

4 — 6 MARCH 2020

ANZICS NEW ZEALAND REGIONAL ANNUAL SCIENTIFIC MEETING 2020

ANZICS20

NAPIER CONFERENCE CENTRE, NAPIER, NEW ZEALAND

WWW.ANZICS2020.NZ

**A 2020 VISION OF
OUR ENVIRONMENT:
THE SPECTRUM OF
INTENSIVE CARE**





INVITATION TO SPONSOR



FOR FURTHER INFORMATION ABOUT SPONSORING/EXHIBITING,
PLEASE CONTACT THE CONFERENCE MANAGERS:



WORK4U
CONFERENCE AND EVENT MANAGEMENT

Donna Clapham
PO Box 90641, Victoria Street West, Auckland 1142, NZ
t: +64 9 917 3653 e: donna@w4u.co.nz w: www.w4u.co.nz



A 2020 VISION OF OUR ENVIRONMENT: THE SPECTRUM OF INTENSIVE CARE

On behalf of the organising committee we wish to thank you for your interest in participating in the 2020 ANZICS NZ Regional ASM to be held at The Napier Conference Centre, Napier, New Zealand From 4 – 6 March 2020.

Our meeting theme, A 2020 Vision of Our Environment: The Spectrum of Intensive Care is intended to reflect the importance of both tradition and looking-into-future developments which will affect the way we practice our profession.

We look forward to your support.

NZ Regional ANZICS ASM Organising Committee 2020

INVITATION TO SPONSOR



ORGANISING COMMITTEE

Louise Trent (Co-Convenor), ICU HOD, Hawke's Bay DHB

Louise Speedy (Co-Convenor), ICU, Hawke's Bay DHB

Debra Chalmers, ICU Consultant, Hawke's Bay DHB

Janet How, ICU Clinical Nurse Manager, Hawke's Bay DHB

Mike Park, ICU, Hawke's Bay DHB

Kirsty Taylor, ICU Nurse Educator, Hawkes Bay DHB

Craig Carr, ANZICS NZ Chair



MEETING PROMOTION

A professionally planned marketing strategy will ensure that those supporting the ASM will be widely acknowledged. This includes:

- Direct email campaigns
- Website promotion
- Advertising in professional journals
- Promotion at associated meetings

Onsite you will be able to take advantage of:

- One-on-one delegate interaction
- Development of long-lasting relationships with existing and potential clients
- Brand recognition
- The opportunity to connect with delegates in a comfortable, casual setting





THE VENUE

The Napier Conference Centre, Napier, NZ

The Napier Conference Centre on Napier's Marine Parade is Hawke's Bay's only purpose-built conference facility. With stunning panoramic views over the Pacific Ocean, it is the perfect venue for ANZICS 2020.

We care about the Environment!

ANZICS 2020 is committed to the environment, with a focus on being carbon neutral and minimising waste.

We would appreciate your assistance to:

- provide environmentally friendly options in lieu of plastic, disposable items.
- don't provide printed material on your stand, any information you provide to delegates should be electronic
- use the recycling stations located in the upper and lower foyer areas.
- assistance with recycling and conservation of power and water is appreciated.
- bring your own water bottle & fill up at the water stations located throughout the venue.

TIMELINE

Tuesday 3 March 2020

Custom & PreFabricated Stand Construction
 0900 – 1800 hrs

Wednesday 4 March 2020

Exhibitor Pack In 0700 – 1130 hrs

Day One Conference
 Exhibition Open 1200 – 1830 hrs
 Welcome Reception 1700 – 1830 hrs

Thursday 5 March 2020

Day Two Conference
 Exhibition Open 0800 – 1530 hrs
 Conference Dinner 1900 – 2300 hrs

Friday 6 March 2020

Day Three Conference
 Exhibition Open 0800 – 1530 hrs
 Exhibition Pack Out: Friday 6 March 2020, 1530 – 1830 hrs

All items, including items to be couriered must be removed from the venue by 8 pm Friday 6 March 2020



BENEFITS OF SPONSORSHIP

WHY YOU SHOULD SUPPORT THE 2020 ANZICS NEW ZEALAND REGIONAL ASM

The NZ Regional ASM provides a unique educational environment dedicated to the exchange of leading edge scientific research and industry expertise.

The trade exhibit will give industry the opportunity to engage with intensive care clinicians on the latest technologies and therapies and to challenge their current mindset and practice. The ASM provides an ideal opportunity for you to engage with a wide cross-section of your target market.

