

## Exhibitor Information

<https://bwc.expoplanner.com/medical/>



*Connect with Ohio's Health-Care Providers*

# Second Annual Ohio Workers' Compensation Medical & Health Symposium

March 9 – 10, 2017  
Hyatt Regency Columbus  
350 N. High St., Columbus, Ohio

# Welcome

We invite you to join us at the Ohio Workers' Compensation Medical & Health Symposium 2017. This **two-day symposium** is a great opportunity to have quality face-to-face interaction with hundreds of Ohio health-care providers who are decision makers. They are eager to hear how your services and solutions can benefit their treatment of Ohio's injured workers.

Our symposium features innovative presentations from leading national and state experts in these fields.

- Chiropractic medicine
- Neurology
- Neuromodulation
- Occupational medicine
- Orthopedic surgery
- Pain management
- Physical medicine and rehabilitation

**In addition, the symposium runs in conjunction with BWC's Ohio Safety Congress & Expo. More than 7,000 people attended the 2016 event.**

If you want your message to reach health-care providers who treat or manage patients with work-related injuries, then plan to exhibit at our symposium.

Our event has a projected attendance of 400 professionals who serve Ohio's injured workers in these fields.

- Case managers
- Chiropractors
- Medical directors of managed care organizations (MCOs)
- Nurse practitioners
- Occupational health and rehabilitation nurses
- Pharmacists
- Physicians
- Psychologists
- Physician assistants
- Rehabilitation professionals
- Therapists (occupational and physical)

Don't delay! Reserve your exhibit space today by completing the exhibitor agreement.

## **For more information contact:**

### **Chris Angles**

Medical Operations Project Lead  
BWC's Medical & Health Services Division  
Phone: 614-728-5508  
Email: Christopher.A.1@bwc.state.oh.us

## BWC Facts

Established in 1912, BWC provides workers' compensation insurance to more than 250,000 public and private Ohio employers. With nearly 2,000 employees and assets of approximately \$30 billion, we're the largest state-run insurance system in the United States.

Our mission is to protect Ohio's workers and employers through the prevention, care and management of workplace injuries and illnesses at fair rates. For more information, visit [www.bwc.ohio.gov](http://www.bwc.ohio.gov).

# Symposium Schedule

Thursday, March 9, 2017

Time	Session	Speaker
7 – 8 a.m.	Registration	
8 – 8:15 a.m.	Welcome and Introduction	Stephen Woods, M.D. Chief Medical Officer, BWC Columbus, Ohio
8:15 – 9:15 a.m.	Managing Pain and Return to Work Early: Before It's too Late	James W. Atchison, DO Medical Director, Rehabilitation Institute of Chicago (RIC) - Center of Pain Management Chicago, Ill.
<b>9:15 – 9:30 a.m.</b>	<b>Exhibit break 1</b>	
9:30 – 10:30 a.m.	Managing the Changing Needs of the Aging Injured Worker	Kevin T. Glennon, RN, BSN, CDMS, CWCP, QRP Vice President of Clinical Services One Call Care Management Jacksonville, Fla.
<b>10:30 – 10:45 a.m.</b>	<b>Exhibit break 2</b>	
10:45 – 11:45 a.m.	Approaches to Non-Opioid Treatment Options	Jeffrey L. Hunter, MSc, DC, DO, FAAFP Chief Medical Officer, Molina Healthcare Columbus, Ohio  Robin A. Hunter, DC, ICSSD, FIAMA, FICC Sports Medicine and Rehabilitation Chiropractor, Acupuncturist, Private Practice Columbus, Ohio
<b>11:45 a.m. – 1p.m.</b>	<b>Lunch and exhibits</b>	
1 – 2 p.m.	Periarticular Injuries of the Lower Extremity	Matthew Levy, M.D. Orthopedic Surgeon Saint Vincent Charity Hospital and Co-Medical Director, 1-888-OHIOCOMP Cleveland, Ohio
<b>2 – 2:15 p.m.</b>	<b>Exhibit break 3</b>	
2:15 – 3:15 p.m.	Neuromodulation Advances for Management of Chronic Disease	Ali R. Rezai, M.D. Associate Dean of Neuroscience and Director of the Neurological Institute, The Ohio State University Wexner Medical Center Columbus, Ohio
<b>3:15 – 3:30 p.m.</b>	<b>Exhibit break 4</b>	
3:30 – 4:15 p.m.	Using the ODG Guidelines for Evidence-based Care Management	Phil LeFevre Senior Vice President of Business Develop- ment, Work Loss Data Institute LLC Austin, Texas
<b>4:15 – 4:30 p.m.</b>	<b>Exhibit break 5</b>	
4:30 – 5:30 p.m.	Concussion	Gerald Steiman, M.D. Steiman Neurology Group Columbus, Ohio

