

Contact Information:

Susan de Bièvre

Director, Business Development

sdebievre@theisn.org



www.theisn.org

Global Operations Center
Avenue des Arts 1-2
1210, Brussels, Belgium

Americas Operations Center
340 North Avenue
3rd Floor
Cranford, NJ 07016, USA



ISN

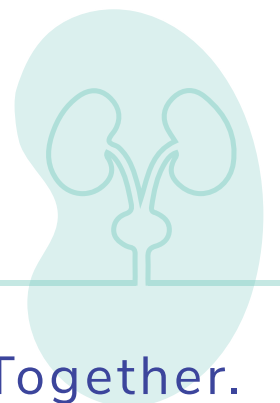
INTERNATIONAL SOCIETY
OF NEPHROLOGY

60
years
1960-2020

Partnering for Kidney Health:

ISN Industry Prospectus

www.theisn.org



Advancing Kidney Health Worldwide. Together.

About the ISN

ISN Vision: A future where all people have equitable access to sustainable kidney health.

ISN Mission: ISN is dedicated to advancing worldwide kidney health through:

- **Bridging the gaps** of available care through advocacy and collaborations with our global partners
- **Building capacity** in healthcare professionals via granting programs, education, and research
- **Connecting community** to develop a stronger understanding of the management of kidney disease.

With 8,500+ professional members from over 165 countries, the ISN represents a wide international network and an efficient platform for timely scientific exchange, debate and communication between healthcare professionals involved in preventing and treating kidney disease.

By collaborating with more than 100 national and regional societies, ISN reaches out to an additional 35,000 health professionals globally.

ISN's overarching purpose is to tackle the global burden of acute kidney injury (AKI), chronic kidney disease (CKD) and end-stage kidney disease (ESKD), improving patient care through an interconnected advocacy, education and research strategy.

Our members

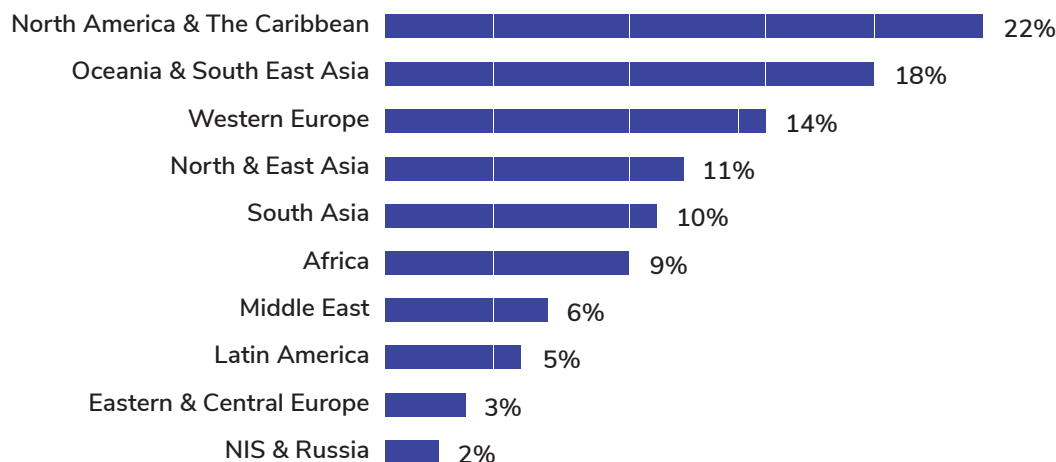
8500+ members*

100+ affiliated societies

20 collective-member societies

165+ countries

Regional breakdown



*December 2019.