The key benefits of sponsorship include:

- The opportunity to promote your name, to support your brands and to maintain a high profile among specialists before, during and after the event
- Access to ASM delegates who are keen to improve their knowledge and skills
- Aligning your company with this powerful educational experience demonstrates your commitment to assisting professional development
- An opportunity to consolidate corporate relationships and expose your staff to their key markets
- Face to face interaction with delegates during all tea and lunch breaks plus the Welcome Reception held in the exhibition hall
- Benefiting significantly from exposure to a keenly interested, relevant and, above all, influential audience in an educational environment away from the competition of everyday distractions

ESTIMATED NUMBER OF DELEGATES: 120 – 150

Delegate disciplines:

- Intensive care specialists and critical care nurses
- Professionals from the adult, paediatric and neonatal sectors
- Physicians in related specialties, such as anaesthesia and emergency
- Allied health practitioners such as physiotherapists and pharmacists





CODE OF CONDUCT

The committee have put a great deal of effort into the planning and presentation of this ASM, for the benefit of all delegates and industry/sales representatives.

Our aims are:

- To ensure that all delegates gain the maximum benefit from attending.
- Sponsors who are vital to the success of each ASM achieve their goals and continue to support the ASM.
- Attendees recognise the benefits of the ASM and support the presence of the industry as part of the industry exhibition.
- Networking opportunities are undertaken on a formal, professional level and informally at social functions. As a participant you have a responsibility to yourself, your employer and your colleagues to conduct yourself in a professional manner at all times. The continued success of each ASM and your colleagues relies on your participation, support and commitment to this effort.

TOURISM NEW ZEALAND





SPONSORSHIP OPPORTUNITIES

PLATINUM SPONSOR — NZ\$12,500 ^{+GST}

- Company will be acknowledged as a **Platinum Sponsor**
- Acknowledgement by the Convenor during the Opening and Closing sessions
- Recognition as a major sponsor with logo in email marketing campaigns (from time of sponsorship confirmation)
- Two complimentary exhibition spaces 2m x 2m (prefabrication charge payable by sponsor at \$475^{+GST} per stand)
- Four complimentary exhibitor registrations with access to sessions, morning and afternoon teas and lunches
- Four complimentary Welcome Reception tickets
- Four complimentary Gala Dinner tickets
- Company logo and website link on the ASM website
- Company logo and contact details on the Conference Smart Phone App
- One promotional PDF flyer (supplied by sponsor, file size limits will apply) included on the Conference Smart Phone App
- Company logo displayed on Conference session slides
- Delegate list ten working days prior to conference (subject to NZ Privacy Laws)

REGISTRATION & TICKET SUMMARY

Complimentary Exhibition Spaces	2
Exhibitor Registrations	4
Welcome Reception Tickets	4
Gala Dinner Tickets	4



GOLD SPONSOR — NZ\$8,500 ^{+GST}

- Company will be acknowledged as a **Gold Sponsor**
- Acknowledgement by the Convenor during the Opening and Closing sessions
- Recognition as a major sponsor with logo in email marketing campaigns (from time of sponsorship confirmation)
- One complimentary exhibition space 2m x 2m (prefabrication charge payable by sponsor at \$475^{+GST} per stand)
- Two complimentary exhibitor registrations with access to sessions, morning and afternoon teas and lunches
- Two complimentary Welcome Reception tickets
- Two complimentary Gala Dinner tickets
- Company logo and website link on the ASM website
- Company logo and contact details on the Conference Smart Phone App
- One promotional PDF flyer (supplied by sponsor, file size limits will apply) included on the Conference Smart Phone App
- Company logo displayed on Conference session slides
- Delegate list ten working days prior to conference (subject to NZ Privacy Laws)

REGISTRATION & TICKET SUMMARY

Complimentary Exhibition Spaces	1
Exhibitor Registrations	2
Welcome Reception Tickets	2
Gala Dinner Tickets	2



SILVER SPONSOR — NZ\$5,500 ^{+GST}

- Company will be acknowledged as a **Silver Sponsor**
- Acknowledgement by the Convenor during the Opening and Closing sessions
- One complimentary exhibition space 2m x 2m (prefabrication charge payable by sponsor at \$475^{+GST} per stand)
- One complimentary exhibitor registration with access to sessions, morning and afternoon teas and lunches
- One complimentary Welcome Reception ticket
- One complimentary Gala Dinner ticket
- Company logo and website link on the ASM website
- Company logo and contact details on the Conference Smart Phone App

- Company logo displayed on Conference session slides
- Delegate list ten working days prior to conference (subject to NZ Privacy Laws)

REGISTRATION & TICKET SUMMARY

Complimentary Exhibition Spaces	1
Exhibitor Registrations	1
Welcome Reception Tickets	1
Gala Dinner Tickets	1

