

Asia-Pacific Health Leadership Congress



CANBERRA 2023

11-13 OCTOBER

NATIONAL CONVENTION CENTRE CANBERRA

Sponsorship and trade exhibition opportunities

Meet purchasers, decision-makers and influencers in healthcare from Australia and the Asia-Pacific.

An unrivalled opportunity for any product or service provider.

achsm.org.au/congress





ACHSM Asia Pacific Congress

The Australasian College of Health Service Management (ACHSM or the 'College') is the peak professional body for health managers in Australasia and brings together health leaders to learn, network and share ideas. The mission of the College is to recognise, develop and support effective health leadership and management to deliver quality services and improve health and wellbeing.

ACHSM is once again pleased to invite you to attend their Asia Pacific Congress on health management to be held at the National Convention Centre Canberra, 11–13 October 2023.

This event is the major annual health management professional meeting offered across the Australasian health sector. We promote it to our combined database of over 11,000 health management professionals and hundreds of healthcare organisations,

and we expect over 400 of these senior executives to attend.

The College invites past loyal sponsors and exhibitors to be part of this successful event.

If you have not previously enjoyed the generous exposure that our Congress affords your organisation, we invite you to use this forum to maximise business through sponsorship and trade opportunities.

Essentially, if your organisation needs to meet the key people (purchasers, decision-makers and influencers) in the healthcare industry of Australia and Asia-Pacific, the Congress provides an unrivalled opportunity for any product or service provider.

Supporters from our previous Congresses have enjoyed the ideal opportunity to meet, network and form partnerships with key government and health industry leaders and be part of their future business decisions.

What you enjoy as a sponsor

ACHSM expect the 2023 Congress to attract over 400 delegates. Benefits to sponsors of the event include:

- High visibility at Australia's premier health management forum
- Extensive networking opportunities
- Opportunity to take part in the dialogues

 both formal and informal on the future
 of health services in Australasia
- Partnering with a professional body that is viewed as an industry leader with a commitment to developing and fostering excellence in health service management
- Opportunity to network with important industry figures, chief executives and other senior health managers
- Connecting with leaders and increasing your company's knowledge and insights into future health industry trends
- Associating with quality, innovation and excellence
- Opportunity to release new products/ services through exhibition opportunities.





Delegate profile

The delegates attending this Congress will be the key decision makers for future resource and purchasing decisions in the health sector throughout Australasia. They will include CEOs, senior managers, policy makers, health facility planners and designers, academics, researchers and related professionals.

The annual Congress also attracts delegates, sponsors and exhibitors from New Zealand, Fiji, India, Hong Kong, Singapore, Thailand and the Philippines.



















2023 sponsorship opportunities







Below is a guide to the range of sponsorship opportunities available for the 2023 Congress. However we are happy to accommodate your proposal or work with you to create a tailored package.

	Package	Individual price plus GST
PLATINUM	Platinum Package (1 available)	\$50,000
	Congress Dinner (1 only)	\$30,000
GOLD	Plenary Sessions (2 available)	\$25,000
	Fellows Dinner (1 only) SOLD	\$25,000
CHVED	App Sponsor (1 only)	\$8,000
SILVER	Coffee Cart (1 available) SOLD	\$9,000
	Exhibition Booth	\$5,200
PRONZE	Lunch Sponsor (2 available)	\$5,000
BRONZE	Lanyards (1 only)	\$4,000
	Digital Satchel Insert	\$1,200





Levels of benefits of sponsorship

	PLATINUM	GOLD		SILVER		BRONZE			
	Platinum Package	Congress/ Fellows Dinner	Sponsored Plenary	Арр	Coffee Cart	Exhibition Booth	Lunch	Digital Satchel Insert	Lanyards
Logo on holding slide and lectern sign in plenary room throughout Congress	V	V	V	V	V	x	×	x	×
Opportunity to address all delegates/chair session	Specified event only	~	Specified event only	×	×	X	At sponsored lunch session only	×	×
Full complimentary registrations	4	2	2	1	1	2	1	X	1
Complimentary trade exhibition booth	FIRST CHOICE	~	~	×	Coffee cart space	Std	×	x	X
Complimentary digital satchel insert	V	V	V	V	V	V	V	x	V
Acknowledgement at Congress opening	V	~	V	V	~	V	V	~	~
Regular acknowledgement throughout event	V	V	~	V	~	V	V	~	~
Listing and logo on Congress website	V	/	~	/	~	/	~	/	~
Recognition of sponsorship on Congress app	V	~	~	As main sponsor	V	V	~	V	V
Delegate list (subject to privacy rules)	V	V	V	V	V	V	V	~	V





Sponsorship opportunities

ACHSM welcomes your ideas on how a package can be tailored to meet your specific needs. Or, there are several sponsorship opportunities listed in this document which may suit your organisation's objectives.

