,000

À LA CARTE	COST
HOTEL KEY CARDS	\$16,000
CHARGING TABLES	\$15,000



BENEFIT	PREMIER	PLATINUM	EVENING RECEPTION	DIAMOND	NETWORKING LUNCH	NETWORKING BREAKFAST
Stand-alone branding presence in conference lobby	X					
Significant branding presence in conference lobby	X	X				
Significant branding presence on the app	X	X				
Complimentary in-person registrations	8	5	4	3	3	3
Total Available in-person Registrations at Sponsor Rate (includes Complimentary Registrations)	30	25	25	20	15	15
Complimentary in-person exhibit booth	20' X 20'	20' X 10'	20' X 10'	20' X 10'	10' X 10'	10'X10'
Invitations to the Sunday Medicaid Directors Panel	4	3	2	2	2	2
Invitations to the Sunday Medicaid Directors Reception	4	3	2	2	2	2
Ad in Program Books	2 FULL PAGE	2 FULL PAGE	2 FULL PAGE	2 FULL PAGE	1 FULL PAGE	1 FULL PAGE
Company name on conference bag	X	X	X	X		
One-time distribution of an approved electronic invitation to your sponsored event emailed to all conference attendees			X			
Individual recognition signage placed throughout venue during event			X		X	X
One piece of company collateral placed on tables (item provided by sponsor)					X	X
Premier logo placement on the NAMD conference email outreach	X	X	X	X	X	
Premier logo placement on all conference materials	X	X	X	X	X	
Logo placement on sponsor recognition signage						X
Logo & 100-word company description in program book	X	X	X	X	X	X
Company logo & website hyperlinked on conference website	X	X	X	X	X	X
Promotional items to be included in NAMD conference bag (item provided by sponsor)	2	1	1	1	1	1
Opportunity to host an ancillary event. Please refer to page 16 for more information.	X	X	X	X	X	X
Stand alone email communication shared with Medicaid Directors & NAMD membership announcing sponsorship	X					



BENEFIT	APP SPONSOR	WI-FI	EMERALD	NETWORKING BREAK	SAPPHIRE
Complimentary registrations	2	2	2	2	2
Total Available in-person Registrations at Sponsor Rate (includes Complimentary Registrations)	15	15	15	10	10
Complimentary exhibit booth	10' X 10'	10' X 10'	10' X 10'	10' X 10'	10' X 10'
Invitations to the Sunday Medicaid Directors Panel	2	2	2	2	2
Invitations to the Sunday Medicaid Directors Reception	2	2	2	2	2
Ad in Program Books	1 FULL PAGE	1 FULL PAGE	1 FULL PAGE	1 HALF PAGE	1 HALF PAGE
Significant branding presence on the conference app	X				
One-time distribution of an approved electronic invitation to your sponsored event emailed to all conference attendees				X	
Individual recognition signage placed throughout venue during event				X	
Branded coffee sleeves or napkins distributed during sponsored break				X	
Wi-Fi network password chosen by sponsor		X			
Sponsor recognition on slide presentations during the plenary and breakout sessions	X	X			
Logo placement on sponsor recognition signage	X	X	X	X	X
Logo & 100-word company description in program book	X	X	X	X	X
Company logo & website hyperlinked on conference website	X	X	X	X	X
Promotional items to be included in NAMD conference bag (item provided by sponsor)			X		
Opportunity to host an ancillary event. Please refer to page 16 for more information.	X	X	X	X	X

BENEFIT	PEARL	RUBY	GOLD	EXHIBITOR ONLY
Complimentary in-person registrations	2	2	1	0
Total Available in-person Registrations at Sponsor Rate (includes Complimentary Registrations)	10	5	3	3
Complimentary in-person exhibit booth	10' X 10'	10' X 10'	10' X 10'	10' X 10'
Ad in Program Books	1 HALF PAGE	1 QUARTER PAGE		
Logo placement on sponsor recognition signage	X	X	X	
Logo & 100-word company description in program book	X	X	X	X
Company logo & website hyperlinked on conference website	X	X	X	X

À LA CARTE DETAILS

À la carte opportunities are available to sponsors at the Pearl Level and above. For information on each sponsorship, see details below.