# Symposium Schedule

Friday, March 10, 2017

Time	Session	Speaker
7 – 8 a.m.	Registration	
8 – 9 a.m.	The Perfect Storm: Pathophysiology of Controlled Substance Misuse and Addiction	Susan K. Blank, M.D. Founder and Chief Medical Officer Atlanta Healing Center Norcross, Ga.
<b>9 – 9:15 a.m.</b>	<b>Exhibit break 1</b>	
9:15 – 10:15 a.m.	The Transition from Acute to Chronic Pain	Richard W. Rosenquist, M.D. Chairman, Department of Pain Management Cleveland Clinic Cleveland, Ohio
<b>10:15 – 10:30 a.m.</b>	<b>Exhibit break 2</b>	
10:30 – 11:30 a.m.	CRPS: Mechanisms and Outcomes of Treatment	James W. Atchison, DO Medical Director, RIC - Center of Pain Management Chicago, Ill.
<b>11:30 a.m. – 12:45 p.m.</b>	<b>Lunch and exhibits</b>	
12:45 – 1:45 p.m.	The Psycho Neurobiology of Pain: Up Pain, Down Pain, Good Brain, Bad Brain	Michael Coupland, CPsych, RPsych, CRC Network Medical Director, IMCS Group Inc. West Palm Beach, Fla.
<b>1:45 – 2 p.m.</b>	<b>Exhibit break 3</b>	
2 – 2:30 p.m.	Personalized Assessment of Low Back Disorders	William S. Marras, Ph.D. CPE Director, Spine Research Institute The Ohio State University Columbus, Ohio
<b>2:30 – 2:45 p.m.</b>	<b>Exhibit break 4</b>	
2:45 – 4 p.m.	Lumbar Discography and Failed Back Surgery Syndrome in Workers' Compensation Patients	Nicholas U. Ahn, M.D. Orthopaedic Surgeon, University Hospitals of Cleveland Cleveland, Ohio

# Exhibitor Agreement

## Ohio Workers' Compensation

### Medical & Health Symposium

March 9 – 10, 2017

Hyatt Regency Columbus

350 N. High St., Columbus, Ohio 43215



**YES!** I would like to exhibit at the second annual Ohio Worker's Compensation Medical & Health Symposium.

Contact person:	Date:	
Company name:		
Address:		
City:	State:	ZIP code:
Phone:	Fax:	
Email:	Website:	
Name(s) of representative(s) exhibiting at the symposium:		
Product/service description:		
<b>Exhibitor Package - \$1,000</b> <ul style="list-style-type: none"><li>■ Six-foot skirted table with two side chairs</li><li>■ Electric and internet provided</li><li>■ Company name included in the official <i>BWC Ohio Safety Congress/Medical &amp; Health Symposium Guide</i> (requires signed agreement prior to the print deadline)</li><li>■ Company name included in the Medical &amp; Health Symposium promotional materials and on the symposium website</li><li>■ Limited number of exhibitor booths are available</li></ul>		
<b>Payment method</b> <ul style="list-style-type: none"><li><input type="checkbox"/> Enclose a check payable to: <b>Ohio Safety Congress &amp; Expo</b></li><li><input type="checkbox"/> Credit card type: MasterCard / Visa / American Express<ul style="list-style-type: none"><li>■ Please call BWC at 614-466-7695 to process your credit card. (DO NOT provide your card number on this form.)</li></ul></li></ul> Cardholder's name and phone number: _____ Cardholder signature: _____ (BWC cannot accept electronic signature.)		
<b>CME disclaimer</b> <p>Direct sales or promotional activities are prohibited while in the space of the CME activity. Symposium exhibitor space is for educational purposes only. Exhibitors may discuss their products and services, but are not permitted to do so in a sales manner or perform direct sales.</p>		
<b>Agreement</b> <p>BWC reserves the exhibitor packages on a first-come basis. Promotional material and signage inclusion requires a signed agreement prior to print deadlines.</p> <p>I have read and accepted the terms and conditions set forth here in and in the exhibitor information package.</p> Signature: _____ Date: _____		
<b>Submission</b> <p>Send signed application to:</p> <ul style="list-style-type: none"><li>■ BWC/Ohio Workers' Compensation Medical &amp; Health Symposium 13430 Yarmouth Drive Pickerington, Ohio 43147</li><li>■ Email: <a href="mailto:SafetyCongress@bwc.state.oh.us">SafetyCongress@bwc.state.oh.us</a></li><li>■ FAX: 614-365-4971</li></ul>	<b>For more information contact:</b> <b>Chris Angles</b> Medical Operations Project Lead BWC's Medical Services & Health Division Phone: 614-728-5508 Email: <a href="mailto:Christopher.A.1@bwc.state.oh.us">Christopher.A.1@bwc.state.oh.us</a>	

