

# **ATS 2021** INTERNATIONAL CONFERENCE

# MAY 14-19, 2021



# Breakthroughs in **Respiratory Science**

# Sponsorship **Opportunities**

ATS 2021 is a fully virtual experience that brings together pulmonary, critical care and sleep professionals from those in the earliest stages of their careers to those whose research or strides in clinical care has gained them international recognition.

# **Join the Experience!**



https://conference.thoracic. org/exhibitors/promotionalopportunities/

# Connect with an estimated 10,000 pulmonary, critical care and sleep professionals!

ATS 2021 showcases the latest advances and discoveries in respiratory science, patient care, and global respiratory health. At a unique moment in history, these breakthroughs shape our future as scientists, healthcare professionals and leaders in the field.

Participating at ATS 2021 demonstrates the level of commitment your organization has to shaping the future of pulmonary, critical care and sleep medicine.



# **DEMOGRAPHICS**

## **ATS 2020 Registered Attendance:**

**TOTAL ATTENDANCE** 





## **Top Five Degrees**



# Please note attendees could select more than one response

# **Specialty Areas**

Top 25 Specialty Areas	Count	% of Total
Pulmonary - Adult	3,130	48.61%
Critical Care - Adult	1,491	23.16%
Clinical Practice	1,269	19.71%
Research - Clinical	1,021	15.86%
Internal Medicine	870	13.51%
Education/Teaching	791	12.28%
Research - Basic Science	672	10.44%
Allergy and Immunology	591	9.18%
Pulmonary - Pediatric	585	9.09%
Sleep Medicine	587	9.12%
Pediatrics	430	6.68%
Respiratory Therapy	400	6.21%
Cell and Molecular Biology	329	5.11%
Immunology	323	5.02%
Business/Management	277	4.30%
Infectious Disease	277	4.30%
Research - Epidemiology	245	3.80%
Assistant Professor	243	3.77%
Medical or Scientific Affairs	202	3.14%
Pharmacology	196	3.04%
Public Health	167	2.59%
Post Doctoral	161	2.50%
Epidemiology	162	2.52%
Critical Care - Other	163	2.53%
Interventional Pulmonology	157	2.44%

## **Top Topics of Interest**

Top 25 Topics of Interest	Count	% of Total
Asthma	2,933	45.55%
COPD	2,573	39.96%
Interstitial Lung Diseases, Other	1,787	27.75%
Idiopathic Pulmonary Fibrosis	1,741	27.04%
Bronchiectasis	1,461	22.69%
Pneumonia	1,443	22.41%
Pulmonary Hypertension	1,400	21.74%
ARDS	1,391	21.60%
Infectious Lung Diseases, Other	1,217	18.90%
Lung Cancers	1,165	18.09%
Respiratory Failure/Injury, Other	1,085	16.85%
Sepsis	1,026	15.93%
Tuberculosis	968	15.03%
Obstructive Sleep Apnea	960	14.91%
Cystic Fibrosis	951	14.77%
Cough	948	14.72%
Bronchoscopy	939	14.58%
Air Movement and Airways Diseases,	940	14.60%
Pleural Effusion	928	14.41%
Pulmonary Vascular Diseases, Other	894	13.88%
Sarcoidosis	874	13.57%
Pleural Infections	790	12.27%
Pulmonary Embolism/Deep Vein	767	11.91%
Chronic Thromboembolic Pulmonary		
Hypertension	768	11.93%
Mechanical Ventilation	758	11.77%

# **Top Work Settings**



## **Top Attendee States**



# **Top Attendee Countries**



conference.thoracic.org/exhibitors/promotional-opportunities/

## **SPONSORSHIP ON THE VIRTUAL PLATFORM**

Increase visibility at ATS 2021 with exclusive marketing and promotional opportunities, maximizing visibility for your company or brand.

Broaden your exposure on the virtual platform with premium banner opportunities that can link to your virtual exhibit or website!



