

AUGUST 16-19, 2020 • LOUISVILLE, KENTUCKY



P R O S P E C T U S

LETTER FROM THE PRESIDENT



DEAR VALUED NAMPI EXHIBITORS & SPONSORS,

It is with great pleasure that I invite you participate in the 36th Annual NAMPI Conference – the premier Medicaid program integrity conference in the United States. In 2019, NAMPI welcomed attendees to Atlanta, Georgia, for our annual conference. Our over 500 attendees participated in sessions presented by their peers across the country, which included sessions from Directors and staff at PI units across the country, leadership from CMS, colleagues from a number of MFCU's, and our esteemed vendors. The exhibit hall featured many companies, new and familiar, to our attendees and offered a great chance for networking with everyone in attendance.

We are looking forward to assembling the top minds, leaders, and decision makers in Medicaid program integrity for the 2020 Conference in Louisville, Kentucky. Our attendees seek opportunities to learn the latest information, best practices and crucial information to take back to their agencies. Participation as a sponsor or exhibitor gives you direct access to our large and growing network of attendees.

NAMPI is excited to bring our 2020 conference to Louisville and I am looking forward to having you join us at NAMPI 2020!

Sincerely,

A handwritten signature in black ink, appearing to read 'L. Stiles', is written over a faint, large watermark of a violin and bow that spans the background of the letter.

Lori Stiles
NAMPI Board President

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CONFERENCE AGENDA AT-A-GLANCE*



SUNDAY, AUGUST 16, 2020

- 12:00 PM - 6:30 PM Registration & Information
- 2:00 PM - 3:00 PM State-Only Roundtable Sessions
- 3:00 PM - 3:15 PM Welcome by NAMPI Board
- 3:15 PM - 5:00 PM Deep Dive Sessions
- 5:00 PM - 7:00 PM Exhibit Hall Opening Reception
- 7:00 PM - 10:00 PM Hospitality Suite**

MONDAY, AUGUST 17, 2020

- 7:30 AM - 4:30 PM Registration & Information
- 7:30 AM - 4:30 PM Exhibit Hall Open
- 7:30 AM - 8:30 AM Breakfast
- 8:30 AM - 12:00 PM Sessions
- 12:00 PM - 1:00 PM Lunch
- 1:00 PM - 4:30 PM Sessions
- 6:00 PM - 8:30 PM NAMPI Reception**

TUESDAY, AUGUST 18, 2020

- 7:30 AM - 4:30 PM Registration & Information
- 7:30 AM - 4:30 PM Exhibit Hall Open
- 7:30 AM - 8:30 AM Breakfast
- 8:30 AM - 12:00 PM Sessions
- 12:00 PM - 1:00 PM Lunch
- 1:00 PM - 4:30 PM Sessions
- 5:30 PM - 7:00 PM NAMPI Networking Reception**
- 7:00 PM - 10:00 PM Hospitality Suite**

WEDNESDAY, AUGUST 19, 2020

- 7:30 AM - 12:30 PM Registration & Information
- 7:30 AM - 8:30 AM Breakfast
- 8:30 AM - 12:00 PM Sessions
- 12:00 PM Lunch on the Run