Your sponsorship will ensure you receive excellent tailored branding that will provide exposure to our delegates in the lead-up to, and, at the Asia Pacific Congress.

Platinum Sponsorship - \$50,000 + GST (1 only)

This is the most prestigious sponsorship opportunity. As the only Platinum Sponsor your organisation will enjoy unprecedented recognition and awareness before, during and after the Congress and through the health management and related service sectors.

This package is perfect for an organisation wishing to demonstrate leadership in the supply of products and/or services to health service executives.

Your investment features include:

Before Congress

- Principal recognition on the front page of the Congress website
- Recognition with name and logo as Platinum Sponsor on all Congress publications including website and Congress app
- Recognition as the Platinum Sponsor in dedicated email blasts in the leadup to the event (fortnightly)

During Congress

- * Opportunity to address and chair the full delegation in the plenary sponsored session
- 🗱 Acknowledgement as the Platinum Sponsor at the official Congress opening
- Complimentary and first preference exhibition booth located within the trade area in a prominent location
- Plenary Room branding for the sponsored session
- * Your logo prominently displayed on signage throughout the Congress where specified
- Four Congress complimentary registrations, including welcome reception and Congress dinner
- Insert to be placed in the delegate digital satchel (size limit applies)

- Complete list of all registered delegate details in both electronic and hard copy provided after the Congress (subject to individual delegate approval)
- 🔆 Logo on ACHSM website for three months as a major Congress sponsor





Congress Dinner Gold Sponsorship - \$30,000 + GST Thursday 12 October 2023

The Congress Dinner is one of the highlights of the social program. It will be held at the National Arboretum Canberra.

As the only sponsor of the Congress Dinner, your investment features include:

Before Congress

- * Major sponsor recognition on the sponsors page of the Congress website
- Recognition with name and logo as a major sponsor on all Congress publications including website and Congress app

During Congress

- 🜟 Opportunity to make a brief address during Congress Dinner
- * Themes will incorporate the corporate colours of the sponsor where possible
- Two complimentary Congress registrations, including Welcome Reception and Congress Dinner
- Two additional tickets to the Congress Dinner only
- * Sponsors' company name and logo prominently displayed, including on menus
- * Complimentary exhibition booth located within the trade area in a prominent location
- 🜟 Company name and logo on the recognition page on the Congress app
- * Your brochure inserted into delegates' Congress digital satchel (size limit applies)

- Complete list of all registered delegate details in both electronic and hard copy provided after the Congress (subject to individual delegate approval)
- 🌟 Logo on ACHSM website for two months as a major Congress sponsor





Plenary Sessions Gold Sponsorship - \$25,000 + GST (2 only)

As a Plenary Session Gold Sponsor your organisation will enjoy unprecedented recognition and awareness before, during and after the Congress and through the health management and related service sectors.

This package is perfect for an organisation wishing to demonstrate leadership in the supply of products and/or services to health service executives.

Your investment features include:

Before Congress

- Major sponsor recognition on the sponsors page of the Congress website
- Recognition with name and logo as a major sponsor on all Congress publications including website and Congress app

During Congress

- 🜟 Opportunity to address and chair the full delegation in the plenary sponsored session
- Two complimentary Congress registrations, including Welcome Reception and Congress Dinner
- * Plenary Room branding for the sponsored session
- * Your logo prominently displayed on signage throughout the Congress where specified
- * Complimentary exhibition booth located within the trade area in a prominent location
- 🔆 Company name and logo on the recognition page on the Congress app
- Your brochure inserted into delegates' Congress digital satchel (size limit applies)

- Complete list of all registered delegate details in both electronic and hard copy provided after the Congress (subject to individual delegate approval)
- 🜟 Logo on ACHSM website for two months as a major Congress sponsor





Fellows' Dinner Gold Sponsorship - \$25,000 + GST Tuesday 10 October 2023

The Congress Fellows' Dinner is an annual gathering of our senior College members – those people who have achieved the pinnacle in their College membership through examination and peer recognition of their standing as certified health executives. These senior College executives are respected members of the health management community and are key influencers in the industry.

