

## Biennial Australian & New Zealand Home Dialysis Conference



### Home Dialysis ... Overcoming Barriers



26 – 28 February 2020 | Hotel Realm, Canberra

2020  
Conference  
Prospectus

## Invitation

You are invited to participate in the Home Dialysis Conference in February 2020 as a sponsor and/or exhibitor.

The Home Dialysis Conference will bring together health care professionals from Australia, New Zealand and the Pacific focussing on building and developing home based dialysis therapies.

This biennial event attracts 200+ attendees and provides an opportunity for anyone involved in the delivery of home dialysis globally, to collaborate, share ideas, challenge practice, and to lead innovative change to enhance quality patient care.

Support of the conference and exhibition will provide your organisation with a number of key benefits:

- ✓ Exposure to a qualified, relevant and influential audience before, during and after the event.
- ✓ Multiple networking opportunities during the conference to promote your organisation's products and services directly to key decision makers.
- ✓ Increase and consolidate your brand exposure as a keen and vital supporter of Home Dialysis in Australia, New Zealand and the Asia Pacific region.
- ✓ Supporters of the conference will consolidate existing industry relationships and develop new ones.

[www.homedialysisconference.com.au](http://www.homedialysisconference.com.au)

## SPONSORSHIP & EXHIBITION OPPORTUNITIES

A variety of sponsorship packages are being offered. We also invite any new proposals you may wish to put forward; the Committee is happy to negotiate a package that will be of maximum benefit to your organisation and the conference.

Please contact Anna Patterson at Conference Design Pty Ltd to discuss sponsorship and exhibition opportunities. All costs are in Australian Dollars.

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## CONFERENCE SCHEDULE

*The program below is provisional. Please check the website for latest updates.*

### Wednesday 26<sup>th</sup> February 2020

0700-1100 Exhibition Bump In  
1230-1400 Opening session  
1400-1430 Afternoon Tea with Exhibitors  
1430-1800 Plenary Two  
1800-1930 Welcome Reception with Exhibitors

### Thursday 27<sup>th</sup> February 2020

0830-0930 Plenary Three  
0930-1100 Breakout sessions  
1100-1130 Morning Tea with Exhibitors  
1130-1300 Breakout sessions  
1300-1430 Lunch with Exhibitors  
1430-1500 Poster Session  
1500-1730 Home Choice Symposium  
1900-2200 Conference Dinner

### Friday 28<sup>th</sup> February 2020

0830-0930 Plenary Four  
0930-1000 Morning Tea with Exhibitors  
1000-1200 Breakout sessions  
1200-1300 Lunch with Exhibitors  
1300-1430 New Technologies Symposium  
1430-1500 Awards and Close  
1500-1700 Exhibition Bump Out

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## PLATINUM SPONSOR \$30,000 + GST

Becoming a Platinum Partner gives your organisation the opportunity to develop an on-going relationship with the delegates. The package is designed to give organisations a strong presence at the conference and continue the relationship between conferences.

### Benefits:

- Logo and acknowledgement as Platinum Sponsor on all conference materials including print, PDFs and broadcast emails
- Verbally acknowledged at opening and closing plenary sessions
- **Two** banners displayed during the conference: One in the plenary hall and one in the catering area
- **Six** exhibitor registrations including social functions and access to sessions
- **Two** standard exhibition 3m x 2m booths or sites in a preferred position (subject to the date of booking)
- Logo, 200 word profile & hyperlink on the conference website
- Logo, 200 word profile & hyperlink on the conference App.
- Logo in the pocket program
- **One** full page advert in the pocket program
- **One** Holding Slide Advert (1 x 16.9 slide) included in the plenary slides
- **Two** PDF e-satchel inserts.
- **One** video message/advert linked to the conference App (provided by sponsor)
- **Two** satchel inserts
- Delegate list in the conference App and via Excel including name, organisation, position, state/country
- Acknowledgement as HDC 2020 Platinum Sponsor in the ANZSN Society newsletter (subject to the date of booking)
- Acknowledgement as HDC 2020 Platinum Sponsor on the ANZSN Society website leading up to the conference dates
- Opportunity to distribute one gift at registration

### Plus Platinum Sponsors may add one of the following packages:

*(subject to availability at the time of booking)*

- Satchel Sponsor
- Pocket Program Sponsor
- Name Badge Sponsor
- Poster Sponsor

## GOLD SPONSOR \$20,000 + GST

Gold sponsorship allows you to value-add your exhibition at the conference by accruing a range of branding and advertising benefits.

