

SHERATON SAN DIEGO HOTEL & MARINA SAN DIEGO, CA

Sponsor & Exhibitor Service Manual

OR Business Management Conference 2019

Sheraton San Diego Hotel & Marina 1380 Harbor Island Dr. San Diego, CA 92101

Proudly Presented by OR Manager and Access Intelligence, LLC.

For more information contact:
Jessica Davis, CEM, CMP
Sr. Operations Director
<u>icdavis@accessintel.com</u>
(301) 354-1667



JANUARY 27-30, 2019 SHERATON SAN DIEGO HOTEL & MARINA

SAN DIEGO, CA

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SHERATON SAN DIEGO HOTEL & MARINA SAN DIEGO. CA

GENERAL INFORMATION

Event Dates:	January 27-30, 2019
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Location: Sheraton San Diego Hotel & Marina

1380 Harbor Island Dr. San Diego, CA 92101

Exhibit Location: Grande Ballroom A

About the Event: In its seventh year, the OR Business Management Conference is the

premier educational opportunity for operating room business

managers, directors, and other perioperative services professionals to

learn about the latest best practices on perioperative business

operations and management from leading industry experts from across

the nation.

Who is Attending:
• Business Operations Managers

• Manager Perioperative Business Operations

Director, Surgical Services

• Operations Manager, Operating Room

• Executive Director Surgical Service

• Vice President of Patient Care Services

Director OR

• Director, Clinical Planning & Facilities Management

• Director of Nursing

• Anesthesia Operations Consultant

• Materials Manager

Program Director

• IT Director

• Project Engineer

• Nurse Practitioner

• Nurse Manager

Show Management: Access Intelligence, LLC.

9211 Corporate Blvd., 4th Floor

Rockville, MD 20850

Website: <u>www.orbusinessmanagementconference.com</u>

Dress Code: Business Formal



SHERATON SAN DIEGO HOTEL & MARINA SAN DIEGO, CA

TABLE-TOP EXHIBIT INFORMATION

Table-Top Exhibit Info: Each table-top exhibit comes with a complimentary 6-foot table and

chairs. Internet, AV and electric must be ordered through the hotel if

needed.

Move In: Sunday, January 27 6:00 PM – 8:00 PM

**All sponsor display tables must be set by 8:00 PM on Sunday, 1/27. If special requests need to be accommodated, please contact Jessica Davis

at jcdavis@accessintel.com.

Networking Breaks in Hall: Monday, January 28

 $\begin{array}{lll} \mbox{Networking Breakfast} & 8:30 \mbox{ AM} - 9:00 \mbox{ AM} \\ \mbox{Morning Networking Break} & 11:00 \mbox{ AM} - 11:30 \mbox{ AM} \\ \mbox{Afternoon Networking Break} & 2:45 \mbox{ PM} - 3:15 \mbox{ PM} \\ \mbox{Welcome Reception} & 4:45 \mbox{ PM} - 6:15 \mbox{ PM} \end{array}$

Tuesday, January 29

Networking Breakfast 8:30 AM – 9:00 AM Morning Networking Break 11:00 AM – 11:30 AM Afternoon Networking Break 2:45 PM – 3:15 PM

Wednesday, January 30

Networking Breakfast 8:30 AM – 9:00 AM

Move Out: Tuesday, January 29 5:30 PM – 8:00 PM

Exhibitors are responsible for all post-show collection of materials. Any material left behind will be disposed of at the conclusion of the event.

Shipping Address: All shipments sent to the hotel will be handled by the Sheraton San

Diego Hotel & Marina. Items may not arrive to the hotel before

Thursday, January 24. Hotel reserves the right to refuse any items that

arrive before January 24.

Sheraton San Diego Hotel and Marina

1380 Harbor Island Drive San Diego, CA 92101

OR Business Management Conference Hold for Exhibitor Name & Company:

Name of Guest:

Box #___ of #__

Content Description:



SHERATON SAN DIEGO HOTEL & MARINA SAN DIEGO. CA

SHOW MANAGEMENT CONTACT INFORMATION

Sales Contact:
Nancy lannotta
Sales Representative
niannotta@accessintel.com
+1-203-899-8429

Operations & Logistics
Jessica Davis, CEM, CMP
Sr. Operations Director
jcdavis@accessintel.com
+1-301-354-1667