* Subject to change

** Subject to sponsorship

- 520**
OVERALL
ATTENDEES

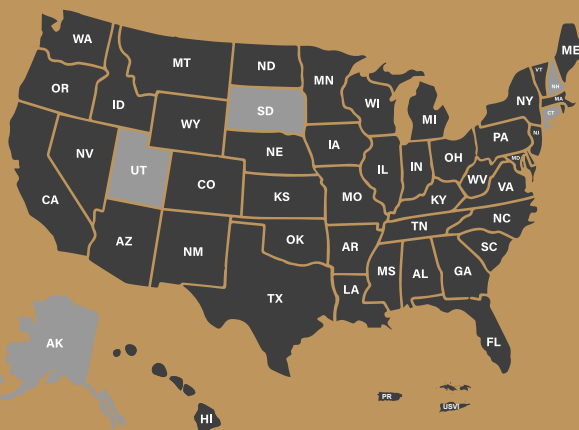
228
STATE & FEDERAL
EMPLOYEES

106
C LEVEL
STATE & FEDERAL
EMPLOYEES

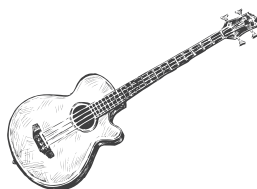
46
B LEVEL
STATE & FEDERAL
EMPLOYEES

25
PROGRAM
INTEGRITY
DIRECTORS

ATTENDED



- PCG Health
Pondera Solutions
Public Consulting Group
Pulselight
Qlarant
Sandata Technologies
Sante Analytics
SAS Institute, Inc
Socrata – Tyler Technologies
Syrtis Solutions
Systems Made Simple
Thomson Reuters
TransUnion
Truven Health Analytics
VALID USA
Whooster
Xerox



IMPORTANT DATES

FRIDAY, FEBRUARY 14, 2020

- Attendee registration begins
- Exhibitor and sponsor purchase opens

MONDAY, JULY 13, 2020

- Conference registration fees increase

FRIDAY, JULY 24, 2020

- Last day to book rooms at the Louisville Marriott Downtown at the conference rate

IMPORTANT CONTACTS

CONFERENCE MANAGEMENT

ARB Meetings & Events
7220 Earhart Boulevard, 2nd Floor
New Orleans, LA 70125
Phone: (504) 309-8965
Email: contact@nampi.net

QUICK NAVIGATION

PURCHASE AN EXHIBIT BOOTH

[CLICK TO PURCHASE BOOTH](#)

SECURE A SPONSORSHIP

[CLICK TO PURCHASE SPONSORSHIP](#)

REQUEST AN ANCILLARY EVENT

[CLICK TO REQUEST ANCILLARY EVENT](#)

HOUSING/HOTEL INFO

CONFERENCE HOTEL

Louisville Marriott Downtown

280 West Jefferson
Louisville, KY 40202
(502) 627-5045

CONFERENCE HOUSING

Exhibitors and sponsors have access to the negotiated rates for the conference hotel, Louisville Marriott Downtown. For your convenience, hotel reservations can be made online by clicking [HERE](#).

CONFERENCE HOTEL RATE

\$149 per night for the run-of-house
(*excludes all taxes and fees*)

*Rate is only guaranteed through Friday, July 24, 2020. NAMPI cannot guarantee the conference rate for all attendees. Reservations made after July 24, 2020, are subject to availability and prevailing rates.

REGISTER ATTENDEES

[CLICK TO REGISTER](#)

MAKE A RESERVATION AT THE CONFERENCE HOTEL

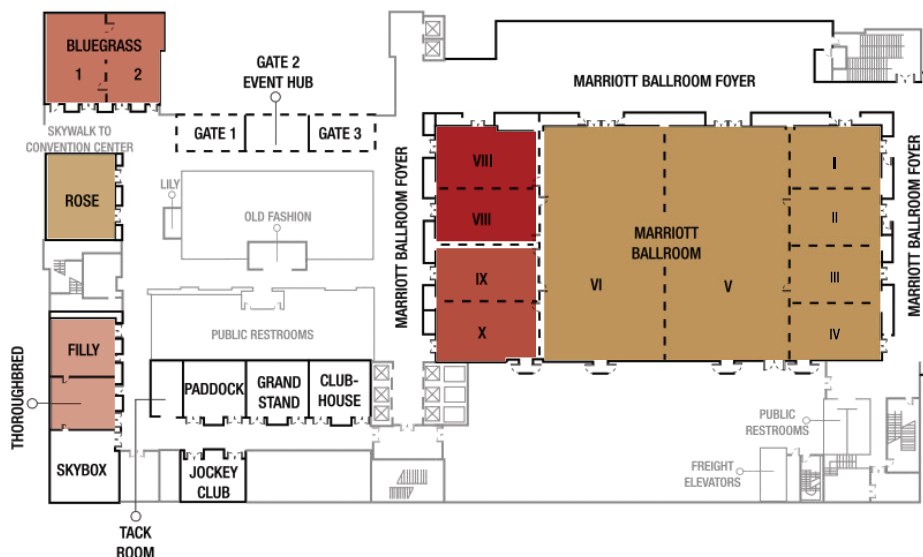
[CLICK TO RESERVE A ROOM](#)