### Benefits:

- Logo and acknowledgement as a Gold Sponsor on all conference materials including print, PDFs and broadcast emails
- Verbally acknowledged at opening and closing plenary sessions
- **One** banner displayed in the Plenary Hall during the conference
- **Four** exhibitor registrations including social functions and access to sessions
- **One** standard exhibition 3m x 2m booth or site in a preferred position (subject to the date of booking)
- Opportunity to purchase additional exhibition space at half price (\$1,500 per 3m x 2m site)
- Logo, 200 word profile & hyperlink on the conference website
- Logo, 200 word profile & hyperlink on the conference App
- Logo in the pocket program
- **One** half page advert in the pocket program
- **One** PDF e-satchel insert
- **One** video message/advert linked to the conference App (provided by sponsor)
- **One** satchel insert (physical)
- Logo displayed on a joint sponsors slide in the plenary hall
- Delegate list in the conference App and Excel including name, organisation, position, state/country
- Opportunity to distribute one gift at registration

### Plus Gold Sponsors may add one of the following packages:

*(subject to availability at the time of booking)*

- Conference Website Sponsor
- Day Catering Sponsor (Thursday or Friday)
- Pre-Conference Emails Sponsor



## BARISTA SPONSOR \$20,000 + GST

**Exclusive opportunity:** This package includes a barista machine and staff operating within your exhibition space for the duration of the conference. The package includes the cost of the machine, the labour, coffee, hot chocolate and tea.

### Benefits:

- Logo and acknowledgement as a Barista Sponsor on all conference materials including print, PDFs and broadcast emails
- **Two** exhibitor registrations including social functions and access to sessions
- **Two** standard exhibition 3m x 2m booths or sites\*
- Logo, 200 word profile & hyperlink on the conference website
- Logo, 200 word profile & hyperlink on the conference App
- Logo in the pocket program
- **One** PDF e-satchel insert
- Logo displayed on a joint sponsors slide in the plenary hall
- Delegate list in the conference App and Excel including name, organisation, position, state/country

**\*Sites must incorporate space for the barista machine and staff.**

## SILVER SPONSOR \$10,000 + GST

The Silver package gives you additional exposure and promotion during the conference.

### Benefits:

- Logo and acknowledgement as a Silver Sponsor on all conference materials including print, PDFs and broadcast emails
- **Two** exhibitor registrations including social functions and access to sessions
- **One** standard exhibition 3m x 2m booth or site in a preferred position (subject to the date of booking)
- Logo, 200 word profile & hyperlink on the conference website
- Logo, 200 word profile & hyperlink on the conference App
- Logo in the pocket program
- **One** PDF e-satchel insert
- Logo displayed on a joint sponsors slide in the plenary hall
- Delegate list in the conference App and Excel including name, organisation, position, state/country

**SILVER SPONSORS may purchase available minor sponsorship packages \$5,000 and under for half price!**

## SPEAKER SPONSOR \$6,000 + GST / \$In-Kind\*

This is a prestigious branding opportunity to be associated with a leader in your field. Please check the website for confirmed speaker and session details or contact the conference manager with a speaker suggestion.

### Benefits:

- Logo & hyperlink displayed with the speaker on the conference website
- Logo displayed with the speaker on the on-line and printed pocket programs
- Verbal acknowledgement as Speaker Sponsor at the commencement the relevant session
- Logo & hyperlink displayed with the speaker in the conference App
- **One** pull-up banner in the room during the session
- Logo, 200 word profile & hyperlink on the conference website
- Logo, 200 word profile & hyperlink on the conference App
- Logo in the pocket program
- **One** PDF e-satchel insert
- Logo displayed on a joint sponsors slide in the plenary hall
- Delegate list in the conference App and Excel including name, organisation, position, state/country

*\*Sponsor may prefer to arrange the speaker's travel and accommodation themselves.*

## BRONZE SPONSOR \$5,000 + GST

Bronze sponsorship allows you to exhibit at the conference with the added value of recognition as a sponsor.

### Benefits:

- Logo and acknowledgement as a Bronze Sponsor on all conference materials including print, PDFs and broadcast emails
- **Two** exhibitor registrations including social functions and access to sessions
- **One** standard exhibition 3m x 2m booth or site
- Logo, 200 word profile & hyperlink on the conference website
- Logo, 200 word profile & hyperlink on the conference App
- Logo in the pocket program
- **One** PDF e-satchel insert
- Logo displayed on a joint sponsors slide in the plenary hall
- Delegate list in the conference App and Excel including name, organisation, position, state/country

## WELCOME RECEPTION SPONSOR \$5,000 + GST

**Exclusive opportunity:** This event is always a highlight for delegates. It is the first opportunity for delegates to connect at the conference. This is also one of only two opportunities to address delegates at the conference.