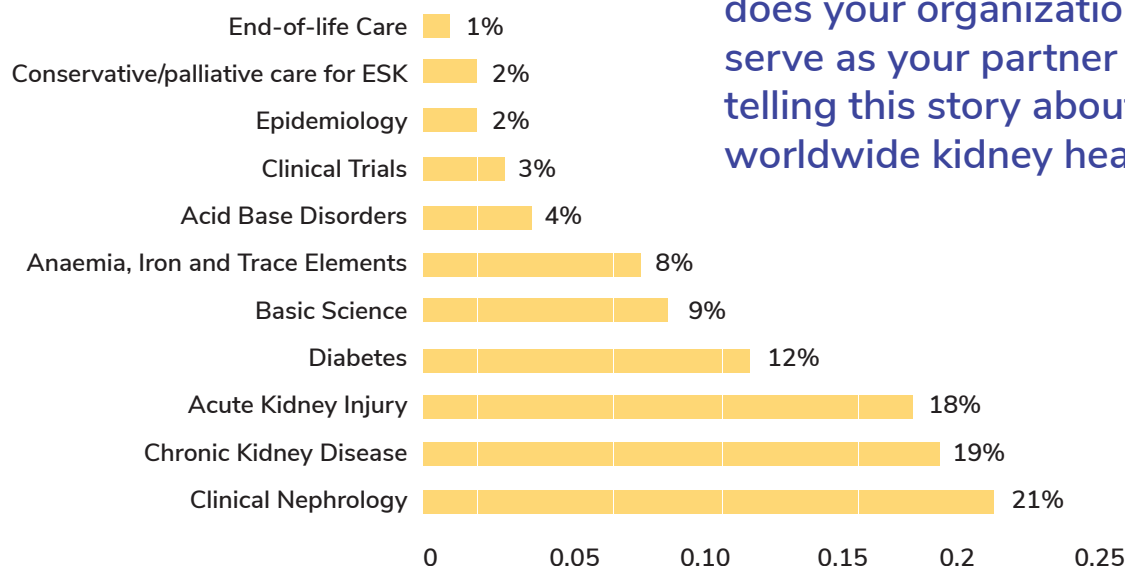
Connect with the Nephrology Community

ISN brings together key players in nephrology worldwide.

As an ISN industry sponsor, your company is able to connect globally with nephrology leaders to strengthen existing relationships, build new ones, and generate valuable leads. Your company will be able to align with the international nephrology community and directly support a future where all people have equitable access to sustainable kidney care.

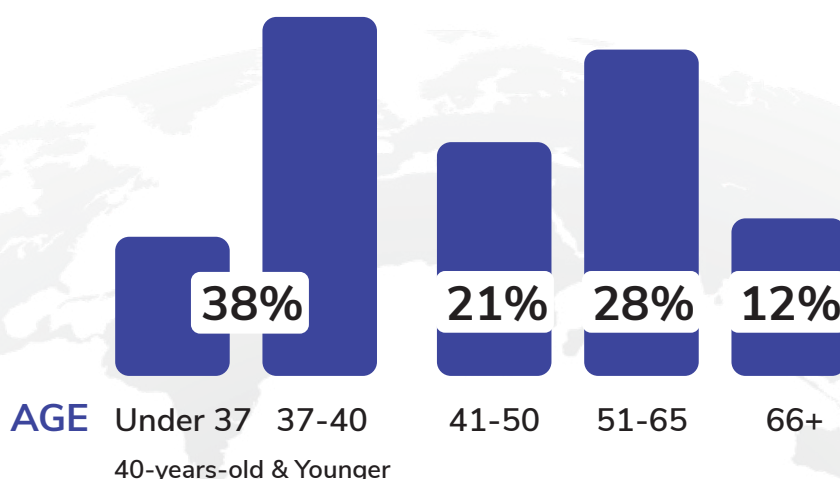
ISN's three partnership priorities focus on Research, Advocacy, and Building Capacity and are spurred by thought leadership from both entities. By aligning your organization with these priorities, your company has the opportunity to educate the global nephrology field and market on your organization's values and areas of expertise, as well as support the ISN in delivering on its mission, vision, and values.

