



## Olympus Health Care and Microscopy Grants Process FAQ

### **Q: What does Olympus consider as a Grant?**

**A:** A voluntary payment to support a program, event or organization that is organized by an independent third party, without compensation or the expectation of a fair market value payment in return, though the recipient may provide a nominal acknowledgment of grant support.

### **Q: What is the difference between a “sponsorship,” “acknowledgement,” and “grant”?**

**A:** Sponsorship – An in-kind fee or cash paid to a party in return for access to the exploitable commercial potential associated with that party. Sponsorship is done with the expectation of a commercial return. Sponsorship is not a grant.  
Acknowledgement – Fair market value expression of appreciation. This may be a grant.  
Grant – A gift for a particular purpose, awarded with no expectation for the transaction to be reciprocated.

### **Q: What is the difference between marketing events/monies and grants?**

**A:** The fair market value exchange of sponsorships, booth space, exhibits or other forms of advertising at events sponsored by third parties for monies is marketing. An educational grant is a monetary gift to support an educational program or event. There is no exchange of anything; a grant is purely a benevolent act.

### **Q. Our request is for (or our grant-related event includes additional) sponsorship opportunities. Where do we direct requests for those promotional opportunities?**

**A.** Sponsorship opportunities are separate and distinct from our Grant Committee’s process. All requests relating to sponsorship opportunities at convention, conferences or other promotional event should be directed to [exhibitopportunities@olympus.com](mailto:exhibitopportunities@olympus.com). They will be routed to our appropriate business units for consideration. Examples may include; requests relating to exhibitor booths, tabletop displays, award category sponsorships, printed (or electronic) advertisements or similar opportunities.

### **Q: What type(s) of grant requests will be accepted for review?**

**A:** Monetary request for medical education or microscopy education to support events, or activities organized by independent third-parties with a genuine medical educational

function related to disease states, conditions and/or treatments for which OCA products are used. The Committee will only consider applications for

- Medical/Microscopy education programs organized by:
  - ▶ Academic Medical Centers
  - ▶ Medical Societies
  - ▶ Accredited Continued Medical Education Providers
  - ▶ Core Facilities (Microscopy)
- Educational Fellowships organized by Medical/Microscopy Societies
- Requests for short term equipment loans for events taking place within Mexico or Brazil after April 1, 2015.

**Q: What type(s) of grant requests will not be accepted for review?**

**A:** Olympus does not consider requests for:

- Funds used for meals, travel, lodging or honoraria, for health care professional participating in or attending educational events (including faculty members or event chairs).
- Requests for short term in-kind equipment loans for events taking place in countries other than Mexico or Brazil.
- Research Requests.
- Requests directly benefitting individual health care professionals or those designed to solely benefit health care professionals from one health care facility, including facility-specific fellowships.
- Requests that constitute or promote off-label use of Olympus products.
- Long-term or permanent equipment donations.
- Equipment or product donations associated with mission trips.
- Charitable contribution requests from individual health care professionals or health care facilities (i.e., golf outings, galas, capital campaigns and related fund-raising activities).

**Q: Can a grant be awarded in exchange for purchasing Olympus products or services?**

**A:** No. Grants may not be provided in exchange for purchasing or use of Olympus product or service or to reward past or future purchases, referrals or recommendations of Olympus products or services under any circumstances.

**Q. How will I know my registration and, if registration is approved, subsequent grant application(s) were received by Olympus?**

**A.** You will receive an email acknowledgement confirming that you completed the registration process as well as notification when your registration application is either approved or denied. If approved, you will receive a unique website address that will

direct you to the Grant application portal where you will login to complete grant applications. Please keep these communications for future reference, as knowledge of your unique website link, your organization's registration number and application grant number(s) are important to our process.

**Q. Can I save my online registration or grant application as a draft and complete it at a later time?**

**A.** No. Regretfully, we are unable to offer this functionality at this time. That is why we strongly urge all applicants to utilize our registration and grant application checklists so all pertinent information is ready to complete/ upload when you prepare to apply. Please be mindful that the online portal may time out after approx. 20 minutes of inactivity.

**Q: Who selects the grant recipients?**

**A:** All grant decisions will be made solely by the OCA Grants Committee. The Committee manages, reviews, and determines requests support for educational activities related to disease states, conditions and treatment for which the products of any entity within OCA are used.

**Q: How often does the Committee meet?**

**A:** The Committee meets every four to six weeks to approve requests.

**Q: What documentation is required to apply?**

**A:** See the Registration Checklist and Grants Application Checklist available on our website.

**Q: If an organization was previously awarded funding, will it have priority if it applies for another grant?**

**A:** No. Every organization must apply for support every time it is desired. There are no priority applicants, preferred event or any assurances that the Committee will approve events that Olympus has supported in the past.

**Q: If our organization's application is denied, or the amount requested is reduced, can we reapply or seek an appeal?**

**A.** No. The Committee does not approve multiple grants for the same event, activity or program, and does not offer an appeal process. Thank you for your cooperation in this regard.

**Q. Will we be advised of the specific reason why our request for registration and/or grant support was denied or monetary amount reduced?**

**A.** No. It is not our practice to provide specific feedback about determinations by our Grants Committee. We provide the following general feedback:

The top reasons why registration permission is denied include:

- Request for Registration from an ineligible type of organization (organizations that do not meet the definition of Academic Medical Center, Medical Society, Core Facility (Microscopy), for profit entities, etc.)
- Requests from organizations that fail to demonstrate sufficient robust educational programming experience and post-event outcome measurement
- Concerns that request for Grant support is being sought as a reward for or in exchange for commercial business, which violates Olympus' commitment to adhere to anti-corruption laws and industry best practices

The top reasons why requests for grant support are denied or reduced by the Committee include:

- Apparent weak educational agenda or insufficiently robust programming
- Venues such as golf resorts, theme parks or lavish resorts where programming and event marketing appears disproportionately geared to leisure time or social activities
- Weak connection between event offerings disease states, conditions and/or treatments for which Olympus products are used
- Event budget and supporting documentation contain insufficient detail , reflect large event profits, or indicate that expenses may be inconsistent with our compliance parameters
- Requests that directly or indirectly reference past or future business opportunities or personal relationships with Olympus that could be perceived as attempts to unduly influence the Committee

**Q. Who can I contact with questions regarding my registration or grant application or the Olympus grants process?**

**A.** If you have any questions regarding the Olympus grants application process, please contact the Olympus Grants Administrators at [ocagrants@olympus.com](mailto:ocagrants@olympus.com) or 484-896-3939. As a reminder, applicants must refrain from directing any grant-related questions to Olympus sales, marketing, or commercial-facing personnel. Our employees may face disciplinary action if involved in the Grants process, and applications will be jeopardized. Thank you kindly for respecting the integrity of our process.