



ASAPS & NZAPS COMBINED CONFERENCE

Auckland | 2-5 August 2018

SPONSORSHIP PROSPECTUS



Australasian Society of
Aesthetic Plastic
Surgeons



NEW ZEALAND ASSOCIATION
of Plastic Surgeons

Conference Secretariat

TPHE
THE production house EVENTS

WWW.ASAPSEVENTS.ORG.AU

For sponsorship enquiries, please contact Anna Scholten at The Production House Events anna@tphe.com.au



INVITATION TO PARTICIPATE

The Australasian Society of Aesthetic Plastic Surgeons (ASAPS) & New Zealand Association of Plastic Surgeons (NZAPS) invites you to be involved as a sponsor and or an exhibitor at the 41st Annual ASAPS & NZAPS combined Conference, being held at the Cordis Auckland (formerly known as The Langham) from 2 – 5 August 2018.

The conference is designed to facilitate extensive networking with 2.5 days of sessions, a Welcome Reception and Gala Dinner allowing plenty of time with delegates. The exhibition will be an integral part of the conference, with catering being served in this area during each morning and afternoon tea break to maximise contact between exhibitors and attendees.

We appreciate your support for the ASAPS & NZAPS Meeting in Auckland and your commitment to 'sponsorship'.

We are appreciative of the fact that there is a synergy between industry and our organisation, which improves patient outcomes. As such, we would like to inform you of opportunities to engage with our members to the benefit of all.

We have found previously that breakfast sessions for short presentations on new technologies are appreciated by both industry and members. Whilst we have two funded invited guests we are always happy to consider contributions from other speakers. If you have an appropriate speaker who wishes to submit a paper for presentation it will be considered on its merits and included in the program.

We would appreciate you liaising with Anna Scholten at The Production House Events regarding how, or if, you wish to proceed with any or all of these suggestions.

We look forward to welcoming your participation in the Conference.

With kind regards,

Naveen Somia
ASAPS Scientific Convenor

Mark Magnusson
ASAPS President

Michelle Locke
NZAPS Scientific Convenor

John Kenealy
NZAPS President



Conference Secretariat
The Production House Events
1/ 959 Glen Huntly Road
Caulfield South Victoria 3162
T +61 3 9020 7057
E anna@tphe.com.au

SPONSORSHIP OPPORTUNITIES

ASAPS & NZAPS are dedicated to the task of matching sponsorship packages to sponsor requirements. An exciting range of sponsorship opportunities have been developed to ensure a successful outcome for sponsor involvement.

Early confirmation of your sponsorship for the meeting will ensure an even higher level of exposure. An extensive promotional campaign including advertisements, email broadcasts and the opportunity exists for your company to be represented as a key sponsor of the meeting well in advance of actual dates.

| | |
|----------|--------------------------|
| PLATINUM | AUD \$48,000 (incl. GST) |
|----------|--------------------------|

| | |
|------|--------------------------|
| GOLD | AUD \$38,000 (incl. GST) |
|------|--------------------------|

| | |
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| SILVER | AUD \$28,000 (incl. GST) |
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PLATINUM

Platinum Sponsorship Packages AUD \$48,000 (inclusive of GST)

Platinum Sponsor Entitlements:

- 2 (two) 3m x 3m exhibition stands / space. Location near the entry or major catering areas (first preference)
- One full page advertisement inside the official Meeting Handbook (subject to confirmation prior to printing deadlines)
- An opportunity to insert x 2 promotional pieces of material into the delegate satchels
- A delegate list pre and post Conference
- 4 complimentary registrations to the Meeting (morning and afternoon teas and lunches included)
- 4 complimentary invitations to attend the Welcome Reception
- 1 complimentary VIP table of 10 guests to attend the Gala Dinner (the full delegate's list is available via the exhibitor portal as a "live document". You will have the opportunity to invite a number of guests from this list to be seated at your VIP table, (including your company representatives)
- Platinum sponsor acknowledgement through corporate logo on meeting signage
- Platinum Sponsor acknowledgement through corporate logo on meeting registration Brochure
- Company logo and 100 world company profile to appear inside Meeting Handbook
- Additional 3m x 3m stands may be purchased at a discounted rate of \$4,900 (incl. GST)
- The opportunity exists to hold one special breakfast workshop within the meeting venue at Cordis Auckland. Special times have been set-aside for these Workshops, which are as follows:
 - 0700 - 0800am Breakfast Workshop on either Saturday 4th or Sunday 5th August 2018.