Ashlyn Geoffrey
Operations Coordinator
ageoffrey@accessintel.com
+1-301-354-1663

Marketing & Registration
Kristy Keller
Brand Director
kkeller@accessintel.com
+1-301-354-1779

Conference & Content
Nancy Berlin
Program Manager
nberlin@accessintel.com
+1-703-527-2764

Elizabeth Wood
Editor, OR Manager
ewood@accessintel.com
+1-301-354-1786

EXHIBITOR DEADLINE CHECKLIST

ITEM	DEADLINE	COMPLETED
Provide company description and logo in .eps format for conference materials and other marketing purposes Please email to jcdavis@accessintel.com	ASAP (no later than November 30)	
Book your hotel room in the official OR Business Management Conference room block at the Sheraton San Diego Hotel & Marina to receive the discounted rate of \$209/night (+ tax)	January 4	
Place orders for Audio Visual, Internet, and Electric. Please complete the attached PSAV order form electronically and email to sheratonsandiego@psav.com	January 11	
Deadline to purchase Lead Retrieval Form	January 11	
First day to shipments are allowed to arrive at the Sheraton San Diego Hotel & Marina. The hotel reserves the right to refuse any items that arrive before the specified dates.	January 24	
Register Staff: You can register online at https://www.eiseverywhere.com/307245?discountcode=EXHIBITOR	January 25	



SHERATON SAN DIEGO HOTEL & MARINA SAN DIEGO. CA

HOTEL ACCOMMODATIONS & TRAVEL INFORMATION



Sheraton San Diego Hotel & Marina 1380 Harbor Island Dr. San Diego, CA 92101 Phone: +1 (877) 734-2726

Website

Deadline to book at the discounted rate: January 4, 2019

An exclusive discount of \$209 per night has been obtained for all OR Business Management Conference participants. Reservations can be made <u>online</u> or by calling the hotel at (877) 734-2726 and referencing the **2019 OR Business Management Conference**. If you have any questions, please contact Jessica Davis at <u>jcdavis@accessintel.com</u>.

Parking:

Self-parking: \$32.00 / Valet: \$40.00

Complimentary Airport Shuttle:

Terminal 1: After collecting your luggage, follow the "Ground Transportation" signage. Walk across the sky bridge. Take the escalator down to the ground level. Turn right. Cross the taxi/van concrete islands. Walk to 3rd island, marked "Courtesy Vehicles." Wait at any open spot on the curb.

Terminal 2: After collecting your luggage, walk across the street (toward Taxi/Hotel/Rental Car Shuttles). Walk to the 2nd island (courtesy shuttles/car rental shuttles). Turn left and walk down to area marked 'Courtesy Shuttles'

Airline Information:

Delta Airlines: Save up to 10% by booking your airfare online at www.delta.com. When booking online, select Book a Trip, click on More Search Options and enter the meeting code, **NGKDN** in the box provided on the Search Flight page. Reservations may also be made by calling Delta Meeting reservations at (800) 328-1111 Monday – Friday from 7 a.m. – 7 p.m. CDT. Additional fees may apply.

United Airlines: Save up to 10% by booking your own airfare online at www.united.com. Choose your flight times and access your discount by inserting **ZFXK882468** in the Offer Code box. Or call your travel professional or United Meetings at (800) 426-1122 for reservations. Refer to Z Code: **ZFXK** and Agreement Code: **882468** (A \$25 service fee will be collected for all tickets issued through United Meetings Reservation Desk). Final discount applied will be based off the fare code assigned to the purchased ticket.



SHERATON SAN DIEGO HOTEL & MARINA SAN DIEGO. CA

SHIPPING INSTRUCTIONS

All shipments sent to the hotel will be handled by the Sheraton San Diego Hotel & Marina. Packages for the hotel will be received up to a maximum of three (3) days prior to your meeting. Items may not arrive to the hotel before Thursday, January 24. The hotel reserves the right to refuse any items that arrive before January 24. Return shipping charges for items received outside of this window are the responsibility of the shipper. Please contact Jessica Davis at jcdavis@accessintel.com for special arrangements, if necessary.

Sheraton San Diego Hotel and Marina
1380 Harbor Island Drive San Diego, CA 92101
OR Business Management Conference
Hold for Exhibitor Name & Company:
Name of Guest:
Box #___ of #___
Content Description:

Please use attached shipping labels for assistance.