CONFERENCE SPACE OVERVIEW



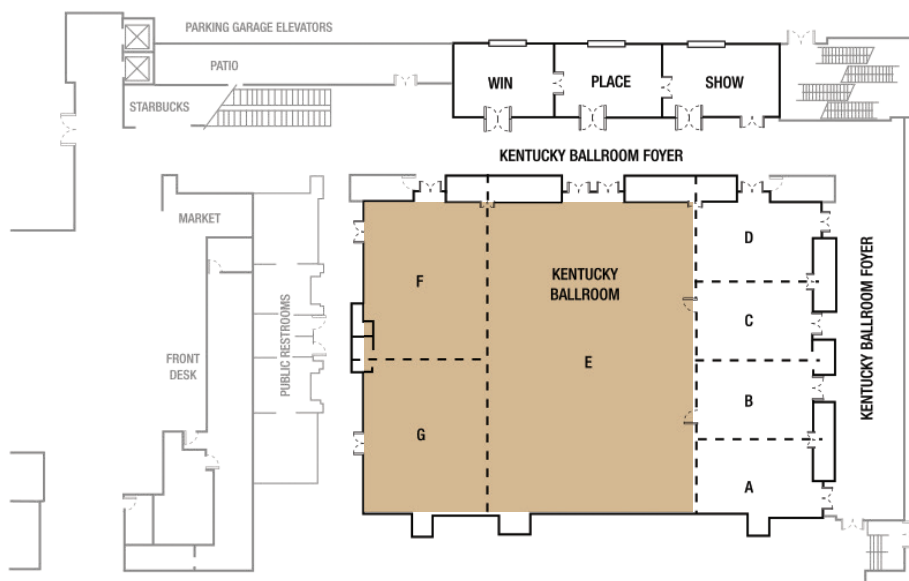
SECOND LEVEL

- EXHIBIT HALL**
Marriott Ballroom 1 - 6
- BREAKOUT 1**
Marriott Ballroom 7 & 8
- BREAKOUT 2**
Marriott Ballroom 9 & 10
- BREAKOUT 3**
Bluegrass 1 & 2
- BREAKOUT 4**
Filly & Thoroughbred
- HOSPITALITY SUITE**
Rose



GROUND LEVEL

- GENERAL SESSION**
Kentucky Ballroom E - G





EXHIBITOR/SPONSOR BENEFITS & SERVICES

NON-GOVERNMENT REGISTRATION RATE

- \$575 prior to 5 PM ET Monday, July 13, 2020
- \$825 after 5 PM ET Monday, July 13, 2020

Please note: attendee registrations are non-refundable at any point after they are purchased. Registrations can be transferred at no cost, but no refunds will be issued.

ATTENDEE REGISTRATION & CANCELLATION

Exhibitors & sponsors must register for the conference as non-government attendees and can do so by clicking [HERE](#). All exhibitors & sponsors receive complimentary registration(s) commensurate with their sponsorship level. Company representative attending only the Exhibit Hall and/or social events for all or part of the conference are required to register as non-government attendees at the rate listed. NAMPI does not offer Exhibit Hall only passes. Company personnel who will be staffing booths need to register at the full non-government registration rate.

ATTENDEE LIST

All sponsors at the \$10,000 level and above will receive the benefit of access to conference attendee information for the purpose of a one-time pre-conference and one-time post-conference e-mail. All other sponsors may purchase a copy of the attendee list for \$1,000; exhibitors may purchase a copy of the list for \$2,500. Please see [PAGE 18](#) for more details.

SPEAKING OPPORTUNITIES

Designated sponsorship levels provide the opportunity to host a session during the vendor breakout track subject to the approval of the NAMPI Board. Year after year, NAMPI Attendees comment on how valuable this resource is. This benefit provides sponsors a unique opportunity to present in front of their target audience. See [PAGE 15](#) for sponsorship levels that include this benefit.



EXHIBITOR/SPONSOR BENEFITS & SERVICES [CONTINUED]

EXHIBIT BOOTH ASSIGNMENTS

Exhibitors will begin receiving notification regarding their booth assignments in June 2020. Please designate your preferred locations on either the exhibit booth or sponsorship purchase form. Please note that exhibit booths are assigned according to sponsorship level and then on a first-come, first-served basis. While preferences cannot be guaranteed, requests will be strongly considered during the assignment process.