### Benefits:

- Logo and acknowledgement as Welcome Reception Sponsor on all conference materials including print, PDFs and broadcast emails
- Opportunity to address delegates during the Welcome Reception (5 minutes)
- **One** pull-up banner displayed in a prominent location during the Welcome Reception
- Logo, 200 word profile & hyperlink on the conference website
- Logo, 200 word profile & hyperlink on the conference App
- Logo in the pocket program
- **One** PDF e-satchel insert
- Logo displayed on a joint sponsors slide in the plenary hall
- **Four** complimentary tickets to the Welcome Reception.
- Logo displayed on a joint sponsors slide in the plenary hall
- Delegate list in the conference App and Excel including name, organisation, position, state/country

## NAME BADGE SPONSOR \$5,000 + GST

**Exclusive opportunity:** This sponsorship opportunity offers prominent exposure of your organisation and logo. Each delegate will receive a name badge when they register at the conference.

### Benefits:

- Logo and acknowledgement as Name Badge Sponsor on all conference material including print, PDFs and broadcast emails
- Logo printed on each delegate name badge
- Opportunity to provide branded lanyards (double clip)
- Logo, 200 word profile & hyperlink on the conference website
- Logo, 200 word profile & hyperlink on the conference App
- Logo in the pocket program
- **One** PDF e-satchel insert
- Logo displayed on a joint sponsors slide in the plenary hall
- Delegate list in the conference App and Excel including name, organisation, position, state/country



## POCKET PROGRAM SPONSOR \$4,000 + GST

**Exclusive opportunity:** This is a great opportunity to reinforce your branding to all delegates. Each delegate will receive a copy of the pocket program when they register at the conference.

### Benefits:

- Logo and acknowledgement as Pocket Program Sponsor on all conference materials including print, PDFs and broadcast emails
- Logo on the front cover of the pocket program\*
- Logo printed on each page of the pocket program
- Advertisement on the back cover of the pocket program (A6)
- Logo, 200 word profile & hyperlink on the conference website
- Logo, 200 word profile & hyperlink on the conference App
- Logo in the pocket program
- Logo displayed on a joint sponsors slide in the plenary hall
- Delegate list in the conference App and Excel including name, organisation, position, state/country

## SACHEL SPONSOR \$4,000 + GST

**Exclusive opportunity:** All delegates attending the meeting will receive the conference material in a unique satchel. All efforts are made to ensure the satchel is highly desirable to encourage delegates to keep both items long after the meeting has concluded. You also have the opportunity to include one insert in each tote.

### Benefits:

- Logo and acknowledgement as Meeting Tote Sponsor on all conference materials including print, PDFs and broadcast emails
- Company logo printed on the luggage tags accompanying each tote
- Logo, 200 word profile & hyperlink on the conference website
- Logo, 200 word profile & hyperlink on the conference App
- Logo in the pocket program
- **One** PDF e-satchel insert
- Logo displayed on a joint sponsors slide in the plenary hall
- Delegate list in the conference App and Excel including name, organisation, position, state/country
- One satchel insert

## POSTER SPONSOR \$3,000 + GST

**Exclusive opportunity:** Show your support for ongoing home dialysis research and programs by sponsoring the posters at the conference. Posters will be displayed on poster boards throughout the exhibition area and numbered with signs bearing the logo of the sponsor.

### Benefits:

- Logo and acknowledgement as Poster Board Sponsor on all conference materials including print, PDFs and broadcast emails
- Logo featured on the Poster number signs and instruction slides on the website
- Logo, 200 word profile & hyperlink on the conference website
- Logo, 200 word profile & hyperlink on the conference App
- Logo in the pocket program
- **One** PDF e-satchel insert
- Logo displayed on a joint sponsors slide in the plenary hall
- Delegate list in the conference App and Excel including name, organisation, position, state/country

## DELEGATE APP SPONSOR \$3,000 + GST

**Exclusive opportunity:** Your logo, company profile (200 words) and hyperlink will be included on the delegate Conference App. This App will be the delegates go-to source for digital information on the conference including the program, speaker profiles, venue maps and much more.