This dinner is an opportunity for them to catch up with their colleagues in a more informal setting – an ideal opportunity for an industry partner to get to know them in that environment. This major sponsorship is ideal for companies or organisations seeking prominent positioning at the Congress.

As the exclusive sponsor of the Congress Fellows' Dinner, your investment features include:

Before Congress

- * Major sponsor recognition on the sponsors page of the Congress website
- Recognition with name and logo as a major sponsor on all Congress publications including website and Congress app

DURING Congress

- * Opportunity to make a brief address during the Fellows' Dinner
- * Two complimentary Congress registrations, including Welcome Reception and Congress Dinner
- * Two additional invitations to the Fellows' Dinner only
- * Sponsors' company name and logo prominently displayed at the Fellows' Dinner, including on menus
- * Themes will incorporate the corporate colours of the sponsor where possible
- * Complimentary exhibition booth located within the trade area in a prominent location
- 🜟 Company name and logo on the recognition page on the Congress app
- 🔆 Your brochure inserted into delegates' Congress digital satchel (size limit applies)

- Complete list of all registered delegate details in both electronic and hard copy provided after the Congress (subject to individual delegate approval)
- 🜟 Logo on ACHSM website for two months as a major Congress sponsor





App Sponsor - \$8,000 + GST

The app will be a valuable reference tool used repeatedly by participants during the Congress. As the App sponsor you will receive:

- Recognition of major sponsorship on the congess app home page
- * One full registr in Jaan We some acer on and Congress Dinner
- * Your brochure 'ec to deg 'cares digital satchel (size limit applies)
- * Recognition of Jorship on sponsors page on the Congress website
- Complete list of all registered delegate details in both electronic and hard copy provided after the Congress (subject to individual delegate approval)
- * Company name and logo displayed prominently

Coffee Cart Sponsor - \$8,000 + GST

As the Coffee Cart sponsor you will receive:

- * Recognition of sponsorship on the Congress app
- One full registration including Welcome Records
 Congress Dinner
- Your brochure insected into delege es Congressital satchel (size limit applies)
- ** Recognition of sponsors page on the Congress website
- * Complete list of all registered delegate details in both electronic and hard copy provided after the Congress (subject to individual delegate approval)
- Company name and logo displayed prominently (acrylic sign holder: height 715mm, length 1610mm corflute/height 715mm, length 1565mm laminate)

Lunch Sponsor (Wednesday/Thursday only) - \$5,000 + GST

As a Lunch sponsor you will receive:

- * Five minute opportunity to address delegates at your sponsored lunch
- * Corporate branding in the lunch area
- Recognition of sponsorship on the Congress app
- 🎋 One full registration including Welcome Reception and Congress Dinner
- * Your brochure inserted into delegates' Congress digital satchel (size limit applies)
- * Recognition of sponsorship on sponsors page on the Congress website
- * Complete list of all registered delegate details in both electronic and hard copy provided after the Congress (subject to individual delegate approval)
- * Company name and logo displayed prominently







Name Tag Lanyards - \$4,000 + GST

Your organisation has the opportunity to be visible on lanyards to which all delegates' name badges will be attached. This is an excellent visual promotion as delegates will be wearing their name badges throughout the entire Congress.

Note: the sponsor must supply the lanyards.

As the name tag lanyard sponsor you will receive:

- * Company name and logo on all lanyards
- Recognition of sponsorship on the Congress app
- 🜟 One full registration including Welcome Reception and Congress Dinner
- * Your brochure inserted into delegates' Congress digital satchel (size limit applies)
- Recognition of sponsorship on sponsors page on the Congress website
- Complete list of all registered delegate details in both electronic and hard copy provided after the Congress (subject to individual delegate approval)
- * Company name and logo displayed prominently

Digital Satchel Insert - \$1,200 + GST

Your organisation has the opportunity to insert a digital product brochure into the congress delegate digital satchel.