EDUCATIONAL & NETWORKING OPPORTUNITIES

Your exhibitor/sponsor badge permits you to attend all educational sessions and networking events. Hear about the updates in program integrity and learn how to better market your products and services to your target audience.

- Exhibitors receive one complimentary registration with the purchase of a single booth and two complimentary registrations with the purchase of a double booth.
- Sponsors receive complimentary registrations commensurate with their sponsorship level. Any additional corporate attendees must pay the full non-government registration rate.

ANCILLARY EVENT

The National Association of Medicaid Program Integrity (NAMPI) is committed to producing an annual conference each year that is reflective of the ever-evolving landscape of interests and information for attendees, exhibitors, and sponsors. An added benefit of sponsoring the annual NAMPI Conference is the opportunity to host an ancillary event. Our commitment is to make each and every opportunity available for the broadest group to participate. In the spirit of inclusion, we require pre-approval for any ancillary gathering and function. Please read the information below and, if your organization would like to host an event, please complete the online [Ancillary Event Request Form](#).

ANCILLARY EVENT DEFINITION

An ancillary event is defined as any meal, meeting, gathering, or function hosted by a sponsoring organization off-site or at the designated conference venue which is outside the parameters of the NAMPI Conference, but concurrent with the dates of the NAMPI Conference, where a sub-group of NAMPI Conference attendees are invited to participate.



EXHIBITOR/SPONSOR BENEFITS & SERVICES [CONTINUED]

ANCILLARY EVENT GUIDELINES

- Any company interested in hosting an ancillary event, as defined above, must be a paid sponsor of the NAMPI Conference at the Platinum Level (\$10,000) or above.
- The event must comply with the approved time frames referenced below and be scheduled to permit attendees sufficient time to participate in official conference activities and sessions.
- The event must receive written approval by the NAMPI Board prior to available ancillary event space being assigned.
- Complimentary on-site ancillary event space is limited and is not guaranteed. If required, all fees associated with the procurement of on-site 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 first receive written approval from the NAMPI Board prior to making arrangements.
- All charges for services levied by the hotel and/or other venues are the sole responsibility of the sponsoring company.
- If a sponsoring company is requesting a multi-day event, completion of one form per event day is required.
- Violation of these guidelines may result in the company being prohibited from participation in future NAMPI conferences at the discretion of the NAMPI Board.

APPROVED ANCILLARY EVENT TIMES*

SUNDAY, AUGUST 16, 2020

Before 2:00 PM or after 7:15 PM

MONDAY, AUGUST 17, 2020

Before 8:30 AM or after 8:30 PM

TUESDAY, AUGUST 18, 2020

Before 8:30 AM or after 7:00 PM

WEDNESDAY, AUGUST 19, 2020

Before 8:30 AM or after 12:00 PM

**Timing is subject to change.*

EXHIBITOR INFORMATION



EXHIBITOR INFORMATION

Exhibit booths are sold separately from sponsorship packages

EXHIBIT HALL SCHEDULE

SUNDAY, AUGUST 16, 2020

8:00 AM – 4:00 PM Exhibitor Load In & Set Up
4:00 PM Booth Set Up Complete
5:00 PM – 7:00 PM Exhibit Hall Opening Reception

MONDAY, AUGUST 17, 2020

7:30 AM – 4:30 PM Exhibit Hall Open

TUESDAY, AUGUST 18, 2020

7:30 AM – 4:30 PM Exhibit Hall Open
5:30 PM – 9:30 PM Exhibit Hall Tear Down

WEDNESDAY, AUGUST 19, 2020

8:30 AM – 1:30 PM Exhibit Hall Tear Down

EXHIBITOR BENEFITS & RATES

SINGLE BOOTH: \$2,300

10' x 10' booth space
(1) 8' black drape & (2) 3' side drapes
(1) 6' draped table, (2) chairs, & wastebasket
(1) 7" x 44" ID sign
Nightly cleaning & trash removal
Sponsorship of Opening Reception
1 complimentary conference registration