Opportunity	Description	Sponsor Benefit	Locations	Specs	Space Reservation Deadline	Materials Due	Number of Opps	Price
VIRTUAL PLATFORM								
Home Page Banner	Premium placement on the first page that is seen each time an attendee logs into ATS 2021	Link to sponsor website, a specific page, session, or booth Reporting can showcase banner clicks that are linked to a sponsor booth within the platform.	3 shuffled, rotating banners at the top and 3 static rectangles across the bottom		3/19/2021	3/29/2021	3 top banners 3 bottom rectangles	\$32,000 each for top banner \$16,000 each for bottom banner
Attendee Dashboard Banner	One-click from the home page to access the attendee dashboard	Link to sponsor website, a specific page, session, or booth Reporting can showcase banner clicks that are linked to a sponsor booth within the platform.	3 shuffled, rotating banners at the top and 3 static rectangles across the bottom	N P	3/19/2021	3/29/2021	3 top banners 3 bottom rectangles	\$28,000 each for top banner \$14,000 each for bottom banner
Agenda Page Banner	One-click from the home page and attended dashboard to access the agenda	Link to sponsor website, a specific page, session, or booth Reporting can showcase banner clicks that are linked to a sponsor booth within the platform.	3 shuffled, rotating banners at the top and 3 static rectangles across the bottom		3/19/2021	3/29/2021	3 top banners 3 bottom rectangles	\$24,000 for top banner \$12,000 each for bottom banner
Exhibit Directory (All Companies) Banner	Main directory with all exhibitors accessible from the home page A featured directory that provides quick	platform.	3 shuffled, rotating banners at the top	1380x200 - 200px for the sponsor's ad + 85px below the sponsor's ad in HEX#F5F5F5 added by the sponsor/jpg or png	3/19/2021	3/29/2021	3	\$10,000 each
New Product Showcase Banner	access for attendees to easily locate specia areas of interest	ty						\$5,000 each
Demo Zone Banner								\$2,500 each
Pharmaceutical Banner								\$5,000 each
Medical Device Banner								\$5,000 each
Software Banner								\$2,500 each
Patient Education Banner								\$2,500 each
Recruiter Banner								\$2,500 each
<b>Publication Banner</b>								\$2,500 each
Abstract Presentation Site Banner	Premium placement on the Abstract presentation site - generated over 300 click to the exhibitor's booth in ATS 2020 Virtual	Link to sponsor website, a specific page, session, or booth Reporting can showcase banner clicks that are linked to a sponsor booth within the platform.	Shuffled, rotating top banner - 1 ATS banner and 2 sponsored banners - and bottom banner	1380x200 - 200px for the sponsor's ad + 85px below the sponsor's ad in HEX#F5F5F5 added by the sponsor/jpg or png		3/29/2021	1	\$50,000
OTHER								
Attendee Welcome Box	Leave a lasting impression with on 1,500 domestic pulmonary professionals with a Welcome Box! The box is delivered to the attendee in early May with a welcome letter ATS goodies, and promotional information.	Premium sponsor - Branding outside on the sleeve of the box (left, right, and back of the box), recognition in the welcome letter (text only), and 1 insert included Inserts (4) - promote your exhibit, product, or industry program		TBD	3/12/2021	4/12/2021		Premium: \$60,000 Individual inserts: \$15,000 ead

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# Sponsor the ATS Welcome Box

Leave a lasting impression on 1,500 domestic pulmonary professionals with the ATS 2021 Welcome Box! The box is delivered to the attendee in early May with a welcome letter, ATS goodies, and promotional information.

### **DIGITAL MARKETING**

Exclusive banner ads placed prominently at the top of the email below the ATS header. It is a great way to gain brand awareness, drive traffic to your website, highlight disease state education or other initiative by company.