Your investment includes:

- Digital insert hosted on the official congress app and ACHSM congress website
- 🌟 Digital insert hosted on screen in congress exhibition area at the event
- # Digital insert link included in 1 x delegate email prior to the congress
- Recognition of sponsorship on the Congress app
- * Complete list of all registered delegate details in both electronic and hard copy provided after the Congress (subject to individual delegate approval)





Congress and exhibition venue



The National Convention Centre Canberra (NCCC) is conveniently located within the city centre and is close to all city centre services, attractions and amenities that Canberra has to offer. It's only 7km from Canberra Airport and easily accessible by car, taxi and public transport at any time of the day.

A fully accessible venue, the NCCC delivers the high-quality services and facilities you have come to expect with a seamless service and 100% customer focus.

When you visit Canberra, prepare to experience a journey of discovery and surprise. Because we are conveniently located and close to everything whether it's world-class wining and dining, iconic national measures or breathtaking adventures, everything you're after is just moments away.







Trade exhibition booth information

The trade exhibition booths available at the 2023 Congress will offer a design as per the following specifications by SBX.

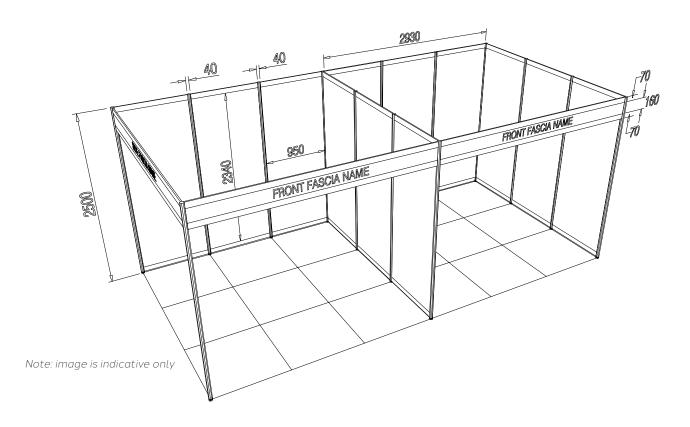
3m x 3m shellscheme booth package						
Walls	White vinyl					
Fascia	3m x 180mm on white background					
Signage	Signage – vinyl-cut lettering on fascia sign containing exhibitor's name in black font					
Lighting	2 x 150w spotlights					
Power	1 x 4 amp power					
Carpet	Venue flooring					



Note: furniture is not included

We have 15 booths only and will reserve four for major sponsors. Book now!

Note: All meals throughout the day will be served in the exhibition area, ensuring maximum visibility.







Trade exhibition schedule – at a glance

*Subject to change

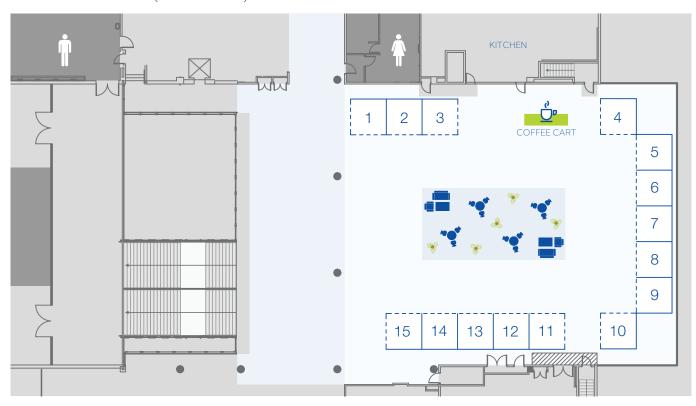
	or and the second secon
Tuesday 10 Octob 8.00am	SBX exhibition build in Trade Exhibition (Ballroom)
2.00 – 3.30pm	Exhibitor bump in Trade Exhibition (Ballroom)
4.00 – 5.30pm	Registration desk opens
Wednesday 11 Oct	
7.00am	Registration desk opens
8.00am	Exhibition opens in Trade Exhibition (Ballroom)
8.00 – 9:30am	Pre-Congress workshops
9.30 – 10.00am	Morning Tea in Trade Exhibition (Ballroom)
10.00 – 12.30pm	Official Congress opening, Welcome to Country and keynote session in Royal Theatre
12.30 – 1.30pm	Lunch in Trade Exhibition (Ballroom)
1.30 – 3.30pm	Congress sessions
3.30 – 4.00pm	Afternoon tea in Trade Exhibition (Ballroom)
4.00 – 5.30pm	Congress sessions
5.30 – 7.00pm	Welcome reception in Trade Exhibition (Ballroom)
Thursday 12 Octo	ber
7.00am	Registration desk opens
8.00am	Arrival tea and coffee in Trade Exhibition (Ballroom)
8.00 - 9.30am	Congress sessions
9.30 - 10.00am	Morning tea in Trade Exhibition (Ballroom)
10.30 – 12.00pm	Congress sessions
12.00 – 1.00pm	Lunch in Trade Exhibition (Ballroom)
1.00 – 2.45pm	Congress sessions
2.45 – 3.15pm	Afternoon tea in Trade Exhibition (Ballroom)
3.20 – 5.00pm	Congress sessions
4.00pm	Exhibitor bump out
4.00pm	
6.30 – 11.30pm	Congress dinner
6.30 – 11.30pm	
6.30 – 11.30pm Friday 13 October	r en
6.30 – 11.30pm Friday 13 October 8.15am	Breakfast served