DOUBLE BOOTH: \$4,000

10' x 20' booth space
(2) 8' black drapes & (2) 3' side drapes
(1) 6' draped table, (2) chairs, & wastebasket
(1) 7" x 44" ID sign
Nightly cleaning & trash removal
Sponsorship of Opening Reception
2 complimentary conference registrations

OFFICIAL EXPOSITION SERVICES

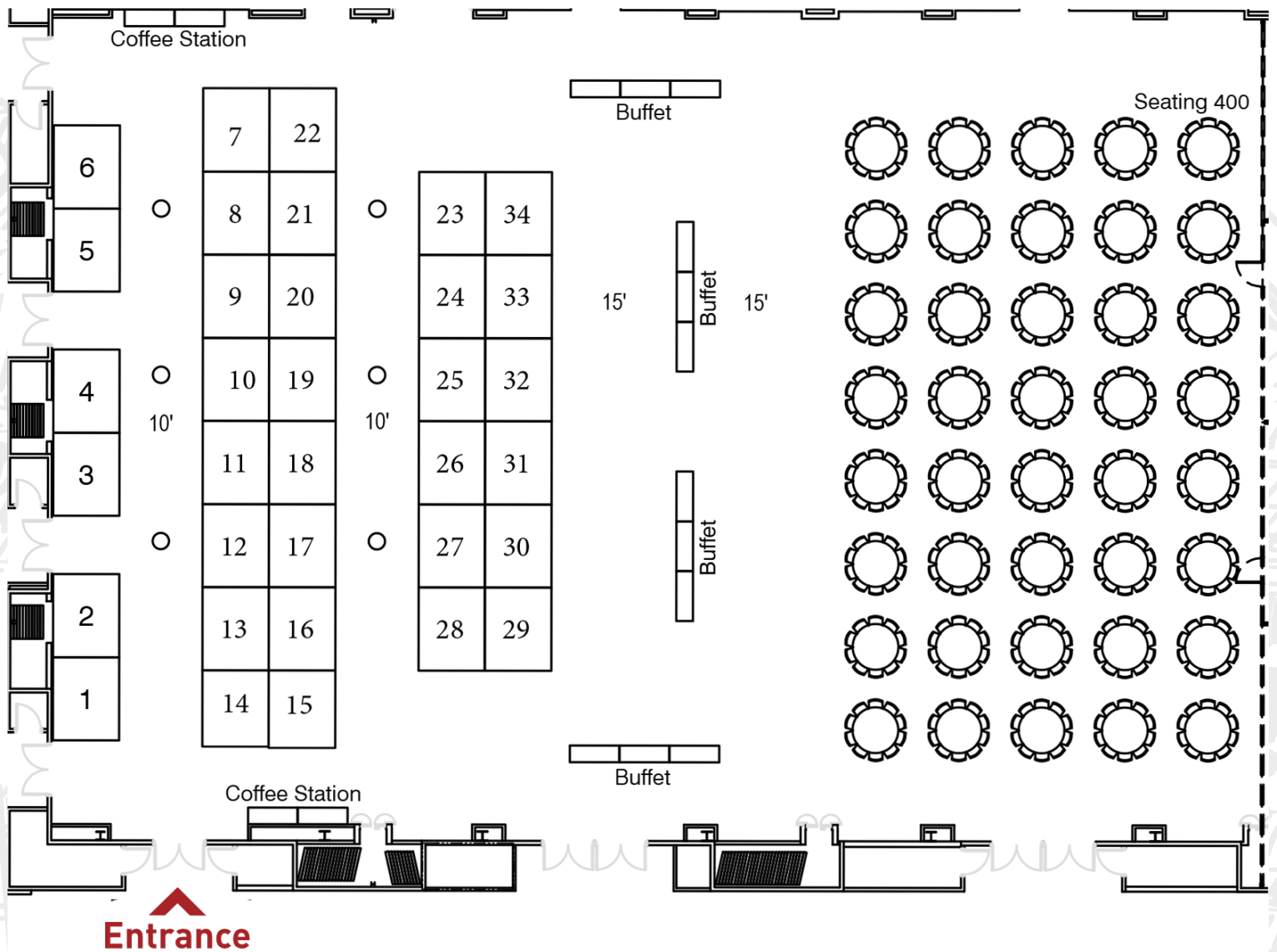
Alliance Exposition Services

Phone: (703) 525-2001 ext. 1

E-mail: services@alliance-exposition.com

**CLICK HERE TO
SECURE YOUR EXHIBIT BOOTH**

EXHIBIT HALL FLOOR PLAN





SPONSORSHIP OPPORTUNITIES: PREMIER PACKAGES

By purchasing one of NAMPI's premier sponsor packages, your organization will receive prominent recognition throughout the conference, premier exhibit booth placement (exhibit booths sold separately), complimentary conference registrations, and much more! Please see [PAGE 15](#) for details.

NAMPI RECEPTION\$60,000

NAMPI's premier event, the Reception held Monday night, is a can't-miss opportunity for all attendees. Guests enjoy the best the host city has to offer while mixing and mingling with colleagues.

NETWORKING EVENT\$27,500

After a full day of sessions on Tuesday, this event is a special opportunity to kick back, relax, and enjoy the company of fellow conference attendees.

KEYNOTE ADDRESS\$25,000

Essential to the success of the event, the keynote address is a thought-provoking, compelling, informative, and entertaining highlight of the annual conference.

INTERACTIVE\$12,500

Be the link that connects attendees to the conference and to each other. The interactive sponsorship includes the conference app, Wi-Fi, and audio/visual support.

CONFERENCE BAG\$10,000

Place your company logo on the always popular conference bags distributed to all attendees at check-in.

HOSPITALITY SUITE\$5,000

New for 2020, here is your opportunity to sponsor the popular NAMPI Hospitality Suite. Sponsorships are available for Sunday evening and Tuesday evening.

SPONSORSHIP INFORMATION



SPONSORSHIP OPPORTUNITIES: ELITE PACKAGES

By purchasing one of NAMPI's elite sponsor packages, your organization will receive prominent recognition throughout the conference, complimentary conference registrations, and much more! Please see [PAGE 16](#) for details.

PLATINUM \$10,000

HOTEL KEY CARDS \$8,000

GOLD \$7,500

CONFERENCE LANYARD \$7,000

SILVER \$5,500

BREAKS \$5,000

SPONSORSHIP OPPORTUNITIES: MEAL PACKAGES

