



APHA
38th
National
Congress

Australian
Private Hospitals
Association



Exhibition and Sponsorship Opportunities

17-19 MARCH 2019

Grand Hyatt Hotel
Melbourne

CONGRESS.APHA.ORG.AU



Partner with us

The Australian Private Hospitals Association (APHA) extends a warm invitation for you to partner with us for the APHA 38th National Congress (APHA Congress) in 2019.

In 2019 the APHA Congress will examine the changing operational environment for private hospitals.

Issues such as private health insurance reform, the new National Safety and Quality Health Service Standards (National Standards) and privacy will all be discussed.

As usual the APHA Congress will feature a range of social and networking events that bring delegates and exhibitors together, providing plenty of opportunities to discuss issues with peers and industry partners.

The 38th APHA National Congress brings together leaders from across the private health sector to discuss the ever changing health landscape in Australia. By joining us as an exhibitor or event sponsor you will have the opportunity to network with a broad range of decision makers in the private hospital sector.

APHA looks forward to welcoming you to the APHA National Congress.

To be part of this event, please contact Brittany Hull, Senior Operations Coordinator Arinex Pty Ltd on +61 (7) 3226 2800 or bhull@arinex.com.au

About APHA

APHA is one of Australia's leading health care industry bodies. Since establishment in 1981, the association has promoted the role and contribution of the private hospital sector to government and the community.

APHA's many members look to it to provide leadership and guidance on issues impacting the sector and as a strong voice to government.

APHA is the peak national body for private hospitals in Australia, representing the private hospital and day surgery sector. About 70 percent of overnight hospitals and half of all day surgeries in Australia are APHA members.

APHA Congress partners have the opportunity to build a relationship with our organisation and, by extension, our broad membership of Australia's leading private hospitals.

Who will be there?

The APHA Congress attracts decision makers in Australia's private health arena:

- Hospital Chief Executive Officers and Board Members
- Managing Directors
- Directors of Nursing
- Hospital administrators and managers
- Hospital finance managers
- Hospital policy managers
- Quality managers
- Business development managers
- Marketing managers
- Purchasing and logistics managers

For more information about APHA please visit www.apha.org.au

APHA Congress packages

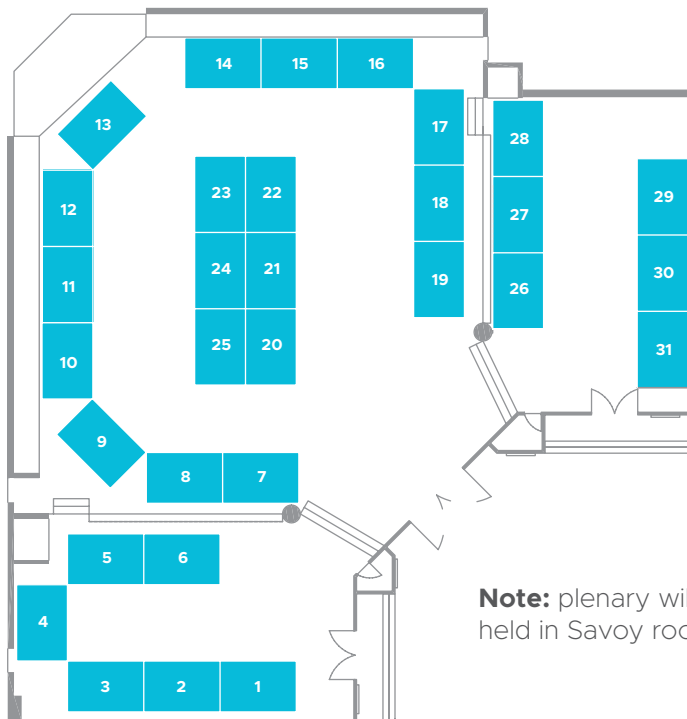
APHA Congress Gala dinner sponsor	\$10,000
App sponsor	\$5,500
Coffee cart sponsor	\$4,400
Lanyard and name badge sponsor	\$3,800
Lunch sponsor	\$3,850
Hosted breakfast session sponsor	\$3,300
Mobile phone charging station sponsor	\$3,300
Morning or afternoon tea sponsor	\$2,750
Exhibition booth	\$4,950

The above prices are inclusive of GST and are in Australian Dollars.