Floor plan

TRADE EXHIBITION (BALLROOM)









Exhibitor information

Note: 15 booths will be available and we will reserve four for major sponsors. Book now!

Sponsors will receive a detailed exhibitor manual in approximately July 2023. This will include bump in and bump out schedules and relevant destination and Congress information.

Stand sizes and fees

All stands are 3m x 3m and the fee per stand is \$5,200 (plus GST).

Additional furniture and equipment can be hired from the exhibition contractor who will contact you directly to:

- Confirm the exhibition package
- Provide furniture stocks and price list
- Request estimated power loading and the correct name(s) to be displayed on the fascia(s).

All Congress morning teas, lunches and afternoon teas will be held in the exhibition space.

As an exhibitor you will be entitled to:

- Booth specifications as indicated earlier in this document
- Booth cost inclusive of delivery, installation dismantling
- * Name badges for two representatives
- * Attendance at all Congress sessions
- * Two invitations to the Welcome Reception
- * Two invitations to the Congress dinner
- Discounted exhibitor registration for additional representatives
- All meals for two representatives on Wednesday 11, Thursday 12 and Friday 13 October.
- Complete list of all registered delegate details in both electronic and hardcopy provided after the Congress (subject to individual delegate approval)

- Company and product listing in the Congress app
- Exposure to the key industry decisionmakers.

Stands will be allocated in the order that we receive booking application forms and payments. Platinum, Gold and Silver Sponsors are entitled to preferential allocation.

Sponsorship and exhibition payments

A 50% deposit is required to be paid when confirming your booth. The remaining balance, or full amount if booked after 31 March 2023, is required by 30 June 2023.

Please note that stands will be preferentially allocated to Platinum, Gold and Silver Sponsors and remaining stands sold in order of receipt of booking and payment.

Stands cannot be reserved unless a deposit is received. Where a form is received without payment any requested booth/stand locations will be released if payment of deposit has not been received within seven days of receipt of the form.

Stands will be allocated on a strictly "first-in basis". Sponsorship and exhibition participation in the Congress is confirmed upon full payment.

If a booking is made from 30 June 2023 full payment is expected.





Exhibitor information (continued)

Terms and conditions

The following payment schedule shall apply in respect of exhibition participation fees:

- A deposit of 50% payable at the time of booking.
- Balance of participation fees to be paid no later than 30 June 2023.
- Any space reserved but not paid for in full by 30 June 2023 will be cancelled and any/all deposits forfeited.

The organisers reserve the right to alter the design, location and specification of the exhibition as circumstances may require.

The organisers, exhibition venue and their agents accept no responsibility whatsoever for any injury, damage or loss (property or other) suffered by any exhibitor, their staff or agents, visitors, participants or delegates in connection with the Congress and/or trade exhibition. Exhibitors are advised to organise their own insurance to cover these and other risks. Please supply a certificate of currency issued by your insurer.

Exhibitors shall be liable for any damage or loss caused by them, their staff contractors and/or agents.

Should an exhibitor cancel participation in the exhibition, the following cancellation fees shall apply.

Need more information?

Please contact:

Melissa McLennan

ACHSM

Mobile: 0447 004 439

Email: achsmsponsorship@gmail.com

- Notification 90 days prior to commencement of Congress: all monies paid refunded less an administration charge of \$250.
- Notification less than 90 days but 60 or more days prior, 50% of full participation fees refunded.
- No refunds shall be available for any cancellations notified less than 60 days prior to commencement of Congress.

Exhibitors agree to comply with the exhibition schedule and other operational instructions and directions as may be made by the organisers. If you would like a different design this is at your own cost and must be approved by the organiser.