Professional interest



ISN has a compelling story and so does your organization; ISN can serve as your partner in together telling this story about advancing worldwide kidney health.

Membership age distribution



Partners in Mission

Activity:

Corporate Membership

Support: \$20,000/year

Support the ISN has promote and work toward a future where all people have equitable access to sustainable kidney health.

ISN Corporate Membership may be extended to any corporation, partnership, foundation, society or other organization that has contributed to the ISN annually.

Corporate Members are authorized by the ISN Executive Committee, and their benefits are determined by the ISN Council, but in general these include:

- Assisting the ISN in the mission of promoting knowledge, understanding, and awareness of kidney health to advance kidney care worldwide
- Identifying current trends and future issues in nephrology and related specialties
- Raising awareness of the role and importance of the kidney to all relevant audiences
- Collaborating with other nephrology and nephrology-related organizations
- Attracting new talent to the nephrology community.

Value

- Recognized as supporting the ISN mission, vision and values
- Recognized as supporting the advancement of equitable kidney health worldwide
- Contact with ISN leadership
- 1 full ISN membership with all membership benefits.*

*Corporate Members can neither vote nor hold office.

Partners in Research

Activity:

Global Kidney Health Atlas (GKHA)

\$20,000/year/non-exclusive

\$30,000/year/exclusive

The ISN GKHA is a multinational survey conducted by the ISN to assess current capacity for kidney care. Designed to document the degree to which the six principles of Universal Health Coverage are available in each country or region, data is gathered on the world status of existing resources, structures, and organizations available to patients with kidney diseases.

ISN GKHA – 1st Edition, 2017

ISN GKHA – 2nd Edition, 2019

ISN GKHA – 3rd Edition:

Survey in 2022

Report in 2023

Value

Be seen globally as supporter of data collection to advance kidney care.

Specifics

- Acknowledgment by name under articles in scientific publications
- Acknowledgment by name on ISN press releases and ISN communication material related to the Initiative
- ISN Global Kidney Health Atlas (printed report).
 - Logo on the inside of the back cover

Activity:

Advisory Board

From \$25,000

Collegial discussions amongst key opinion leaders (KOL) are immensely valuable for ISN industry partners. ISN can contribute strong, unbiased expert knowledge and guidance to the advisory community, at regional and international level.

Format

- 2-3 hours virtual meeting
- Up to 10 ISN KOL selected among outstanding internationally renowned independent experts on the basis of their qualifications and capacity of experts.

Partners in Advocacy

ISN is the only kidney association in the world to be recognized as a non-state actor by the WHO helping to shape, relevant health policies, practices and infrastructure.

As an ISN Partner in Advocacy

- Build reputation as a global kidney health advocate and the 'international voice' to be consulted on kidney-related issues
- Integrate kidney disease into the ongoing global debate and drive towards Universal Health Coverage (UHC); position kidney disease as a model for monitoring progress and achieving UHC
- Influence other global health policy discussions relevant to improving kidney health e.g. organ donation, transplantation and trafficking, RRT access and others
- Increase awareness of kidney disease and the importance of prevention, early diagnosis and appropriate management
- Shape a more receptive and supportive policy environment for kidney-related issues and concerns
- Build relationships (and potential alliances) with influential decision-makers and key stakeholder groups.

Activity:

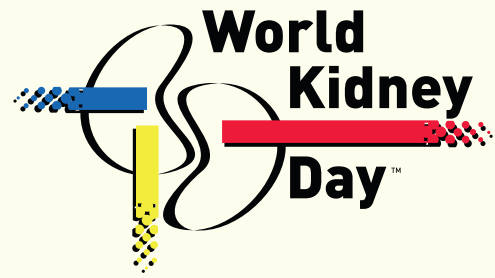
World Kidney Day (WKD)

<https://www.worldkidneyday.org>

Support: \$15,000/year

World Kidney Day (WKD) is a joint initiative of the ISN and the International Federation of Kidney Foundations (IFKF).

