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**Enclosures:**

- **Form A**  
  Exhibition Space

- **Form A-IH**  
  Exhibition Space Innovation Hub 2018

- **Form B**  
  Exhibitors’ Registration Form - ONLINE ONLY

- **Form C**  
  Industry Symposium - First Submission

- **Form C-ES**  
  Exhibitors’ Spotlights 2018

- **Form D**  
  Industry Symposium - ONLINE ONLY

- **Form E**  
  Sponsorship Opportunities

- **Form F**  
  Visitors’ Registration Form - ONLINE ONLY
Invitation

Dear Colleagues,

In 2002 we last hosted the ERA-EDTA Congress, with great days of education and science. We now aim to make an even better congress, so please do come along and be inspired and excited by a cutting-edge scientific program in an intriguing and friendly atmosphere, all hosted in Copenhagen.

You will most certainly also enjoy Copenhagen with its historical castles and buildings, its arts and fashion and the famous Nordic cuisine with its excellent restaurants. Nyhavn as depicted in this invitation means new harbor, but is in fact quite old. This seeming contradiction bares the quintessence of Copenhagen, and perhaps the ERA-EDTA, tradition and renewal in a vibrant mix, busy but laid back, old but young.

We are looking forward to welcoming you at the ERA-EDTA in Copenhagen 2018!

Bo Feldt-Rasmussen
Congress President

Carmine Zoccali
ERA-EDTA President
All about Nephrology
All in one place

This new European Nephrology Portal, or in short, ENP, will enable Nephrologists and renal healthcare professionals to connect with the world of kidney and kidney health.

ENP the online hub for the whole Nephrology community!

ALL ERA-EDTA’s scientific content & editorials!

CME Courses
NDT-EDU articles
Leaders in Nephrology
+ 600 congress presentations
News/Hot Topics
EuroPD videos

www.enp-era-edta.org
Congress dates
Thursday, May 24, 2018 - Sunday, May 27, 2018

Congress Venue
Bella Center Copenhagen
Center Boulevard 5
DK - 2300 Copenhagen
Phone: +45-3252-8811
bc@bellacenter.dk
www.bellacentercopenhagen.dk

ERA-EDTA President
Carmine Zoccali
CNR-IBIM e Unità Operativa di Nefrologia Ospedali Riuniti
89124 Reggio Calabria
Italy
E-mail: czoccali.president@era-edta.org

Congress President
Bo Feldt-Rasmussen
Dept. of Nephrology - P 2132
Rigshospitalet
Blegdamsvej 9
DK-2100 Copenhagen
Denmark
E-mail: bfr@rh.dk

Chairperson of the Scientific Committee
Vladimir Tesař
Division of Nephrology
First Faculty of Medicine
Charles University
U. Nemocnice 2
CZ-128 08 Prague
Czech Republic
E-mail: vladimir.tesar@vfn.cz

Official Housing Agent
Congress, Meeting & Event Management AG
Landsberger Strasse 155
80687 Munich
Germany
E-mail: hotels.eraedta@interplan.de
dmc.eraedta@interplan.de
era-edta.interplan.de/home.html

Visa
Visa must be requested at least 3 months in advance
E-mail: visa@era-edta.org

ERA-EDTA Operative Headquarters
Via XXIV Maggio 38
43123 Parma, Italy
Phone: +39-0521-989078
E-mail: secretariat@era-edta.org

Registrations
The ERA-EDTA Industry Relations Team will handle all congress registrations.
E-mail: registrations@era-edta.org

ERA-EDTA Industry Relations Team
Via E. Mattei, 92 - int. 4
40138 Bologna, Italy
Phone +39-3454592758
Skype PaoZav
E-mail: industry@era-edta.org
zavalloni@era-edta.org
www.era-edta2018.org

AIFA - Italian Ministry of Health
ERA-EDTA is in charge of collecting the requests to be presented to the AIFA - Italian Ministry of Health.
Please contact
ERA-EDTA Industry Relations Team
E-mail: industry@era-edta.org: the deadline is March 15, 2018

Exhibition Service Management Company
Gielissen Interiors | Exhibitions | Events
P.O. Box 87
1170 AB Badhoevedorp, The Netherlands
Phone: +31-20-5811411
Fax: +31-20-5811414
E-mail: era-edta@gielissen.nl
www.gielissen.com

Logistics / Freight Forwarding Company
Schenker Deutschland AG
Geschäftsstelle Berlin-Messe
Servicegebäude Süd - Jafféstr. 2
14055 Berlin, Germany
Phone: +49-30-3012995-453
Fax: +49-30-3012995-459
E-mail: karl.eckert@dbschenker.com
www.dbschenker.com/de
THE NUMBERS OF THE 54TH ERA-EDTA CONGRESS

Congress Delegates from all over the World

9414*

*whereof 2409 are exhibitors and visitors

Scientific Programme

- 23 CME Courses
- 4 Plenary Lectures
- 61 Symposia
- 37 Free Communication Sessions
- 1 Special Session
- 22 Industry Symposia
- 2 Interactive Workshops

Fact & Figures
### Deadlines

**REGISTRATIONS**
- Early: March 1, 2018
- Blank booking and prepayment (groups only): March 1, 2018
- Late: May 3, 2018
- Blank - name list (groups only): May 9, 2018
- Onsite: from May 4 to May 27, 2018

**ABSTRACTS**
- Submission website open: November 6, 2017
- Abstract submission: January 12, 2018
- LBCT abstract submission: March 16, 2018
- Notification of abstract acceptance/rejection: March 21, 2018

### Congress Timetable

<table>
<thead>
<tr>
<th>Day</th>
<th>Time</th>
<th>Event</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Wednesday, May 23 2018</strong></td>
<td></td>
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</tr>
<tr>
<td></td>
<td>11.00 - 19.00</td>
<td>Registrations</td>
</tr>
<tr>
<td><strong>Thursday, May 24 2018</strong></td>
<td>07.00 - 18.30</td>
<td>Registrations</td>
</tr>
<tr>
<td></td>
<td>08.00 - 08.30</td>
<td>Congress Opening</td>
</tr>
<tr>
<td></td>
<td>08.30 - 16.30</td>
<td>CME Courses and Working Groups CMEs</td>
</tr>
<tr>
<td></td>
<td>17.00 - 18.00</td>
<td>Welcome Ceremony + Plenary Lecture 1</td>
</tr>
<tr>
<td></td>
<td>16.00 - 20.00</td>
<td>Exhibition open for visit</td>
</tr>
<tr>
<td></td>
<td>18.00 - 19.30</td>
<td>Welcome Reception in the Exhibition</td>
</tr>
<tr>
<td><strong>Friday, May 25 2018</strong></td>
<td>07.30 - 18.30</td>
<td>Registrations</td>
</tr>
<tr>
<td></td>
<td>08.00 - 09.30</td>
<td>Symposia Free Communications + Mini Lectures</td>
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<tr>
<td></td>
<td>09.30 - 10.45</td>
<td>Poster Session and Coffee Break Exhibition Visit and Exhibitors’ Spotlights</td>
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<tr>
<td></td>
<td>10.45 - 11.30</td>
<td>Plenary Lecture 2</td>
</tr>
<tr>
<td></td>
<td>11.45 - 13.15</td>
<td>Symposia Free Communications + Mini Lectures</td>
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<tr>
<td></td>
<td>13.15 - 14.45</td>
<td>Industry Symposia</td>
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<td></td>
<td>15.00 - 16.30</td>
<td>Symposium Free Communications + Mini Lectures</td>
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<td></td>
<td>16.30 - 17.00</td>
<td>Poster session, coffee break and exhibition visit</td>
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<tr>
<td></td>
<td>17.00 - 18.30</td>
<td>Symposium Free Communications + Mini Lectures</td>
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<tr>
<td></td>
<td>09.30 - 17.30</td>
<td>Exhibition open for visit</td>
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<tr>
<td><strong>Saturday, May 26 2018</strong></td>
<td>07.30 - 18.30</td>
<td>Registrations</td>
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<td></td>
<td>08.00 - 09.30</td>
<td>Symposia Free Communications + Mini Lectures</td>
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<td></td>
<td>09.30 - 10.45</td>
<td>Poster Session and Coffee Break Exhibition Visit and Exhibitors’ Spotlights</td>
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<td></td>
<td>10.45 - 11.30</td>
<td>Plenary Lecture 3</td>
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<tr>
<td></td>
<td>11.45 - 13.15</td>
<td>Symposia Free Communications + Mini Lectures</td>
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<td></td>
<td>13.15 - 14.45</td>
<td>Industry Symposia</td>
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<tr>
<td></td>
<td>15.00 - 16.30</td>
<td>Symposium Free Communications + Mini Lectures</td>
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<td></td>
<td>16.30 - 17.00</td>
<td>Poster session, coffee break and exhibition visit</td>
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<td></td>
<td>17.00 - 18.30</td>
<td>Symposium Free Communications + Mini Lectures</td>
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<tr>
<td></td>
<td>09.30 - 17.30</td>
<td>Exhibition open for visit</td>
</tr>
<tr>
<td><strong>Sunday, May 27 2018</strong></td>
<td>07.30 - 14.30</td>
<td>Registrations</td>
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<tr>
<td></td>
<td>08.00 - 09.30</td>
<td>Symposia Free Communications + Mini Lectures</td>
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<td></td>
<td>09.45 - 10.30</td>
<td>Plenary Lecture 4</td>
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<tr>
<td></td>
<td>10.45 - 12.15</td>
<td>Symposia Free Communications + Mini Lectures</td>
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<tr>
<td></td>
<td>12.30 - 14.00</td>
<td>Congress Highlights</td>
</tr>
</tbody>
</table>
This floor plan is not to scale. Therefore, dimensions may appear inconsistent with those stated for certain areas.
### Main Exhibition