By purchasing one of NAMPI's meal sponsor packages, your organization will receive recognition throughout the conference, premier exhibit booth placement (exhibit booths sold separately when the benefit is relevant), complimentary conference registrations, and much more! Please see [PAGE 17](#) for details.

EXCLUSIVE BREAKFAST \$20,000

SHARED BREAKFAST \$7,500

EXCLUSIVE LUNCH \$30,000

SHARED LUNCH \$10,000

SPONSORSHIP INFORMATION



SPONSORSHIP DETAILS: PREMIER PACKAGES WHAT'S INCLUDED

	NAMPI RECEPTION \$60,000	NETWORKING EVENT \$27,500	KEYNOTE ADDRESS \$25,000	INTERACTIVE \$12,500	CONFERENCE BAG \$10,000	HOSPITALITY SUITE \$5,000
Speaking opportunity during vendor breakout track (agenda placement contingent upon availability at time of commitment; topic and speaker[s] subject to approval by NAMPI board)	•	•	•	•	•	
Complimentary registrations	8	5	4	3	3	2
Premium booth placement if exhibiting at NAMPI (contingent upon availability at time of commitment; sold separately)	•	•	•	•	•	
Participation in NAMPI Exhibit Hall Bingo if exhibiting at NAMPI	•	•	•	•	•	•
Attendee list with contact information	•	•	•	•	•	
Attendee list with contact information purchased for an additional \$1,000						•
Two [2] Full-page ads	•					
One [1] Full-page ad		•	•			
One [1] Half-Page ad				•	•	
One [1] Quarter-Page ad						•
Individual recognition during event	•	•	•			
Individual recognition signage throughout venue during event	•	•				•
Individual recognition during Opening Session by NAMPI Board	•	•	•			
Opportunity to introduce the Keynote Speaker and to host a Keynote book signing (when available, for an added charge)			•			
Standalone electronic invitation to your event emailed to all conference attendees	•	•	•			
Individual recognition on conference app				•		
Wi-Fi network name and password chosen by sponsor				•		
Logo on conference bags					•	
Premium logo placement on all conference materials	•	•	•			
Logo on conference materials				•	•	•
Logo and 100-word description in conference program book & conference app	•	•	•	•	•	•
Company logo and website hyperlinked on the NAMPI conference website	•	•	•	•	•	•
One [1] promotional item to be included in NAMPI conference bag (item provided by sponsor)	•	•	•	•	•	•
One [1] piece of company collateral to be included in NAMPI conference bag (item provided by sponsor)	•	•	•	•	•	•
Logo/artwork on individual item						