# Digital Marketing Opportunities

Deployment Date	Space Reservation Deadline	Banner Ad Deadline	Marketing Email Opportunity	Specs	Metrics	Metrics from ATS 2020 Virtual	Audience	Sent in Personas*?	Cost
3/9/2021	2/23/2021	2/25/2021	Two Days Until Early Bird Deadline	600x100 pixels - preferred file type: jpg	Unique open rate, click rates, successful deliveries, and time spent viewing email Available to the sponsor one week after the email deployment		Reach over 26,000, consisting of active ATS members, prospects, 2018-2020 Abstract and Journal authors, and ATS 2020 Virtual Conference registrants.	Y	\$15,000
/15/2021	3/1/2021	3/3/2021	Marketing to Prospects #1: Program Live	600x100 pixels - preferred file type: jpg	Unique open rate, click rates, successful deliveries, and time spent viewing email Available to the sponsor one week after the email deployment		Reach over 26,000, consisting of active ATS members, prospects, 2018-2020 Abstract and Journal authors, and ATS 2020 Virtual Conference registrants.	Y	\$15,000
/29/2021	3/15/2021	3/17/2021	ePreview 1	600x100 pixels - preferred file type: jpg	Unique open rate, click rates, successful deliveries, and time spent viewing email Available to the sponsor one week after the email deployment		Reach over 26,000, consisting of active ATS members, prospects, 2018-2020 Abstract and Journal authors, and ATS 2020 Virtual Conference registrants.	Y	\$15,000
ARCH TBD	MARCH TBD	MARCH TBD	Marketing to Prospects #2: TBD	600x100 pixels - preferred file type: jpg	Unique open rate, click rates, successful deliveries, and time spent viewing email Available to the sponsor one week after the email deployment		Reach over 26,000, consisting of active ATS members, prospects, 2018-2020 Abstract and Journal authors, and ATS 2020 Virtual Conference registrants.	N	\$12,000
PRIL TBD	APRIL TBD	APRIL TBD	ATS 2021 Career Guide + Networking	600x100 pixels - preferred file type: jpg	Unique open rate, click rates, successful deliveries, and time spent viewing email Available to the sponsor one week after the email deployment		Reach over 26,000, consisting of active ATS members, prospects, 2018-2020 Abstract and Journal authors, and ATS 2020 Virtual Conference registrants.	Ν	\$12,000
PRIL TBD	APRIL TBD	APRIL TBD	ePreview 2: Industry	600x100 pixels - preferred file type: jpg	Unique open rate, click rates, successful deliveries, and time spent viewing email Available to the sponsor one week after the email deployment	Average Open Rate: 42% Average Unique Click-Through Rate: 2.3%	Reach over 26,000, consisting of active ATS members, prospects, 2018-2020 Abstract and Journal authors, and ATS 2020 Virtual Conference registrants.	Y	\$15,000
5/13/2021	4/1/2021	5/3/2021	ePreview 3: Know Before You Go	600x100 pixels - preferred file type: jpg	Unique open rate, click rates, successful deliveries, and time spent viewing email Available to the sponsor one week after the email deployment	Average Open Rate: 54.3% Average Unique Click-Through Rate: 22.2%	ATS 2021 Conference Registrants	Y	\$18,000