#### Floorplans

**Bella Center**
- Main Lobby & Center
- Hall E - Ground Floor

#### Main meeting rooms

- Halls A1-2-3
  - Cornwell Conference Center - Ground Floor
- Rooms C1-M0, C1-M1-2, C1-M3, C1-M4, C1-M5
  - Bella Center - Ground Floor
- Auditoria 10-11-12 & 15
  - Bella Center - First Floor

#### Poster session

- Center Hall E
  - Bella Center - Ground Floor

#### Catering & Sitting Area

- Halls B, C & E
  - Bella Center - Ground Floor

#### Congress Exhibition

- Hall C
  - Bella Center - Ground Floor

#### Max height

- 5 meters

#### Hanging Points

See relevant information in the technical floor plan

#### Max weight per sq.m

See relevant information in the technical floor plan

### Exhibition timetable

Definite times for hours of operation and various deadlines will be confirmed in the Exhibitor Manual. However, the following timetable provides a guideline.

#### Build up

**Halls C**
- Monday, May 21, 2018: 08.00-20.00
- Tuesday, May 22, 2018: 08.00-20.00
- Wednesday, May 23, 2018: 08.00-20.00*

#### Stand decoration & cleaning

**Thursday, May 24, 2018**: 08.00-14.00**

#### Exhibition

- **Thursday, May 24, 2018**: 16.00-20.00
- **Friday, May 25, 2018**: 09.30-17.30
- **Saturday, May 26, 2018**: 09.30-17.30

#### Dismantling

- **Saturday, May 26, 2018**: 18.00-24.00
- **Sunday, May 27, 2018**: 08.00-20.00

No prior dismantling is allowed. Times may be subject to change.

* All booth construction should be completed by 20.00, Wednesday, May 23, 2018. By that time aisles must be free of any exhibition material and/or empty boxes.

** Only booth decoration and cleaning are permitted during this time; booths should be operational.

### Space fees - subject to VAT if applicable

Minimum space purchase is 9 square metres/m² - 3x3. 

**The booth is rented as “space only” for**

- **€ 570,00** per sq.m for bookings received by January 31, 2018
- **€ 670,00** per sq.m for bookings received from February 1, 2018

Publishers, journals and non-profit organizations will be charged a reduced rate of:

- **€ 285,00** per sq.m for bookings received by January 31, 2018
- **€ 335,00** per sq.m for bookings received from February 1, 2018

The booth is rented as space only. This means that the booth site will be given without any prefabricated walls, installations, furniture, electricity, carpet and furnishings or any other technical supplies and facilities. The exhibitor must personally take care of the set-up and installation of the booth.

### Exhibitor entitlements and benefits

- Attend the Exhibition;
- Attend the Industry Symposia;
- Attend the Congress Opening, the Welcome Ceremony and Reception;
- Free exhibitor badges with the name of the exhibiting company (see relevant chapter);
- Free full registration - only for full exhibitors (see relevant chapter);
- Company profile and logo in the final programme, if submitted within the deadline;
- Company name and logo listed in the official website [www.era-edta2018.org](http://www.era-edta2018.org) and in the Congress App, if submitted within the deadline.
How to reserve an exhibition space
Please fill-in Form A (enclosed) and send it to the ERA-EDTA Industry Relations Team to industry@era-edta.org no later than February 28, 2018.
Spaces will be assigned according to:
1. Participation in the Booth Selection Meeting September 21, 2017: with priority selection according to the 2017-2018 ERA-EDTA Ranking List;
2. From October 2 to October 31, 2017: with priority selection according to the 2017-2018 ERA-EDTA Ranking List;
3. Starting from November 1, 2017 on a first-come-first-served basis.

Exhibitors’ badges
These badges are reserved only for EXHIBITING COMPANIES and their branches.
Exhibiting companies: you can upload the relevant information by April 30, 2018 to https://cm.era-edta.org using the username and password received by industry@era-edta.org.
Affiliate companies: please visit www.era-edta2018.org/exhibition-innovation-hub to find out the relevant link to access the online purchase system.
No. 5 badges, free of charge, will be given for every 9 square meters of booth booked/confirmed. Only the name of the exhibiting company will appear on the exhibitors’ badges.

Exhibitors’ badges will be available at the Exhibitors’-Visitors’ Desk, in the Registration Area starting May 23, 2018 (11.00-19.00) - unless agreed otherwise; plastic badge holders and lanyards can also be collected at this desk. BADGES WILL NOT BE MAILED IN ADVANCE. The contact person of the company (exhibitor details) will be fully responsible of receiving and distributing the badges to colleagues/staff members.
Make sure that the contact person of the company hand-outs badges to colleagues/customers before they access the restricted areas.
These badges are only meant for the staff working at the booth and must be used to enter the Exhibition Area during the hours when the exhibition hall is open to visitors (these are NOT set-up/dismantling badges). These badges do not allow entrance to session halls or any other scientific activities, except the Industry Symposia.

Extra exhibitors’ badges
You can upload your request for extra badges by April 30, 2018 to https://cm.era-edta.org using the username and password received by industry@era-edta.org; the cost for each extra badge is € 60,00, plus VAT if applicable.
After April 30, 2018 it will be possible to purchase extra exhibitors’ badges at the Exhibitors’-Visitors’ Desk located in the Registration Area, starting May 23, 2018 (11.00-19.00) at the rate of € 75.00 each, plus VAT if applicable.
No refunds will be given in case of cancellation.

Free full registrations
In order to take advantage of the free registration/s, the full details of the person/s must be uploaded by April 30, 2018 to https://cm.era-edta.org, using the username and password received by industry@era-edta.org. Registrations will be given only to full exhibitors (i.e. paying € 570,00 per sqm) according to the chart below.
This benefit is not given to discounted/free exhibitors. These free registrations are meant for the personnel of the exhibiting company who is interested in attending the scientific programme of the congress. Submitted by the said deadline, these free full registrations cannot be reimbursed or exchanged for other items/services. A company business card is required upon registration.

Visitors’ badges
These badges are for Visitors wishing to enter the exhibition only; please visit https://cm.era-edta.org/order-badges/ to order/purchase your badge(s).
The costs per each Visitors’ Badge are:
• € 120,00 if pre-ordered by April 30, 2018
• € 150,00 if booked after April 30 and/or on site.
These badges do not allow entrance to session halls or any other scientific activities.
This is a new opportunity reserved exclusively for the start-up companies in the development stage of their nephrological technology services.

A specific area has been optioned in the exhibition where a space of about 6-9 sqm for each start-up company will be allocated. The cost includes the full booth and basic furniture and exhibition badges.

How to reserve an exhibition space in the Innovation Hub

Please fill-in Form A-IH (enclosed) and send it to the ERA-EDTA Industry Relations Team to industry@era-edta.org no later than January 15, 2018.

Applications will be accepted considering the following criteria/steps:

1. The submission will be evaluated by the Congress Scientific Committee and in case by the Late Breaking Clinical Trial Committee;
2. Global revenue cannot exceed € 10,000,000 in the last year (2017);
3. Companies should be independent and privately owned for less than five years;
4. The technologies for exhibit should fall within the following areas: medical devices, biotechnology, software innovations and medical equipment;
5. Companies cannot have been ERA-EDTA exhibitors in the past;
6. Companies can exhibit for max. 2 consecutive years with this special discount.

Space fees - subject to VAT if applicable

A space in the Innovation Hub is provided fully equipped.

- € 4,000,00 per module

The Innovation Hub exhibitor is invited to customize the space on May 24 from 08.00 according to the options provided.