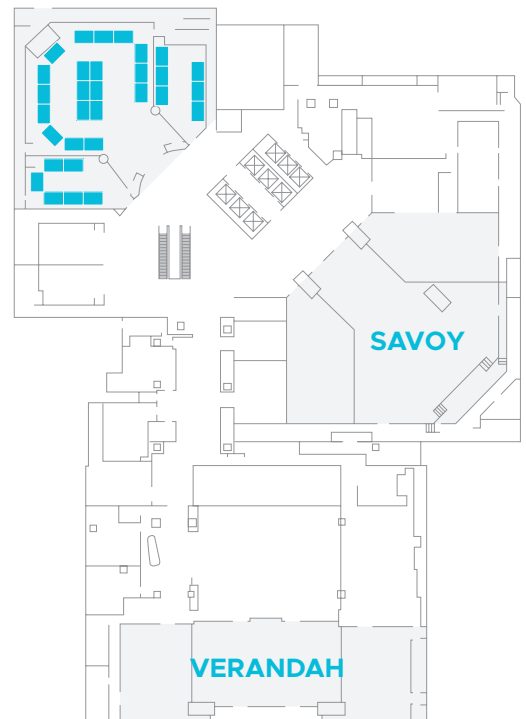
For enquiries please contact:

Brittany Hull,
Senior Operations Coordinator
Arinex Pty Ltd on +61 (7) 3226 2800
or bhull@arinex.com.au

TRADE EXHIBITION FLOOR PLAN



Note: plenary will be held in Savoy rooms.



EXHIBITION BOOTH

Join the trade floor at the APHA Congress as an exhibitor. APHA Congress has a diverse range of exhibitors each year who have an opportunity to meet with and talk to delegates.

\$4,950

AUD (inc GST)

In 2019 the APHA Welcome Reception will be hosted in the trade exhibition area, providing a chance for you to meet and greet delegates from the very start of the APHA Congress. Morning and afternoon teas, as well as lunch, will also be served in the trade exhibition area.

Benefits:

- Recognition and acknowledgement as an exhibitor on the sponsor page of the APHA Congress website, including a hyperlink to the exhibitors' home page
- Company logo and 100-word company profile on the APHA Congress app
- Opportunity to display in the exhibition area for the event
- One complimentary 3m x 2m booth (2.5m high)
 - FASCIA:** polished aluminum fascia, 300mm deep on all aisle frontages
 - SIGNAGE:** all open aisle frontages will have a fascia sign consisting of company name
 - LIGHTING:** two track spotlights per 6sqm
 - POWER:** one single power outlet per booth; positioned in rear of booth
 - FLOORING:** existing venue flooring
- Two complimentary full registrations to APHA Congress (includes Welcome Reception and APHA Congress Gala dinner).

Extra exhibitor staff **\$800 AUD per person** (inc GST)

Exhibition only registrations do not include attendance to the APHA Congress sessions or Congress Gala dinner. Additional tickets to these can be purchased separately.

APHA CONGRESS GALA DINNER SPONSOR

An exclusive opportunity to sponsor the APHA Congress Gala dinner, to be held at Showtime Events Centre.

\$10,000

AUD (inc GST)

The Congress Gala dinner has proven a major drawcard for the APHA Congress. This is an opportunity to host delegates for an entertaining evening in a unique venue, presenting an extremely valuable networking and branding opportunity.