## Terms and Conditions for Exhibitor

---

This application, upon acceptance by the Ohio Bureau of Workers' Compensation, hereafter referred to as BWC, immediately creates a binding contract between the Exhibitor and BWC. AN AUTHORIZED SIGNATURE ABOVE SIGNIFIES THE EXHIBITOR'S INTENTION TO BE BOUND BY THE TERMS OF THIS CONTRACT. BWC reserves the right to reject an Exhibitor's application to participate. The contract shall contain, without alteration, all the terms and conditions governing the agreement between BWC and the Exhibitor. Any alteration to the terms and conditions of the contract by an applicant shall immediately cause rejection of the Exhibitor's application. Failure to meet or perform within the terms and conditions set forth in the contract shall permit BWC to immediately rescind or cancel the contract and to remove the Exhibitor from the event. In that event, the Exhibitor will not receive a refund.

In consideration of the space allotted, the Exhibitor agrees to comply with the conditions and rules set forth herein, and in the exhibitor promotional materials. It is understood and agreed that, in the event of failure or inability to fulfill its contract for space rental or to furnish space due to fires, strike, authority of law, act of God, or for any other reason, BWC agrees to refund all deposits and other monies paid hereunder. In that event, this agreement shall be deemed cancelled by mutual consent, and BWC shall be relieved from all responsibility there under. It is further understood and agreed that all exhibits are at the Exhibitor's risk.

## Agreement

---

### 1. Description of booths —

- "Booth" consists of approximately one six-foot table, skirt, and two chairs as provided by the Hyatt Regency Columbus.
- Exhibitor shall be responsible for making its exhibit accessible to persons with disabilities as required by the Americans with Disabilities Act and shall hold BWC and the Ohio Workers' Compensation Medical & Health Symposium harmless from any consequence of exhibiting or failure in this regard.

### 2. Eligibility of exhibitors —

- Eligibility is limited to individual and companies who supply products and/or services specifically related to the following industries: medical, health care, pharmacy and rehabilitation. Additional companies that are deemed appropriate by BWC are also eligible. BWC reserves the right to deny participation to any company whose business is determined, at BWC's sole discretion, to be inappropriate for the event.
- BWC shall have the sole right to determine the eligibility of exhibits, including, but not limited to: companies, products, systems, services, booth graphics, printed matter distributed at the conference, souvenirs, giveaways, costumes and booth personnel attire, and all other exhibition features and activities.
- The Exhibitor agrees not to display products or literature that are not regularly sold or distributed by him/her, except as deemed acceptable by BWC to illustrate the applications of his products.
- Exhibitor shall not in any manner indicate that a BWC endorsement or approval of its product or service has been given by BWC.
- It is the Exhibitor's responsibility to receive prior written approval from BWC for any product demonstration or display which is not within standard exhibition industry procedures and/or may be questionable in nature.
- BWC reserves the right to alter or close any questionable exhibit that does not obtain prior written authorization. No refund shall be due under such circumstances.
- BWC reserves the right to prohibit or require the removal of any display or exhibit or any part of an exhibit, which it deems unsuitable, or not in keeping with the character of the event.

### 3. Booth space location —

- At the discretion of BWC and the Ohio Workers' Compensation Medical & Health Symposium.

### 4. Booth services, equipment, electric and utilities —

- Booth fees include one internet connection and one power strip of electricity or other special services or utilities beyond that included in the booth fee may be contracted with AV vendor. All connections will be made by the appropriate contractor.
- BWC will provide order forms containing rates and information for additional services, equipment, electric and utilities in advance of the Ohio Workers' Compensation Medical & Health Symposium. All expenses for services beyond one power strip and one internet connection are to be paid by the Exhibitor.
- Displays and Decorations - Merchandise, signs, decorations or display fixtures shall not be pasted, taped, nailed or tacked to walls of the facility. No signs, advertising devices or merchandise shall be displayed outside the exhibit space. BWC reserves the right to approve all signs and decorations before display at the symposium.

### 5. Booth personnel —

- During conference hours all booths must be kept open and properly staffed. Premature packing and/or dismantling will not be permitted and may result in probation or permanent removal from BWC events.

### 6. Installing and dismantling exhibits —

- Set up permitted the night before from 3 to 6 p.m., Wednesday, March 8, and one hour prior to registration, 6 a.m. to 7 a.m., on Thursday, March 9.
- Tear down may begin during the final session beginning after 2:45p.m., on Friday, March 10.
- All display materials must be removed from the facility one hour after the conference closes. Overtime rates may apply before 6 a.m. and after 5 p.m. each day.

