

# AusMedtech2012

## Australia's Medtech Conference

14-15 May 2012

Four Seasons Hotel  
199 George Street, Sydney

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



## Partnership and Exhibition Opportunities

AusMedtech 2012 is Australia's premier medical technology conference for medtech executives, providing business partnering opportunities for decision makers and investors. Special features of AusMedtech 2012 include a Medtech Investment Summit and Medtech Trade Exhibition.

An excellent educational and networking opportunity, AusMedtech 2012 will bring together key stakeholders of the Australian and international medical devices and diagnostics sector to discuss the major issues in global medtech success with a focus on emerging markets. Areas covered will include:

- Export opportunities
- Finance and investment
- Latest technologies
- IP updates
- Regulatory approvals
- Reimbursement
- Sales networks.

The following partnership and exhibition opportunities are now available for organisations to invest in this leading event:

Host State Partner – Office of Trade Business and Industry NSW



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<b>Corporate Branding and Conference Materials</b>		
Coffee Cart Partner	3	SOLD
Conference Pocket Program	3	
Bottled water	3	SOLD
Delegate Satchel Partner	3	On request
Lanyard and name badge	4	SOLD
Notepads/corporate item	4	
Satchel inserts	4	
	<i>AusBiotech member</i>	<i>Non-member</i>
<b>Exhibition booth (page 5)</b>	<b>\$2,500</b>	<b>\$2,950</b>
<b>Exhibition Early Bird Rate - booth to be booked and paid before Friday 16 March 2012 (available to AusBiotech members only)</b>	<b>\$2,200</b>	

*\*Other packages and benefits can be arranged and negotiated.*

*\*All prices quoted are GST inclusive.*

Description	Member Cost	Non Member	Benefits
Medtech Investment Summit Partner	\$6,050	\$7,860	<ul style="list-style-type: none"> <li>• Acknowledgement within pre and post marketing of event</li> <li>• Acknowledgement in the conference pocket program</li> <li>• Visual presentation (transition slides) at the Medtech Investment Summit</li> <li>• Acknowledgement in the Australasian Biotechnology Journal after the conference</li> <li>• Company logo and link on the AusMedtech 2012 website</li> <li>• Two (2) x conference registrations (includes Medtech Investment Summit)</li> <li>• Opportunity for freestanding banner to be displayed at Medtech Investment Summit (banner provided by Partner)</li> </ul>
Session Partner	\$4,850	\$6,300	<ul style="list-style-type: none"> <li>• Acknowledgement within pre and post marketing of event</li> <li>• Acknowledgment in conference pocket program</li> <li>• Acknowledgment in the Australasian Biotechnology Journal leading after the conference</li> <li>• Opportunity to provide speaker for session (in consultation with the program committee)</li> <li>• Company logo and link on the AusMedtech 2012 website</li> <li>• One (1) x conference registration</li> <li>• Opportunity for freestanding banner to be displayed in session (banner to be provided by Partner)</li> </ul>
Dinner Partner	\$7,250	\$9,400	<ul style="list-style-type: none"> <li>• Acknowledgement within pre and post marketing of event</li> <li>• Acknowledgement in the conference pocket program</li> <li>• Opportunity to address delegates (5 minutes) at the commencement of the Dinner</li> <li>• Opportunity to provide dinner speaker (in consultation with the program committee)</li> <li>• Opportunity for freestanding banner to be displayed during Dinner (banner to be provided by Partner)</li> <li>• Exclusive opportunity for distribution of promotional material at the Dinner (materials provided by partner)</li> <li>• Company logo and link on the AusMedtech 2012 website</li> <li>• Acknowledgment in the Australasian Biotechnology Journal after the event</li> <li>• Two (2) x conference registrations</li> </ul>
Lunch Partner	\$2,750	\$3,575	<ul style="list-style-type: none"> <li>• Acknowledgement within pre and post marketing of event</li> <li>• Acknowledgment in conference pocket program</li> <li>• Acknowledgment in the Australasian Biotechnology Journal after the conference</li> <li>• Opportunity to address delegates (5 minutes) at the commencement of the Lunch</li> <li>• Company logo and link on AusMedtech 2012 website</li> <li>• Exclusive opportunity to for distribution of promotional material at the Lunch (materials provided by Partner)</li> <li>• Opportunity for freestanding banner to be displayed during the Lunch (banner to be provided by Partner)</li> </ul>