SPONSORSHIP	COST
ELEVATOR DOOR WRAP	\$17,500
HOTEL KEY CARDS	\$16,000
CHARGING TABLES	\$15,000

ELEVATOR DOOR WRAP

(8 doors) - \$17,500

Promote your brand by wrapping the elevator doors on the main conference floor.

HOTEL KEY CARD

(1250+) - \$16,000

Your branded card handed to each conference attendee when they check into the Washington Hilton for use as their room key card.

CHARGING TABLE

(2 tables) - \$15,000 per block of two

Display your company logo on a branded charging table set up in the main conference area for attendees to charge their phones and digital devices.

ANCILLARY DETAILS

NAMD allows sponsors at the Sapphire Level and above the opportunity to host an ancillary event. An ancillary event is any function held adjunct to the Fall 2024 NAMD Conference by a group other than NAMD. Ancillary events include but are not limited to:

- Client or Customer Meetings (including all meetings with state representatives)
- Hospitality Suites (in a meeting room, hotel room, or suite)
- Internal Corporate Business Meetings
- Investor Meetings
- Social Events
- Educational Events
- Focus Groups
- Hospitality Desks
- Office Space
- Staff Meetings

APPROVED TIMES

DATE	BEFORE	AFTER
MONDAY, NOVEMBER 11, 2024	8:00 AM	7:30 PM
TUESDAY, NOVEMBER 12, 2024	7:00 AM	7:30 PM
WEDNESDAY, NOVEMBER 13, 2024	8:00 AM	2:00 PM

EVENT PROMOTION

Promotion and marketing of all ancillary events are the sole responsibility of the hosting sponsor. Ancillary events will not be listed on any official NAMD conference materials. Display of signage promoting an ancillary event will not be allowed in the conference space.

GUIDELINES

- Any company interested in hosting an ancillary event, as defined above, must be a paid sponsor of the NAMD Conference at the Sapphire Level or above.
- The event must comply with approved time frames and be scheduled to permit attendees sufficient time to participate in official conference activities and sessions.
- The event must receive written approval by NAMD prior to available Ancillary Event space being assigned.
- All fees associated with the procurement of onsite event space will be billed directly to the sponsoring company by the venue.
- If a sponsoring company is interested in securing space for an ancillary event at an off-site venue in the host city, they must receive written approval from NAMD prior to making arrangements.
- All charges for services levied by the hotel and/or other venue are the sole responsibility of the sponsoring company.
- If a sponsoring company is requesting a multiday event, completion of one form per event is required.
- Violation of these guidelines may result in the company being prohibited from participation in future NAMD Conferences at the discretion of NAMD.



REGISTRATION: All exhibitors and sponsors, including staff manning the booth, are required to register as participating attendees at the Fall 2024 NAMD Conference. Conference registration entitles exhibitors and sponsors to participate fully in all open conference sessions, keynotes and social events on the program agenda.

EXHIBIT DETAILS: Each booth area is 10 ft. x 10 ft. and includes one 6 ft. skirted table and 2 chairs. All exhibitors are expected to complete the appropriate forms with the exposition services company for any additional needs such as drayage, AV, electrical, etc.

BOOTH BLOCK: In the event an organization would like to purchase multiple booth spaces or if two exhibitors would like adjoining space, this request **MUST** be indicated on the booth application forms and be received at the same time. Every effort will be made to accommodate adjoining booth requests, but final assignments are made at the discretion of Conference Management. Organizations can request no more than three consecutive booth spaces in the Exhibit Hall. Shared booth space is prohibited. All materials, services, and products represented must be wholly owned or managed by the exhibitor on record.

EXHIBIT INSTALLATION: Exhibit installation hours are 7:00 AM - 4:00 PM on Monday, November 11, 2024. Exhibitors agree that all booths will be operational and staffed by 5:00 PM on Monday, November 11, 2024.