Shipping Do's

- DO make sure your packages are labeled correctly.
- DO make sure you are aware of the various deadlines and when the hotel can start accepting shipments.
- DO bring the tracking information with you in case a problem comes up.
- DO plan accordingly and allow plenty of time for your shipment to arrive.

Shipping DON'TS

- DON'T forget to properly label all packages with the address and information listed above.
- DON'T leave old labels or barcodes on reused boxes.
- DON'T if at all possible wait until the last minute to ship your booth materials. The more last-minute things there are the more opportunity for something to go wrong.

SHIP TO: Sheraton San Diego Hotel & Marina

1380 Harbor Island Dr. San Diego, CA 92101

Name of Conference: OR Business Management Conference
Hold for: (Exhibitor Name & Company)
Name of Guest:
Box #: of
Content Description:
SHIP TO: Sheraton San Diego Hotel & Marina
1380 Harbor Island Dr.
San Diego, CA 92101
Name of Conference: OR Rusiness Management Conference
Name of Conference: OR Business Management Conference
Hold for: (Exhibitor Name & Company)
Name of Guest:
Box #:of

Package Handling Services - Sheraton San Diego

Materials and Packages should be addressed as follows:

Sheraton San Diego Hotel and Marina

1380 Harbor Island Drive San Diego, CA 92101

Name of Conference:

Hold for Exhibitor Name & Company:

Name of Guest:

Package Handling Services

We also ask that boxes be numbered "1 of 6", "2 of 6", "3 of 6", etc. This way we will know when incomplete shipments are received & can make you aware as soon as possible. Please also indicate on the outside of the box any content descriptors ('Name Badges', 'Binders', 'Registration Materials', etc) that you would like us to note when entering the item into our package management system if you will be picking up materials at different times or having items delivered to multiple locations. Please also note that all packages sent to and from the hotel will incur a handling charge based upon the weight of each item according to the fees list:

Standard Handling Fees

All packages are to be delivered to the loading dock and will be stored in the Package Room. If the boxes are delivered within the three day allowed arrival time, no fees will be asked for storage. Charges incurred shall be applied to the receiver of material, thus, applied to either an individual guest room account/folio or Group Master Account. These charges cover the cost of labor, processing, receiving, tracking, storage and delivering. The price of receiving will be based on pounds and will include storage. If storage exceeds 3 days, a \$25.00 per item/day storage fee will be added. The weights will be taken off the FedEx, UPS, DHL, or Amazon boxes. These packages do not need to be weighed at the hotel. On rare occasions, packages may come from another source without weight information. In these cases, weights will be determined by the hotel scale. Charges do include delivery to the location of the recipient's choosing within the hotel per request and are for receiving and storing materials for up to 90 consecutive days.

Package Handling Fees Inbound and Outbound

Package Handling Inbound and Outbound			
STANDARD PACKAGES	HANDLING FEES		
0-5 lbs	\$5.00		
6-10 lbs	\$10.00		
11-25 lbs	\$20.00		
26-40 lbs	\$30.00		
41-75 lbs	\$50.00		
76-149 lbs	\$70.00		
LG PKGS 150+ lbs ALL FREIGHT	\$0.50/lb		

Special Service Fees

Palletize services, shrink wrap services, package handling attendants, fork lift and driver, shipping attendants and relocation services within the hotel for standard packages, oversized packages, pallets and freight are available for additional fees as indicated. Additional services are available including storage and collect-on-delivery. Standard U.S. pallet size is 40"x48" and clearance is 72" high. Disassembly and reassembly for each oversized pallet, crate or freight is subject to a \$100 special handling fee. Shipments for exhibitors must be sent directly to the selected drayage company. Hotel may provide drayage and exhibit company contact partners. In the even an exhibitor ships directly to the hotel, exhibitor shipments will be subject to hotel shipping and handling fees.

Please contact the Package Handling Services Team through email 0127_PackageRoom@starwoodhotels.com to make arrangements in advance for delivery or for assistance with additional package handling service needs. Fees listed are current fees and can change without notice.