Exhibitor entitlements and benefits

- Attend the Exhibition;
- Attend the Industry Symposia;
- Attend the Congress Opening, the Welcome Ceremony and Reception;
- No. 2 exhibitor badges with the name of the exhibiting company (see relevant chapter);
- Company profile and logo in the final programme, if submitted within the deadline;
- Company name and logo listed in the official website www.era-edta2018.org and in the Congress App, if submitted within the deadline.
Industry Symposia are commercially supported educational activities held during the 55th ERA-EDTA Congress; they are open to delegates and exhibitors to attend.

Who can organize them
Normally industry symposia may be supported by exhibiting companies only; however, according to the availability, non-exhibiting companies are also welcome.

Day-time-duration
The Industry Symposia will be organized during the following time slots:

- May 25, Friday: 06.45-07.45 60 minutes net
- May 25, Friday: 13.30-14.45 (*)
  - 90 minutes of which 60 minutes net of scientific programme
- May 26, Saturday: 06.45-07.45 60 minutes net
- May 26, Saturday: 13.15-14.45 (*)
  - 90 minutes of which 60 minutes net of scientific programme
- May 26, Saturday: 18.45-19.45 60 minutes net

The scientific part of the Lunch Industry Symposium is limited to 60 minutes; if the slot is longer, additional 30 minutes must be considered for walk-in and for the Industry to provide catering (if planned).

(*) The preceding session is due to end at 13.15 and the following session must start at 15.00

Rates
The rates are based on the capacity of the requested/confirmed room(s):

<table>
<thead>
<tr>
<th>Breakfast symposia</th>
<th>Lunch symposia</th>
<th>Dinner symposia</th>
</tr>
</thead>
<tbody>
<tr>
<td>May 25-26</td>
<td>May 25-26</td>
<td>May 25</td>
</tr>
<tr>
<td>Rooms for 900/1,000 people (2)</td>
<td>not available</td>
<td>€ 45.000,00</td>
</tr>
<tr>
<td>Rooms for 800 people (1)</td>
<td>not available</td>
<td>€ 40.000,00</td>
</tr>
<tr>
<td>Room for 500 people (2)</td>
<td>not available</td>
<td>€ 37.500,00</td>
</tr>
<tr>
<td>Rooms for 350/400 people (4)</td>
<td>€ 15.000,00</td>
<td>€ 35.000,00</td>
</tr>
</tbody>
</table>

Rates subject to VAT if applicable.

The rates include:
- Double-page advertisement in the Industry Symposia Booklet (artwork production costs not included);
- Two poster boards and a literature rack available directly at the Congress Venue for the day of the Symposium only (posters and flyers printing at your charge);
- Use of the congress logo on your invitation and promotional documents.

Upgrades to ENP
Enlarge the participation of your Symposium to the Nephrology Community; the European Nephrology Platform can provide your event the visibility to thousands of Nephrologists worldwide. Once your symposium is confirmed you will receive the options available on our educational portal www.enp-era-edta.org

Travel & living of the Industry Symposium Faculty
Travel and accommodation should be taken care of by the Company and any agreement must be reached directly with the Speakers. If your Speakers/Chairpersons are part of the Congress Faculty as well, they can be offered accommodation at the Congress Headquarters Hotels; the ERA-EDTA Industry Relations Team on behalf of ERA-Eurocongress Ltd will send you the estimation of accommodation costs, and the amount will be invoiced after the congress.

Catering service is not included in the fees.

The Industry Symposia Booklet will be printed by the ERA-EDTA Industry Relations Team and included in the congress bags. The Final Programme will be available online, while onsite the printed version only upon request.

Proposals - First Submission
The proposals - first submission / see “Form C” - are to be sent to the ERA-EDTA Industry Relations Team by November 10, 2017.

The first submission should include the main topic(s) of the symposium, the preferred dates and symposium type together with the expected participants.

Proposals - Second Application
To the companies that have sent the Form C by November 10, 2017, specific credentials will be emailed to access the online application where they will be able to upload the programme draft - including a short abstract. The proposed Chairpersons-Speakers should also be included. The deadline is December 12, 2017.

The Scientific Committee (SC) will decide the dates, the symposium type (breakfast/lunch/dinner) and the rooms of the symposia according to the submitted files (detailed programme, rationale, abstract and speakers’ CV), trying...
to comply with the preferences marked in the application form and to avoid overlaps or interferences with the congress scientific programme. The SC will carefully check the contents of the proposed symposia, thoroughly evaluate the programme draft, ask the company to provide further details and explanations when necessary. The SC can also request changes to be made, as well as make them a mandatory condition for acceptance. The SC might reject submissions that do not comply with the above mentioned principles. The selection will be made on the basis of the scientific relevance perceived by evaluating the second application.

The SC will decide the date and room of the symposia (trying to comply with the preferences marked in the application form) according to their contents and to the risk of overlapping or interference with the congress scientific programme or with another parallel symposium.

**Preliminary acceptance and day/room allocation**

Once the draft preliminary programme has been evaluated by the SC, a confirmation letter will be sent by the ERA-EDTA Industry Relations Team with the exact confirmation of the day as well as the allocated room.

**Final programme of the Industry Symposia**

The final programme should be uploaded by March 5, 2018, using the same online procedure of the second submission; the final titles, speakers and chairs have to be provided, using the online application.

**Promotion**

The Industry Symposia will be included in a special dedicated section of both the Final Programme and the website www.era-edta2018.org. The Industry Symposia Booklet will be printed by the ERA-EDTA Industry Relations Team with the Congress layout and will include the artwork provided by the company within April 2, 2018 as a high resolution file (as in the past years at least 10 days before the deadline a low-resolution-artwork should be e-mailed for graphic/content check).

The Industry Symposia Booklet will be included in the congress bags and in the relevant section at www.era-edta2018.org. Two poster boards (90x120 cms/portrait) and a literature rack/shelf will be provided for each company that is organizing an Industry Symposium. The ERA-EDTA Industry Relations Team will be in charge of displaying them in two different visible places of the congress center. You will receive a detailed floor plan closer to the congress dates. Companies are entitled to place their posters and fliers on display only on the day the symposium is held.

Companies are allowed to place posters, self standing banners or sign boards just outside the hall not earlier than an hour before the start of the symposium; all of them must be immediately removed after the end of the symposium. Hand outs of any kind, or signposting within the congress center, is strictly forbidden. It is not allowed to display or distribute any promotional material within the congress center, at the entrance or in an area of 500 meters around the congress center, with the exception of the authorized spaces. **Failure to comply with these rules will result in the loss of points in the ranking list (-20).**

**Policy**

The ERA-EDTA Industry Relations Team is aware that companies involved in the organization of an Industry Symposium are unlikely to have confirmations from the Speakers/Chairpersons in the early stages. For this reason the ERA-EDTA Industry Relations Team will accept the fact that Speakers/Chairpersons may change from the preliminary draft to the final programme. All information contained in the programme drafts will be handled as strictly confidential. Although the ERA-EDTA Industry Relations Team understands that some speakers may have committed to participating in an Industry Symposium, please be aware that the policy does not permit a speaker to repeat lectures given during Industry Symposium. Furthermore there is a strict limitation of maximum one/1 talk and one/1 chair for each person.

If the ERA-EDTA Industry Relations Team finds out that a Speaker/Chairperson has an overlap of two parallel symposia, it will promptly inform both companies in order to solve the matter.
Exhibitors’ Spotlights are commercially supported activities held during the 55th ERA-EDTA Congress; they are open to delegates and exhibitors to attend.

**Who can organize them**

They can be supported by exhibiting companies only.

**Day-time-duration**

The Exhibitors’ Spotlights will be organized during the following time slots:

- **May 25, Friday**
  - 09.30-10.15  45 minutes net
  - 10.00-10.45  45 minutes net

- **May 26, Saturday**
  - 09.30-10.15  45 minutes net
  - 10.00-10.45  45 minutes net

The scientific part of Exhibitors’ Spotlights is limited to 30 minutes; 15 minutes are left for walk-in and out of the assigned room.

**Rates**

The rates are based on the capacity of the requested/confirmed room(s):

<table>
<thead>
<tr>
<th>Exhibitors’ Spotlights</th>
<th>May 24-25</th>
</tr>
</thead>
<tbody>
<tr>
<td>Rooms for 300 people (*)</td>
<td>€ 25,000,00</td>
</tr>
<tr>
<td>Rooms for 400 people</td>
<td>€ 30,000,00</td>
</tr>
</tbody>
</table>

Rates subject to VAT if applicable.

(*) only one available per day

The rates include:

- Rental fee of the room with standard a/v equipment and technical assistance;
- Listing in the final programme, exhibition section/Exhibitors’ Spotlights
- Use of the congress logo on your invitation and promotional documents.

Catering service is not included in the fees, if any provided.

**Submission/request for slot**

The submission / see “Form C-ES” - to be sent to the ERA-EDTA Industry Relations Team by **October 31, 2017**.

The allocation of the slots will be confirmed according to the ERA-EDTA 2017-20018 Ranking List and the availability of spaces.