Benefits:

- Recognition and acknowledgement as the APHA Congress Gala dinner sponsor on the sponsorship page of the APHA Congress website, including hyperlink to the sponsors' home page
- Company logo and 100-word company profile in the APHA Congress app
- Corporate signage (one freestanding banner at entrance to venue, banners to be supplied by the sponsor)
- Opportunity to welcome delegates to the event as they enter and a short two minute address at the commencement of the APHA Gala dinner
- One complimentary full registration to APHA Congress (including Welcome Reception and APHA Congress Gala dinner)
- Two complimentary tickets to the APHA Congress Gala dinner (additional tickets can be purchased).

CONGRESS APP SPONSOR

Put your business in the palm of every delegate's hand during the APHA Congress.

\$5,500

AUD (inc GST)

Attendees refer to the APHA Congress app for session details, speaker biographies and survey responses. It will be the main tool for communication and information for delegates at the APHA Congress.

Benefits:

- Recognition and acknowledgement as the APHA Congress app sponsor on the sponsor page of the APHA Congress website, including a hyperlink to the sponsors' home page
- Company logo will feature upon start up each time a delegate loads the app. The app is compatible with iOS and Android
- Company logo and 100-word company profile on the APHA Congress app.

COFFEE CART SPONSOR

Get the delegates started each morning and keep them going through the APHA Congress as our coffee cart sponsor. Your branded coffee cart will be open for the duration of the APHA Congress until the end of afternoon tea on the final day, and will be one of the most popular areas for the delegates to meet.

\$4,400

AUD (inc GST)

EXCLUSIVE OPPORTUNITY

Benefits:

- Recognition and acknowledgement as the coffee cart sponsor on the sponsor page of the APHA Congress website, including a hyperlink to the sponsors' home page
- One full registration (including Welcome Reception and APHA Congress Gala dinner)
- Company logo and 100-word company profile on the APHA Congress app
- Optional extra: branded coffee cups (please speak to the Congress Secretariat for additional costs to include this item or the sponsor can provide these cups directly).

LANYARD AND NAME BADGE SPONSOR

Put your company name around the neck of every delegate at the APHA Congress.

\$3,800

AUD (inc GST)

EXCLUSIVE OPPORTUNITY

Benefits:

- Recognition and acknowledgement as the lanyard and name badge sponsor on the sponsor page of the APHA Congress website, including a hyperlink to the sponsors' home page
- Company name/logo on all lanyards and name badges
- Company logo and 100-word company profile on the APHA Congress app.

MOBILE PHONE CHARGING STATION SPONSOR

\$4,400

AUD (inc GST)

Save delegates' phone batteries by sponsoring the mobile phone charging station. Prominently branded with your logo and positioned in the exhibition and catering areas for the whole APHA Congress, the station will be a much visited spot by delegates.

Benefits:

- Recognition and acknowledgement as the mobile phone charging station sponsor on the sponsor page of the APHA Congress website, including a hyperlink to the sponsors' home page
- Branded station (sponsor to provide graphics as per specifications required)
- Station includes two armchairs and one coffee table
- Company logo and 75-word company profile on the APHA Congress app
- One complimentary full registration to APHA Congress (including Welcome Reception and APHA Congress Gala dinner).

LUNCH SPONSOR

\$3,850

AUD (inc GST)

Join our delegates for lunch throughout the APHA Congress. A chance to mix and mingle while delegates relax during a break.

Benefits:

- Recognition and acknowledgement as a Lunch Sponsor on the sponsor page of the APHA Congress website, including a hyperlink to the sponsors' home page
- Company logo and 75-word company profile on the APHA Congress app (also linked to the sponsored lunch break)
- Company logo on all catering tables during lunch
- Company logo on presentation title slide leading in to the sponsored break and verbal acknowledgement by APHA Congress MC
- Two complimentary day registrations to APHA Congress for the day of sponsored catering break.

HOSTED BREAKFAST SESSION SPONSOR

\$3,300

AUD (inc GST)

APHA Congress hosted breakfasts provide an opportunity to bring delegates together for an informal breakfast and information session.

Note: Includes room hire. Event costs additional (food and beverage, AV etc).