- WKD is a **global campaign** that aims to raise awareness of the importance of our kidneys to our overall health and to reduce the frequency and impact of kidney disease and its associated health problems worldwide
- World Kidney Day (WKD) is celebrated every year on the second Thursday of March. Across the world thousands of events take place from public screenings to fun activities to raise awareness amongst the public of kidney disease. The current COVID19 health crisis may not allow in-person events in 2021. WKD is developing virtual awareness and information activities.



WKD 2021: 11 March 2021

Kidney Health for Everyone Everywhere – Living Well with Kidney Disease

Increase education and awareness about effective symptom management and patient empowerment, with the goal of encouraging life participation.

WKD 2020

- At least 769 million people reached on social media in over 10 languages
- Over 37,000 social media mentions
- Over 190,000 visits to WKD website in March 2020
- News coverage in 29 countries
- 1200 events submitted from 99 countries
- Scientific editorial: Kidney health for everyone everywhere - from prevention to detection and equitable access to care published in 47 journals worldwide.

Value

- Be seen as a supporter of the global kidney health campaign
- Acknowledged as WKD Supporter on WKD and ISN websites
- Acknowledged as WKD Supporter on WKD materials and communications
- Participation in quarterly Partners Calls with central campaign team for updates on campaign and strategy, help build communication and share information
- Use of digital campaign materials for internal and external use.



105,000 followers

Partners in Building Capacity

Partners in Leadership Development

Activity:

The ISN Emerging Leaders Program (ISN-ELP)

Support

Programme Support: \$35,000/year

Intending to build a global talent pool of future leaders, the ELP welcomes ISN members interested in shaping the direction of kidney health to ensure health promotion and access to prevention, control, and management of kidney diseases.

The ISN-ELP is a collaborative initiative bringing together outstanding individuals to work on collective projects to impact the kidney health agenda worldwide.

The ELP offers participants training in:

- Principles of entrepreneurship, advocacy, and communication
- Implementation science and research
- Evaluation, development, and management of health systems
- Developing and implementing evidence-informed policy; and
- Influencing stakeholders including policymakers, funders, implementers and the media.

The ELP provides the opportunity to:

- Join a global network that positively impacts the kidney health agenda worldwide through collaboration and multi-disciplinary research
- Be heard and effect change at local and international levels and
- Access continuous professional development to take on leadership roles locally and globally.

Value

- Be seen as a supporter of global leadership development in nephrology
- Have a “named” ISN leader-fellow whose focus would be on an aligned topic
- Be recognized by the next generation of leaders in nephrology and create your own network with this vanguard group
- Support recognized by the program overall in all its activities.

The program was launched in 2020 and received 71 applications from 34 countries. 14 fellows have been selected.



Partners in Knowledge Generation & Dissemination

Activity:

ISN Academy

Kidney Health Education for Global Impact

<https://academy.theisn.org>

Supporter-at-large throughout the year:

\$20,000/year

- Offers over 450 hours of online educational content. Allows search by topic, speaker, or type. Partners with organizations, institutions, and renowned experts on content
- Provides CME accreditation
- Presents material in Spanish, Chinese, and French also
- Full access for ISN members
- Subscription provision for non-members
- Industry materials are open access.

Value

- Acknowledged as supporter on ISN Academy platform
- Acknowledged as supporter on e-blasts sent to membership announcing ISN Academy activity
- Invited to share topics on emerging science and information for the nephrology community.

Global Kidney Care Podcast

www.theisn.org/podcasts

A series on prominent topics in nephrology, featuring specialists in the field.

\$10,000/series

Value

- Audio acknowledgement of support at the start and end of each episode
- Recognition of support on the ISN Academy podcast section
- Acknowledgement on all promotion.

ISN Journals e-digest

Kidney International, Kidney International Reports, Kidney International Supplements

Monthly digital digest of leading articles published in the current ISN Journals sent to all ISN members.

