



**54th Australian and New Zealand  
Society of Nephrology (ANZSN)**

**Annual Scientific Meeting  
International Convention Centre  
Sydney | 8 – 12 September 2018**

# **Sponsorship Prospectus**

# Invitation to Participate

You are invited to participate as a sponsor and/or exhibitor in the 54th Australian and New Zealand Society of Nephrology (ANZSN) 2018 Annual Scientific Meeting being held at the Sydney Convention Centre (ICC), 8 – 12 September. As the professional body for renal care, ANZSN is committed to developing a meeting that fosters discussion between our members and your organisation.

The ASM typically attracts in excess of 350 attendees and we anticipate Sydney 2018 to be a record breaking year! Attendees range from nephrologists, senior scientists, trainees in nephrology, scientists undertaking higher degrees and nursing and allied health professionals.

Supporting the ASM through sponsorship and exhibiting will provide your organisation with the following key benefits:

- » Meet face-to-face with those who make and influence the final decision on the purchase of renal care products and services.
- » Demonstrate new services and programs.
- » Launch new products.
- » Maintain a high profile with your target markets.
- » Network with delegates, industry leaders and health care experts.
- » Gain industry insight and evaluate market trends to generate new business opportunities.
- » Demonstrate your involvement, commitment and support of ANZSN and the broader renal care community.
- » Access & start relationships with contacts who may not be part of your current market or marketing strategy.

We recommend securing your participation early in order to gain longer-term exposure and your preferred stand location in the exhibition area.



## ASM Schedule

### Saturday 8th September 2018

- » Nephrology and Transplantation Update Course
- » Followed by the Update Course Dinner

### Sunday 9th September 2018

- » Nephrology and Transplantation Update Course
- » Renal Dietitians Day
- » Exhibitor Build & Bump In
- » Presidents Dinner

### Monday 10th September 2018

- » ANZSN ASM Exhibition open 0700–1930
- » Welcome Reception

### Tuesday 11th September 2018

- » ANZSN ASM Exhibition open 0730–1730
- » ASM Gala Dinner

### Wednesday 12th September 2018

- » ANZSN ASM Exhibition open 0800–1330
- » Exhibitor Bump Out from 1300

## Booking Packages

Over the page are listed sponsorship and exhibition packages for your consideration. All packages are negotiable and are quoted in Australian dollars (AUD) including GST. If you wish to discuss or reserved a package please contact the ASM Manager Anna Patterson,

[anna@conferencedesign.com.au](mailto:anna@conferencedesign.com.au).



# Exhibition Packages

The exhibition will run for the duration of the meeting with morning tea, afternoon tea (except Wednesday) and lunch served in the exhibition area. The Monday evening Welcome reception will also be held in the exhibition area.

Exhibitor staff registrations include entry to the exhibition for 3 days including the Welcome Reception; they do not include access to meeting sessions or the Gala Dinner. Dinner tickets may be purchased separately. Additional 3 day exhibitor staff registrations are available for \$550 including the Welcome Reception. 1 day exhibitor registrations may be purchased for \$300.

Exhibition bump in begins Sunday 9th September. Exhibition is open to delegates from 0700 Monday 10th September until the end of lunch on Wednesday 12th September. Exhibitors may bump out after this time.

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## Premium Exhibition Package \$7,700

**3m x 3m site for those who need more space. Be quick to grab one of these before they are all gone!**

Inclusions:

- » Area measuring 3m wide x 3m deep in a corner site
- » Booth structure with side wall and back wall
- » Header board with your company name – max 30 characters
- » Dressed trestle table and two chairs
- » Two spotlights, one 4 amp power outlet
- » Logo, profile (50 words) and hyperlink in the ASM app
- » Logo, profile (50 words) and hyperlink on the ASM website
- » Delegate list in the meeting app and sent via excel prior to ASM (name, position, organisation, state/country)
- » Organisation listed in the pocket program.
- » Two exhibitor registrations including the Welcome Reception

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## Standard Exhibition Package \$6,600

**Standard 3m x 2m sites for those that don't need so much space.**

Inclusions:

- » Area measuring 3m wide x 2m deep
- » Booth structure with side walls and back wall
- » Header board with your company name – max 30 characters
- » Dressed trestle table and two chairs
- » Two spotlights, one 4 amp power outlet
- » Logo, profile (50 words) and hyperlink in the ASM app
- » Logo, profile (50 words) and hyperlink on the ASM website
- » Delegate list in the meeting app and sent via excel prior to ASM (name, position, organisation, state/country)
- » Organisation listed in the pocket program.
- » Two exhibitor registrations including the Welcome Reception

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## Exhibition Floor (Parkside Ballroom, Level 2 ICC)

The 2018 ANZSN ASM exhibition and catering will be located in the Parkside Ballroom on level 2 of the International Convention Centre. The design focus this year is inclusion, comfort and networking. To this end the floor plan will be designed to accommodate maximum delegate seating among the stands while promoting smooth traffic flow and an even spread of exposure throughout the hall.