Benefits:

- Recognition and acknowledgement as a hosted breakfast session sponsor on the sponsor page of the APHA Congress website, including a hyperlink to the sponsors' home page
- Company logo and 100-word company profile on the APHA Congress app (also linked to the sponsored breakfast)
- Pull-up banner/s on entering room and inside room (supplied by sponsor)
- Company logo on presentation slide in the sponsored breakfast session
- Promotion of breakfast session on the APHA Congress website
- One complimentary day registration to APHA Congress for the day of the sponsored breakfast.

N.B The speaker and topic must be approved by the APHA Congress Organising Committee. Topics as well as content must not imply that the Australian Private Hospitals After Association add in (APHA) the product, service, company or role.

Sponsors are advised to carefully select their topics as attendance to each hosted breakfast session is open to all registered delegates. APHA does not take responsibility for, and does not have the authority to, exclude any registered (full and day) delegate who the sponsor may deem topic sensitive to attend their hosted breakfast session.

Attendance by delegates to the hosted breakfast session are based on a first come, first served basis and will be managed through the online registration process.



MORNING OR AFTERNOON TEA SPONSOR

Join our delegates for morning or afternoon tea throughout the APHA Congress. A chance to mix and mingle while delegates relax during a break.

\$2,750

AUD (inc GST)

Benefits:

- Recognition and acknowledgement as a morning tea or afternoon tea sponsor on the sponsor page of the APHA Congress website, including a hyperlink to the sponsor's home page
- Company logo and 100-word company profile on the APHA Congress app (also linked to the sponsored break)
- Company logo on all catering tables during morning or afternoon tea
- Company logo on presentation title slide leading in to the sponsored break and verbal acknowledgement by APHA Congress MC
- One complimentary day registration to APHA Congress for the day of sponsored catering break.

Terms and Conditions

Sponsor agreement

Completion of the sponsor agreement form does not confirm acceptance of offer. The Australian Private Hospitals Association (APHA) reserves the right to determine which applications are accepted. All sponsorships will be confirmed in writing by APHA Congress Organisers, Arinex Pty Ltd.

Payment

- 50% of total sponsorship amount required on booking
- Remainder is required by 4 February 2019
- All payments must be received by the due date
- Failure to comply with payment terms may result in the sponsor not receiving full benefits as outlined in the package
- All sponsors' benefits are conditional on receiving payment, and receiving artwork, goods etcetera in a timely manner and are subject to meeting publication deadlines
- If full payment is not received by 1 February sponsorship/exhibition may be cancelled.

Cancellation

- Notification of cancellation must be submitted in writing to the APHA Congress Organisers prior to 4 February 2019 (50% of total sponsorship will apply as a cancellation fee)
- Cancellations made after 4 February 2019 will receive no refund
- The sponsor and/or exhibitor shall not be entitled to any refund in the event of cancellation of the sponsorship because of industrial action, blackouts or any cause outside the control of the APHA Congress Organisers.

Exhibition booth allocation

- All exhibition booths will be allocated by level of investment and then on a "first come, first served" basis
- APHA has the exclusive right to allocate exhibition booths available to the exhibitor and may alter the exhibition, should it prove necessary. The exhibitor's wishes will be considered as far as possible
- The final exhibition floor plan may vary resulting in trade display position changes from the original floor plan due to updated trade floor plans.

Exhibitors

- Must have current public liability insurance cover for their booth
- Are wholly responsible for the security and safekeeping of items and staff at their booths
- Will be responsible for any damage to the walls or the floor of the building occupied by the booth
- Will be responsible for any loss or damage to the booth, partitions, electrical fittings, and lights provided for the exhibitor
- The offering and distribution of promotional materials may only take place within the immediate vicinity of booths, except where expressly permitted
- Participation is entirely at the exhibitors' risk. The exhibitor guarantees the Congress Organiser against all claims by third parties in consequence of damage caused by the exhibitor during the exhibition.

