

**Exhibitor Instructions**

In accordance with the SAP TechEd Las Vegas Exhibitor Rules and Regulations:

- Exhibitors are responsible for supplying a certificate of insurance (COI) as outlined on page 2 covering all staff, exhibit materials, and equipment.
- Exhibitor appointed contractors (EACs) performing any on-site show service within the Venetian|Palazzo Congress Center must also provide a COI.

Exhibitors should forward this document to their insurance company and all EACs as a guideline to prepare their COI.

- The insurance coverage must be valid for the duration of move-in, show days, and move-out.
- A COI must be provided to SAP by August 11, 45 days prior to the event.
- Exhibitors will not be allowed to move in without a COI on file.
- EACs will not be allowed to perform work without a COI.

**Information for Insurance Companies**

This document includes the necessary show information and policy requirements to prepare a COI for your client. **A sample certificate is on page 3.**

**Show Details**

SAP TechEd  
 The Venetian and the Palazzo Congress Center  
 3355 Las Vegas Boulevard South  
 Las Vegas, NV 89109

Set-up Dates – Platinum	September 23–25
Set-up Dates – Gold and Silver	September 25
Show Floor Dates	September 26–28
Dismantle Dates	September 28–29
Conference Dates	September 25–29

Submit the COI to the appropriate exhibit manager as indicated below. If you are unsure who the manager is, submit to Sandy Lorenz.

<b>Platinum (20'x20') Gold Plus and Gold Level (10'x20') Exhibitors</b>	<b>Silver Level (10'x10') Exhibitors</b>
Ellen Stangroom	Sandy Lorenz
Tel: 508.461.7683	Tel: 508.461.7421
Fax: 610.848.1134	Fax: 610.848.1149
<a href="mailto:e.stangroom@sap.com">e.stangroom@sap.com</a>	<a href="mailto:sandra.lorenz@sap.com">sandra.lorenz@sap.com</a>

## **Certificate of Insurance Instructions continued**

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### **Requirements**

The **required components** of the certificate are outlined below. Check to see that all requirements are met before submitting the certificate to avoid having it returned for missing or incorrect information. **A sample certificate is included on page 3.**

#### **1. Coverage required (policy dates must not expire prior to the exhibitor's move-out date)**

At all times during Exhibitor's use of the function space, Exhibitor shall maintain, with insurance carrier(s) satisfactory to SAP and authorized or permitted to do business in the state of Nevada, with a current A.M. Best Company rating of at least A- VII, the following insurance:

- (a) Statutory workers' compensation insurance
- (b) Employer's liability insurance with limits of at least one million dollars (\$1,000,000.00) each employee by disease, per accident and disease policy limit
- (c) Commercial general liability insurance with combined single limit of at least two million dollars (\$2,000,000.00) per occurrence including, but not limited to, coverage for bodily injury, death, property damage, products and completed operations, contractual liability, independent contractors, premises/operations; the policy shall include a cross-liability and severability of interest clauses
- (d) Commercial automobile liability insurance with coverage for owned, non-owned, rented and borrowed automobiles with a limit of not less than one million dollars (\$1,000,000.00) per occurrence

All policies required herein shall be amended to include a waiver of subrogation endorsement in favor of SAP Global Marketing, Inc., Venetian Hotel Resort Casino and the Palazzo Resort Hotel Casino, their parent(s) and each of their respective direct or indirect, partners, members, affiliates, principals, directors, officers, stockholders and employees (hereafter "Indemnified Parties"). The commercial general liability and commercial auto liability policies shall be amended to include Indemnified Parties as additional insured. Except for workers' compensation insurance, the required policies shall contain an endorsement noting that Exhibitor's insurance is primary and non-contributory with any insurance carried by the Indemnified Parties. Exhibitors, their brokers or insurance carriers shall provide at least thirty (30) calendar day's prior written notice of cancellation or reduction in policy limits or coverage.