BRONZE SPONSOR — NZ\$3,500 ^{+GST}

- Company will be acknowledged as a **Bronze Sponsor**
- Company logo and website link on the ASM website
- Company logo and contact details on the Conference Smart Phone App
- Company logo displayed on Conference session slides
- Delegate list ten working days prior to conference (subject to NZ Privacy Laws)



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ACADEMIC OPPORTUNITIES

BREAKFAST SESSION — NZ\$2,995 ^{+GST}

Breakfast sessions allow you to organise speaker/s and a programme of your choice for a one hour session. The package includes the cost of room hire, basic audio-visual facilities, promotion and registration of the breakfast session.

Sessions will take place at the following times:

- Thursday 5 March — 0800-0900hrs
- Friday 6 March — 0800-0900

Entitlements:

- Exclusive naming rights to your breakfast session
- Opportunity to provide your own signage at the breakfast
- Company logo against the speaker's name on the ASM website
- Company logo against the speaker's name on the Conference Smart Phone App
- Please note: speaker's costs, breakfast catering and additional AV are at the sponsor's expense. Catering options will be provided by the PCO, from which the sponsor can make a selection.
- The room available seats up to 30 people and each session would be for one hour.
- A delegate list will be provided by 20 January 2020 for you to select who you'd like to invite.



SESSION SPONSOR — NZ\$1,850 ^{+GST}

The content of these sessions is decided by the Organising Committee.

Entitlements:

- Company logo in the Conference Programme against the session sponsored
- Company logo on signage at the entrance to the session room
- Company logo on the holding slide for the session
- Company logo against the session information on the ASM website





DIGITAL COMMUNICATIONS

CONFERENCE MOBILE APP (EXCLUSIVE) — NZ\$4,800^{+GST}

To assist our delegates, a specially created Smartphone App will provide essential information such as the programme, an exhibition floorplan, social programme and links to sponsors' websites.

Entitlements:

- Splash Screen advert on the Mobile App for delegates to view each time they access the App
- Company profile, logo and contact details on the Mobile App
- Company logo and website link on the ASM website
- One Push Notification (similar to a text message) sent to delegates promoting the sponsor per day of the conference
- Delegate list (subject to NZ Privacy Laws)



PROMOTIONAL EMAILS — NZ\$2,200^{+GST}

In the months leading up to the ASM, delegates will receive a number of promotional emails updating them on the programme and activities. Sponsors that support this product are therefore given early exposure to the delegation.

- Inclusion in the promotional email, with logo, images, text and external links (Limited to a ¼ page per email).

ONSITE WIFI (EXCLUSIVE) — NZ\$1,500^{+GST}

Naming rights in association with provision of WiFi for all conference delegates for the duration of the conference

Entitlements:

- Link to Company website via Conference mobile app
- Company logo on the conference slide notifying delegates of the WiFi login details

eMOBILE INSERT — NZ\$800^{+GST}

Entitlements:

- Opportunity to include a promotional PDF flyer (provided by organisation, file size limits will apply) on the Conference Smart Phone App.

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DELEGATE SERVICES

ONSITE COFFEE CART & BARISTA — NZ\$4,500^{+GST}

The barista cart will offer delegates freshly made coffee free of charge during the ASM.

Entitlements:

- Signage next to the barista cart (provided by sponsor)
- Company logo and website link on the ASM website
- Company logo on Conference session slides
- One promotional PDF flyer (provided by organisation, file size limits will apply) included on the Conference Smart Phone App



TOURISM NEW ZEALAND





SOCIAL FUNCTIONS

GALA DINNER (EXCLUSIVE) — NZ\$8,500^{+GST}

Our Gala Dinner is the highlight of the ASM social calendar. This year we are going Art Deco! Dinner will be held at the Art Deco Masonic Hotel with delegates being encouraged to dress in the Art Deco style.

Entitlements:

- Naming rights to the Gala Dinner on Thursday 5 March 2020.
- Verbal acknowledgement on the night in a direct address to Dinner attendees
- Company signage at the Dinner venue during the event
- Company logo in the Conference online publications against this item (subject to timing of submission)
- Company logo and contact details on the Conference Smart Phone App
- Company logo and website link on the ASM website
- Six Complimentary tickets to the Gala Dinner

TAKE ADVANTAGE OF HIGH PROFILE BRAND EXPOSURE WITHIN THE ASM'S PINNACLE SOCIAL EVENTS. MIX AND MINGLE WITH DELEGATES, SPEAKERS, FACULTY MEMBERS AND VIP GUESTS IN A RELAXED, INTIMATE SETTING.