SPECIAL SERVICE FEES				
SHRINK WRAP SERVICES Package Handling Services will provide Shrink Wrap Services for guests who have pre-assembled pallets. Each pallet is built by the guests and the hotel will assist with shrink-wrapping or strapping each pallet for the guest. \$25.00				
PALLETIZE SERVICES Package Handling Services will palletize boxes before shipment. Palletize Service building, stacking, wrapping, and adding straps to each pallet. This service fee addition to handling fees.		\$100.00		
SPECIAL HANDLING SERVICES Package Handling Services will provide special handling services for guests and planners. These services are available per hour and include but are not limited Handling Attendants, Fork Lift and Driver, Shipping Attendants, and Relocation the Hotel for standard packages, oversize packages, pallets, and freight. Advance recommended.	to: Package Services within	\$100.00		
DAILY PACKAGE STORAGE Complimentary for 3 Days. After 3 Days, fee per item – per day. Items will not be stored for more than 90 consecutive days.	Per Item Per Day	\$25.00		
COLLECT-ON-DELIVERY	C.O.D. COST	FEES		
Package Handling Services will Cover Collect-On-Delivery Charges up to \$999.99. C.O.D. Charges of \$1,000 or more will	\$0-\$99	\$25.00		
not be covered by the hotel.	\$100-\$499	\$50.00		
	\$500-\$999	\$100.00		

Please contact the Package Handling Services Team at 00127_PackageRoom@starwoodhotels.com to make advanced arrangements for delivery or for assistance with additional package handling service needs. Fees listed are current fees and can change without notice.



EXHIBITOR SERVICES



Create the ultimate brand experience with a sensory-rich environment that drives attendee interest.

Sherator	3°
SHELATOL	ш.
0111 01500 110751 0 111	

that drives attend	ee interest.						S	AN DIEGO I	HOTEL & MARIN
NAME OF CONFERENCE				START DATE		END DATE		NO. OF EVE	NT DAYS
ORGANIZATION NAME		ON-SITE CONTACT NAME			ROOM/EXHIBIT BOOTH NO.				
STREET ADDRESS				CITY		STATE		ZIP CODE	
TELEPHONE NUMBER		DELIVERY	DATE	DELIVERY TIME	□ AM □ PM	PICKUP DATE		PICKUP TIM	IE □ AM
EMAIL ADDRESS				ORDERED BY		1	l		
ORDERING INSTRUCTION delivery. Prices are for exhibit floor only charge per item is determined by multi	y. Operator lab	oor, if requ	iested, is sub	oject to the prevaili	ng hourl	ricing, place y	our order a	it least 14 nimum. T	days prior to he total
PSAV WILL CONTACT YOU	J DIRECTL	Y FOR	PAYMEN	T INFORMATIO	ON. E	QUIPMENT	PRICIN	G IS P	ER DAY.
Tax Exempt Status – If you are exempt require you to forward an exemption cert services are to be provided. Cancellations – Cancellations received with delivery date are subject to a 50 percent of Cancellations received on the day of scheduling statements of the order, includor and/or service charges may apply	tificate for the solution 48 hours of the applicable to aduled delivery cluding installati	of the school of	eduled ent and tax. ows" are ge and tax.	Form Submission All forms must be				onsandieg	go@psav.com.
MONITORS 24" monitor with table stand 42" LCD monitor with table stand 46" LCD monitor with table stand 55" LCD monitor with table stand 65" LCD monitor with table stand Floor stand	\$ \$ \$		S S	POWER PRICING 120V – 5 AN 120V – 10 AI 120V – 20 AI Power strip and 25' AC	IP MP MP	SSS	\$	RATE Q1	\$
ACCESSORIES	PRICE Q1		TOTAL	ORDER S	UMM	ARY			TOTALS
LaptopFlip chartPSAV does not supply dongles.	\$ \$			Equipment				\$	
INTERNET PRICING IS PER SHOW	PRIC	E QTY	TOTAL	Internet				\$	
Wired internet connectionWireless internet connection	\$ \$		S	Power				\$	
Dedicated bandwidth	Please co	ntact PSA	V for quote	Service Char	ge (25°	%)		\$	
RIGGING All rigging requests should be placed	using the <u>Rig</u> o	ging Requ	ıest Form.	Sales Tax (7.	75%)			\$	
CUSTOM ITEMS Contact PSAV for custom item pricing	PRICE Q1	TY DAYS	TOTAL	TOTAL DU	JE			\$	
SPECIAL REQUESTS	\$ \$ \$		\$ \$	If PSAV is requi additional labor NOT responsib Please ensure t to your installat	will be le for at the hard	applied. Cal taching the h	l for a quote ardware to	e. PSAV the stru	is cture.