DISMANTLING EXHIBITS: Exhibits may be dismantled immediately after the final Networking break on Wednesday, November 13, 2024, at 11:00 AM. Time for tear down of exhibitor booths is subject to change.

CANCELLATION: Cancellations made by October 4, 2024, 5:00 PM EST will receive a refund, less the \$100.00 conference cancellation fee. All cancellations and requests for refunds must be in writing via email at conference@medicaiddirectors.org. Refunds will be processed after the conference. No refunds will be given for cancellations made after the October 4, 2024, deadline, or for conference no-shows. If you cancel after the deadline and have not prepaid your registration fee, NAMD will bill you for your entire registration fee. Substitutions are accepted at any time at no additional charge. Registrations made after the refund cancellation deadline are not eligible for a refund. The registration fee will be refunded approximately 30 days after the conference, either by check or credit card, depending on the method of payment.

NO SHOWS: If an Exhibitor fails to install or display in an assigned space or fails to comply with any other provision of this agreement, NAMD shall have the right, without notice to exhibitor, to take possession of said space and lease said space, or any part thereof, to such parties, and upon such terms and conditions, as it may deem proper. Any exhibitors who do not show up will not receive a refund. If you e-mail, fax, or mail your cancellation notice, please call to confirm receipt.

FEES: Full payment must accompany the application for booth space. Booth assignments and Exhibitor Information Packets will be released after confirmation of payment in full.

INDEMNIFICATION & HOLD HARMLESS:

- a. The exhibitor shall indemnify, defend, and hold harmless NAMD and its officers, directors, partners, agents, members, and employees from and against any and all demands, claims, damages to person or property, losses and liability, including reasonable attorney fees (collectively "claims") arising out of or caused by the exhibitor's negligence in connection with the provision of services of the Washington Hilton. The exhibitor shall not have waived or be deemed to have waived, by reason of this paragraph, any defense, which it may have with respect to such claims.
- b. NAMD shall indemnify, defend, and hold harmless the exhibitor and its officers, directors, partners, agents, members, and employees from and against any and all demands, claims, damages to person or property, losses and liabilities, including reasonable attorney fees (collectively "claims") arising out of or caused by NAMD's negligence. NAMD shall not have waived or be deemed to have waived, by reason of this paragraph, any defense that it may have with respect to such claims.
- c. Exhibitors assume the entire responsibility and liability for losses, damages, and claims arising out of injury or damage to their displays, equipment, and other property brought upon the premises of the hotel and shall indemnify and hold harmless NAMD and the Washington Hilton, their officers, directors, partners, agents, members, and employees from any and all such losses, damages, and claims.
- d. In all cases, occupants wishing to insure their property must do so at their own expense. It is especially recommended that all occupants have representatives in attendance at all times when the exhibits are open and particularly when exhibits are being set up or dismantled, to protect against loss.

RULES: NAMD reserves the right to make changes to these rules. Any matters not specifically covered herein are subject to final decision by NAMD. NAMD reserves the right to make such changes, amendments, and additions to these rules at any time as considered advisable for the proper conduct of the exhibit, with the provision the exhibitors will be advised of any such changes.

RIGHTS OF TERMINATION: This agreement is subject to termination for cause, upon written notice, without liability to the terminating party due to acts of God, war, government regulation, terrorism, disaster, strikes, civil disorder, curtailment of transportation facilities, or any other emergency beyond the party's control making it illegal or impossible to provide the facilities to hold the conference. The phrase "without liability" whenever used in this agreement shall be deemed to include a refund by NAMD of all deposits and repayment made within (30) days of the event's final day.

WE LOOK FORWARD TO YOUR PARTICIPATION AND ASSISTANCE IN MAKING THE FALL 2024 NAMD CONFERENCE AN INFORMATIVE AND EXCITING EXPERIENCE FOR ALL PARTICIPANTS.