

## Sino-Dental® 2022 Booth Reservation Notice

Dear Exhibitors,

Welcome to the 27<sup>th</sup> China International Dental Exhibition & Scientific Conference (Sino-Dental® 2022).

Exhibition Date: Jun 9-12, 2022

Venue: China National Convention Center (CNCC), Beijing

Website: <http://www.sinodent.com.cn/en/f>

[For exhibitor services, please contact the organizing committee:](#)

Ms. Ying MA (Exhibitor Service), Ms. Taylor XIN (Pavilion Service), Ms. Carol KANG (Chief Coordinator)

Email: [info@sinodent.com.cn/sino-dental@qq.com](mailto:info@sinodent.com.cn/sino-dental@qq.com)

Tel: +86-10-88393917/3883/3850

Fax: +86-10-88393924

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### Information Release

All exhibition related information will be released on our official website. Major changes and any specified inquiries regarding exhibition shall be delivered and received via email. Please provide valid and complete contact information in your application form. If any changes occur, please timely notify Sino-Dental® to make sure your company will receive the notice in time.

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[This booth reservation notice has 4 sections. Please read it thoroughly.](#)

I. Booth Reservation Procedure

II. Booth Reservation Qualification Review Principles

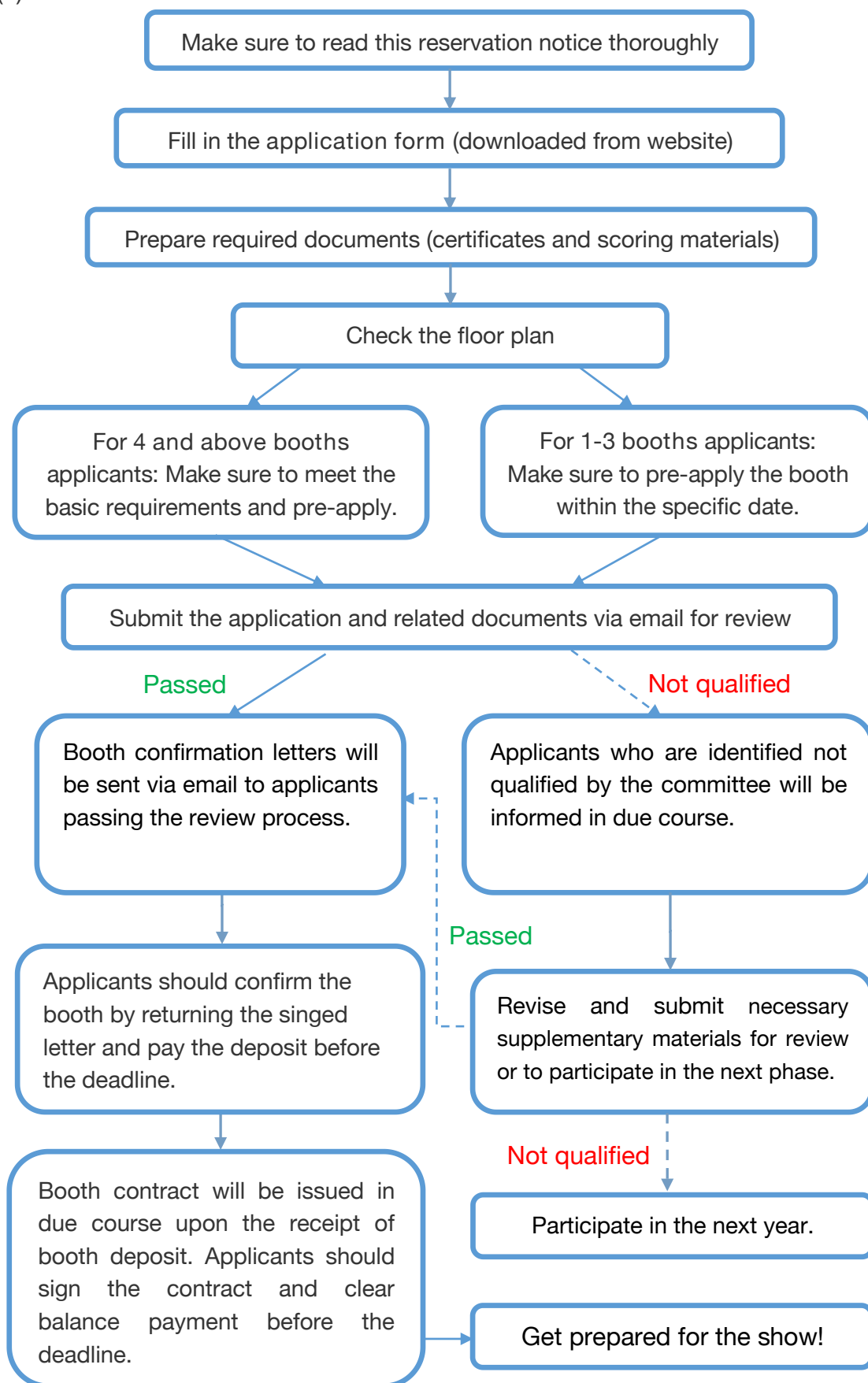
III. Working Principles

IV. Booth Reservation Reminders



## I. Booth Reservation Procedure

### (1) Reservation Procedure



## (2) Booking Schedule

Please submit the booth application according to the following 3 phases based on the different number of booths applied.

<b>PHASE I: National Pavilion/ Regional Pavilion</b> (Eligibility: pavilions officially organized by dental associations and/or with governments support)		
# OF BOOTHS	DATE	PROCEDURE
National Pavilions	Sep 3 - 24	Application Submission via email