All aspects of this level of sponsorship will include discussion with the Scientific Convenor. The subject of the workshop and the invited speakers are to be negotiated with the Scientific Convenor.

- * *The exact workshop schedule will be assigned by the Scientific Convenor*
- * *All food, drinks and related costs are the sponsor's responsibility*
- * *The Meeting will bear the expenses of the venue rental and standard audio-visual services. Any additional audio-visual requirements including extra labour with technicians will be at the cost of the sponsor*

As a Platinum sponsor, you will have the option to select one of the below opportunities as part of your sponsorship in addition to the above inclusions. If any of the below options or Platinum inclusions are not within your company compliance, please feel free to contact Anna Scholten via email to anna@tphe.com.au for further discussion. Your option preference must be received in writing to The Production House Events in order for confirmation.

OPTION 1

Welcome Reception

(Exclusive Opportunity)
including signage at venue

OPTION 2

Gala Dinner

(Exclusive Opportunity)
including signage at venue

OPTION 3

Coffee Cart Sponsorship

(Exclusive Opportunity)
including coffee cart & barista for the duration of the conference days

GOLD

Gold Sponsorship Packages AUD \$38,000 (inclusive of GST)

Gold Sponsor Entitlements:

- Exhibition space 3m x 3m stand
- One full page advertisement inside the official Meeting Handbook (subject to confirmation prior to printing deadlines)
- An opportunity to insert x 2 promotional pieces of material into the delegate satchels
- A delegate list pre and post Conference
- 3 complimentary registrations to the Meeting (morning and afternoon teas and lunches included)
- 3 complimentary invitations to attend the Welcome Reception
- 3 complimentary invitations to attend the Gala Dinner
- Gold sponsor acknowledgement through corporate logo on Meeting signage
- Gold Sponsor acknowledgement through corporate logo on Meeting registration Brochure
- Company logo and 100 world company profile to appear inside Meeting Handbook
- Additional 3m x 3m stands may be purchased at a discounted rate of \$4,900 (incl. GST)

All aspects of this level of sponsorship will include discussion with the Scientific Convenor. The subject of the workshop and the invited speakers are to be negotiated with the Scientific Convenor.

- * *The exact workshop schedule will be assigned by the Scientific Convenor*
- * *All food, drinks and related costs are the sponsor's responsibility*
- * *The Meeting will bear the expenses of the venue rental and standard audio-visual services. Any additional audio-visual requirements including extra labour with technicians will be at the cost of the sponsor*

As a Gold sponsor, you have the option to select one of the below Sponsorship opportunities as part of your sponsorship, in addition to the above sponsorship inclusions. If any of the below options are not within your company compliance, please feel free to contact Anna Scholten via email to anna@tphe.com.au for further discussion. Your option preference must be received in writing to The Production House Events in order for confirmation.

OPTION 1

Lanyards

(Exclusive Opportunity)

Company logo printed on delegate lanyards

OPTION 2

Branded Luggage Tags on Delegate Satchels

(Exclusive Opportunity)

Company logo printed on a separate luggage tag attached to the satchel along with meeting logo

OPTION 3

VIP Room Drops

VIP Room Drops to International Keynote Speakers and 10 selected surgeons (company must supply room drop gifts)

SILVER

Silver Sponsorship Packages
AUD \$28,000 (inclusive of GST)

Silver Sponsor Entitlements:

- Exhibition space 3m x 3m stand
- One full page advertisement inside the official Meeting Handbook (subject to confirmation prior to printing deadlines)
- An opportunity to insert promotional material into the delegate satchels
- A delegate list pre and post Conference
- 2 complimentary registrations to the Meeting (morning and afternoon teas and lunches included)
- 2 complimentary invitations to attend the Welcome Reception
- 2 complimentary invitations to attend the Gala Dinner
- Silver sponsor acknowledgement through corporate logo on meeting signage
- Silver Sponsor acknowledgement through corporate logo on Meeting registration Brochure
- Company logo and 100 world company profile to appear inside Meeting Handbook

As a Silver sponsor, you have the option to select one of the below Sponsorship opportunities as part of your sponsorship, in addition to the above sponsorship inclusions.

OPTION 1 - Meeting Catering (per day)

including naming rights to Meeting Catering for the day. Opportunity for company logo to be included on table tent cards, napkins or any other creative suggestions you may have (at sponsor's expense)

OPTION 2 – Business Sessions

(Exclusive opportunity)

including signage within meeting rooms for the entire meeting. Opportunity for the company to present within the sessions. The presentation and the invited speakers are to be negotiated with the Convenor.