WELCOME RECEPTION (EXCLUSIVE) — NZ\$4,500^{+GST}

Our Welcome Reception acknowledges the contributions of our major partners, supporters and affiliates and is held in the exhibition area. It provides an opportunity for all guests to mix and mingle and get to know each other in a relaxed setting.

Entitlements:

- Naming rights to the Welcome Reception on Wednesday 4 March 2020
- Company logo in the Conference Programme against this item (subject to timing of submission)
- Company signage at the Welcome Reception
- Company logo and contact details on the Conference Smart Phone App
- Company logo and website link on the ASM website
- Six complimentary tickets to the Welcome Reception



EXHIBITION OPPORTUNITIES

EXHIBITION BOOTH — NZ\$3,675^{+GST}

An exhibition booth provides the perfect opportunity to deliver your organisation's message to a receptive audience. Novel, creative and interactive ideas for your exhibition booth are strongly encouraged as they ensure long lasting relationships are formed between you and the delegates.

This year we will be using the "Frontrunner" Stand System, which consists of black, velcro receptive panels. Your company name will be printed and velcroed to the back wall as per the image below:

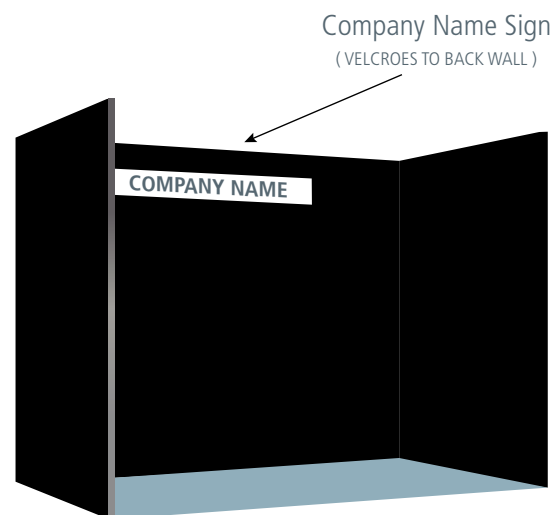
- One 3m wide x 1.2m deep Frontrunner exhibition booth
- Back and side walls, 2.5m high
- One standard power point & power
- Two spotlights
- Company name velcroed to back panel
- One standard clothed trestle table and two banquet chairs
- Additional equipment will be available for hire

Entitlements:

- Delegate list ten working days prior to conference (subject to NZ Privacy Laws)
- Company logo and 100 word company synopsis to appear on the ASM Website
- Recognition with logo and contact details on the Conference Smart Phone App
- Two registrations to attend the exhibition, including access to sessions, catering during tea breaks and lunches
- Two tickets to the Welcome Reception
- A comprehensive Exhibition Manual

THE EXHIBITION RUNS CONCURRENTLY WITH THE SCIENTIFIC PROGRAMME, ACTING AS A HUB OF NETWORKING AND INTERACTION BETWEEN THE DELEGATES AND SPONSORS. THE SPACE CREATES A UNIQUE AVENUE FOR DIRECT COMMUNICATION, PERSONAL INTERACTION AND PRODUCT DISPLAY.

ALL MORNING AND AFTERNOON TEA BREAKS AND LUNCHES WILL BE SERVED IN THE EXHIBITION AREA. THE WELCOME RECEPTION WILL ALSO TAKE PLACE AMONGST THE EXHIBITION.





SPACE ONLY — NZ\$3,300^{+GST}

3m wide x 1.2m deep exhibition space only
One standard power point & power

Entitlements:

- Delegate list ten working days prior to conference (subject to NZ Privacy Laws)
- Company logo and 100 word company synopsis to appear on the ASM Website
- Recognition with logo and contact details on the Conference Smart Phone App
- Two registrations to attend the exhibition, including access to sessions, catering during tea breaks and lunches
- Two tickets to the Welcome Reception
- A comprehensive Exhibition Manual.



EXHIBITOR REGISTRATIONS — NZ\$475^{+GST}

All staff members working on exhibit stands are required to be individually registered regardless of the length of time spent at the meeting. Exhibitor registrations include access to scientific sessions and one Welcome Function ticket.

Conference Dinner tickets may be purchased separately during the online registration process.