	Sep 27 - Oct 9	Application Review >> Booth confirmation via email
<b>PHASE II: ≥4 booths</b> (Eligibility: applicants consecutively exhibiting in Sino-Dental® over 3 years and with no less than 4 booths will have priority in booth allocation)		
# OF BOOTHS	DATE	PROCEDURE
≥4	Oct 11 - Nov 12	Application Submission via email
	Nov 15 - 26	Application Review >> Booth Confirmation via email >> Deposit Payment
	Before Nov 26	Unqualified companies would be informed to participate in the next phase or to submit supplementary materials
Please be noticed that any early, late, or incomplete applications will be regarded as invalid.		
<b>PHASE III: 1-3 booths</b> (Eligibility: meets the basic qualifications, and/or fails to meet the requirement of PHASE II)		
# OF BOOTHS	DATE	PROCEDURE
1-3	Nov 22 -Dec 3	Application Submission via email (For overseas exhibitors only)
	Dec 3 (10 A.M, Friday)	Hotline call-in for domestic exhibitors
	Dec 3 and after	Application Review >> Booth Confirmation >> Deposit Payment

## II. Booth Reservation and Qualification Review Principles

### 1. General Principles

- (1) 3 different booking phases in accordance with the number of booth(s) applied.
- (2) Within the same phase, priority of booth allocated is based on the number of booth(s) and the score (please refer to the scoring principles and criteria).
- (3) In the case of same number of booth(s) with similar score, the principle of “first come, first served” will apply.

## 2. Scoring Principles and Criteria

The organizing committee adopt a scoring scheme in booth arrangement. There are 5 categories of scoring items. Among them, Innovation, Brand, Win-Win & Green and International category are pluses, while Integrity category is minus.

Scoring will be centesimal grading. Please submit all scoring documents according to the Scoring Principles and suggestions listed above. The score of each item will be capped as indicated.