APHA Congress Organisers

- May postpone or amend the time the exhibition will be held to a more suitable time
- Shall not be held liable for any losses, damage, or injuries caused except in cases of demonstrated negligence.

Coffee

- No barista or coffee machines are allowed at individual booths in the exhibition area (excluding arrangements made for the coffee cart sponsor)
- Exhibitors cannot provide any hot beverages to APHA Congress attendees (excluding arrangements made for the coffee cart sponsor).

Device charging station

- No device charging stations are allowed at individual booths in the exhibition area (excluding arrangements made for the mobile phone charging station sponsor)
- Exhibitors cannot provide any device charging stations to APHA Congress attendees (excluding arrangements made for the mobile phone charging station sponsor).

Liability waiver

- In the event of industrial disruptions and any other circumstances that occur that mean the APHA Congress cannot take place, the organisers accept no responsibility for losses incurred by APHA Congress participants, sponsors and exhibitors
- Participation in the exhibition does not imply any endorsement or approval by APHA. APHA takes no responsibility in relation to the displays, products representations or promotional material of the participants. APHA has not assessed, endorsed or approved any display, product representation or promotional material.

Food & Beverage

- All food and beverage must be approved by the APHA Congress organisers to ensure venue compliance.

Delegate Details

An opt-in electronic copy of the delegate list (name, organisation and state/territory only) on accordance with privacy legislation, will be distributed to all sponsors and exhibitors one week prior to the APHA Congress in PDF format.

Sponsor and Exhibitor Registrations

Any complimentary full registrations are inclusive of morning teas, lunches and afternoon teas every day as well as entrance to all APHA Congress sessions, the exhibition and one ticket to the Welcome Reception and APHA Congress Gala dinner.

APHA 38th National Congress

17–19 March 2019

Grand Hyatt Hotel, Melbourne

EXHIBITOR AND SPONSOR AGREEMENT FORM

Contact details

Title (Mr/Mrs/Ms) : First name: Surname:

Position: Organisation:

Postal address:

Suburb/City: State: Postcode:

Phone Mobile:

Email:

Declaration

I have read the Exhibition and Sponsorship Opportunities brochure and agree to the 'Terms and Conditions' outlined in the document. I declare that I am authorised to make this commitment on behalf of my organisation. I understand that booth locations will be allocated according to the level of the sponsorship package, and in the order in which sponsorships are booked. By selecting my booth preferences, I understand that it is an indication only and is subject to availability and change. The Conference Manager will confirm 4–6 weeks prior to the APHA Congress with my final booth allocation.

Name: Signature:

Booth preferences

Please pick your top three preferences from the Trade Exhibition floor plan on page 4.

#1 #2 #3

Sponsorship/Exhibition Opportunities (inc GST)

- | | | | |
|--|----------|--|---------|
| <input type="checkbox"/> Exhibition booth | \$4,950 | <input type="checkbox"/> Lunch sponsor | \$3,850 |
| <input type="checkbox"/> APHA Congress Gala dinner sponsor | \$10,000 | <input type="checkbox"/> Hosted breakfast session sponsor | \$3,300 |
| <input type="checkbox"/> App sponsor | \$5,500 | <input type="checkbox"/> Mobile phone charging station sponsor | \$3,300 |
| <input type="checkbox"/> Coffee cart sponsor | \$4,400 | <input type="checkbox"/> Morning or afternoon tea sponsor | \$2,750 |
| <input type="checkbox"/> Lanyard and name badge sponsor | \$3,800 | | |

EXHIBITOR AND SPONSOR AGREEMENT FORM (CONTINUED)

Payment details

Total amount payable: AUD \$

Once confirmed, we will be in contact regarding your complimentary tickets, logo, etc.

Mastercard Visa American Express

Card no. _____ Expiry date ____ / ____

Security code (3-4 digits) _____

Name on card:

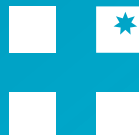
Signature:

Please note: If paying via credit card, a 2% credit card surcharge will be applicable.





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