EXHIBITING OPPORTUNITIES

The exhibition will be the focal point of ASAPS & NZAPS and the Meeting program is structured to maximize the opportunity for delegates to visit the exhibition, and in turn for exhibitors to receive a high level of exposure to all delegates.

Morning tea, lunch and afternoon tea will all be served in the exhibition area for the duration of the Meeting.

The exhibition opportunity includes:

- Exhibition Stand within exhibition space (3m x 3m) - AUD \$6,900
- Venue flooring
- Back and side walls
- One standard power point
- 2 spotlights
- Company fascia over all open sides
- 2 complimentary exhibitor registrations (including lunch, morning / afternoons teas)
- 2 complimentary invitations to the Welcome Reception
- 2 complimentary invitations to the Gala Dinner
- One Meeting Handbook
- One Satchel Insert (to be supplied by the company)

PLEASE NOTE Companies who have not sponsored an International Keynote Speaker or a workshop are not entitled access to International Keynote Speakers at external events.

Protocol only allows Platinum and Gold Sponsors and companies who sponsor an International Keynote Speaker to hold functions pre and post the meeting, including evenings.

ADDITIONAL EXCLUSIVE SPONSORSHIP OPPORTUNITIES

In addition to the formal sponsorship opportunities outlined within the prospectus, we wish to provide new, unique and exclusive additional opportunities, specifically created for this meeting.

These opportunities are outlined below, all inclusive of GST:

- **Keynote Speakers** - \$8,500
Pending approval from the selected speaker & ASAPS, this opportunity includes contact directly with the speaker prior to the meeting and the privilege of associating your company name with the keynote speaker in all collateral, including the delegate handbook, website and holding slides.
It is important to note, the cost for this privilege of \$8,500 does not include airfares, accommodation and transfers. This is an additional cost to the company sponsoring the keynote speaker.
You will have access to the selected speaker to independently arrange and conduct a separate event with your company, pre or post the ASAPS meeting. Your independent event must not coincide with any ASAPS arranged social events or during the ASAPS meeting.
- **Partner Program** - \$1,500 per program
- **Satchel Inserts** - \$1,000 (if not exhibiting)
- **Advertisement in the Conference Handbook**
Full page - \$1,500
Half page - \$850
- **Pads** - \$1,000
- **Pens** - \$1,000
- **Water Bottles** - \$1,000
- **Plenary seat drop of collateral at 1 session** - \$1,000

*All prices in AUD

EXHIBITION FLOORPLAN CORDIS AUCKLAND



Booth sizes 3m x 3m

TERMS & CONDITIONS

1. DEFINITIONS

- 1.1 "Organisers" means ASAPS, NZAPS and TPHE;
- 1.2 "ASAPS" means Australasian Society of Aesthetic Plastic Surgeons;
- 1.3 "NZAPS" means New Zealand Association of Plastic Surgeons
- 1.4 "TPHE" means The Production House Events;
- 1.5 "Conference" means the 2018 ASAPS 41st Combined Conference commencing 3 August 2018
- 1.6 "Exhibitor" means any person, firm or company who has made a booking or application for, or who has been granted, sponsorship rights and/or an exhibition space in the Conference.

2. TERMS AND CONDITIONS

- 2.1 By signing the booking form, you confirm that you have read and agree to abide by these terms and conditions.
- 2.2 These terms apply to all Exhibitors and cannot be varied or replaced by any other terms of conditions.

3. BOOKINGS

- 3.1 Bookings must be made by filling out and signing the attached booking form.
- 3.2 By completing the booking form the Exhibitor agrees to pay a non-refundable deposit of 30% of the total fees in accordance with clause 3.3.
- 3.3 A tentative booking will be held for seven (7) days after completion of the booking form. Bookings will be confirmed upon receipt of the 30% deposit by TPHE.
- 3.4 If the deposit has not been received within seven (7) days of signing the booking form, the booking will be cancelled, subject to the Organisers granting an extension at their absolute discretion.
- 3.5 The Organisers reserve the right to reject any booking for any reason.
- 3.6 Each company representative must pre-register separately in order to attend the Conference.