## 7. Shipping —

- Exhibitors may ship exhibit materials directly to the hotel facility. Storage facilities for packing and shipping must be contracted with the Hyatt. The Hyatt will provide advance shipping and storage instructions in advance of the Ohio Workers' Compensation Medical & Health Symposium. Carts may be provided by the service contractor on a first-come, first-served basis. BWC recommends that Exhibitors provide their own cart.

## 8. Cancellation and refunds —

- BWC must receive all cancellation requests in writing. Cancellation requests received through Jan. 6 will be refunded less a \$100 processing fee. Cancellation requests received Jan. 7 and after will not be refunded. BWC reserves the right to resell any cancelled booth space, promotions or advertising. This refund policy does not apply to any food/beverage event promotions or sponsorship; all payments are final.

## 9. Promotions and advertisements —

- BWC reserves the rights to reject or request revision of any artwork or content submitted for a promotion or advertisement.

## 10. Contract for space —

- All contracts are subject to the rules herein given. All applications must be accompanied by full payment in the form of check or authorized credit card signature to cover the total cost of booth space, promotions, sponsorship, and/or advertising. No Exhibitor shall assign, sublet or apportion the whole or any part of the booth space, promotions or advertising, nor exhibit therein, nor permit any other party to exhibit therein, any other goods than those manufactured or handled by the Exhibitor in the regular course of their business, nor permit any representative or firm or company not exhibiting to solicit business or take orders in their space without the written permission from BWC. The Exhibitor must comply with and be bound by all laws, ordinances and regulations of the country, state, county and city, and wherever applicable, of the police and fire departments.

## 11. Use of facility —

- Agents, solicitors and representatives of Exhibitors selling commercial products shall not be permitted to use sample rooms or space elsewhere in the convention facility for product sales or display. Advertising, solicitation and distribution of literature of commercial products shall not be permitted except from the exhibit booths.

## 12. Food and beverage —

- The rights to all concessions are reserved by the convention facility, and the Exhibitor will not be permitted to sell or distribute any soft drinks, tobacco products, confections or food for consumption on the premises without permission from BWC, the convention facility and the facility's exclusive food service provider.

## 14. Music —

- Music may not be played in any form without the proper license of copyrighted music.

## 15. Limitation of liability —

- It is expressly understood that BWC and the convention facility will not be responsible for loss or damage which might ensue from any cause in connection with transfer, installation, maintenance, or removal of exhibits, or from management of the event. BWC will not be responsible in any way for goods while in storage and no Bailment is created as to Exhibitor's goods. BWC and its officers, staff members, employees, agents, and representatives shall not, under any condition or circumstances, be responsible for any loss sustained by any Exhibitor or any other person by reason of fire, theft, water, personal injuries, or from any act or omission whatsoever. Although the convention facility places a night watchman on duty, this does not guarantee Exhibitors against loss by theft or otherwise. All rules and regulations for the event are a part of this contract, including but not limited to the Exhibitor Information Package and advertising materials. It is expressly understood that BWC does not assume responsibility for extra charges for carpenter work, shelving, wiring, special decoration, furnishings, etc.
- Each Exhibitor agrees that it shall assume sole responsibility for any damages to property or injuries to person, and shall indemnify, defend, and hold harmless BWC, the Ohio Workers' Compensation Medical & Health Symposium, the security firm, the convention facility, the general contractor and all of their collective officers, employees, agents and members for any and all alleged claims and liabilities which might ensue from any cause whatsoever, including any actions of any kind generally, and specifically, personal injuries to any Exhibitors, officer, staff members, employees, agents, representatives, attendees and guests. Exhibitors shall obtain insurance to cover damage or loss to exhibit material and general commercial liability insurance against injury to the person or property of others. The duty to indemnify BWC and to obtain insurance does not apply to state agencies that cannot constitutionally agree to indemnification or to other agencies or persons with governmental immunity from liability.
- IN NO EVENT SHALL BWC BE LIABLE FOR ANY INDIRECT OR CONSEQUENTIAL DAMAGES, INCLUDING LOSS OF PROFITS, EVEN IF THE BUREAU HAD BEEN ADVISED, KNEW, OR SHOULD HAVE KNOWN OF THE POSSIBILITY OF SUCH DAMAGES.
- It is understood that all costs, fees, and expenses incurred by an Exhibitor as a result of any legal action against the Exhibitor shall be the sole responsibility of the Exhibitor. Reimbursement by way of Contribution, indemnification, or otherwise shall not be sought against BWC or the conference. BWC shall not be held liable for said costs, fees, and expenses and the Exhibitor shall be liable to BWC for any costs, fees, and expenses incurred by BWC in defending any such action by the Exhibitor.

## 16. Authority of show management —

- BWC reserves the right to remove any Exhibitor, its assignees, or subletters in the event the Exhibitor violates any of these rules or provisions of the contract. All matters not explicitly covered in these rules are subject to the decision of BWC management. All Exhibitors must abide by decisions made by management.