Companies will be given choice of booth position in order of their booking date and level of sponsorship. During the booking process please submit your top three preferences.

**To view the exhibition floor plan please visit [www.anzsnasm.com/sponsors](http://www.anzsnasm.com/sponsors).**

# Sponsorship packages with exhibition space

Listed below are sponsorship packages for your consideration. All packages are negotiable and are quoted in Australian dollars (AUD) including GST.

We would be pleased to tailor a package to meet your needs and marketing budget. If you have any questions, or require further information please contact Anna Patterson at:

[anna@conferencedesign.com.au](mailto:anna@conferencedesign.com.au) or by telephone **03 6231 2999** – (International **+61 3 6231 2999**).

We would also be happy to discuss your involvement taking into account the Medicines Australia Code of Conduct.

**To become a Platinum, Gold, Silver or Bronze ANZSN Society sponsor  
please contact Jourdan Pinnell at the secretariat [admin@nephrology.edu.au](mailto:admin@nephrology.edu.au).**

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## Cafe Sponsor – \$22,000 (2 opportunities)

The cafés will each have one staffed barista machine serving coffee, hot chocolate and tea from 0730 to close of the final catering break of the day on Monday, Tuesday and Wednesday. The café set-up includes a barista and up to 300 coffees per day. Power is included for custom stands.

Your proposed floor plan of the café is to be submitted to Conference Design for approval by the committee and venue. Only two cafés will be allowed in the 2018 exhibition and their positions are pre-marked on the floor plan.

### **Inclusions**

- » Logo & hyperlink on the ASM website home page
- » 200 word profile & hyperlink on the ASM website sponsors page
- » Logo & profile & hyperlink on the ASM App
- » One PDF eSatchel insert for the ASM App

### **At the Meeting**

- » Space equivalent to 2m x 6m for your exhibition display adjoining the 3m x 6m café area
- » Four tables in the café area adjoining your exhibition display (sponsor may custom design this area but it must provide equal or more seating for delegates)
- » Four exhibitor registrations including the Welcome Reception
- » Logo displayed on a sponsor's slide in the plenary hall
- » Logo in the pocket program
- » Delegate list on the ASM App with delegate name, company and state
- » Delegate list emailed in excel with delegate name, company and state
- » Opportunity to provide branded disposable or 'keep' cups at the café



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## Network, Charge Bar & Work Lounge Sponsor – \$18,000 (1 opportunity)

Exclusive opportunity: No meeting is complete without the provision of strong free internet and your company has the opportunity to be branded as the provider of this essential service. In addition your company name will be the wireless password for internet provided to delegates throughout the ASM. Signage reminding delegates of the wireless log in details will be branded with your logo.

### ***Inclusions***

- » Logo & hyperlink on the ASM website home page
- » 200 word profile & hyperlink on the ASM website sponsors page
- » Logo & profile & hyperlink on the ASM App
- » One PDF eSatchel insert for the ASM App

### ***At the Meeting***

- » Space equivalent to 2m x 6m for your exhibition display adjoining the 3m x 6m Work Lounge area
- » Two lounge furniture sets with power and 'Charge bar' adaptors for laptops, phones and tablets in the lounge area adjoining your exhibition display (sponsor may custom design this area but it must provide equal or more seating and connections for delegates)
- » Four exhibitor registrations including the Welcome Reception
- » Your organisation name as the wireless network name
- » Logo included on wireless log on signs at registration booth
- » Logo displayed on a sponsor's slide in the plenary hall
- » Logo in the pocket program
- » Delegate list on the ASM App with delegate name, company and state
- » Delegate list emailed in excel with delegate name, company and state



# Sponsorship packages with optional exhibition space

## Gala Dinner Sponsor – \$12,200 (1 opportunity)

**[Add a Premium Exhibition for only \$6,600 or Standard Exhibition for \$5,500]**

The Gala Dinner is always the highlight of the ASM! Sponsoring the dinner is a fantastic opportunity to promote your brand in a fun and relaxed environment.