4. PAYMENT

- 4.1 A signed booking form and deposit of 30% of the total fees is required in order to secure your selected package. A tax receipt will be sent on receipt of the signed booking form and deposit.
- 4.2 A final account for the remaining 70% will be invoiced to the Exhibitor after the deposit is made. Payment of the final account is due three (3) months prior to the Conference.
- 4.3 All prices listed:
 - (a) include GST and any other taxes or duties imposed; and
 - (b) are in \$AUD.
- 4.4 If full payment is not received three (3) months prior to the commencement date of the Conference:
 - (a) your deposit will be forfeited and will not be recoverable under any circumstances; and
 - (b) the Organisers will be allowed to resell your sponsorship commitments.

5. CANCELLATION POLICY

- 5.1 Written notice of any cancellation is required.
- 5.2 A cancellation fee of 30% will be applicable for any Exhibitor who cancels up to three (3) months prior to the Conference.
- 5.3 If cancellation is made less than three (3) months prior to the commencement date of the Conference:
 - (a) no refunds for any amounts paid will be made;
 - (b) the Organisers reserve the right to charge a cancellation fee of not less than 100% of the full fees; and
 - (c) if the exhibition space cannot be filled the Organisers reserve the right to reclaim damages from the Exhibitor for loss of opportunity to fill the space. Should the Organisers succeed in re-letting or re-filling any such cancelled space they may, at their discretion, relieve the Exhibitor of any part of his responsibility for payment of the vacated space.

6. PROMOTION AND MARKETING

- 6.1 The Organiser shall organise and promote the Conference in such manner as it considers appropriate and reserves the right at any time to amend or vary the manner or methods of such organisation and promotion.
- 6.2 Hi resolution finished artwork is to be supplied to TPHE's Graphic Design team for advertisements for the conference program by the due deadlines as advised by TPHE.
- 6.3 Satchel inserts may include flyers, brochures, booklets, giveaways but must be no larger than A4 in size.
- 6.4 The delegate list will be provided prior to the Conference with additional delegates.

7. EXHIBITION BOOTH

- 7.1 Choice of exhibition booth is dependent on availability at the time of booking and is treated as 'first in first served' basis. Please note that Platinum sponsors are entitled to receive first preference in booth positioning.
- 7.2 Exhibitors who intend to build a custom booth must submit the design to TPHE prior to the commencement date of the Conference. TPHE has absolute discretion to approve, reject or request amendments to the design.
- 7.3 Logos for acknowledgment on collateral and websites will be requested in eps or jpg formats.

8. LIMITATION OF LIABILITY

- 8.1 The liability of the Organisers for any loss or damage suffered by an Exhibitor under or in relation to these terms and conditions is limited to the value of the fees paid by the Exhibitor.
- 8.2 Under no circumstances will the organisers be liable for any consequential loss, including but not limited to loss of profits, revenue or reputation.

9. FORCE MAJUERE

- 9.1 The Organisers do not accept any liability for losses incurred in the event of the Conference being cancelled or postponed due to an unforeseen event or any event beyond their reasonable control.
- 9.2 In the event that the Conference is cancelled, no refunds will be issued. All available funds will be credited towards a future conference held by ASAPS
- 9.3 The Organiser at any time, without prior notification, may change the location of the venue, the date, the opening and closing times of the Exhibition.

10. MISCELLANEOUS

- 10.1 The law of Victoria from time to time governs these terms and conditions.
- 10.2 The Organisers' failure to enforce any of these terms shall not be construed as a waiver of any of the Organisers' rights.
- 10.3 If a clause is unenforceable it must be read down to be enforceable or, if it cannot be read down, the term must be severed from these terms, without affecting the enforceability of the remaining terms.

11. PATIENT DEMONSTRATIONS

- 11.1 Exhibitors who intend to perform live demonstrations of any kind, including patient demonstrations, during the Conference must notify TPHE in writing of the type of demonstrations that they intend to perform.
- 11.2 Exhibitors are required to notify TPHE of any patients, models or other third parties attending the event as a guest of, or for the purpose of participating in a live demonstration run by, the Exhibitor, and must register them accordingly with TPHE.
- 11.3 The Exhibitor is responsible for removing and properly disposing of all sharp, flammable or dangerous objects or equipment used in or associated with the live demonstration(s).
- 11.4 The Exhibitors acknowledge that it is the sole responsibility of the Exhibitor to provide a medical practitioner for the purpose of supervision or resuscitation for any live demonstrations run by the Exhibitor, and that the Organisers are in no way responsible for, and will not provide, any medical practitioners for these purposes.
- 11.5 The Exhibitors acknowledge that they have full responsibility for any patient or person involved in a live patient demonstration, and that the Organisers are in no way responsible for the patient or person who is the subject of the live demonstration.
- 11.6 The Exhibitor indemnifies the Organisers for any liability or loss suffered or incurred by the Organisers which arises directly or indirectly out of a claim made by any patient or person involved in a live patient demonstration performed by the Exhibitor.