### Benefits:

- Logo and acknowledgement as Conference App Sponsor on all conference materials including print, PDFs and broadcast emails.
- Logo, 200 word profile & hyperlink on the conference website
- Logo, 200 word profile & hyperlink on the conference App
- Logo in the pocket program
- **One** PDF e-satchel insert
- Logo displayed on a joint sponsors slide in the plenary hall
- Delegate list in the conference App and Excel including name, organisation, position, state/country

## PRE-CONFERENCE EMAILS SPONSOR \$2,000 + GST

**Exclusive opportunity:** Your logo and web address will be included in all pre-conference email marketing. A conference update will be emailed to potential delegates approximately every month. This is the ideal opportunity to build your brand with delegates before they arrive at the conference.

### Benefits:

- Logo & hyperlink on all delegate targeted broadcast emails\*
- Logo, 200 word profile & hyperlink on the conference website
- Logo, 200 word profile & hyperlink on the conference App
- Logo in the pocket program
- **One** PDF e-satchel insert
- Logo displayed on a joint sponsors slide in the plenary hall
- Delegate list in the conference App and Excel including name, organisation, position, state/country

*\* Note, other high level sponsors will also be acknowledged on broadcast emails.*

## WEBSITE SPONSOR \$2,000 + GST

**Exclusive opportunity:** The conference website is the main information source for delegates in the lead-up to the conference. Regular updates and extensive program and speaker information will ensure delegates will be visiting regularly – seeing your logo each time.

### Benefits:

- Logo and acknowledgement as Website Sponsor on all conference materials including print, PDFs and broadcast emails
- Logo on each page of the conference website
- Logo, 200 word profile & hyperlink on the conference website
- Logo, 200 word profile & hyperlink on the conference App
- Logo in the pocket program
- Logo featured on the sponsors slide
- **One** PDF e-satchel insert
- Logo displayed on a joint sponsors slide in the plenary hall
- Delegate list in the conference App and Excel including name, organisation, position, state/country

## EXHIBITION BOOTH \$3,000 + GST

The exhibition will run for the duration of the conference with morning tea, afternoon tea and lunch served in the exhibition area. The welcome reception will also be held in the exhibition area.

### Inclusions:

- Area measuring 3-metres wide x 2-metres deep
- Booth structure with side walls and back wall
- Header board with your company name
- Trestle table with table cloth
- **Two** chairs
- **Two** spotlights
- **One** 4 amp power outlet
- Logo, 50 word profile, hyperlink listed on the conference website
- Logo, 50 word profile, hyperlink included on the conference App
- Listing in the pocket program
- **Two** exhibitor registrations including social functions and access to sessions
- Delegate list in the conference App

## NOT FOR PROFIT TABLE DISPLAY \$1,000 + GST

Designed for not for profit organisations desiring to have a presence in the 2020 HDC exhibition.

### Inclusions:

- Trestle table with table cloth, two chairs, one 4 amp power outlet
- Logo, 50 word profile, hyperlink listed on the conference website and conference App
- Listing in the pocket program
- One exhibitor registration including the Welcome Reception but not the Dinner and access to sessions





## ADVERTISING AND PROMOTION OPPORTUNITIES

The following advertising options are available to reinforce other sponsorship packages or as individual items. For example, an advertisement in the pocket program is a fantastic way to get additional exposure, promote your exhibition stand location and keep your name in front of delegates during the conference. Prices do not include GST.

### Opportunities:

- Pocket program advert (A6 page colour) Non Sponsor/Exhibitor \$2,000
- Pocket program advert (A6 page colour) Sponsor/Exhibitor \$1,000
- Satchel inserts (up to A4 size brochure) Non Sponsor/Exhibitor \$2,000
- Satchel inserts (up to A4 size brochure) Sponsor/Exhibitor \$1,000
- Holding Slide Advert (1 x 16.9 slide) Non Sponsor/Exhibitor \$2,000
- Holding Slide Advert (1 x 16.9 slide) Exhibitor/Sponsor \$1,000
- Web ad with hotlink (150x150 tile) \$500
- Note Pads: Sponsor to supply approximately 400 branded pads, \$in-kind (sponsors/exhibitors only)
- Pens: Sponsor to supply approximately 400 branded pens, \$in-kind (sponsors/exhibitors only)



## TERMS AND CONDITIONS FOR SPONSORS AND EXHIBITORS

### **BOOKINGS & PAYMENTS**

#### **Acceptance of Terms and Conditions**

Conference Design Pty Ltd, members of the Organising Committee and the Host Organisation are collectively referred to as The Organisers.