**Travel & living of the Exhibitors’ Spotlights**

**Faculty**

Travels and accommodation should be taken care by the Company and any agreement must be reached directly with the Speakers. If your Speakers/Chairpersons are part of the Congress Faculty as well, they can be offered accommodation at the Congress Headquarters Hotels, the ERA-EDTA Industry Relations Team on behalf of ERA-Eurocongress Ltd will send you the estimation of accommodation costs, and the amount will be invoiced after the congress.

**Promotion**

The ERA-EDTA Industry Relations Team **provides following promotional tools/options:**

- Listing in the final programme, exhibition section/Exhibitors’ Spotlights
- Exhibitors’ Spotlight section within the [www.era-edta2018.org](http://www.era-edta2018.org)
- Exhibitors’ Spotlight section on the Congress App
- Use of the congress logo on your invitation and promotional documents

Whilst the promotion of the Exhibitors’ Spotlight within the exhibitors’ booth is strongly recommended, hand-outs of any kind, or signposting within the congress center, is strictly forbidden.

It is not allowed to display or distribute any promotional material within the congress center, at the entrance or in an area of 500 meters around the congress center. **Failure to comply with these rules will result in the loss of points in the ranking list (-20).**
The opportunities listed below might be combined in a Sponsorship package so as to take advantage of a larger impact at a reduced cost. Please fill-in Form E (enclosed) and send it to the ERA-EDTA Industry Relations Team, E-mail: industry@era-edta.org no later than February 28, 2018.

**Networking Opportunities**
- Company Hospitality Suite .......... Cost: upon request
- Company Meeting Room ............. Cost: upon request
- VIP Room ................................ Cost: upon request

**Educational Opportunities**
- Educational Webinar ................ from € 15,000.00
- Industry Symposia ................... from € 15,000.00
- Abstract Online ....................... Cost: upon request
- Poster Online Service ............... Cost: upon request
- European Nephrology Portal ...... Cost: upon request

**Profile Opportunities**
- Final Programme ...................... from € 10,000.00
- Industry Symposia Booklet ........ € 15,000.00

**Congress Services**
- Congress Note Pads ................. € 10,000.00
- Congress Pens/Pencils .............. € 7,500.00
- Congress Bags ......................... € 15,000.00
- Congress Lanyards ................... € 15,000.00
- Programme at a Glance ............. € 12,500.00
- Congress Map ........................ € 10,000.00
- Internet Corner ........................ € 10,000.00

Rates subject to VAT if applicable.
Educational opportunities

Educational grants
Cost: upon request

Sponsor companies will be entitled to:
• Acknowledgement in the Final Programme/Sponsors section
• Sponsor acknowledgement on the website www.era-edta2018.org.

Industry Symposia
See page 12

The fees include:
• Rental fee of the room with standard a/v equipments and technical assistance;
• Publication of the symposium programme in the Final Programme and in the website www.era-edta2018.org
• Double-page advertisement in the Industry Symposia Booklet (artwork production costs not included);
• Two poster boards and a literature rack available at the Congress Venue for the day of the Symposium only (posters and flyers printing at your charge);
• Use of the Congress logo on your invitation and promotional documents

Travel & living of the Industry Symposium Faculty not included.
Catering service is not included in the fees.
Please see the full conditions mentioned in the relevant chapter “Industry Symposia”.

Abstracts Online
Cost: upon request

All abstracts accepted for presentation will be included as a supplement to NDT - Nephrology Dialysis Transplantation, the ERA-EDTA Journal - (May 2018 issue) and are also available during the congress. The sponsor is entitled to have an exclusive advert. A few weeks before the congress and for one year after the congress the abstracts will be posted online. Sponsor company will be entitled to:
• Company name and logo on ENP;
• Extra flow of delegates at the sponsoring company booth;
• Sponsor acknowledgement on the website www.era-edta2018.org.

Poster online service
Cost: upon request

The poster online viewing stations will be located within the congress venue and will include all the accepted posters of the 55th Congress.

Sponsor company will be entitled to:
• Company name and logo on the screen saver of each PC;
• Sponsor acknowledgement on the website www.era-edta2018.org.

ENP – European Nephrology Portal
www.enp-era-edta.org
Cost: upon request

Take advantage to promote your educational activities through ENP and you will have access to the International Nephrology Community.

Sponsor opportunities include:
• Large Homepage banner
• Hot Topic banner
• Sponsored Education on Home Page
• Integration of your educational content in the ENP search engine
• Industry Symposium Webcasts
• Industry Symposium Reviews
• Special featured interviews

Request our dedicated ENP Prospectus.

Sponsors who are active on ENP during the ERA-EDTA 2018 congress will also be acknowledged on the main congress website www.era-edta2018.org.
Final Programme - FP
The Final Programme will be printed in May 2018, made available to the delegates, posted on the website www.era-edta2018.org and distributed at the congress.

Space will be assigned on the basis of the previous years bookings, if any space left on a first-come-first-served basis.

Page artworks should be received by March 31, 2018.

Internal back cover -
3rd cover page, in colors  € 15,000.00
Inside page, in colors  € 10,000.00

to be included in the Industry dedicated section
of the Final Programme

Sponsor companies will be entitled to the acknowledgement on the website www.era-edta2018.org.

Industry Symposia Booklet
The Industry Booklet will be printed in May 2018, made available to the delegates, posted on the website www.era-edta2018.org and distributed at the congress.

Space will be assigned on the basis of the previous years bookings, if any space left on a first-come-first-served basis.

Page artworks should be received by April 2, 2018.

Outside back cover -
4th cover page, in colors  € 15,000.00

Sponsor companies will be entitled to the acknowledgement on the website www.era-edta2018.org.
Our reprints and ePrints service enables you to:

- repackage trusted research as a branded article for distribution at industry events
- link your brand with the leading nephrology journal in Europe
- educate and inform a wide range of audiences about your products

ndt is in the top 10 journals for both Urology & Nephrology, and Transplantation.*

ckj is an essential educational and training resource integrating clinical, translational and educational research into clinical practice.

Contact Richard Young for more information on reprints
richard.young@oup.com

*2016 Journal Citation Reports® (Clarivate Analytics, 2017)
Congress note pads & pens/pencils for the congress bags
A note pad and a pen/pencil are included in every congress bag. Approximately 7,000/8,000 pieces are required (definite number to be specified closer to the congress date). Pads and pens, complete with company logo/inscription, are provided by the sponsor and must be eco-friendly. The ERA-EDTA Industry Relations Team can also take care of the production/shipment and provide the sponsor company with the suppliers cost estimations. A detailed proposal inclusive of pictures should be sent to the ERA-EDTA Industry Relation Team for approval, by February 28, 2018.
Visibility fee - Congress note pads € 10,000.00
Visibility fee - Congress pens/pencils € 7,500.00

Eco-friendly production and transportation to the congress center for bag preparation is at company’s own cost.
Sponsor company will be entitled to:
• Being sole sponsor;
• Sponsor acknowledgement on the website www.era-edta2018.org.

Congress Bags/Shoppers
All delegates and press representatives will receive a congress bag. Approximately 7,000/8,000 pieces are required (definite number to be specified closer to the congress date).
Visibility fee - Congress Bags/Shoppers € 15,000.00
Sponsor company will be entitled to:
• Being sole sponsor;
• Sponsor acknowledgement on the website www.era-edta2018.org.

Congress lanyards & programme at a glance
These items will give a great visibility to the sponsor company since all delegates will receive a badge; the same applies for exhibitors, staff people and press representatives. Approximately 12,000 pieces are required (definite number to be specified closer to the congress date).
Visibility fee - Congress Lanyards € 15,000.00
Visibility fee - Programme at a glance € 12,500.00
Eco-friendly production and transportation to the congress center for distribution is at company’s own cost.
Sponsor company will be entitled to:
• Being sole sponsor;
• Sponsor acknowledgement on the website www.era-edta2018.org.

Congress Maps
The congress maps are inserted in every congress bag, on the website and also on the congress app. Approximately 7,000/8,000 pieces are required (definite number to be specified closer to the congress date).
Visibility fee € 10,000.00
Production and transportation to the congress center for bag preparation is at company’s own cost.
Sponsor company will be entitled to:
• Sponsor acknowledgement on the website www.era-edta2018.org.

Internet Corner
Internet Corner will be housed within the congress venue/registration area and it will feature a minimum of 4 workstations + a printer.
Visibility fee € 10,000.00
Sponsor company will be entitled to:
• Company name and logo prominently displayed;
• Sponsor acknowledgement on the website www.era-edta2018.org.

Storage rooms, hospitality suites and meeting rooms
Cost: upon request
They might be available within the congress center premises. Further details will be available closer to the congress dates.
NEW! MULTI-CHANNEL SUPPORT OPPORTUNITIES

Make your brand heard across multiple channels at ERA-EDTA 2018.