LEAD GENERATION CONTRACT

January 27-30, 2019 Sheraton San Diego Hotel & Marina

SPONSORSHIP CONTRACT

Nancy lannotta

Sales Representative Access Intelligence (AI) 761 Main Avenue, 2nd Floor Norwalk, CT 06851 Ph: 203-899-8429

Ph: 203-899-8429 Fax: 203-286-1996

Email: niannotta@accessintel.com

1. Contact information (will re	cerve an corresponden	ce about the show)
Name		
Title		
Company/Organization		
Address		
City		Zip/Postal Code
Country		
Phone		Fax
Email	Website	

1. Lead Generation

☐ Lead Generation

\$325

You will receive your leads from the show within two weeks.

2. Notes		

3. Payment Terms

In consideration of company's participation as a sponsor, the participating sponsor shall pay to Access Intelligence, LLC the total sponsorship fee, which shall be payable (a) at 50% at contract signing and (b) the balance on or before September 15, 2018, For contacts received on or after September 15, 2018, and to the first day of the event. 100% of the fee will be due with the contract.

All fees are deemed fully earned by Access Intelligence, LLC and non-refundable when due unless Access Intelligence, LLC denies this application, in which case fees already paid will be refunded.

4. Sponsor Signature

Sponsor expressly represents and warrants to Access Intelligence, LLC that it has the authority to enter into this Agreement and that the person signing this Agreement is authorized by the company to execute this Agreement and bind the company to the terms set forth herein and on the reverse side of this Agreement.

Sponsor has executed this Agreement as of:

Date:	
Sponsor Company:_	
Print Name	

5. Payment Information

Total Due \$
☐ Check Enclosed (Make checks payable to Access Intelligence)
Amount submitted in U.S. Dollars \$
☐ Please Invoice
☐ Payment by Credit Card:
□ Visa □ MasterCard □ American Express □ Discover
Card Number
Expiration Date CVV #
Signature
Print Name on Card

6. Acceptance

FOR Access Intelligence, LLC USE ONLY:
Accepted By:
Date:Booth #:
Cost: \$
Product Supplied By:

Access Intelligence, LLC reserves the right to accept or reject this Agreement in its discretion. If this Agreement is accepted, Access Intelligence, LLC will invoice the exhibitor for fees due hereunder. The sending of such invoice will constitute evidence of acceptance, so that this will become a contract binding both exhibitor and Access Intelligence, LLC



ACCESS INTELLIGENCE, LLC TERMS & CONDITIONS

1. CANCELLATION BY SPONSOR:

(a) After acceptance by Access Intelligence, LLC, Sponsor may cancel or reduce the scope of this Agreement only with the specific written consent of Access Intelligence, LLC. Any requests for cancellations or other modifications of this Agreement, including reductions in sponsorships, must be submitted to Access Intelligence, LLC in writing and will be granted or denied in the sole discretion of Access Intelligence, LLC.

(b) If Access Intelligence, LLC accepts any cancellation or modification of this Agreement, the sponsor shall be subject to the following cancellation fees, which shall be deemed to be liquidated damages and not a penalty:

50% of the specified fee if the cancellation notice is received and accepted by Access Intelligence, LLC on or after February 29, 2018 and before September 15, 2018.

100% of the specified fee if the cancellation notice is received and accepted by Access Intelligence, LLC on or after September 15, 2018.

For modifications that constitute less than a complete cancellation, the amount of liquidated damages will be determined by Access Intelligence, LLC, based on a reasonable pro-ration of the foregoing.

(c) Subsequent replacement of the sponsorship cancelled by the sponsor does not relieve sponsor of the obligation to pay the cancellation fee.

(d) If the cancellation fee due to Access Intelligence, LLC exceeds the amount previously paid by the sponsor for the sponsorship, the sponsor must pay the balance to Access Intelligence, LLC within 30 days of Access Intelligence, LLC's acceptance of the written cancellation/modification request. If the cancellation fee due to Access Intelligence, LLC is less than the amount previously paid by the sponsor, Access Intelligence, LLC will refund the excess to the sponsor 30 days following the event.

2. APPROVALS AND DELIVERY:

All materials that are supplied by the sponsor are subject to approval by Access Intelligence, LLC. To provide for such approval, all such materials must be submitted by the sponsor to Access Intelligence, LLC no less than 45 days prior to the first day of OR Business Management Conference programs.