SPONSORSHIP INFORMATION



SPONSORSHIP DETAILS : ELITE PACKAGES WHAT'S INCLUDED

	PLATINUM \$10,000	HOTEL KEY CARD \$8,000	GOLD \$7,500	CONFERENCE LANYARD \$7,000	SILVER \$5,500	BREAKS \$5,000
Speaking opportunity during vendor breakout track (agenda placement contingent upon availability at time of commitment; topic and speaker[s] subject to approval by NAMPI board)	•					
Complimentary registrations	3	2	2	2	1	1
Premium booth placement, if exhibiting at NAMPI (contingent upon availability at time of commitment; sold separately)	•					
Participation in NAMPI Exhibit Hall Bingo if exhibiting at NAMPI	•	•	•	•	•	•
Attendee list with contact information	•					
Attendee list with contact information purchased for an additional \$1,000		•	•	•	•	•
Two [2] Full-page ads						
One [1] Full-page ad						
One [1] Half-Page ad	•	•				
One [1] Quarter-Page ad			•	•		
Individual recognition during event						
Individual recognition signage throughout venue during event						
Individual recognition during Opening Session by NAMPI Board						
Opportunity to introduce the Keynote Speaker and to host a Keynote book signing (when available, for an added charge)						
Standalone electronic invitation to your event emailed to all conference attendees						
Individual recognition on conference app						
Wi-Fi network name and password chosen by sponsor						
Logo on conference bags						
Premium logo placement on all conference materials						
Logo on conference materials	•	•	•	•	•	•
Logo and 100-word description in conference program book & conference app	•	•	•	•	•	•
Company logo and website hyperlinked on the NAMPI conference website	•	•	•	•	•	•
One [1] promotional item to be included in NAMPI conference bag (item provided by sponsor)	•	•				
One [1] piece of company collateral to be included in NAMPI conference bag (item provided by sponsor)	•					
Logo/artwork on individual item		•				•

SPONSORSHIP INFORMATION



SPONSORSHIP DETAILS : MEAL PACKAGES WHAT'S INCLUDED

	EXCLUSIVE BREAKFAST \$10,000	SHARED BREAKFAST \$7,500	EXCLUSIVE LUNCH \$30,000	SHARED LUNCH \$10,000
Speaking opportunity during vendor breakout track (agenda placement contingent upon availability at time of commitment; topic and speaker[s] subject to approval by NAMPI board)	•		•	•
Complimentary registrations	4	2	5	3
Premium booth placement, if exhibiting at NAMPI (contingent upon availability at time of commitment; sold separately)	•		•	
Participation in NAMPI Exhibit Hall Bingo if exhibiting at NAMPI	•	•	•	•
Attendee list with contact information	•		•	•
Attendee list with contact information purchased for an additional \$1,000		•		
Two [2] Full-page ads				
One [1] Full-page ad	•		•	
One [1] Half-Page ad				•
One [1] Quarter-Page ad		•		
Individual recognition during event				
Individual recognition signage throughout venue during event	•		•	
Premium logo placement on all conference materials	•		•	
Logo on conference materials		•		•
Logo and 100-word description in conference program book & conference app	•	•	•	•
Company logo and website hyperlinked on the NAMPI conference website	•	•	•	•
One [1] promotional item to be included in NAMPI conference bag (item provided by sponsor)	•		•	•
One [1] piece of company collateral to be included in NAMPI conference bag (item provided by sponsor)	•		•	•

SPONSORSHIP OPPORTUNITIES: MEALS

Sponsors have the opportunity to be the exclusive breakfast or lunch sponsor or they can partner with other companies to share the sponsorship. If your company is interested in the shared sponsorship, you do not have to find another company to partner with.