At Copenhagen 2018, we will be launching an all-new Share-of-Voice (SoV) digital support format.

Get involved in e-education and put your name and educational messages top-right-centre amongst the digital-savvy crowd at ERA-EDTA. Boost engagement for your symposia and your other congress activities. Get a higher return and impact from your congress investment.

Our digital packages give unprecedented visibility across several inter-linked channels: the e-campus, the Digital Service Area, the E-materials portal, the congress App, delegate WiFi, internet point, the program planner etc. They work on a Share-of-Voice (SoV) basis, expressed as a percentage for each channel and across all available channels. We aim to give all companies a chance to get on board, whilst maintaining premium visibility for the higher-level sponsorship packages.

Benefit from the new multi-channel solution:
• Reach all delegates by being visible across all 40-plus channels
• Place educational and promotional messages. Create your own story and tailored media plan – select which messages to show where and when.
• Engage with delegates as they receive more relevant information.
E-campus

Annexed to or integrated with the Digital Service Area

Our on-site “live earth” for all digital-educational initiatives. Here, we offer instant access to e-materials (abstracts, speaker slides, e-posters, selected symposium content) from ERA-EDTA 2018. Our expert staff give delegates a 1-to-1 demo, sign them up and capture OPT-INs (e-permissions) for sponsors. Services also include teaching delegates how to use the digital tools for educational activities.

INCLUDES:
- e-campus booth with trained staff
- 6-8 iMacs to demo and sign up delegates
- Panels with sponsor messages (some panels are digital, rotating sponsor banners with an hourly rhythm)
- Capture of OPT-INs for the sponsor as part of the live demo and sign-up process
- Sponsor-branded screensavers
- Sponsor-branded staff T-Shirts
- Promotion of sponsor’s industry symposium
- Etc.
With its coffee bar and multiple stations to check messages, browse the internet etc., the DSA is the ideal place to have a bit of downtime and network with colleagues.

Delegates can also charge devices at the large meeting tables. Delegates also benefit from personal support for the App, WiFi or other technical issues.

INCLUDES:
- E-education Corner - Dedicated stations for main sponsors to promote their own educational platform containing a website, an educational quiz or something equivalent
- Internet Point with 6-10 stations with sponsor-branded landing page and screensaver
- E-panels with sponsor messages
- E-panel at Coffee bar with sponsor messages
- Support crew in sponsor-branded T-Shirts
- Etc.
Our ERA-EDTA 2018 content portal provides access to speaker slides and webcasts, abstracts, e-posters, supporting materials, etc.*.

Coupled with smart-search and smart-filtering technology, **E-materials** gives you relevant content fast. Delegates can also clip slides, take notes and build their own summary deck of the ERA-EDTA 2018 meeting to present to colleagues back home. The dialogue module lets them interact with faculty.

**E-materials** is available for at least 12 months post-congress.

As a rule, 40%-plus of all delegates sign up and use the E-materials portal.

**INCLUDES:**
- Banners (with rotating messages) on the portal’s homepage and other pages
- Active promotion of symposia/other educational activities on the portal
- Publishing of supporter’s symposium materials (slides and/or webcasts)
- Promotion and link from the official ERA-EDTA 2018 congress website
- Promotion of the service via at least 2 congress participant’s newsletters
- Reminder newsletter post-congress promoting e-materials and sponsor’s symposium
- Inter-session slides promoting the service in the lecture rooms
- Opt-in capture for sponsor’s follow-up activities
  - Disclaimer aligned with sponsor. Full details on request.
- Etc.

Banner positions are highlighted with an orange frame.

*We run a fully-compliant consent-to-publish process to protect intellectual property.
Create your own congress agenda on the ERA-EDTA 2018 mobile app: data is fully synchronized. Access speaker E-materials, tag slides and take notes, conduct dialogues with the faculty and colleagues … all this and a host of key congress information. Available for iOS and Android.

**50-60% of delegates actively use the congress app and program planner.**

**INCLUDES:**
- Banners and pop-up ads (rotating) with sponsor logo and/or messages on front page and other pages of the mobile app
- Sponsor logo at Program Planner entry point
- Notifications with sponsor messages. Full details on request
- Promotion on social media and on the main ERA-EDTA 2018 congress website
- Promotion via sponsor-branded delegate newsletters pre-meeting
- Promotion via sponsor-branded panels at the venue
- Etc.
Create your own congress agenda on the ERA-EDTA 2018 mobile app: data is fully synchronized. Access speaker e-materials, tag slides and take notes, conduct dialogues with the faculty and colleagues … all this and a host of key congress information. Available for iOS and Android. 50-60% of delegates actively use the congress app and program planner.

**Banner Positions – Program Planner**

Banner on congress website
www.era-edta2018.org

**Banner Positions – Congress App**

Homepage
Top banner on pages
E-materials module
Pop-up banner

Banner positions are highlighted with an orange frame.
## Entitlements

<table>
<thead>
<tr>
<th>Share of voice (SoV) of total impressions</th>
<th>DIGITAL LEADERSHIP PACKAGE</th>
<th>DIGITAL PERFORMANCE PACKAGE</th>
<th>BASIC PACKAGE</th>
<th>EMERGING PLAYERS</th>
</tr>
</thead>
<tbody>
<tr>
<td>Maximum (100%) of Impressions (est.) generated in package category</td>
<td>2 available*</td>
<td>3 available*</td>
<td>4 available*</td>
<td>7 available*</td>
</tr>
<tr>
<td></td>
<td>25% SoV</td>
<td>15% SoV</td>
<td>5% SoV</td>
<td>1% SoV</td>
</tr>
<tr>
<td></td>
<td>763,500</td>
<td>742,000</td>
<td>405,500</td>
<td>405,500</td>
</tr>
</tbody>
</table>

### Service | Channel | SPONSOR MESSAGE SHARE OF VOICE (SoV) | TOTAL IMPRESSIONS (EST) |
<table>
<thead>
<tr>
<th></th>
<th></th>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>e-campus / Digital Service Area (200+ sqm)</td>
<td>Multiple Panels, gates etc. across area, key panels digitised with LED projection, changing banner image</td>
<td>o</td>
<td>0</td>
</tr>
<tr>
<td></td>
<td>Coffee Bar digitised LED</td>
<td>o</td>
<td>0</td>
</tr>
<tr>
<td></td>
<td>Show Educational website or equivalent on iPad stations</td>
<td>o</td>
<td>0</td>
</tr>
<tr>
<td></td>
<td>T-Shirts of stand crew - daily changeover</td>
<td>o</td>
<td></td>
</tr>
<tr>
<td></td>
<td>Coffee Cups - daily changeover</td>
<td>o</td>
<td></td>
</tr>
<tr>
<td></td>
<td>Dedicated PC station to present own educational platform, educational quiz or equivalent</td>
<td>o</td>
<td>0</td>
</tr>
<tr>
<td></td>
<td>Rotating LED banners at the Poster Printing hand out station.</td>
<td>o</td>
<td>0</td>
</tr>
<tr>
<td></td>
<td>Opt-in capture via dedicated staff and app</td>
<td>o</td>
<td>0</td>
</tr>
<tr>
<td>Internet Point</td>
<td>Four panels with printed banners</td>
<td>o</td>
<td>0</td>
</tr>
<tr>
<td></td>
<td>Screensaver (rotating branding)</td>
<td>o</td>
<td>0</td>
</tr>
<tr>
<td></td>
<td>Opt-in capture</td>
<td>o</td>
<td>0</td>
</tr>
<tr>
<td></td>
<td>Landing page with banners linking to educational websites</td>
<td>o</td>
<td>0</td>
</tr>
<tr>
<td>Congress App</td>
<td>Homepage banner</td>
<td>o</td>
<td>0</td>
</tr>
<tr>
<td></td>
<td>Top banner</td>
<td>o</td>
<td>0</td>
</tr>
<tr>
<td></td>
<td>E-materials banner</td>
<td>o</td>
<td>0</td>
</tr>
<tr>
<td></td>
<td>Notification about industry symposium</td>
<td>o</td>
<td>0</td>
</tr>
<tr>
<td></td>
<td>Notifications: Welcome and Goodbye, E-materials info etc</td>
<td>o</td>
<td>0</td>
</tr>
<tr>
<td></td>
<td>Pop-up banner, twice a day</td>
<td>o</td>
<td>0</td>
</tr>
<tr>
<td></td>
<td>Dedicated page for small and emerging companies with company description</td>
<td>o</td>
<td>0</td>
</tr>
<tr>
<td></td>
<td>Inter-session slide</td>
<td>o</td>
<td>0</td>
</tr>
<tr>
<td>Delegate Flyer</td>
<td>Delegate flyer (in congress bag) and bag station promoting digital services includes sponsor logos, company descriptions and booth locations</td>
<td>o</td>
<td>0</td>
</tr>
</tbody>
</table>