If sponsor is supplying logos and other materials for Access Intelligence, LLC's production, such goods must be received by Access Intelligence, LLC or it's designated contractor at the predetermined and agreed date, which is to be no less than 30 days prior to the first day of OR Business Management Conference programs. Delays caused by the failure of the sponsor to provide required materials may cause the omission of the logos or the materials specified in the appropriate sponsorship.

If sponsor is supplying the finished product, such goods must be received by Access Intelligence, LLC or it's specified contractor no less than 14 days prior to the first day of OR Business Management Conference programs.

3. INDEMNITY:

Sponsor agrees to indemnify, defend and save harmless Access Intelligence, LLC, and its officers, employees and agents, from and against any and all liability for the content of sponsor's advertisements and/or sponsorships purchased hereunder (including text, illustrations, representations, sketches, maps, trademarks, labels, or other copyrighted material) and for the unauthorized use of any trademarks or copyrighted materials or any person's name or photograph arising from the reproduction and display of the advertisements purchased hereunder.

4. RULES AND REGULATIONS:

Sponsor agrees to abide by all rules and regulations governing the event, which are promulgated by Access Intelligence, LLC and its management. If sponsor fails to comply with such rules, or with the terms of this Contract, Access Intelligence, LLC may, in its discretion, deny sponsor the right to proceed with its sponsorship and require sponsor to forfeit all fees theretofore paid under this Agreement.

5. SAMPLES:

Sponsor agrees to hold Access Intelligence, LLC harmless should the final product differ from the sample shown and sponsor will not be entitled to any financial or other compensation.

6. CANCELLATION OR POSTPONEMENT OF SHOW:

In the event that any unforeseen occurrence shall render the fulfillment of this Agreement impossible or inadvisable by Access Intelligence, LLC, this Agreement shall be amended or terminated as determined by Access Intelligence, LLC to be appropriate. Sponsor hereby waives any claim against Access Intelligence, LLC for damages or compensation in the event of such amendment or termination. As it determines to be appropriate, Access Intelligence, LLC may return a portion of the amount paid for sponsorship after deduction of any amounts necessary to cover expenses incurred in connection with the OR Business Management Conference programs. Such expenses shall include, but not be limited to, all expenses incurred by Access Intelligence, LLC as a result of contracts with third parties for services or products incidental to the OR Business Management Conference programs, including out of pocket expenses incidental to the OR Business Management Conference programs, and all overhead expenses attributable to the production of the OR Business Management Conference programs. Access Intelligence, LLC. shall not be financially liable in the event the OR Business Management Conference program is interrupted, canceled, moved, or dates changed.

7. SPONSOR DEFAULT:

If Sponsor is in default of any obligation to Access Intelligence, LLC (including specifically failure to pay Access Intelligence, LLC within 30 days of invoice), Access Intelligence, LLC may terminate Sponsor's right under this contract to participate in the OR Business Management Conference programs. If Access Intelligence, LLC elects to exercise such right of termination, it shall first give Exhibitor written notice stating its intent to terminate and the action that Exhibitor must take to avoid termination. If Sponsor fails to cure the default within 10 days of the date of notice from Access Intelligence, LLC, Sponsor shall have no further right to participate in the OR Business Management Conference programs. Access Intelligence, LLC's liability to return any amounts paid by Sponsor under this contract will be limited as set forth in paragraph 6 above. Furthermore, Access Intelligence, LLC may retain any amount that would otherwise be returned to Sponsor and apply such retained amount to satisfy the liability to Access Intelligence, LLC for which Sponsor is in default.

8. MISCELLANEOUS:

(a) Waiver by either party of any term or condition or breach shall not constitute a waiver of any other term or condition or breach of this Agreement. The rights of any party shall not be deemed waived except as specifically stated in writing and signed by an authorized representative of such party. (b) If any provision of this Agreement is held invalid or unenforceable, neither the remaining provisions of this Agreement nor other applications of the provisions involved shall be affected thereby. (c) This Agreement shall be interpreted under the laws of the State of Maryland. The parties agree that any dispute arising under this Agreement will be submitted to the federal or state courts of the State of Maryland. (d) This Agreement constitutes the entire agreement of the parties with respect to the subject matter hereof and specifically supersedes all prior agreements or commitments, whether in writing or oral. No amendment or modification to this Agreement shall be valid and binding on the parties unless set forth in writing and signed by both parties.