APPLICATION FORM FOR SPONSORS & EXHIBITORS



Use BLOCK LETTERS to complete form

BILLING DETAILS

SECTION 1

Company Name _____

Contact _____

Address for Correspondence _____

City/State _____ Postcode _____ Country _____

Contact No _____ Email _____

Sponsor Co-ordinator
This person will be the main contact pre, during and post event. They will receive regular communications relating to deadlines, exhibition floor plans and other critical information updates.

NAME _____ Email _____

SPONSORSHIP/EXHIBITION REQUIREMENT/S

SECTION 2

| Sponsorship Package | Amount (all prices in AUD) | | Total |
|---------------------------------|-------------------------------|---|-------------------------|
| PLATINUM SPONSOR | \$48,000 | <input type="checkbox"/> WELCOME RECEPTION <input type="checkbox"/> GALA DINNER <input type="checkbox"/> COFFEE CART | _____ _____ _____ |
| GOLD SPONSOR | \$38,000 | <input type="checkbox"/> VIP ROOM DROP <input type="checkbox"/> LUGGAGE TAGS <input type="checkbox"/> DELEGATE LANYARDS | _____ _____ _____ |
| SILVER SPONSOR | \$28,000 | <input type="checkbox"/> MEETING CATERING <input type="checkbox"/> BUSINESS SESSIONS | _____ _____ |
| ADDITIONAL OPPORTUNITIES | | | |
| | \$8,500 | <input type="checkbox"/> KEYNOTE SPEAKERS | _____ |
| | \$1,500 | <input type="checkbox"/> PARTNER PROGRAM | _____ |
| | \$1,000 | <input type="checkbox"/> SACHEL INSERTS | _____ |
| | \$1,500 | <input type="checkbox"/> FULL PAGE ADVERT | _____ |
| | \$850 | <input type="checkbox"/> HALF PAGE ADVERT | _____ |
| | \$1,000 | <input type="checkbox"/> PADS | _____ |
| | \$1,000 | <input type="checkbox"/> PENS | _____ |
| | \$1,000 | <input type="checkbox"/> WATER BOTTLES | _____ |
| EXHIBITION BOOTHS | \$6,900 | <input type="checkbox"/> 3M X 3M | _____ |

Sponsors will be given booth position preference based on Sponsorship level and date of Application Form received - first come first served basis

Please indicate preferred booth position 1st _____ 2nd _____ 3rd _____

Please indicate if you will be using a standard shell scheme booth provided

☐ **SHELL SCHEME** (includes walls, fascia, spotlights & powerpoint) ☐ **CUSTOM BOOTH**

Please note you will require written confirmation from The Production House Events to confirm your booth number and your option preference if you are a Platinum or Gold sponsor

SOCIAL FUNCTIONS

SECTION 3

Additional Social Function tickets may be purchased through the Exhibitor Portal.

PAYMENT / CONDITIONS

Invoice will be issued upon receiving completed form and 30% deposit of full payment will be required securing your booking. The remainder must be received by **2 May 2018**, three (3) months prior to the Conference. If full payment is not received 3 months prior to the meeting, TPHE will be allowed to resell sponsorship commitment and any deposits paid will be forfeited. **Sponsorship acknowledgement will not be confirmed until 30% deposit is received.**

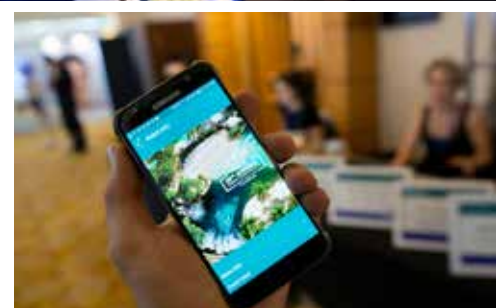
CANCELLATION POLICY

30% cancellation fee of full payment will be applicable for any company cancelling by **2 May 2018**. No refunds will be issued after **2 May 2018**, three (3) months prior to the Conference.

By signing this booking form, you confirm that you have read and agree to abide by the attached terms and conditions.

Signature _____ Date _____

Please return completed form to Anna Scholten at The Production House Events: anna@tphe.com.au



Australasian Society of
Aesthetic Plastic
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