*) or until 100% SoV is booked

Legend:
- 25% SoV
- 15% SoV
- 5% SoV
- 1% SoV
<table>
<thead>
<tr>
<th>Share of voice (SoV) of total impressions</th>
<th>DIGITAL LEADERSHIP PACKAGE</th>
<th>DIGITAL PERFORMANCE PACKAGE</th>
<th>BASIC PACKAGE</th>
<th>EMERGING PLAYERS</th>
</tr>
</thead>
<tbody>
<tr>
<td>2 available*</td>
<td>25% SoV</td>
<td>15% SoV</td>
<td>5% SoV</td>
<td>1% SoV</td>
</tr>
<tr>
<td>Maximum (100%) of Impressions (est.) generated in package category</td>
<td>763,500</td>
<td>742,000</td>
<td>405,500</td>
<td>405,500</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Service</th>
<th>Channel</th>
<th>SPONSOR MESSAGE SHARE OF VOICE (SoV)</th>
<th>TOTAL IMPRESSIONS (EST)</th>
</tr>
</thead>
<tbody>
<tr>
<td>E-materials service (speaker slides, e-posters, abstracts, webcasts)</td>
<td>E-materials activation scan station at your booth. In order to access materials during the congress delegates need to stop by your booth to scan their badge</td>
<td>o</td>
<td>o</td>
</tr>
<tr>
<td>E-materials activation promoted on the reverse page of the badge with all sponsor logos and booth locations listed</td>
<td>o</td>
<td>o</td>
<td></td>
</tr>
<tr>
<td>Intersession slide</td>
<td>o</td>
<td>o</td>
<td>25% SoV</td>
</tr>
<tr>
<td>Opt-in capture at entry and during registration</td>
<td>o</td>
<td>o</td>
<td></td>
</tr>
<tr>
<td>E-materials portal top banner</td>
<td>o</td>
<td>o</td>
<td></td>
</tr>
<tr>
<td>E-materials portal home page banner</td>
<td>o</td>
<td>o</td>
<td></td>
</tr>
<tr>
<td>E-materials session details page banner</td>
<td>o</td>
<td>o</td>
<td></td>
</tr>
<tr>
<td>E-materials presentation details page banner (optional)</td>
<td>o</td>
<td>o</td>
<td></td>
</tr>
<tr>
<td>Summary Builder Banner</td>
<td>o</td>
<td>o</td>
<td></td>
</tr>
<tr>
<td>Summary Builder PDF export</td>
<td>o</td>
<td>o</td>
<td></td>
</tr>
<tr>
<td>Banner on E-materials Hub search page</td>
<td>o</td>
<td>o</td>
<td></td>
</tr>
<tr>
<td>One Company Logo on printed posters, randomly allocated</td>
<td>o</td>
<td>o</td>
<td></td>
</tr>
<tr>
<td>Banner on E-poster entry point</td>
<td>o</td>
<td>o</td>
<td></td>
</tr>
<tr>
<td>Banner on E-poster search page</td>
<td>o</td>
<td>o</td>
<td></td>
</tr>
<tr>
<td>2 x newsletters with sponsor banner to ERA-EDTA members who didn’t attend the congress to access E-materials</td>
<td>o</td>
<td>o</td>
<td></td>
</tr>
<tr>
<td>Large Banner promoting E-materials on top of ENP with rotating sponsor logo inside the banner</td>
<td>o</td>
<td>o</td>
<td></td>
</tr>
<tr>
<td>Guest card. Each sponsor may invite HCPs to access E-materials as a guest post-congress (max. 15 presentations).</td>
<td>o</td>
<td>o</td>
<td></td>
</tr>
</tbody>
</table>

*) or until 100% SoV is booked
**Entitlements**

<table>
<thead>
<tr>
<th>Service</th>
<th>Channel</th>
<th>SPONSOR MESSAGE SHARE OF VOICE (SoV)</th>
<th>TOTAL IMPRESSIONS (EST)</th>
</tr>
</thead>
<tbody>
<tr>
<td>ERA-EDTA Congress website</td>
<td>Dedicated page about digital services, all sponsors listed with logo, rotating banners with messages</td>
<td>o</td>
<td>55,000</td>
</tr>
<tr>
<td></td>
<td>Promotion of app with rotating sponsor logos</td>
<td>o</td>
<td></td>
</tr>
<tr>
<td></td>
<td>Promotion of E-materials with rotating sponsor logos</td>
<td>o</td>
<td></td>
</tr>
<tr>
<td>Program planner</td>
<td>Entry point at Congress Website</td>
<td>o</td>
<td>1,500</td>
</tr>
<tr>
<td></td>
<td>Export Program to PDF</td>
<td>o</td>
<td></td>
</tr>
<tr>
<td>Delegate WiFi</td>
<td>Landing page, rotating banners</td>
<td>o</td>
<td>6,000</td>
</tr>
<tr>
<td></td>
<td>Capture of OPT INS</td>
<td>o</td>
<td></td>
</tr>
<tr>
<td></td>
<td>Exit link landing page</td>
<td>o</td>
<td></td>
</tr>
<tr>
<td>Social media</td>
<td>Twitter, LinkedIn, Facebook, Instagram, rotating mention of sponsors</td>
<td>o</td>
<td>15,000</td>
</tr>
<tr>
<td>Congress Newsletters</td>
<td>2 exclusively-branded newsletters for each main sponsor pre-congress</td>
<td>o</td>
<td>235,000</td>
</tr>
<tr>
<td></td>
<td>One branded Newsletter pre-congress</td>
<td>o</td>
<td></td>
</tr>
<tr>
<td></td>
<td>E-materials reminder newsletters post-congress to delegates and non-attending members</td>
<td>o</td>
<td></td>
</tr>
<tr>
<td></td>
<td>Post-congress highlights newsletter</td>
<td>o</td>
<td></td>
</tr>
</tbody>
</table>

Maximum (100%) of Impressions (est.) generated in package category

- 763,500
- 742,000
- 405,500
- 405,500

**Share of voice (SoV) of total impressions**

- 2 available*
- 3 available*
- 4 available*
- 7 available*

25% SoV 15% SoV 5% SoV 1% SoV

*) or until 100% SoV is booked

**An online dashboard will be available for each sponsor to track impressions and KPIs.**

Worried about extra workload? These plug-and-play services aim to cut extra work to an absolute minimum. Additionally, we will prepare a single PDF for your regulatory approval process, clearly describing branding and messages on panels and banners.

Need a tailored package? Please contact us with your goals and we will try to address your requirements.
I wish to place the following order for multi-channel digital support at ERA-EDTA 2018:

Company name ____________________________________________________________

Contact name ____________________________________________________________

Title ______________________________________________________________________

Email _____________________________________________________________________

Phone _____________________________________________________________________

Date ______________________________________________________________________

Authorized signature ______________________________________________________

☐ Digital Leadership Package (25%) ........................................................................ € 150,000

☐ Digital Performer Package (15%) ......................................................................... € 90,000

☐ Basic Package (5%) .......................................................................................... € 15,000

☐ Emerging Players (1%) ...................................................................................... € 3,000

The packages will be allocated on a first-come-first-served basis.
More than one of each package can be ordered by one company.
Unsold Share-of-Voice will be allocated to participating sponsors and used for ERA-EDTA messages.

CONTACT
ERA-EDTA
Paolo Zavalloni
ERA-EDTA Congress & Industry Relations Manager
Mobile: +39 345 4592758
Email: zavalloni@era-edta.org
1. Industry Symposium - IS
An IS should fit in the allotted time slots as per contracts sent as confirmation.
Please also note that all meeting rooms should be vacated as agreed so that the cleaning staff can collect all the empty lunch boxes and refresh the rooms.
**The IS must be open to all congress participants. All attendants must be registered as full participants or as exhibitors. Persons without a badge will not be allowed to enter the room. All other scientific sessions are not open to exhibitors.**
It is strictly forbidden to hold an IS outside the congress premises starting from three days prior to the congress, during the official days and for two days after the congress, unless it is an Official Congress Satellite Symposium. Any formal presentations occurring at a hospitality suite will be regarded as an IS, to which the above mentioned rules apply.
Application to hold an IS - Form C (enclosed) - containing a draft title, the field of interest and perspective Speakers/Chairpersons (if any at all) should be sent to the ERA-EDTA Industry Relations Team by November 10, 2017.
The programme draft - including a short abstract and the proposed Chairpersons-Speakers - will have to be uploaded online, according to the instructions received, by December 12, 2017.
**The final programme** must be sent to the ERA-EDTA Industry Relations Team by March 5, 2018 using the online application. Please note that there is a strict limitation of maximum one/1 talk and one/1 chair for each person. If the ERA-EDTA Industry Relations Team finds out that a Speaker/Chairperson has an overlapping in two parallel symposia, it will promptly inform both companies in order to solve the matter.
The ERA-EDTA Industry Relations Team will include the IS scientific programmes in a special section of the Final Programme. With the same layout of official sessions; the acknowledgement will be “organised by” on the bottom of the page.