Description	Member Cost	Non Member	Benefits
Networking Reception	\$2,420	\$3,150	<ul style="list-style-type: none"> <li>• Acknowledgement within pre and post marketing of event</li> <li>• Acknowledgment in the conference pocket program</li> <li>• Acknowledgment in the Australasian Biotechnology Journal after the event</li> <li>• Opportunity to address delegates (5 minutes) at the commencement of the Networking Function</li> <li>• Company logo and link on the AusMedtech 2012 website</li> <li>• Exclusive opportunity for distribution of promotional material at the Networking Reception (materials provided by Partner)</li> <li>• Opportunity for a freestanding banner to be displayed during the Networking Reception (banner to be provided by Partner)</li> </ul>
Morning or afternoon tea breaks	\$1,925	\$2,500	<ul style="list-style-type: none"> <li>• Acknowledgement within pre and post marketing of event</li> <li>• Acknowledgment in the conference pocket program</li> <li>• Acknowledgment in the Australasian Biotechnology Journal after the event</li> <li>• Company logo and link on the AusMedtech 2012 website</li> <li>• Exclusive opportunity for distribution of promotional material during the selected tea break (materials provided by Partner)</li> <li>• Opportunity for a freestanding banner to be displayed during the selected tea break (banner to be provided by Partner)</li> </ul>
Coffee Cart Partner	\$4,840	\$6,290	<ul style="list-style-type: none"> <li>• SOLD</li> <li>•</li> </ul>
Conference Pocket Program Partner	\$3,630	\$4,720	<ul style="list-style-type: none"> <li>• Acknowledgement within pre and post marketing of event</li> <li>• Acknowledgment in the conference pocket program</li> <li>• Acknowledgment in the Australasian Biotechnology Journal after the event</li> <li>• Company logo and link on the AusMedtech 2012 website</li> <li>• Logo on the front page of the conference pocket program</li> <li>• One (1) x conference registration</li> <li>• Full page colour advertisement in the conference pocket program</li> </ul>
Bottled water	\$2,420	\$3,150	<ul style="list-style-type: none"> <li>• SOLD</li> </ul>
Delegate Satchel Partner  On request	\$4,840	\$6,290	<ul style="list-style-type: none"> <li>• Acknowledgement within pre and post marketing of event</li> <li>• Logo on the conference satchel and in the conference pocket program</li> <li>• Acknowledgment in the Australasian Biotechnology Journal after the event</li> <li>• Company logo and link on the AusMedtech 2012 website</li> <li>• Opportunity to provide flyer or brochure for inclusion in delegate satchel</li> <li>• One (1) x conference registration</li> </ul>
Lanyard and name badge	\$3,025	\$3,930	<ul style="list-style-type: none"> <li>• SOLD</li> </ul>
Notepads/corporate item	\$1,815	\$2,360	<ul style="list-style-type: none"> <li>• Acknowledgement within pre and post marketing of event</li> <li>• Acknowledgment in the conference pocket program</li> <li>• Acknowledgment in the Australasian Biotechnology Journal leading after the event</li> <li>• Company logo and link on the AusMedtech 2012 website</li> <li>• Opportunity to provide notepads or pens or other corporate branded item (subject to committee approval) for inclusion in delegate satchel</li> </ul>

Description	Member Cost	Non Member	Benefits
Delegate satchel insert	\$1,210	\$1,600	<ul style="list-style-type: none"> <li>• Acknowledgement in the conference pocket program</li> <li>• Acknowledgment in the Australasian Biotechnology Journal after the event</li> <li>• Company logo and link on the AusMedtech 2012 website</li> <li>• Opportunity to provide flyer or brochure for inclusion in delegate satchel</li> </ul>

Exhibitor	Cost	Inclusions
Exhibitor booth	\$2,500* AusBiotech member  \$2,950 non- member	<ul style="list-style-type: none"> <li>• Syma display booth package 3m x 2m               <ul style="list-style-type: none"> <li>- Walls 2.5m high matt anodized aluminium frame with white laminated fills</li> <li>- Fascia matt anodised aluminium frame 38cm high with corflute or similar infill</li> <li>- Signage: black lettering on white background, one per aisle frontage (max. 26 characters)</li> <li>- Lighting:</li> <li>- Power: one 240 volts / 1000 watt / 4 amp general-purpose outlet per booth</li> </ul> </li> <li>• Other package benefits:               <ul style="list-style-type: none"> <li>- One (1) conference registration</li> <li>- One (1) exhibitor pass</li> <li>- Listed as an exhibitor with a link on the conference website</li> <li>- 25 word company profile in the delegate program book</li> </ul> </li> </ul>