#### **2. Include the following as the certificate holder**

SAP Global Marketing, Inc.  
10 Hudson Yards  
New York, NY 10001

#### **3. Include the additional insured and waiver of subrogation clauses**

- SAP Global Marketing, Inc., Venetian Hotel Resort Casino and the Palazzo Resort Hotel Casino, their parent(s) and each of their respective direct or indirect, partners, members, affiliates, principals, directors, officers, stockholders and employees are included as additional insured with respect to commercial general liability and commercial automobile liability insurance coverage as per the Exhibitor Rules and Regulations.
- Except where prohibited by law, workers' compensation, employer's liability, commercial general liability, commercial auto policies are amended to include a waiver of subrogation endorsement in favor of the following parties: SAP Global Marketing, Inc., Venetian Hotel Resort Casino and the Palazzo Resort Hotel Casino, their parent(s) and each of their respective direct or indirect, partners, members, affiliates, principals, directors, officers, stockholders and employees as per the Exhibitor Rules and Regulations.

Forty-five (45) calendar days prior to Exhibitor's use of function space, Exhibitor shall provide to their Exhibit Manager certificate(s) of insurance evidencing compliance with all aforementioned insurance requirements. In the event other parties (subcontractors, vendors, etc.) are providing goods or services related to Exhibitor's use of the function space, Exhibitor shall require all such parties to procure and maintain, during the period when such goods and services are being provided, insurance coverage in compliance with all aforementioned insurance requirements. None of the requirements contained herein as to types or limits or Exhibit Manager's approval of insurance coverage to be maintained by Exhibitor, or failure to monitor compliance with insurance requirements are intended to, and shall not in any manner, limit, qualify or quantify the liabilities and obligations assumed by Exhibitor under the Agreement or as otherwise provided by law.



# CERTIFICATE OF LIABILITY INSURANCE

DATE (MM/DD/YYYY)

THIS CERTIFICATE IS ISSUED AS A MATTER OF INFORMATION ONLY AND CONFERS NO RIGHTS UPON THE CERTIFICATE HOLDER. THIS CERTIFICATE DOES NOT AFFIRMATIVELY OR NEGATIVELY AMEND, EXTEND OR ALTER THE COVERAGE AFFORDED BY THE POLICIES BELOW. THIS CERTIFICATE OF INSURANCE DOES NOT CONSTITUTE A CONTRACT BETWEEN THE ISSUING INSURER(S), AUTHORIZED REPRESENTATIVE OR PRODUCER, AND THE CERTIFICATE HOLDER.

**IMPORTANT:** If the certificate holder is an ADDITIONAL INSURED, the policy(ies) must be endorsed. If SUBROGATION IS WAIVED, subject to the terms and conditions of the policy, certain policies may require an endorsement. A statement on this certificate does not confer rights to the certificate holder in lieu of such endorsement(s).

PRODUCER Producer's Name and Address	CONTACT NAME:	
	PHONE (A/C, No. Ext):	FAX (A/C, No):
INSURED Exhibitor's Name and Address	E-MAIL ADDRESS:	
	INSURER(S) AFFORDING COVERAGE	
	INSURER A:	Insurer A
	INSURER B:	Insurer B
	INSURER C:	Insurer C
	INSURER D:	
	INSURER E:	
	INSURER F:	

**COVERAGES**

CERTIFICATE NUMBER:

REVISION NUMBER:

THIS IS TO CERTIFY THAT THE POLICIES OF INSURANCE LISTED BELOW HAVE BEEN ISSUED TO THE INSURED NAMED ABOVE FOR THE POLICY PERIOD INDICATED. NOTWITHSTANDING ANY REQUIREMENT, TERM OR CONDITION OF ANY CONTRACT OR OTHER DOCUMENT WITH RESPECT TO WHICH THIS CERTIFICATE MAY BE ISSUED OR MAY PERTAIN, THE INSURANCE AFFORDED BY THE POLICIES DESCRIBED HEREIN IS SUBJECT TO ALL THE TERMS, EXCLUSIONS AND CONDITIONS OF SUCH POLICIES. LIMITS SHOWN MAY HAVE BEEN REDUCED BY PAID CLAIMS.