The organisers make no warranty as to the number of delegates and/or visitors that may attend the exhibition and/or the associated Congress.

The details contained herein were correct at time of printing and are subject to change without notice.

The ACHSM Congress organisers have the right to reject any sponsors and/or exhibitors if there is a conflict of interest.





Sponsorship and Trade Exhibition Application Form and Tax Invoice (ABN 41 008 390 734)

\neg	/	$^{\wedge}$		TILIC		4 \	$\square \land \lor \land \land$	FNT TO:
-	⊢ /	1 > -	$\vdash \mid \lor \mid \land \mid \mid$	1 1 1 5	-()	/I \/\/I I H	$P \cap V \cap $	\vdash IXI I I ():

Melissa McLennan

Australasian College of Health Service Management

Mobile: 0447 004 439

Email: achsmsponsorship@gmail.com

Sponsor/exhibitor details

Please print clearly.

SURNAME:	FIRST NAME:
POSITION:	COMPANY NAME:
ADDRESS:	
CITY/STATE:	POSTCODE:
TELEPHONE:	MOBILE:
EMAIL:	

Sponsorship package (PLUS GST)

Platinum Sponsor

Please indicate which sponsorship package you are interested in by placing a tick in the relevant box.

i tatilialli opolisoi		oltrer oponisor			
(1 available)	\$50,000 🗆	App Sponsor (1 only)	\$8,000 🗆		
		Coffee Cart (1 only)	\$8,000 □		
Gold Sponsor		Bronze Sponsor			
Congress Dinner (1 only)	\$30,000 🗆	Exhibition Booth	\$5,200 🗆		
Plenary (2 only)	\$25,000 🗆	Lunch (2 only)	\$5,000 🗆		
Fellows Dinner (1 only) SOI	_ D \$25,000 □	Name Tag Lanyards (1 only)	\$4,000 🗆		
		Digital Satchel Insert	\$1,200 🗆		

Silver Sponsor





Sponsorship and Trade Exhibition Application Form and Tax Invoice (cont.)

Exhibition space Please reserve the following trade e	xhibition booth(s)	on our bel	half, subject to c	confirmation.	
Our preferred choice of stand((s) is:				
FIRST CHOICE – STAND NUMBER:					
SECOND CHOICE – STAND NUMBER					
THIRD CHOICE – STAND NUMBER:					
Payment details – credit co	ard				
Debit my credit card:	□ MasterCard	□Visa	□ Amex (Ame	ex incurs a 3.8% surcharge)	
CARD NUMBER:					
NAME ON CARD:		CVC NU	JMBER:	EXPIRY DATE:	
SIGNATURE:		AUTHC	RISED AMOUNT	TO CHARGE INC GST\$	
OR					
Direct deposit:	☐ EFT (Electron	ic Funds Tr	ansfer)		
	ACCOUNT NAM BSB: 032 289		usian College of NT NO: 163105	Health Service Managemen	it
Please use the ACHSM invoice remittance to remittances@a		erence w	hen submittir	ng EFT. Please email yo	ur
A 50% deposit is required upo required by 30 June 2023. If ye					d.
All accepted applications will amount outstanding.	receive a confi	rmation l	letter, receipt	and an invoice for the	
Acceptance					
I have read the Sponsorship ar accept all of its conditions.	nd Exhibition Te	rms and (Conditions an	d Cancellation Policy	and
NAME:					
POSITION:		ORGAN	NISATION:		
SIGNED:		DATE:			







Discover Canberra

As our capital city, Canberra is built on the collective spirit and potential of Australia's people. The great Australian institutions are located here that tell the wonderful stories of our nation. Canberra's open and connected community encourages innovative thinking and doing.

It's an inspiring place to do business. The capital gives you conference and event unparalleled access to leading and world-class thinkers in government, education, research and innovation. Once the workday is over, you'll discover the highly creative Canberra. The capital offers a great range of cultural and destination experiences, all designed to delight the senses and celebrate Canberra's four distinct seasons.





Asia-Pacific Health Leadership Congress



CANBERRA 2023

11-13 OCTOBER

NATIONAL CONVENTION CENTRE CANBERRA

For more information please contact:

Melissa McLennan Australasian College of Health Service Management Mobile: 0447 004 439

Email: achsmsponsorship@gmail.com

achsm.org.au/congress