### **Inclusions**

- » Recognition as the sponsor of the 2018 Gala Dinner
- » Logo & hyperlink on the ASM website home page
- » A 200 word profile on the ASM website sponsors page
- » Logo with hyperlink on the ASM App
- » Profile on the ASM App
- » One PDF eSatchel insert for the ASM App

### **At the Meeting**

- » Acknowledgement as the sponsor on the Gala Dinner menus
- » Acknowledgement by the MC as sponsor of the Gala Dinner in opening remarks
- » Six Gala Dinner tickets
- » Logo in the pocket program
- » Logo beside the Gala Dinner in the printed pocket program
- » Logo displayed on a sponsor's slide in the plenary hall
- » Delegate list on the ASM App with delegate name, company and state
- » Delegate list emailed in excel with delegate name, company and state

## Welcome Reception Sponsor – \$9,900

**[Add a Premium Exhibition for only \$6,600 or Standard Exhibition for \$5,500]**

This event is always a highlight for delegates. It is the first opportunity for delegates to connect at the ASM. Canapes and drinks will be served in the exhibition area for two hours.

### **Inclusions**

- » Recognition as the sponsor of the 2018 Welcome Reception
- » Logo & hyperlink on the ASM website home page
- » A 200 word profile on the ASM website sponsors page
- » Logo with hyperlink on the ASM App
- » Profile on the ASM App
- » One PDF eSatchel insert for the ASM App

### **At the Meeting**

- » Two pull-up banners in the Welcome Reception venue
- » Logo displayed on a sponsor's slide in the plenary hall
- » Four additional tickets to the Welcome Reception
- » Logo in the pocket program
- » Logo beside the Welcome Reception in the printed pocket program
- » Delegate list on the ASM App with delegate name, company and state
- » Delegate list emailed in excel with delegate name, company and state

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## Name Badge Sponsor – \$9,900

**[Add a Premium Exhibition for only \$6,600 or Standard Exhibition for \$5,500]**

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

### **Inclusions**

- » Company logo printed on the delegate name badges
- » Company logo printed on the delegate lanyards
- » Logo with hyperlink on the ASM website home page
- » 200 word profile on the ASM website sponsors page
- » Logo and profile on the ASM App

### **At the Meeting**

- » Logo displayed on the sponsors slide in the plenary hall
- » Logo in the pocket program
- » Delegate list on the ASM App with delegate name, company and state
- » Delegate list emailed in excel with delegate name, company and state

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## Abstract USB Sponsor – \$9,900

**[Add a Premium Exhibition for only \$6,600 or Standard Exhibition for \$5,500]**

Another way to be environmentally friendly yet still maintaining high access to the ASM abstracts. Abstracts will be included on a USB drive and provided to delegates at the ASM. No printed abstract book will be provided.

Delegates will be directed to collect their USBs of abstracts from your exhibition stand (if desired).

### **Inclusions**

- » Logo & hyperlink on the ASM website home page
- » 200 word profile on the ASM website sponsors page
- » Logo & profile on the ASM App

### **At the Meeting**

- » Sponsor logo in pocket program beside directions for delegates to pick their USB up from your exhibition stand
- » Logo on USBs
- » Logo displayed on the sponsors slide in the plenary hall
- » Logo in the pocket program
- » Delegate list on the ASM App with delegate name, company and state
- » Delegate list emailed in excel with delegate name, company and state

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## Pocket Program Sponsor – \$6,600

**[Add a Premium Exhibition for only \$6,600 or Standard Exhibition for \$5,500]**

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 ASM.

### **Inclusions**

- » Logo & hyperlink on the ASM website home page
- » 200 word profile on the ASM website sponsors page
- » Logo and profile on the ASM App

### **At the Meeting**

- » Logo on the cover of the pocket program
- » Advertisement on the back cover of the pocket program
- » Logo displayed on the sponsors slide in the plenary hall
- » Delegate list on the ASM App with delegate name, company and state
- » Delegate list emailed in excel with delegate name, company and state

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## Poster Board Sponsor – \$6,600

**[Add a Premium Exhibition for only \$6,600 or Standard Exhibition for \$5,500]**

Show your support for ongoing nephrology research and practice by sponsoring the poster boards at the ASM. Posters will be displayed on boards throughout the exhibition area and numbered with signs bearing the logo of the sponsor.

### **Inclusions**

- » Logo & hyperlink on the Poster List page of the ASM website
- » Logo & hyperlink on the ASM website home page
- » 200 word profile on the ASM website sponsors page
- » Logo & profile on the ASM App

### **At the Meeting**

- » Logo displayed on each sign depicting the poster board number
- » Logo printed on the Poster List page in the pocket program
- » Logo on the Poster floorplan with numbered boards
- » Logo displayed on the sponsors slide in the plenary hall
- » Logo in the pocket program
- » Delegate list on the ASM App with delegate name, company and state
- » Delegate list emailed in excel with delegate name, company and state

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## Satchel Sponsor – \$6,600

**[Add a Premium Exhibition for only \$6,600 or Standard Exhibition for \$5,500]**

Each participant will receive a high quality satchel printed with your logo. Your logo is guaranteed to be seen every day during the ASM.