CATEGORY	SCORE
<b>1. INNOVATION 35%</b>	
Intellectual property rights documents; Authoritative registration documents such as FDA, CE, etc.	1-3 points for each valid document, max 18 points
New products/technology debut/launching (globally or in China)	1-2 points for each valid document, max 3 points
Innovative cutting-edge technology with independent IP	1-3 points for each valid document, max 6 points
NMPA green path or similar priority qualifications, industry breakthrough technology, etc.	1-3 points for each valid document, max 8 points
<b>2. BRAND 20%</b>	
Brand, company industrial influence (industry ranking, business data, awards, etc.)	1-3 points for each valid document, max 10 points
Display image (record of attending influential international exhibitions, booth construction plan, etc.)	1-2 points for each valid document, max 5 points
International standard certification, ISO quality system certification, etc.	1-3 points for each valid document, max 5 points
<b>3. WIN-WIN &amp; GREEN 35%</b>	
Previous Sino-Dental® participation record	Based upon historical exhibiting records (1-3 years, 3-10 years, 10-20 years, more than 20 years, max 8 points); exhibition area (1-3 booths, 4-8 booths, over 8 booths, max 4 points); display image, etc.; max 12 points
Participated in the China-Hospeq Exhibition	According to the exhibition record, exhibition area, 2022 booth application, max 8 points



Participated in the survey of Sino-Dental® China Industry Report, in the philanthropy activities on Sino-Dental®, etc.	According to the actual participation and level of involvement, max 12 points
Energy-saving, eco-friendly, low-consumption: Company ethic, principles, and practice; environmental-friendly products or booth construction plan, etc.	Max 3 points
<b>4. INTERNATIONAL 10%</b>	
Visitor information of the international clients (e.g., dealers) at Sino-Dental® in 2017-2021, and invitation for 2022	According to the validity and quantity of the information, max 10 points
<b>5. CREDIBILITY (DEDUCTION ITEM)</b>	
Previous violation of intellectual property rights or disputes recorded by Sino-Dental® (relevant complaints included)	According to the relevant law enforcement records of inspectors kept by Sino-Dental®, etc., based upon the level of severity and number of times (1-5 points for each record), max 20 points
Previous resale, lease and/or sublease of booths	3 years of record will be counted. Based upon the level of severity and number of times (1-10 points for each record), max 30 points
Violation of booth construction regulations, etc. (relevant complaints included)	3 years of record will be counted. Based upon the level of severity and number of times (1-5 points for each record), max 15 points
On-site misconducts such as display or sale of fake products or unrelated products, etc.	3 years of record will be counted. Based upon the level of severity and number of times (1-5 points for each record), max 15 points
Other conducts that have affected the on-site exhibition order, or undermined the fairness of booth reservation, etc.	3 years of record will be counted. Based upon the level of severity and number of times (1-8 points for each record), max 20 points

### III. Working Principles

1. Sino-Dental® will further improve the company entry mechanism, and strictly review the relevant qualifications of the exhibitors as requested by the relevant laws and regulations. For the first-time exhibitors, please be reminded to submit complete application documents and qualified credible materials for scrutiny purpose.



2. Sino-Dental® is committed to fulfill the obligation of information disclosure. The relevant information will be published in accordance with the information release procedure. Reservation notice and related reminders for materials submission will be send out before the start of each phase. Please be noted that only the applications and submissions sent to [info@sinodent.com.cn](mailto:info@sinodent.com.cn)/[sino-dental@qq.com](mailto:sino-dental@qq.com) will be proceeded by Sino-Dental®.

A second reminder will be sent out before the deadline for each application phase. Please provide valid and complete contact information in your application. If any changes occur, please timely notify Sino-Dental® to make sure your company will receive the notice in time.

3. Sino-Dental® will collect all the materials submitted by the companies and will not start the inventory and the scoring until the submission deadline of each phase. The criteria indicated in section II will be strictly followed.

4. For the companies fail to return booth confirmation letter or pay the deposit in time, the booth allocation will be canceled, and the relevant booths will be released to the remaining booth pool for open application. Under certain circumstance or with force majeure, the company could formally submit extension application in written-form 3 working days prior to the deadline.