12 issues sole support: \$40,000

Banner advert - up to 2 sponsors

1 issue: \$1,000

12 issues: \$10,000

Industry Educational Materials

\$35,000/6 pieces/year

\$50,000/12 pieces/year

Industry developed educational materials related to kidney healthcare are to be hosted on the Industry Section of the Academy. Content can be open-access.

Materials are reviewed for acceptance by the ISN Education Working Group.

Webinars and Industry Virtual Symposia

The ISN provides regular live and recorded webinars in several languages covering a range of topics relevant to the nephrology community.

Live events are open access and include interactive question and answer sessions. Recordings of events supported by or organized by industry are available open-access on the ISN Academy for 12 months.

Topic-Suggested Webinar

\$20,000/webinar/year

The topic and shared objectives of the webinar will be discussed by ISN and the sponsor. ISN will independently develop the final program and select and invite the expert speakers.

Value

- Support acknowledged on all promotion, during webinar and on enduring materials.

Industry Virtual Symposium

\$40,000/symposium

- Program developed by sponsor, faculty chosen by sponsor, company branded
- Enduring material (on ISN Academy for 12 months).

Value

Reach the ISN global community.

Partners in ISN Grants

Activity:

ISN Core Programs

Support

\$50,000/year – recognized as overall supporter of all ISN Core Programs.

\$35,000/year – recognized as supporter of 2 ISN Programs: Fellowships and Educational Ambassadors program.

ISN has developed a wide offering of training and education opportunities for healthcare providers in Lower-Middle Income Countries suited to the needs of each region.

The ISN Core Programs include:

Fellowships

www.theisn.org/fellowship

The Fellowship Program gives physicians from emerging countries hands-on training in a well-resourced renal center. Over 800 nephrologists trained from 100 countries.

Reverse Fellowships

ISN funds a nephrologist from a well-resourced setting to go to a LMIC to train many clinical staff through direct mentorship in that setting.

Sister Renal Centers (SRC)

www.theisn.org/src

SRC Program links renal centers in LMIC that are in need of support with other centers of excellence. With educational support and guidance during a time frame of approximately six years, the emerging centers become self-sufficient, offering better care for patients.

We have supported 197 pairs since 2005. 49 centers have graduated since then. 64 pairing are active today.

ISN partners with the Transplantation Society on a parallel 'Sister Transplant Program', aimed specifically at developing successful transplant programs for patients.

Educational Ambassadors Program

www.theisn.org/ea

Provides the opportunity for a renal center to receive expert training for one to four weeks. ISN volunteers are supported to provide specific hands-on training or help develop new services, community-based research or screening programs.

Since 2009, 125 institutes in 56 countries have benefited from hands-on training given by an Educational Ambassador.

Continuing Medical Education (CME) Program

www.theisn.org/cme

Endorses and supports the development of educational and scientific meetings in LMIC. It offers essential teaching and training to developing medical communities by advising conference organizers and supporting a faculty of expert speakers from all regions of the world who share their knowledge and experience in clinical care and research.

The CME Program has supported 370 courses since 2010.

Interventional Nephrology (IN) Training from \$20,000/year

www.theisn.org/in

In-depth training in IN to develop sound expertise in IN, provide a better quality of care for dialysis patients in their home country, train others in their home institution.

- **Foundation course** (2-4 weeks): specific interventional procedures; observational and hands-on training with patients
- **Advanced course** (3 months): a broad spectrum of procedures, especially endovascular procedures; hands-on training with patients.

Many of the Core Programs are co-funded with other regional partners, such as the Asia Pacific Society of Nephrology, the Renal Association (UK), the Latin American Society of Nephrology (SLANH), or The Indian Society of Nephrology (InSN).

Value

- Acknowledged as supporter on the ISN website
- Acknowledged as supporter on e-blasts sent to membership announcing application period and the results
- Acknowledged as supporter with the recipients of the various programs.