INSR LTR	TYPE OF INSURANCE	ADDL INSD	SUBR WVD	POLICY NUMBER	POLICY EFF (MM/DD/YYYY)	POLICY EXP (MM/DD/YYYY)	LIMITS
A	<input checked="" type="checkbox"/> COMMERCIAL GENERAL LIABILITY <input type="checkbox"/> CLAIMS-MADE <input checked="" type="checkbox"/> OCCUR GEN'L AGGREGATE LIMIT APPLIES PER: <input checked="" type="checkbox"/> POLICY <input type="checkbox"/> PRO-JECT <input type="checkbox"/> LOC OTHER:			GL123456789	01/01/20XX	01/01/20XX	EACH OCCURRENCE \$ 2,000,000 DAMAGE TO RENTED PREMISES (Ea occurrence) \$ 100,000 MED EXP (Any one person) \$ 5,000 PERSONAL & ADV INJURY \$ 2,000,000 GENERAL AGGREGATE \$ 2,000,000 PRODUCTS - COMP/OP AGG \$ 2,000,000 \$
A	<input checked="" type="checkbox"/> AUTOMOBILE LIABILITY <input type="checkbox"/> ANY AUTO <input type="checkbox"/> ALL OWNED AUTOS <input type="checkbox"/> HIRED AUTOS <input type="checkbox"/> SCHEDULED AUTOS <input type="checkbox"/> NON-OWNED AUTOS			AL123456789	01/01/20XX	01/01/20XX	COMBINED SINGLE LIMIT (Ea accident) \$ 1,000,000 BODILY INJURY (Per person) \$ BODILY INJURY (Per accident) \$ PROPERTY DAMAGE (Per accident) \$ \$
C	<input checked="" type="checkbox"/> UMBRELLA LIAB <input checked="" type="checkbox"/> EXCESS LIAB <input type="checkbox"/> OCCUR <input type="checkbox"/> CLAIMS-MADE DED RETENTION \$			XS123456789	01/01/20XX	01/01/20XX	EACH OCCURRENCE \$ 1,000,000 AGGREGATE \$ 1,000,000 \$
B	<input checked="" type="checkbox"/> WORKERS COMPENSATION AND EMPLOYERS' LIABILITY ANY PROPRIETOR/PARTNER/EXECUTIVE OFFICER/MEMBER EXCLUDED? (Mandatory in NH) If yes, describe under DESCRIPTION OF OPERATIONS below	Y/N N	N/A	WC123456789	01/01/20XX	01/01/20XX	<input checked="" type="checkbox"/> PER STATUTE <input type="checkbox"/> OTH-ER E.L. EACH ACCIDENT \$ 1,000,000 E.L. DISEASE - EA EMPLOYEE \$ 1,000,000 E.L. DISEASE - POLICY LIMIT \$

\* **Not required unless the other limits are less than the requirements.**

DESCRIPTION OF OPERATIONS / LOCATIONS / VEHICLES (ACORD 101, Additional Remarks Schedule, may be attached if more space is required)

SAP Global Marketing, Inc., Venetian Hotel Resort Casino and the Palazzo Resort Hotel Casino, their parent(s) and each of their respective direct or indirect, partners, members, affiliates, principals, directors, officers, stockholders and employees are included as additional insured with respect to commercial general liability and commercial automobile liability insurance coverage as per the Exhibitor Rules and Regulations. A Waiver of Subrogation is granted in favor of the Indemnified Parties in accordance with the policy provisions. Policies evidenced herein are Primary and Non-Contributory to other insurance available to an Indemnified Party, but only in accordance with the policy's provisions. 30 days prior written notice of cancellation or reduction in policy limits or coverage will be provided to the Indemnified Parties.

**CERTIFICATE HOLDER****CANCELLATION**

SAP Global Marketing, Inc. 10 Hudson Yards New York NY 10001 USA	SHOULD ANY OF THE ABOVE DESCRIBED POLICIES BE CANCELLED BEFORE THE EXPIRATION DATE THEREOF, NOTICE WILL BE DELIVERED IN ACCORDANCE WITH THE POLICY PROVISIONS.
	AUTHORIZED REPRESENTATIVE SIGNATURE

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