Travel & living of the Industry Symposium Faculty
Travel and accommodation should be taken care of by the Industry and any agreement about it must be directly between Speaker and Company. If your Speakers/Chairpersons are part of the Congress Faculty as well, they can be offered accommodation at the Congress Headquarters Hotels; the ERA-EDTA Industry Relations Team on behalf of ERA-Eurocongress Ltd will send you the estimation of accommodation costs, and the amount will be invoiced after the congress.

**The Industry Symposia Booklet** will be printed by the ERA-EDTA Industry Relations Team and it will include all the company layouts (double-page-advert) according to the graphic frame provided.
Companies failing to submit the artworks within the deadline will not be included in the ISB.

**Reproduction of logo.** The ERA-EDTA Industry Relations Team will send the organizing company the official congress logo for the use in any printings related to the IS. However, all printings containing this logo need to be officially approved by the ERA-EDTA Industry Relations Team prior to printing.

**Room dressing.** The ERA-EDTA Industry Relations Team will agree with the organizing companies on specific slots for rehearsals and/or soft set-up. All costs involved must be paid by the companies. The IS meeting rooms must be left with their own congress set-up/lay-out as per contract signed.

**Promotion onsite.** Organizing companies will have the chance of promoting their IS by producing two posters and fliers for each session. No. 2 poster boards and a literature rack will be made available within the congress center only on the day of the IS.
A self standing banner or roll-up might be put at the entrance of the session room one hour before the IS and removed at the end of the session.
It is not allowed to display or distribute any promotional material within the congress center, at the entrance or in an area of 500 meters around the congress center.

**Failure to comply with these rules will result in the loss of points in the ranking list (-20).**

**Payment.** Payment is requested within 30 days from the invoice date.

**Cancellation.** Cancellation of an IS after receiving the official confirmation will be subject to following charges:
Within January 31, 2018 50% of the amount due
after February 1, 2018 full amount due

In case a cancellation is received before the official confirmation is sent, no cancellation charge will be made.
2. Exhibition space
2.1 Regulation compliance. The exhibitors agree to observe all regulations and requirements stipulated in this document and shall not see them as merely administrative. The ERA-EDTA Industry Relations Team and the authorities of the congress venue will exercise full power in the duties vested to their rank to find the means necessary in order to enforce the present regulations to their full extent. The exhibitors accept to comply with all regulations thereof and any new provision and/or amendment that may be brought due to the circumstances at that time; the organizers reserve the right to convey new information even verbally.

2.2 Mandatory forms. ERA-Eurocongress Ltd will confirm the booth assignment with an e-letter and in due time it will provide the Congress Venue Technical Guidelines:

2.3 Payment. Payment is requested within 30 days from the invoice date.

2.4 Cancellation. All partial or total cancellation by the exhibitors must be made in writing to the ERA-EDTA Industry Relations Team. All partial or total cancellation by the exhibitors will be subject to cancellation penalties as follows:

- Before December 31, 2017: 30% of the amount due
- from January 1, 2018 to March 30, 2018: 75% of the amount due
- after March 31, 2018: full amount due

2.5 Insurance. The ERA-EDTA Industry Relations Team recommends the exhibitors to have an appropriate insurance covering the civil responsibility against third parties.

2.6 Changes. The ERA-EDTA Industry Relations Team reserves the right to alter time schedules. Deferring the congress date, alteration of the time schedule or change of venue eventually made by the ERA-EDTA Industry Relations Team shall not justify partial or total cancellation by the exhibitors.

3. Sponsoring opportunities
3.1 Priorities. The ERA-EDTA Industry Relations Team reserves the right to assign a sponsoring opportunity to a company according to:

- the position in the ERA-EDTA Ranking List
- the previous congress sponsorships
- the date of receipt of the application form
- the fact that the company is an exhibitor or not
- the fact that an item might be part of a Participation Comprehensive Package.

3.2 Denial. The ERA-EDTA Industry Relations Team reserves the right to deny a sponsoring opportunity to any company or organization whose activity does not directly concern the general topic of the congress or whose products fail to meet the level of performance required by the Organising Committee.

3.3 Payment. Payment is requested within 30 days from the invoice date.

3.4 Cancellation. All partial or total cancellation by the companies must be made in writing to the ERA-EDTA Industry Relations Team. All partial or total cancellation by the companies will be subject to cancellation penalties as follows:

- Before December 31, 2017: 10% of the amount due
- from January 1, 2018 to March 30, 2018: 50% of the amount due
- after March 31, 2018: full amount due
Application form

EXHIBITION SPACE - by February 28, 2018
to be e-mailed to industry@era-edta.org

Exhibitor details:

Company name______________________________________________________________

Address_____________________________________________________________________

Zip/city/country________________________________________________________________

Contact person_________________________________________________________________

Telephone/mobile_____________________________________________________________

E-mail_________________________________________________________________________

Invoicing (legal address):

Company name_________________________________________________________________

Address________________________________________________________________________

Zip/city/country_________________________________________________________________

Vat registration number _______________________________________________________

☐ PO is requested

Space fees - Rates subject to VAT if applicable.
Minimum space purchase is 9 square metres/m² - 3x3.

The booth is rented as “space only” for

☐ € 570,00  per sq.m for bookings received by January 31, 2018

☐ € 670,00  per sq.m for booking received from February 1, 2018

Publishers, journals and non-profit organizations will be charged a reduced rate of

☐ € 285,00  per sq.m for bookings received by January 31, 2018

☐ € 335,00  per sq.m for bookings received from February 1, 2018

Booth choices (in order of preference): Surface (in sq.m):______________________
____________________________________________________________________________
____________________________________________________________________________

List any exhibitor(s) you do NOT wish to be near _________________________________________

List any exhibitor(s) you do wish to be near _____________________________________________

Are you a non-profit organization or a Medical Publisher? ☐ Yes ☐ No

We agree to pay the amount due for the exhibition space within 30 days from the invoice date; we accept also the terms and conditions reported in this Industry Prospectus.

Signature_________________________________________ Date signed ______________________

Send this form by February 28, 2018 to: ERA-EDTA Industry Relations Team - Via E. Mattei, 92 int. 4 - 40138 Bologna, Italy - E-mail: industry@era-edta.org
Application form A-IH 2018

Innovation Hub 2018 SPACE - by January 15, 2018
to be e-mailed to industry@era-edta.org

Exhibitor details:

Company name________________________________________

Address_______________________________________________________________________________________________

Zip/city/country_________________________________________________________________________________________

Contact person_________________________________________________________________________________________

Telephone/mobile _______________________________________________________________________________________

E-mail _________________________________________________________________________________________________

Invoicing (legal address):

Company name________________________________________

Address_______________________________________________________________________________________________

Zip/city/country_________________________________________________________________________________________

Vat registration number __________________________________________________________________________________

☐ PO is requested

Space fees - Rates subject to VAT if applicable.
Innovation Hub 2018 package (see page 11)

☐ € 4.000,00

The submitting company declares that:
1. The 2017 expected revenue will not exceed € 10,000,00;
2. The company is independent and privately owned for less than 5 years;
3. The company has never attended an ERA-EDTA Congress as exhibitor

Please provide/include a detailed description about the technology/product/device you would like to showcase at the 55th ERA-EDTA Congress:

______________________________________________________________________________________________________
______________________________________________________________________________________________________
______________________________________________________________________________________________________
______________________________________________________________________________________________________
______________________________________________________________________________________________________

We agree to pay the amount due for the exhibition space within 30 days from the invoice date; we accept also the terms and conditions reported in this Industry Prospectus/see Exhibition.

Signature________________________________           Date signed ________________________

Send this form by January 15, 2018 to: ERA-EDTA Industry Relations Team - Via E. Mattei, 92 int. 4 - 40138 Bologna, Italy - E-mail: industry@era-edta.org
INDUSTRY SYMPOSIA APPLICATION FORM
by November 10, 2017
to be e-mailed to industry@era-edta.org

Applicant details:

Company name_________________________________________________________________________________________
Address_______________________________________________________________________________________________
Zip/city/country_____________________________________________________________________________________________
Contact person_________________________________________________________________________________________
Telephone/fax__________________________________________________________________________________________
E-mail/mobile__________________________________________________________________________________________

Invoicing (legal address):

Company name_________________________________________________________________________________________
Address_______________________________________________________________________________________________
Zip/city/country_________________________________________________________________________________________
Vat registration number___________________________________________________________________________________
☐ PO is requested

Agency working on behalf (if any appointed):

Company name_________________________________________________________________________________________
Address_______________________________________________________________________________________________
Zip/city/country_________________________________________________________________________________________
Contact person_________________________________________________________________________________________
Telephone/fax__________________________________________________________________________________________
E-mail/mobile___________________________________________________________________________________________

Draft title (if any) ________________________________________________________________________________________

Field of interest _________________________________________________________________________________________

Proposed speakers/chairpersons (if any)_

The scientific part of the Lunch Industry Symposium is limited to 60 minutes; if the slot is longer about 30 minutes are left for walk-in and for the Industry to provide catering, if programmed.