*\*Special Early Bird rate of \$2,200 available to AusBiotech members, if exhibitor books and pays prior to Friday 16 March 2012.*

**To confirm your participation as an AusMedtech 2012 Partner and/or Exhibitor please complete the form enclosed and return to Shevaun Duncan, AusBiotech Events Manager.  
 Call +613 9828 1450, fax +61 3 9824 5188  
 or email [sduncan@ausbiotech.org](mailto:sduncan@ausbiotech.org)**

**AusMedtech 2012**  
**14-15 May 2012, Four Seasons Hotel, Sydney**  
**Partnership Application**  
**Tax Invoice**  
ABN 87 006 509 726

Participation can only be confirmed on receipt of the first payment. Allocations will be made strictly in order of receipt of application and payment.

*(Please print)*

Company Name: \_\_\_\_\_

Address: \_\_\_\_\_

Suburb: \_\_\_\_\_ State: \_\_\_\_\_ Postcode: \_\_\_\_\_ Country: \_\_\_\_\_

Contact Name: \_\_\_\_\_

(Prof/Dr/Mr/Ms/Mrs/Miss)

Position: \_\_\_\_\_

Telephone: \_\_\_\_\_ Fax: \_\_\_\_\_ Mobile: \_\_\_\_\_

Email: \_\_\_\_\_ Website: \_\_\_\_\_

### Partnership Package Preferences

I/We would like to take up the following Partnership package(s):

1st Preference: \_\_\_\_\_ Total Cost: \$ \_\_\_\_\_

2nd Preference: \_\_\_\_\_ Total Cost: \$ \_\_\_\_\_

3rd Preference: \_\_\_\_\_ Total Cost: \$ \_\_\_\_\_

I/we understand that the Partnership packages will be subject to AusBiotech BD Forum Committee approval and that decision is final. Packages can only be confirmed on receipt of 50% deposit.

Signed: \_\_\_\_\_ Position: \_\_\_\_\_ Date: \_\_\_\_\_

*(For and on behalf of the Partner listed above)*

### Method of Payment

Cheque – made payable to AusBiotech Limited

EFT – Please attach a copy of the bank receipt or advise of the date the DD was processed: \_\_\_\_\_

National Bank (NAB), Richmond – BSB 083 347 Account 535 111 778

Please charge my credit card for the amount of: \$ \_\_\_\_\_

MasterCard  Visa  AMEX

Card Number: \_\_\_\_\_ Expiry: \_\_\_\_\_

AMEX ID: \_\_\_\_\_ Name (as it appears on card): \_\_\_\_\_

Signature: \_\_\_\_\_ Date: \_\_\_\_\_

### Payment and Deadlines

**1<sup>st</sup> Payment Deadline:** 50% deposit with partnership application form

**Balance Deadline:** Monday 9 April 2012

**And forward to:** Att: Shevaun Duncan  
AusBiotech Limited  
Level 1, 322 Glenferrie Road  
Malvern Vic 3144  
Facsimile: +61 3 9824 5188 or scan and email to [sduncan@ausbiotech.org](mailto:sduncan@ausbiotech.org)

**AusMedtech 2012**  
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**Exhibitor Application**  
**Tax Invoice**  
ABN 87 006 509 726

Participation can only be confirmed on receipt of the first payment. Allocations will be made strictly in order of receipt of application and payment.  
(Please print)

Company Name: \_\_\_\_\_

Address: \_\_\_\_\_

Suburb: \_\_\_\_\_ State: \_\_\_\_\_ Postcode: \_\_\_\_\_ Country: \_\_\_\_\_

Contact Name: \_\_\_\_\_

(Prof/Dr/Mr/Ms/Mrs/Miss)

Position: \_\_\_\_\_

Telephone: \_\_\_\_\_ Fax: \_\_\_\_\_ Mobile: \_\_\_\_\_

Email: \_\_\_\_\_ Website: \_\_\_\_\_

### Exhibition

I/We would like to participate as an exhibitor at AusMedtech 2012

No. of booths: \_\_\_\_\_ Booth preferences: #1 \_\_\_\_\_ #2 \_\_\_\_\_ #3 \_\_\_\_\_

Total Cost: \$ \_\_\_\_\_

I/we agree to the Exhibitor Terms and Conditions of Sale for AusMedtech 2012 as outlined on page 7 of this document.