/14/2021	4/1/2021	5/4/2021	eDaily, Day 1	600x100 pixels - preferred file type: jpg	Unique open rate, click rates, successful deliveries, and time spent viewing email Available to the sponsor one week after the email deployment	Open Rate: 65.5% Unique Click-Through Rate: 28.2%	ATS 2021 Conference Registrants	Ν	\$18,000
/15/2021	4/1/2021	5/5/2021	eDaily, Day 2	600x100 pixels - preferred file type: jpg	Unique open rate, click rates, successful deliveries, and time spent viewing email Available to the sponsor one week after the email deployment	Open Rate: 57% Unique Click-Through Rate: 19.3%	ATS 2021 Conference Registrants	Ν	\$15,000
/16/2021	4/1/2021	5/6/2021	eDaily, Day 3	600x100 pixels - preferred file type: jpg	Unique open rate, click rates, successful deliveries, and time spent viewing email Available to the sponsor one week after the email deployment	Open Rate: 52.1% Unique Click-Through Rate: 13.9%	ATS 2021 Conference Registrants	Ν	\$15,000
/17/2021	4/1/2021	5/5/2021	eDaily, Day 4	600x100 pixels - preferred file type: jpg	Unique open rate, click rates, successful deliveries, and time spent viewing email Available to the sponsor one week after the email deployment	Open Rate: 49.9% Unique Click-Through Rate: 11.8%	ATS 2021 Conference Registrants	Ν	\$15,000
/18/2021	4/1/2021	5/6/2021	eDaily, Day 5	600x100 pixels - preferred file type: jpg	Unique open rate, click rates, successful deliveries, and time spent viewing email Available to the sponsor one week after the email deployment	Open Rate: 51.2% Unique Click-Through Rate: 12.1%	ATS 2021 Conference Registrants	Ν	\$15,000
/19/2021	4/1/2021	5/7/2021	eDaily, Day 6	600x100 pixels - preferred file type: jpg	Unique open rate, click rates, successful deliveries, and time spent viewing email Available to the sponsor one week after the email deployment	Open Rate: 48.6% Unique Click-Through Rate: 13%	ATS 2021 Conference Registrants	Ν	\$15,000
/20/2021	4/1/2021	5/10/2021	Thank You for Joining Us at ATS 2021	600x100 pixels - preferred file type: jpg	Unique open rate, click rates, successful deliveries, and time spent viewing email Available to the sponsor one week after the email deployment	Open Rate: 53% Unique Click-Through Rate: 5.2%	ATS 2021 Conference Registrants	Ν	\$12,000
/8/2021	4/1/2021	5/27/2021	eHighlight: ATS by the Numbers	600x100 pixels - preferred file type: jpg	Unique open rate, click rates, successful deliveries, and time spent viewing email Available to the sponsor one week after the email deployment		Reach over 26,000, consisting of active ATS members, prospects, 2018-2020 Abstract and Journal authors, and ATS 2020 Virtual and ATS 2021 Conference registrants	Y	\$18,000
ſBD	TBD	TBD	Reminder to Access On-demand Content	600x100 pixels - preferred file type: jpg	Unique open rate, click rates, successful deliveries, and time spent viewing email Available to the sponsor one week after the email deployment	Average Open Rate: 40.9% Average Unique Click-Through Rate: 4.7%	Reach over 26,000, consisting of active ATS members, prospects, 2018-2020 Abstract and Journal authors, and ATS 2020 Virtual and ATS 2021 Conference registrants	Ν	\$12,000

