

Australian
Private Hospitals
Association



APHA 31st Annual National Congress

Private Hospitals: Evolution through Innovation

Sunday 16 – Tuesday 18 October 2011
Hilton Sydney, Australia

www.apha.consec.com.au





Invitation to Sponsor and/or Exhibit

The APHA Congress Organising Committee cordially invites you to participate in the 31st Annual APHA National Congress from 16–18 October 2011.

As a sponsor or exhibitor, your company will gain high profile exposure to important decision makers in the private hospital sector.

The APHA National Congress is promoted broadly throughout Australia and is a high point in the private health sector's calendar. To secure your place at this important Congress, review the options presented and select the option best for you. All forms and applications can be found at the end of this prospectus.

For further information about sponsoring and/or exhibiting, please contact Stacey Rupil at Consec – Conference Management on + 61 2 6251 0675 or email: stacey@consec.com.au.

About APHA

APHA, since its inception in 1981, has earned a reputation as one of the most influential and respected health sector lobby groups in Australia. Our members look to the Association for leadership and guidance on vital issues impacting on the core business of hospital operations.

APHA is the peak national body for private hospitals in Australia and lobbies, advocates, promotes and liaises on behalf of the entire membership.

As such, the Association has a strong internal communications network with its members, including, of course, the Annual National Congress.

By joining with and supporting APHA, you have the opportunity to share in a unique and highly influential organisation and cultivate a relationship with APHA that serves as a bridge to enhanced relationships and greater opportunities with hospital members.

At the Congress

At the National Congress, APHA members join together for two and a half days of discussion and networking and to hear from a fantastic array of guest speakers and experts on hot topics and vital issues in the private hospital and healthcare sector.

Concurrent to the National Congress is a health sector trade exhibition. Trade exhibitors take the opportunity to build and develop relationships and their presence in the private hospital sector.

Venue

Hilton Sydney

Level 3, 488 George Street
Sydney, NSW 2000 Australia

Congress Program

The Congress program will include:

- keynote addresses – from leaders in the international and Australian healthcare industry as well as Government representatives
- plenary sessions
- concurrent sessions
- welcome reception
- pre-dinner cocktail party
- gala dinner & awards night
- trade exhibition
- catered morning/afternoon tea breaks & lunches

Marketing

The Congress is advertised extensively across Australia through:

- direct e-marketing to all APHA members
- a dedicated website with information about the program, guest speakers, and networking events, along with online registration
- marketing at other industry related meetings
- marketing at APHA special interest group & committee meetings.

Sponsors of the APHA National Congress are acknowledged on the Congress website with links to their company website.

Congress Organisation

Consec – Conference Management manages the Trade Exhibition and Congress logistics. The APHA Congress Organising Committee selects speakers and develops the Congress program. APHA Director of Communications & Marketing, Lisa Ramshaw, coordinates the Congress organisation with Consec – Conference Management and the Committee.

Australian Private Hospitals Association

PO Box 7426, Canberra BC ACT 2610
Level 3, 11 National Circuit, Barton, ACT 2600
Phone: + 61 2 6273 9000
APHA Website: www.apha.org.au
APHA Congress Website: www.apha.consec.com.au

Congress Organisers

consec 

Consec – Conference Management
PO Box 3127, BMDC ACT 2617

Tel: + 61 2 6251 0675
Fax: + 61 2 6251 0672
Email: apha2011@consec.com.au

Congress Manager: Barry Neame, *PCO-DIR, CEM*
Congress, Sponsorship & Exhibition Coordinator:
Stacey Rupil, *BTsm Mgmt*



General Program Structure

APHA Congress	APHA Trade Exhibition
Sunday 16 October <ul style="list-style-type: none"> • APHA National Council Meeting • Members Forum / AGM • Welcome Reception 	Sunday 16 October <ul style="list-style-type: none"> • Trade Exhibition Set-up
Monday 17 October <ul style="list-style-type: none"> • Breakfast Session/s • Congress Sessions • Pre-Dinner Cocktail Party (held in Trade Exhibition) • Gala Dinner & Awards Nights 	Monday 17 October <ul style="list-style-type: none"> • Trade Exhibition • Morning Tea • Lunch • Afternoon Tea
Tuesday 18 October <ul style="list-style-type: none"> • Breakfast Session/s • Congress Sessions • Closing Remarks 	Tuesday 18 October <ul style="list-style-type: none"> • Trade Exhibition • Morning Tea • Lunch • Afternoon Tea

**Note: This is the preliminary Congress structure and is subject to changes and modifications without notice as the Congress Organising Committee works on and finalises the Congress program. It is intended only as a guide. The Congress program will be updated on the website www.apha.consec.com.au continually during the planning process leading up to the event.*

Congress Participants & