

AAOS 2025

Bioskills Workshop



Meeting Dates: March 10 - 14 | Exhibit Dates: March 11 - 13
San Diego Convention Center | San Diego, California

Hands-On Experience for Surgeons. Display Your Products in Real-World Scenarios.

These interactive workshops are a dynamic platform for showcasing your innovative products in live action. This unique setting allows orthopaedic surgeons to witness the practical benefits of your products firsthand while also creating in-depth engagement with industry leaders.

Mark Your Calendar Now! Workshops Will Sell Out Quickly

June 26, 2024

[Bioskills Workshop application](#) available

July 25, 2024

Application deadline for initial assignment is due

September 6, 2024

Workshop assignments and invoices emailed

October 5, 2024

Workshop fees due

* All applications received after **July 25, 2024**, will be assigned on a first-come, first-served basis from the remaining available time slots.

Workshop Details

- ▶ A turnkey operation
- ▶ 2 hours in length; longer workshops available upon request
- ▶ Options for evening workshops are available; contact AAOS for details
- ▶ Workshops take place March 11 - 13, 2025
- ▶ Didactic lecture room with classroom seating for 30 attendees and an adjacent lab for demos or hands-on skills
- ▶ Standard equipment provided (view details in the Workshop Format section)

Workshop Times and Fees

Time	Tuesday, March 11	Wednesday, March 12	Thursday, March 13	Price*
8:00 AM – 10:00 AM	2 Available	2 Available	2 Available	\$11,000
11:00 AM – 1:00 PM	2 Available	2 Available	2 Available	\$13,000
2:00 PM – 4:00 PM	2 Available	2 Available	2 Available	\$11,000

*Fee does not include anatomical specimen

Workshop Format

Workshops can be conducted in various formats, such as lectures, demonstrations, hands-on labs, or a combination of these options. Lab technicians will pre-set lab stations with standard equipment. Throughout the workshop, technicians will assist with equipment adjustments, provide tissue/specimen services, and clean instruments.

DIDACTIC LECTURE ROOM SET:

- One 22" x 28" identification sign with company name outside the workshop
- One sign above room entrance with workshop number
- Classroom seating for 30 attendees
- Lectern with microphone and laptop
- LCD screen for displaying presentations
- Two audio speakers
- A/V technician rover

LAB SET:

- Up to four workstations; additional workstations can be ordered through STI
- Electricity at each workstation
- One overhead camera & monitor
- One C-Arm plus technician
- General hand instruments
- Washing/decon tools and disposal
- Two drill/saw power systems*
- Table lighting
- Station disposables
- PPE, scrubs, lead vests and thyroid collars

**Provided upon request.*

Note: Due to the complicated coordination of handling and disposal logistics, all specimens must be ordered through STI, Surgical Training Institute.



AAOS Will Feature Your Workshop!

AAOS will showcase your workshop on the Annual Meeting website and Annual Meeting Mobile App. The information shown includes:

- Date and time
- Title of Workshop
- Speaker(s)/Faculty
- Brief 50-word description

Note: Workshop listings will NOT be posted on the Annual Meeting website or Annual Meeting Mobile App until 100% of the fees have been received.



Promote Your Workshop

Effectively marketing a company's Bioskills Workshop is essential for engaging the right audience. Leverage our pre-meeting and onsite opportunities to gain more interest in your workshop.

➤ Pre-Meeting Opportunities

- ◆ [Pre-Meeting Attendee List](#)
- ◆ [Pre-Meeting Attendee Eblast](#)

➤ Onsite Opportunities

- ◆ [AAOS Now, The Daily Editions \(March 10 – 13\)](#)
- ◆ [Digital Display Ads](#)
- ◆ [Orthopaedist's Bag](#)

Questions

For questions about workshops or assignments, contact Noel Sierra at 847-384-4172 or sierra@aaos.org.
For questions about specimens and equipment, contact Richard Anthony, STI at 626-437-7258 or ranthony@mobilesti.com.

BIOSKILLS WORKSHOP • APPLICATION/CONTRACT POLICIES

Eligibility

Bioskills Workshops are exclusively available to companies exhibiting at AAOS 2025.

Application & Assignment of Bioskills Workshops

- a. For initial workshop assignments, applications must be received by **July 25, 2024**. All applications received after **July 25, 2024**, will be assigned on a first-come, first-served basis from the remaining available time slots.
- b. Applications will not be accepted from meeting planning or other third-party companies.
- c. Bioskills Workshops will be assigned on a first-come, first-served basis. AAOS reserves the right, in its sole discretion, to allocate Bioskills Workshops on any other basis it deems appropriate.
- d. Confirmations of each Bioskills Workshop will be emailed with a specific date, time, and workshop number on **September 6, 2024**.
- e. Once the Bioskills Workshops are assigned, the exhibitor is responsible for finalizing all workshop arrangements directly with STI, Surgical Training Institute. Any fees incurred between the exhibitor and STI are the responsibility of the exhibitor. It is understood that AAOS accepts no responsibility for the workshop.
- f. Exhibitors that are assigned a Bioskills Workshops will:
 - a. be responsible for inviting and securing/confirming attendees.
 - b. work directly with STI for procuring any additional equipment or cadaver specimens.
 - c. work directly with Centerplate, the exclusive food and beverage provider at the San Diego Convention Center, to order food and beverages for didactic lecture room.
 - d. be allowed to scan and capture AAOS badge bar code data at their workshop. Lead retrieval scanners are the responsibility of the exhibitor to secure and pay for separately. Lead retrieval services may be ordered through the [Exhibitor Service Manual](#).

Payment Terms

Once Bioskills Workshops are assigned, an invoice for 100% of fees will be sent. Payment for the workshop will be due no later than 30 days from the invoice date. Workshop listings will NOT be posted on the Annual Meeting website or Annual Meeting Mobile App until 100% of the fees have been received. Payments are to be made:

By Check: Checks are to be made payable to AAOS (fed tax id 36-2110592) in U.S. funds only and mailed to:

AAOS 2025 Annual Meeting
American Academy of Orthopaedic Surgeons
Attn: Exhibits
9400 West Higgins Road
Rosemont, IL 60018

Please be sure to include the exhibiting company name or order number with the check.

By Credit Card: The required balance due can be paid by credit card online through the [Exhibitor Resource Center](#). **NOTE:** All credit card payments will be assessed with a non-refundable 2.5% credit card surcharge.

By Wire Transfer or ACH Payments:

Make payment to:
Beneficiary: AAOS
Huntington National Bank
518 Lee Street
Des Plaines, IL 60016
Account #: 01068363979
ABA #: 044000024
Swift Code: HUNTUS33

Please be sure to include the exhibiting company name or order number with the wire transfer. The exhibiting company is responsible for all bank fees.

Invoices: Invoices are available for viewing, downloading, printing, and online payment at any time through the Exhibitor Resource Center. Workshop listings will NOT be posted on the Annual Meeting website or Annual Meeting Mobile App until 100% of the fees have been received.

Cancellation Policy

All cancellations for confirmed and assigned Bioskills Workshops must be sent in writing to sierra@aaos.org. Written notice of cancellation must be received by the date listed below to receive a refund:

AAOS retains 50% of workshop fees on and before **September 20, 2024**

AAOS retains 100% of workshop fees on and after **September 21, 2024**

An exhibitor's cancellation of exhibit space will automatically result in the cancellation of their Bioskills Workshop, any hotel/ convention center meeting space previously assigned, and all sleeping rooms assigned to the exhibitor.

Badges

All exhibitors, presenters, and attendees will be required to wear their AAOS official badges for admission to Bioskills Workshops.



Cadaveric Specimens

Due to the complicated coordination of handling and disposal logistics, all specimens must be ordered through Surgical Training Institute (STI). An order form with pricing will be provided with confirmation of the workshop. For questions about specimens or equipment, contact Richard Anthony, STI at 626-437-7258 or ranthony@mobilesti.com.

Catering

Food or beverage service is optional and may be ordered by exhibitors through Centerplate, the exclusive food and beverage provider at the San Diego Convention Center. Food and beverages may only be served in the classroom and are not allowed in labs. For pricing, view the catering forms in the [Exhibitor Service Manual](#).

CME Accreditation

AAOS does not provide Continuing Medical Education (CME) accreditation for exhibitor educational events. Exhibitors are not allowed to offer CME credits for Bioskills Workshops.