Signature: \_\_\_\_\_ Date: \_\_\_\_\_

### Method of Payment

Cheque – made payable to AusBiotech Limited

EFT – Please attach a copy of the bank receipt or advise of the date the DD was processed: \_\_\_\_\_

National Bank (NAB), Richmond – BSB 083 347 Account 535 111 778

Please charge my credit card for the amount of: \$ \_\_\_\_\_

MasterCard  Visa  AMEX

Card Number: \_\_\_\_\_ Expiry: \_\_\_\_\_

AMEX ID: \_\_\_\_\_ Name (as it appears on card): \_\_\_\_\_

Signature: \_\_\_\_\_ Date: \_\_\_\_\_

### Payment and Deadlines

**1<sup>st</sup> Payment Deadline:** 50% deposit with partnership application form

**Balance Deadline:** Monday 9 April 2012 (early bird member booths by 16 March 2012)

**And forward to:** Att: Shevaun Duncan  
AusBiotech Limited  
Level 1, 322 Glenferrie Road  
Malvern Vic 3144

Facsimile: +61 3 9824 5188 or scan and email to [sduncan@ausbiotech.org](mailto:sduncan@ausbiotech.org)

## Exhibitor Terms and Conditions of Sale

### Exhibitor Terms and Conditions of Sale

- Space will be allocated on a preference based order when initial deposits have been received. You are required to complete the information requested and return it with a deposit of 50% to secure your exhibition attendance for AusMedtech 2012. All space is held tentatively until final payment is received.
- Confirmation of space and booth numbers will be finalised on final payment being made Monday 9 April 2012. If final payment is not received by Monday 9 April 2012, the space and booth will be released and any deposits will be forfeited.
- For exhibitor application forms that are received after 9 April 2012, full payment must be received before confirmation is confirmed.
- Credit cards will be accepted for exhibition payments. A 3% surcharge will be charged to the credit card at the same time as process payments. The 3% charge will appear as a separate charge on your credit card statement.
- AusBiotech must receive all payments either by credit card, direct deposit or Australian cheques. The payment form is part of this document and must be completed before processing.
- Any exhibitor that is co-sharing their booth space must notify AusBiotech of the co-sharer's details no later than 9 April 2012. If this information is not received the companies will not be included in the pocket program book.
- In the event of cancellation a service fee of \$500 will be applied to cancellations received prior to 9 April 2012. No refunds will be made for cancellations received after this date.
- Any space not claimed and occupied before 12 noon on Monday 14 May 2012 may be reassigned.
- AusBiotech Ltd reserves the right to rearrange the floor plan and relocate any exhibit without notice. No refunds or discounts will be given for any facilities not used or required.
- Custom stand requirements must be forwarded to Moreton Hire for approval. All display and construction requires the approval of Moreton Hire.
- AusBiotech complies with the principles of permission-based marketing and will use your information to send you updates and other news about related services or events. Your information will only be passed on to reputable third party official contractors of the Conference for the purpose of assisting you with your program.
- All exhibitors are responsible for their own insurance & must supply a certificate of currency prior to the event. AusBiotech accepts no liability on behalf of any exhibitor or delegate.
- The exhibitor indemnifies the organiser from and against all actions, claims, demands, fines, costs and expenses including but not limited to legal costs and expenses (as between solicitor and client) incurred by the organiser or for which the organiser may become liable in respect of any damage to property or loss or injury to any person which may be suffered or sustained in or upon and in relation to any part of the exhibition space, or in respect of any inquiry into the same.
- The exhibitor will at its own expense effect and keep current at all times during the move in and move out period of the exhibition a Public Risk and Property Damage Insurance Policy in respect of its space in an amount of not less than **Twenty Million Australian Dollars** (A\$20,000,000.00).
- If the exhibiting company has any co-exhibitors on their stand they will also require insurance coverage.

Please note that insurance cover is the responsibility of the exhibitor, so please ensure that you are adequately covered. A copy of your Certificate of Insurance must be faxed or emailed to Shevaun Duncan at AusBiotech, Fax + 61 3 9824 5188 or email [sduncan@ausbiotech.org](mailto:sduncan@ausbiotech.org)