The Organisation listed on the sponsorship and exhibition application will be referred to as your Organisation or collectively as sponsors and exhibitors.

By returning a Sponsorship and Exhibition Booking Form you are accepting these terms and conditions.

#### **Acceptance of Applications**

Conference Design will issue a Tax Invoice once a Sponsorship and Exhibition application has been accepted.

Any advertising is not an offer capable of acceptance. The Organisers reserve the right to decline any sponsorship and exhibition application.

#### **GST and AUD**

All costs are inclusive of GST and listed in Australian Dollars.

#### **Payments**

Payment is required within 14 days of us issuing your Tax Invoice to confirm your application.

Sponsorship and exhibition entitlements, including the allocation of exhibition space, do not commence until payment has been received.

#### **Cancellation of Sponsorship and Exhibition Bookings**

Once a sponsorship and exhibition application has been accepted all payments are non-refundable. If you are no longer able to attend the conference please contact Conference Design to discuss your participation.

#### **Cancellation or Postponement of the Conference**

The Organisers do not accept any liability for losses incurred if the conference is cancelled or postponed due to an event that renders proceedings with the meeting inadvisable, illegal, impracticable or impossible.

If the conference is cancelled or postponed refunds will not be issued but available funds will be credited towards the rescheduled conference.

An unforeseen event could include, but is not limited to, an infectious disease outbreak; industrial disruptions; service provider failures; governmental restrictions or regulations; war or apparent act of war; terrorism or apparent act of terrorism; disaster; civil disorder, disturbance, and/or

riots; curtailment, suspension or restriction on transportation; or any other emergency.

### **GENERAL INFORMATION**

#### **Disclaimer and Changes**

Every effort has been made to present all the information accurately, however no liability is accepted for any inaccuracy and the Organisers reserve the right to change any published information.

The Organisers reserve the right to amend, update or delete sponsorship and exhibition packages and the exhibition floor plan.

#### **Exhibition Floor Plan**

The exhibition floor plan is subject to change without notice. The floor plan is not to an exact scale, but accurately represents the position and sizes of exhibition spaces.

#### **Correspondence**

When booking please appoint a single point of contact within your Organisation. All bookings will be recorded under the one name and all correspondence will be sent to this person.

Allocation of Exhibition Spaces  
Conference Design will allocate exhibition spaces after taking into account each organisation's sponsorship, the date of application, preferences, proximity to competitors and any other matters deemed relevant.



# Biennial Australian & New Zealand Home Dialysis Conference

## **Insurance**

All sponsors and exhibitors must have adequate insurance for the period of the conference, including public and products liability cover and professional indemnity insurance. We may request a certificate of currency.

## **Indemnity**

Your Organisation shall indemnify and hold harmless the Organisers for any loss, damage to property or injury to persons suffered as a result of your participation in the conference, except where the Organisers are found to be negligent.

## **Supply of Goods and Services**

The supply of any goods, services, samples or advice is entirely at your Organisation's own risk.

## **DURING THE CONFERENCE**

### **Security**

No valuable items should be left unattended at your exhibition at any time and especially not overnight. No responsibility is accepted for any loss or damage to equipment and display materials.

## **Representatives**

Anyone from your Organisation attending the conference or guests you wish to invite to the conference must register with Conference Design before the conference. An official name badge will be required to access the meeting and exhibition area.

## **Custom Stands**

All custom stands must fit within the purchased exhibition space. Custom stands must not exceed 3.0 metres high. If you have any questions please email us a floor plan and elevations of your proposed stand.

## **Delegate List**

Due to privacy requirements the delegate list will be supplied on the Conference App at the time of the conference and will include name, organisation and state.

## **Interactive Exhibitions**

Whilst we encourage you to develop entertaining and interactive displays to attract delegates, please be mindful not to disturb other exhibitors or delegates.

## **Storage**

There is limited storage space on site for exhibition equipment or packaging.

## **Signage at the Venue**

The venue doesn't allow any signage to be fixed to walls or other surfaces. Your signage should be free standing to allow for easy placement and should be contained with your exhibition space.

## **Dismantling Displays**

Due to safety requirements you will not be able to dismantle your display before the published closing time.

## **Damage to the Venue**

Your Organisation shall indemnify the Organisers from all liability for damage to the venue deemed to have been caused by your staff, contractors, agents or guests. The cost of repairs will be the sole responsibility of your Organisation.

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