**CLICK HERE TO
SECURE YOUR
SPONSORSHIP**



SPONSORSHIP DETAILS:

ATTENDEE LIST \$2,500/\$1,000

WHAT'S INCLUDED

The attendee list can be used for the purpose of a one-time pre-conference and one-time post-conference e-mail. The list will include the attendee's name, title, organization, mailing address, e-mail address, and phone number. The list will be sent two weeks prior to the conference and one week after the conference.

All sponsors at the Platinum level (\$10,000) and above will receive the added benefit of access to conference attendee information for the purpose of a one-time pre-conference and one-time post-conference e-mail. All other sponsors may purchase a copy of the attendee list for \$1,000; exhibitors may purchase a copy of the list for \$2,500.

The list is only to be used for one pre-conference and one post-conference e-mail. If this benefit is abused, the sponsor/exhibitor may not be able to secure the list for future conferences.

Attendees will have the option to opt-out of both lists and their names and information will not be included.

TERMS & CONDITIONS



DAMAGE TO EXHIBIT FACILITIES

The exhibitor must surrender occupied space in the same condition in which it was received. The exhibitor or his/her agent shall not injure or deface the walls, columns, or floors of the exhibit facilities; the booths; or the equipment or furniture in the booth. When such damage occurs, the exhibitor shall be liable to the owner of the property so damaged.

ELIGIBILITY TO EXHIBIT

NAMPI reserves the right to determine the acceptability of applications for exhibit space. The products or services to be exhibited must be of professional or educational interest or of benefit to the registrants and, in the opinion of NAMPI, related to the field of Medicaid program integrity.

EXHIBIT BOOTH ACTIVITY

All exhibit booth activity must occur within the assigned exhibit space, adhere to professional standards, and may not impede conference flow, line of sight, or otherwise be deemed intrusive or offensive to other exhibitors or attendees at the discretion of the NAMPI Board and Conference Management Team. Any violation of these guidelines may result in immediate dismissal of the exhibitor from the conference without refund.

LIABILITY

exhibitor shall be fully responsible to pay for any and all damages to property owned by the Louisville Marriott Downtown and its owners or managers resulting from any act or omission of the exhibitor. exhibitor's liability shall include all losses, costs, damages, or expenses arising from, out of, or by reason of, any accident or bodily injury or other occurrences to any person or persons, including the exhibitor, its agents, employees, and business invitees which result from, or out of, the exhibitor's occupancy and use of the exposition premises or any part thereof.

INDEMNIFICATION

The exhibitor waives all claims of any kind against NAMPI and its respective representatives and agents arising from the conduct of the Exhibition, and agrees that none of the parties referred to above shall be liable for any loss, damage or destruction of property belonging to the exhibitor, its agents, or its employees, nor for any personal injury that may occur to the exhibitor, its agents, or employees, nor for any other loss or damages.

NAMPI LOGO

The NAMPI logo is the property of NAMPI and may not be used without written permission from the NAMPI Board.

PRODUCT PRESENTATIONS ON EXHIBIT FLOOR

Presentations to or distribution of marketing materials targeting NAMPI attendees is restricted to the exhibit floor and only by sponsoring organizations. Approved ancillary events, as outlined on [PAGE 9](#) of this document, are exempt from this restriction. Violation of this policy may result in dismissal from the NAMPI conference without a refund.

REFUNDS

Attendee registrations are non-refundable at any point after they are purchased. Registrations can be transferred to a colleague at no cost, but no refunds will be issued.

USE OF CONFERENCE SPACE

No firm, organization, exhibitor, or group of exhibitors may sponsor a meeting or present technical information as part of a planned program for those attending the annual conference without written approval by the NAMPI Board, since these gatherings meet the definition of an ancillary event as defined on [PAGE 9](#). Requests for use of function space for internal staff meetings, sales meetings, or other internal business occurring during the time frame of the conference must be approved in writing by the NAMPI Board.



The Greatest
1942-2016



WWW.NAMPI.NET

Louisville, Kentucky