Rates

The rates are based on the capacity of the requested/confirmed room(s):

<table>
<thead>
<tr>
<th>Room capacity</th>
<th>Breakfast symposia May 25-26</th>
<th>Lunch symposia May 25-26</th>
<th>Dinner symposia May 25</th>
</tr>
</thead>
<tbody>
<tr>
<td>Rooms for 900/1,000 people (2)</td>
<td>not available</td>
<td>€ 45,000,00</td>
<td>not available</td>
</tr>
<tr>
<td>Rooms for 800 people (1)</td>
<td>not available</td>
<td>€ 40,000,00</td>
<td>not available</td>
</tr>
<tr>
<td>Room for 500 people (2)</td>
<td>not available</td>
<td>€ 37,500,00</td>
<td>€ 20,000,00</td>
</tr>
<tr>
<td>Rooms for 350/400 people (4)</td>
<td>€ 15,000,00</td>
<td>€ 35,000,00</td>
<td>€ 17,500,00</td>
</tr>
</tbody>
</table>

Rates subject to VAT if applicable.

Preferred date(s)/time(s)

<table>
<thead>
<tr>
<th>Room requested</th>
<th>Preferred date(s)/time(s)</th>
</tr>
</thead>
<tbody>
<tr>
<td>☐ for 350/400 people</td>
<td>☐ May 25, 2018 06.45-07.45 13.15-14.45 18.45-19.45</td>
</tr>
<tr>
<td>☐ for 500 people</td>
<td>☐ May 25, 2018 06.45-07.45 13.15-14.45 18.45-19.45</td>
</tr>
<tr>
<td>☐ for 800 people</td>
<td>☐ May 26, 2018 06.45-07.45 13.15-14.45 18.45-19.45</td>
</tr>
<tr>
<td>☐ up to 900/1,000 people</td>
<td>☐ May 25, 2018 06.45-07.45 13.15-14.45 18.45-19.45</td>
</tr>
<tr>
<td>☐ other capacity</td>
<td>☐ May 25, 2018 06.45-07.45 13.15-14.45 18.45-19.45</td>
</tr>
</tbody>
</table>

Estimated attendance _________________________________

We agree to pay the amount due for the industry symposium within 30 days from the invoice date; we accept also the terms and conditions reported in this Industry Prospectus.

Signature______________________________________________             Date signed ________________________

Send this form by November 10, 2017 to: ERA-EDTA Industry Relations Team - Via E. Mattei, 92 int. 4 - 40138 Bologna, Italy - E-mail: industry@era-edta.org
Application form C - El2018

Exhibitors’ Spotlights 2018 APPLICATION FORM
by November 10, 2017
to be e-mailed to industry@era-edta.org

Company name_________________________________________________________________________________________
Address_______________________________________________________________________________________________
Zip/city/country_________________________________________________________________________________________
Contact person_________________________________________________________________________________________
Telephone/fax__________________________________________________________________________________________
E-mail/mobile__________________________________________________________________________________________

Invoicing (legal address):
Company name________________________________________________________________________________________
Address_______________________________________________________________________________________________
Zip/city/country_________________________________________________________________________________________
Vat registration number___________________________________________________________________________________

[ ] PO is requested

Agency working on behalf (if any appointed):
Company name________________________________________________________________________________________
Address_______________________________________________________________________________________________
Zip/city/country_________________________________________________________________________________________
Contact person_________________________________________________________________________________________
Telephone/fax__________________________________________________________________________________________
E-mail/mobile___________________________________________________________________________________________

Draft title (if any) ______________________________________________________________________________________
Field of interest _______________________________________________________________________________________ 
Proposed speakers/chairpersons (if any) __________________________________________________

The scientific part of the Exhibitors’ Spotlights is limited to 30 minutes; if the slot is longer about 15 minutes are left for walk-in and out, and catering (If any provided).

Day-time-duration
The Exhibitors’ Spotlights will be organized during following time slots:
May 25, Friday 09.30-10.15 45 minutes net 10.00-10.45 45 minutes net
May 26, Saturday 09.30-10.15 45 minutes net 10.00-10.45 45 minutes net

Rates
The rates are based on the capacity of the requested/confirmed room(s):
Exhibitors’ Spotlights May 24-25
Rooms for 300 people (*) € 25.000,00
Rooms for 400 people € 30.000,00
Rates subject to VAT if applicable.

Preferred date(s)/time(s)
[ ] May 25, 2018 [ ] 09.30-10.15 [ ] 10.00-10.45
[ ] May 26, 2018 [ ] 09.30-10.15 [ ] 10.00-10.45

Estimated attendance ___________________________________
Room requested
[ ] for 300 people [ ] for 400 Please mark from 1 (most preferred) to 2 (less preferred)

We agree to pay the amount due for the exhibitors’ spotlights within 30 days from the invoice date; we accept also the terms and conditions reported in this Industry Prospectus.

Signature______________________________________________             Date signed ________________________

Send this form by November 10, 2017 to: ERA-EDTA Industry Relations Team - Via E. Mattei, 92 int. 4 - 40138 Bologna, Italy - E-mail: industry@era-edta.org
SPONSORSHIP OPPORTUNITIES - by February 28, 2018
to be e-mailed to industry@era-edta.org

Exhibitor details:

Company name__________________________________________________________________________________________
Address_______________________________________________________________________________________________
Zip/city/country_________________________________________________________________________________________
Contact person_________________________________________________________________________________________
Telephone/fax___________________________________________________________________________________________
E-mail/mobile___________________________________________________________________________________________

Invoicing (legal address):

Company name________________________________________________________________________________________
Address_______________________________________________________________________________________________
Zip/city/country_________________________________________________________________________________________
Vat registration number __________________________________________________________________________________

☐ PO is requested

Please mark a maximum of 5/five items in order of preference (1 as most and 5 as least preferred)

Networking Opportunities
Company Hospitality Suite........................................... Cost: upon request
Company Meeting Room............................................ Cost: upon request
VIP Room............................................................... Cost: upon request

Educational Opportunities
Educational webinar ............................................ from € 15,000.00
Industry Symposia.................................................. from € 15,000.00
Abstract Online..................................................... Cost: upon request
Poster Online Service ........................................... Cost: upon request
European Nephrology Portal................................. Cost: upon request

Profile Opportunities
Final programme ................................................... from € 10,000.00
Industry Symposia Booklet ................................. € 15,000.00

Congress Services
Congress note pads .............................................. € 10,000.00
Congress pens/pencils ........................................... € 7,500.00
Congress bags....................................................... € 15,000.00
Congress Lanyards ................................................ € 15,000.00
Programme at a glance ....................................... € 12,500.00
Congress Map....................................................... € 10,000.00
Internet corner ..................................................... € 10,000.00

Rates subject to VAT if applicable.

We agree to pay the amount due for the sponsorship opportunities within 30 days from the invoice date; we accept also the terms and conditions reported in this Industry Prospectus.

Signature_____________________________________________                       Date signed __________________________

Send this form by February 28, 2018 to: ERA-EDTA Industry Relations Team - Via E. Mattei, 92 int. 4 - 40138 Bologna, Italy - E-mail: industry@era-edta.org
Advantages to sponsors:

- A collection of papers on a single topic provides additional impact
- Copies are mailed to the print subscribers of NDT
- Peer-reviewed to ensure quality of content

Criteria for supplement publishing in NDT and CKJ:

- Proposals must be approved by the Editor-in-Chief
- Balanced opinions and treatment options should be reflected
- Manuscripts should be authored by well-respected experts

Please contact us if you have a supplement proposal:

Carolina Vicente
Carolina.vicente@oup.com
tel: +44 1865 353794

academic.oup.com/ckj
academic.oup.com/ndt
Helping you reach your target market

Advertise with the official ERA-EDTA journals, ndt and ckj, and:

• Reach an audience of over 8,000 subscribers
• Associate your brand with the leading European journal in the field
• Benefit from bonus distribution at the 55th ERA-EDTA congress in Copenhagen, May 2018
• Multiple advertising channels available including print, online, and email

For further information about how we can help you maximise your presence at the ERA-EDTA congress, and reach your target market, please contact Joanna.Rigley-Brown@oup.com