### **Inclusions**

- » Logo & hyperlink on the ASM website home page
- » 200 word profile on the ASM website sponsors page
- » Logo & profile on the ASM App
- » One satchel insert

### **At the Meeting**

- » Logo displayed on the sponsors slide in the plenary hall

- » Logo in the pocket program
- » Delegate list on the ASM App with delegate name, company and state
- » Delegate list emailed in excel with delegate name, company and state

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## Delegate App and Website Sponsor – \$6,600

**[Add a Premium Exhibition for only \$6,600 or Standard Exhibition for \$5,500]**

The website and the delegate app are the main information sources for delegates in the lead-up to the ASM. Regular updates and extensive program and speaker information will ensure delegates will be visiting regularly – seeing your logo each time.

### **Inclusions**

- » Logo & hyperlink on the ASM website home page
- » A 200 word profile on the ASM website sponsors page
- » Logo with hyperlink on the ASM App
- » Profile on the ASM App
- » One PDF eSatchel insert for the ASM App
- » Logo displayed in the App notification email sent to delegates
- » Logo displayed in the App notification box on the website

### **At the Meeting**

- » Acknowledgment as 'The (Your Organisation) ANZSN 2018 App'
- » A banner graphic within the App
- » A sponsors page within the App
- » Your logo will appear on the main screen
- » Your page can include a banner graphic, general information, contact details, two links to PDFs and a link to your website
- » Optional delegate survey tailored to your organisation (up to 6 questions)
- » Logo displayed on the sponsors slide in the plenary hall
- » Logo in the pocket program
- » Delegate list on the ASM App with delegate name, company and state
- » Delegate list emailed in excel with delegate name, company and state



# Other Opportunities

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## Renal Dietitians Update Day Sponsor – \$3,000

This pre-congress meeting brings together Renal Dietitians from across Australia and New Zealand and South-East Asia. Traditionally we have over 50 attendees each year. The pre-congress Renal Dietitians Update Day provides an opportunity for Dietitians to:

- » Share best practice in the area of nutrition for kidney disease
- » Find out about the latest research and trends
- » Network with colleagues

### **Inclusions**

- » Your organisation linked with a Dietitians Day in the ASM program
- » Logo & hyperlink on the ASM website home page
- » 200 word profile on the ASM website sponsors page
- » Logo and profile on the ASM App

### **At the Meeting**

- » One pull-up banner in the session room during the session/stream
- » One complimentary day registration including catering on the day of your sponsored session/stream
- » Logo displayed on the sponsors slide in the plenary hall
- » Logo in the pocket program
- » Delegate list on the ASM App with delegate name, company and state
- » Delegate list emailed in excel with delegate name, company and state

## eSatchel Inserts – \$500 per PDF

eSatchel Inserts are PDF advertisements included in the meeting app. eSatchel Inserts are available to eligible sponsors (check the sponsorship package inclusions) and may also be purchased by exhibitors. Please refer to the Sponsor & Exhibitor Manual for eSatchel PDF Insert specifications.

Each PDF eSatchel Insert will be linked to:

- » A separate 'eSatchel' icon in the ASM App

To maximise views, we will promote the eSatchel in the ASM App as a place for delegates to access 'special offers' companies may wish to offer

- » Your 50 word profile on the website
- » Your profile in the ASM App

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## Advertising

- » Web ad with hotlink on home page (150×150 tile) \$850
- » Pocket Program Advert Colour \$3,000 (back page) – exclusive opportunity available if Pocket Program Sponsors not sold by 1st August 2018
- » Pocket Program Advert Colour \$1,000 (internal, one page)
- » Satchel Insert \$1,500 (approximately 400-500 units required)
- » Sponsor/Exhibitor Discounted Satchel Insert \$1,000 (approximately 400-500 units required)

# Terms and Conditions

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## 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 meeting please contact Conference Design to discuss your participation.

### **Cancellation or Postponement of the ASM**

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

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.

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## 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.

### **Insurance**

All sponsors and exhibitors must have adequate insurance for the period of the meeting, 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 ASM, 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.

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## 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 meeting or guests you wish to invite to the meeting must register with Conference Design before the meeting. 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 ASM 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 within 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.