Lead Retrieval

Exhibitors will be allowed to scan and capture AAOS badge bar code data at their Bioskills Workshop. Lead retrieval scanners are the responsibility of the exhibitor to secure and pay for separately. Lead retrieval services may be ordered through the [Exhibitor Service Manual](#).

Lab Location

Bioskills Workshops will take place in the Exhibit Hall. All exhibitors and attendees will be required to wear their AAOS official badges for admission to the hall.

Publicity and Advertising

The AAOS is not responsible for unsatisfactory attendance and/or marketing of the Bioskills workshop. It is the responsibility of the presenting company to market this event. Advance marketing is critical to attracting the appropriate audience.

Approval of Promotional Materials

All promotional materials (including announcements, invitations, emails, websites, social media posts, advertisements, and flyers) promoting a company's Bioskills Workshop must be approved by AAOS prior to printing and/or distribution. Final versions of materials should be submitted via the [Advertising Approval Request form](#).

While AAOS will make every effort to grant approvals in a timely fashion, please allow a minimum of five (5) business days for approval.

Guidelines for Promotional Materials

a. AAOS does not endorse nor consider any Bioskills workshops part of the official program. The following statement must appear on any promotional material:

"This Bioskills Workshop is a promotional activity and is not approved for continuing medical education credit. The content of this workshop and the opinions expressed by presenters are those of the "Presenting Company's Name" or presenters and do not represent an endorsement, nor imply that the products have been evaluated or approved by the AAOS."

b. The use of the name, insignia, logo, logotype, or other identifying marks of the American Academy of Orthopaedic Surgeons/ American Association of Orthopaedic Surgeons, other than the approved exhibitor graphic, is never to be used in signs,

advertising, or promotions in any media or on descriptive product literature.

c. Any inclusion of "AAOS" or "American Academy of Orthopaedic Surgeons" requires written approval from AAOS.

d. Wording such as "presented in conjunction with," "preceding," "prior", during, or "after" the AAOS Annual Meeting is not allowed. The only exception is that presenting companies may reference the AAOS Annual Meeting in a format like:

"[Bioskills Workshop Title] presented by [Company Name], [Date, Time] located in the Exhibit Hall at AAOS 2025"

e. These rules apply to promotional materials developed for use before, during, and after the AAOS Annual Meeting. Please refer to the [Publicity and Advertising Guidelines](#) for more details.

Promotional Materials Distribution Guidelines

Except for distribution from the approved AAOS Orthopaedist's Bag, AAOS' onsite newspaper, within the exhibitor's allotted exhibit space, or Bioskills Workshop room, the distribution of handbills, fliers, or other literature within the San Diego Convention Center, AAOS official hotels, or other venues are prohibited. Order forms for inclusion of promotional materials in the official AAOS Orthopaedist's Bag or the AAOS Annual Meeting pre-meeting attendee list order forms are available on the [Promotional Opportunities web page](#).

Presenters/Speakers

All speakers/presenters for Bioskills Workshops must be registered for AAOS 2025 and must wear their meeting badges to be admitted into the Bioskills area. The company coordinating the Bioskills Workshop is responsible for ensuring that all speakers/presenters are appropriately badged.

Signage

AAOS will provide a 22" x 28" exhibitor identification sign at the entrance to the exhibitor's assigned workshop. Bioskills Workshops will be identified with a workshop number. Exhibitors may display signage in the exhibitor's booth and outside the entrance to their assigned Bioskills Workshop during the assigned workshop time.

Indemnification

Exhibitors assigned Bioskills Workshops at AAOS 2025 agrees to indemnify, defend, and hold harmless AAOS, STI, its employees, directors, agents, representatives and any affiliated organizations against any and all claims, judgments, fees, demands, settlements and expenses (including reasonable attorneys' fees) that arise as a result of the company's performance, or non-performance, of duties in this Agreement.

Terms and Conditions

As a condition for holding a Bioskills Workshop, each exhibitor, their agents, and employees shall agree to abide by all terms, policies, and guidelines as outlined in the [Exhibit Prospectus](#) in addition to the policies specifically cited for the Bioskills Workshop.

Violation of Rules and Regulations

Bioskills Workshops found to be in violation AAOS guidelines or policies outlined above and in the [Exhibit Prospectus](#) shall be immediately discontinued and risk loss of priority points for the 2026 Annual Meeting or other action deemed appropriate by AAOS.