5. Sino-Dental® will strictly abide by the booth allocation criteria and scoring process announced. Booth will be allocated in accordance with both the application and the final score. Sino-Dental® has strict working and authorization procedure for booth allocation, in which at least 3 levels of approval will be executed. Once a decision has been made, Sino-Dental® will inform the company to confirm the booth allocation and pay the deposit via booth confirmation letter. The contract will be issued in due course upon the receipt of booth deposit.

6. Sino-Dental® prohibits any form of infringement of others' intellectual property. Once detected, Sino-Dental® will cease to proceed any booth application from the company involved and record the violation for score deduction in future applications.

7. To protect the legitimate right of the companies involved and the visitors, any re-sale, lease, or sublease of booths is strictly prohibited. If any violation were detected, Sino-Dental® reserves the right to cancel the booth and record the violation for score deduction.



8. The Sino-Dental® organizing committee will only provide the exhibition service through the designated telephone number, email, official QQ and WeCom announced via the official channels. The relevant information or service provided via any other channels (including private WeChat or QQ) will be deemed as invalid or staff misconduct.

9. Booth booking process is subject to openness and transparency, and all behaviors of fraud, bribery or corruption are strictly prohibited. Once any aforementioned behaviors were detected, the involved staff will be subject to severe punishment, and the involved company will be counted inferior in the credit rating process due to unfair competition. Exhibitors are welcome to report any detection of such behaviors. Your understanding and cooperation will be highly appreciated.

#### **IV. Booth Reservation Reminders**

1. Companies should submit the booth application form and addition documents, and the scoring documents to Sino-Dental® through email ([info@sinodent.com.cn](mailto:info@sinodent.com.cn)/ [sino-dental@qq.com](mailto:sino-dental@qq.com)) or fax (+86-10-88393924) (booth application form is available online) prior to the deadline.

Please assure the application form is completely and clearly filled out with printed letters. The scoring documents are not mandatory, and thus no scores will be deducted if the company did not submit the document for scoring: the related category will only be counted as zero. Unqualified companies will not be eligible for booth application.

2. Booth Application Principle applies for all companies. Please submit all documents according to the booking schedule. Companies in Phase II should send application forms and all relevant documents via email or fax. Sino-Dental® will allocate booths together after reviewing the documents. Companies in Phase III should submit the application documents after the email/hotline call-in pre-reservation. The higher scored exhibitors will have the priority for booth allocation and booth adjustment.

Domestic companies who fail to submit application documents in 7 days after hotline reservation will be regarded as invalid reservation. For the companies that have deduction scores, Sino-Dental® reserves the right to cancel or postpone the booth allocation.

3. Sino-Dental® will confirm the booth with each company via email or fax. After receiving confirmation letter, please confirm the letter by signing and sending it back and make the deposit payment (RMB 3,000 per booth) prior to the deadline, otherwise the booth will not be reserved.



4. For the exhibitors that have participated in Sino-Dental® in three or more consecutive years, maintained certain exhibition scale, and scored in 3 or more categories listed in Scoring Criteria and with no deducted scores, will have the priority to apply for the expansion of exhibition area.

5. Any re-sale, lease, or sublease of booths to other companies in any shape or form before and during the exhibition is strictly prohibited. If any violation was detected, Sino-Dental® reserves the right to cancel the booth and prohibit the company from exhibiting in the following year. Any economic or legal consequence shall be borne by the violator itself.

6. Majority of the exhibition areas are raw space. The exhibitors apply for raw space will be responsible for their own qualified construction (please refer to official contractor for construction principles). For standard booth application, please choose the booth in the designated area. Otherwise, the reservation will be deemed as invalid.

7. Sino-Dental® reserves the right to adjust any booth under the consideration of overall exhibition arrangement.

8. This notice is subject to changes. Please refer to the official website for the most updated notice.

Sino-Dental® Organizing Committee  
September, 2021