Exhibitor Registration Includes:

- Access to scientific sessions
- Access to exhibition area
- One ticket to Welcome Function
- Catering for all days of conference

For further information about the Exhibition please contact:



WORKZ4U
CONFERENCE AND EVENTS MANAGEMENT

Donna Clapham

t: +64 21 325 133 e : donna@w4u.co.nz w: www.w4u.co.nz



TERMS & CONDITIONS

Booking and Payment Terms

Sponsorship and Exhibition stands can only be booked on receipt of the signed Application to Sponsor and/or Exhibit. Bookings will be confirmed through a confirmation email. A tax invoice for the total of all costs will be emailed following the confirmation, and is payable 30 days from the date of the tax invoice. **All monies due must be received prior to commencement of the conference.** Should any monies be outstanding the Organisers have the right to refuse access to the conference. The Organisers reserve the right of refusal of any application. Subletting of space will not be permitted. All monies are to be paid in New Zealand dollars (NZ\$).

Cancellation

Submission of a signed Application to Sponsor and/or Exhibit will be deemed as a firm booking. Any cancellations must be made in writing. In the event of cancellation 3-6 months prior to the date of the conference the Organisers shall retain 50% of the contract price. In the event of cancellation within 3 months of the date of the conference 100% of the price will be forfeited. If attending personnel are cancelled less than 30 days prior to the date of the conference the full exhibitor registration and social function ticket costs will be charged.

Couriers and Deliveries

Arranging couriers and transportation of equipment along with any costs associated with storage of equipment, is the sole responsibility of the sponsor/exhibitor.

Health and Safety

The sponsor and exhibitor will abide by, and notify its employees, agents, contractors, subcontractors, invitees and licensees of the venue's health and safety plans. There is no smoking inside the venue. Fire exits must be kept clear at

all times. All sponsors and exhibitors must comply with all reasonable direction of the venue operator.

Exhibition Room Access

The Exhibition Hall (The Ballroom at the Napier Conference Centre) is on the ground level. Exhibitors may pack in from the forecourt at the front of the venue (there are no stairs or lifts involved).

Storage

Large items and pallets will need to be stored downstairs into the venue's garage, via the service lift.

Smaller items/boxes can be stored in the storage areas off The Ballroom (The Exhibition Hall). Space is limited in this area.

Wireless Internet

Wireless internet is complimentary for the duration.

Stand Design

Peek Exhibition is the company contracted to install the shell scheme. They are available to assist with the design and build of your stand and provide additional furniture and accessories.

A representative of the company will contact you once your stand booking and number has been confirmed. In the meantime if you have any queries please contact

Anita Gabriel

P: 09 307 9571 | E: Anita.G@peek.co.nz

www.peek.co.nz

If you are having a custom built stand please include the details of the build company on the Application to Exhibit. All custom built stands require sign off by the Exhibition Manager prior to building.



Floorplan



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Sponsorship Application

By signing this sponsorship application form you will be contracted to the indicated category and level of sponsorship. You confirm that you have read and agree to the sponsorship Information provided. Applications are confirmed on a first-in first-served basis. An invoice will be raised for your sponsorship following confirmation of receipt of this application by the Conference Managers. Please note that prices quoted are in New Zealand Dollars.

☐ **PLATINUM SPONSORSHIP** \$12,500+GST

☐ **GOLD SPONSORSHIP** \$8,500+GST

☐ **SILVER SPONSORSHIP** \$5,500+GST

☐ **BRONZE SPONSORSHIP** \$3,500+GST

ACADEMIC OPPORTUNITIES

BREAKFAST SESSION \$2,995+GST

(please select which date/time you prefer)

☐ Thursday 5 March 0800 – 0900hrs

☐ Friday 6 March 0800 – 0900 hrs

☐ **SESSION SPONSOR** \$1,850+GST

COMMUNICATIONS

CONFERENCE MOBILE APP \$4,800+GST

PROMOTIONAL EMAILS \$2,200+GST

ONSITE Wi-Fi \$1,500+GST

eMOBILE INSERT \$800+GST

DELEGATE SERVICES

BARISTA & COFFEE CART \$4,500+GST

SOCIAL FUNCTIONS

GALA DINNER \$8,500+GST

WELCOME RECEPTION \$4,500+GST

☐ **EXHIBITION BOOTH** NZ\$3,675+GST

☐ **EXHIBITION SPACE ONLY** \$3,300 +GST

Contact details of the build company for custom built stands:

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Contact Name	For Exhibition Stands:	
Position	No. Of Sites	
Company Name	Preferred Sites: (please refer to the exhibition floorplan)	
Purchase Order #	Option 1	
Postal Address	Option 2	
Mobile	Option 3	
Telephone	Competitor Avoidance	
Email	Signature	Date

Please ensure that you have read the Terms and Conditions carefully. By signing and returning this application form you are agreeing to the terms and conditions stated in this prospectus.

Please complete and send to donna@w4u.co.nz

Thank you for your support.