#### \*Personas - The email is sent to personas with tailored content based on their specialty/area of interest.

# **ATS 2021 VIRTUAL INDUSTRY PROGRAMS**

The ATS welcomes and encourages industry supported, nonaccredited programs to be part of ATS 2021 on May 14-19, 2021. Industry Programs are the optimal opportunity for companies to promote brand launches or current therapies, conduct a focused program on disease awareness, or discuss current pipeline activity.

There are 24 Industry Program slots available for ATS 2021 from May 16-19. The programs are 30 or 60 minutes and can be pre-recorded, live, or pre-recorded with live Q&A. There are a total of six programs each day, with three programs from 12-1 p.m. and three programs from 5:30-6:30 p.m. Time listed are ET. Companies/agencies may purchase three programs initially and be waitlisted for one additional program based on availability. A company/agency can purchase a maximum of four programs.

#### **ATS Promotion**

- Dedicated industry program page on the ATS conference site linking to the program
- Listing on the ATS 2021 Schedule at a Glance
- Listing on the platform agenda where attendees can add the program to their calendar, bookmark the program, and download a calendar reminder for their email
- Recognition in an ePreview highlighting the virtual exhibits and industry program
- Recognition in ATS 2021 social media marketing

#### **Program Features**

- 30 or 60 minutes in length
- Pre-recorded, live, or pre-recorded with live Q&A
- Hosted on ATS 2021 until the end of the conference
- Production labor and equipment
- Archive hosted on ATS YouTube page for up to one year after the conference with a disclaimer\*
- Upload one file to the program listing for attendees to download
- Polling and Q&A feature with reporting
- Option to auto-direct to the sponsor's booth or survey
- Buy-up option: Discussion Forum\*\*

#### **PROGRAM AVAILABILITY**

Sun. May 16 through Wed. May 19 12-1 p.m. ET 5:30-6:30 p.m. ET

#### **\*\*DISCUSSION FORUM**

#### Limited to 4 opportunities, \$5,000 each

- Direct attendees to your forum where you start the discussion with a prompt that can be moderated by the sponsor/speaker until the end of the conference
- Non-commercial, disease focused discussions only
- Sponsor receives text recognition

#### **Sponsor Benefit**

- Sponsor logo on the program listing
- Complimentary one-time use of the ATS 2021 Attendee List Rental
- Program hosted on ATS YouTube page after ATS 2021. ATS provides postpromotion of the archived webinar hosted on ATS YouTube channel.
- Attendance list from your virtual industry program with attendees who opted-in to receiving information from industry partners

**Questions?** 

Send an email to Fiona Zheng at fzheng@thoracic.org

#### DISCLAIMER to be posted on the program listing YouTube Playlist:

Opinions expressed and resources shared may not have been reviewed by the ATS prior to distribution through ATS channels, or reflect official positions of the ATS, unless it is explicitly noted as a result of official ATS approval. References to specific commercial entities (companies) or products do not reflect review or endorsement by the ATS unless it is explicitly noted as a result of official ATS approval.

#### **Program Price**

Pre-recorded, Live or Pre-recorded with live Q&A

Duration	Туре	Dates: 5/16	5/17	5/18	5/19
30 minutes	Pre-recorded	\$16,000	\$15,000	\$14,000	\$13.000
minutes	Live	\$18,000	\$17.000	\$16,000	\$15,000
60 minutes	Pre-recorded	\$32,000	\$30,000	\$28,000	\$26,000
innucco	Live	\$36,000	\$34,000	\$32,000	\$30,000

#### How To Apply

- 1. Application available to download Thursday, February 11, at 11:30 a.m. Eastern Time on the conference site.
- 2. Applicants indicate the top five choices for day and time on the application.
- 3. All completed applications are sent to Fiona Zheng at fzheng@ thoracic.org and are processed in order of receipt and placed by the ATS.
- 4. All placed applicants receive details of placement and deadlines for completing the contract and sent the invoice. Contracts are due 30 days after receipt.
- Full payment is due Thursday, April 8, 2021. A deposit is not required, but a cancellation of 20% of the total program price is available until April 8, 2021. After April 8, 2021 there are no refunds and funds cannot be applied to other opportunities.

## **SPONSORSHIP APPLICATION**

Please return all completed applications to Fiona Zheng at fzheng@thoracic.org. Applications are processed in the order of receipt.

#### **APPLICANT INFORMATION:**

Company Name:	Contact Name:
Address (No P.O. Boxes):	Contact Title:
Country, City, State, Zip/Postal Code:	E-mail:
	Telephone:
	Cell:
Agency Name:	Agency Contact Name:
Address (No P.O. Boxes):	
	Agency Contact E-mail:
Country, City, State, Zip/Postal Code:	Agency Contact Telephone:
	Agency Contact Cell:

I am an authorized representative of the company named above with the full power and authority to sign and deliver this application. The company listed on this application agrees to comply with all the policies, rules terms and conditions and regulations, contains online and additions/changes that we accept as part of this agreement.

PRINT NAME:		
TITLE:		
SIGNATURE:		
DATE:		

#### **ADVERTISING OPPORTUNITY:**

Please select the opportunity(s) you would like to secure and indicate the quantity. \*Subject to first right of refusals from ATS 2020 Virtual

#### **VIRTUAL PLATFORM**

🗆 Home Page Banner – Top banner ( /3)	\$32,000 each	□ Attendee Welcome Box – Premium	\$60,000
🗆 Home Page Banner – Bottom rectangle ( /3)	\$16,000 each	🗆 Attendee Welcome Box – Insert ( /4)	\$15,000 each
🗆 Attendee Dashboard Banner – Top banner ( /3)	) \$28,000 each	DIGITAL MARKETING (EXCLUSIVE BANNER AD)	
□ Attendee Dashboard Banner – Bottom rectangle ( /	3) \$14,000 each	🗆 March 3 – Two Days Until Early Bird Deadline	\$15,000
🗆 Agenda Page Banner – Top banner ( /3)	\$24,000 each	□ March 15 – Marketing to Prospects #1: Program Live	e \$15,000
🗆 Agenda Page Banner – Bottom rectangle ( /3)	\$12,000 each	□ March 29 – ePreview 1	\$15,000
□ Exhibit Directory (All Companies) Banner ( /3)	\$10,000 each	□ March TBD – Marketing to Prospects #2: TBD	\$12,000
□ New Product Showcase Directory Banner (/3)	\$5,000 each	🗆 April TBD – ATS 2021 Career Guide + Networking	\$12,000
🗆 Demo Zone Directory Banner ( /3)	\$2,500 each	🗆 April TBD – ePreview 2: Industry	\$15,000
Pharmaceutical Directory Banner ( /3)	\$5,000 each	🗆 May 13 – ePreivew 3: Know Before You Go*	\$18,000
□ Medical Device Directory Banner ( /3)	\$5,000 each	🗆 May 14 – eDaily, Day 1	\$18,000
🗆 Software Directory Banner ( /3)	\$2,500 each	🗆 May 15 – eDaily, Day 2	\$15,000
Patient Education Directory Banner ( /3)	\$2,500 each	🗆 May 16 – eDaily, Day 3	\$15,000
🗆 Recruiter Directory Banner ( /3)	\$2,500 each	🗆 May 17 – eDaily, Day 4	\$15,000
Publication Directory Banner ( /3)	\$2,500 each	🗆 May 18 – eDaily, Day 5	\$15,000
Abstract Presentation Site*	\$50,000	🗆 May 19 – eDaily, Day 6	\$15,000
		🗆 May 20 – Thank You for Joining Us at ATS 2021	\$12,000
		□ May 14 – eHighlight: ATS by the Numbers	\$18,000
		□ TBD – Reminder to Access On-demand Content	\$12,000

**ATTENDEE WELCOME BOX** 

#### **PAYMENT INFORMATION:**

#### **CANCELLATION POLICY**

The full payment is due no later than Thursday, April 8, 2021. If payment is not received by the deadline(s), Sponsor may forfeit the opportunity and the opportunity may be offered to others. Cancellations are non-refundable.

#### **Payment Type:**

#### □ ACH Payment/Wire Transfer

Please contact Fiona Zheng at fzheng@thoracic.org for ACH/wire transfer instructions. Payments should be drawn on a U.S. bank, or additional fees will be incurred. An additional fee of \$25.00 USD is required for all wire transfers.

#### □ Credit Card Payment: □Visa □ MasterCard □ American Express □ Discover

Enter Amount: \$	Enter Account Number:		Enter Expiration Date (MM/YY):	CSV# (3- or 4-digit code):	
Name as it appears on card:			Billing Address:		
Authorized signature:: Date:			Country, City, State, Zip/Po	stal Code:	



# ATS 2021 INTERNATIONAL CONFERENCE

# Breakthroughs in **Respiratory Science** Sponsorship **Opportunities**

YOUR ENGAGEMENT AND **SPONSORSHIP CONTACT** 

MAY 14-19, 2021

**Fiona Zheng** Associate Director, **Sponsorships** and Programs Phone: 212-315-8605 fzheng@thoracic.org

# Don't delay!

Submit your application via email to Fiona Zheng at fzheng@thoracic.org

For more information, please visit https://conference.thoracic.org/exhibitors/promotional-opportunities/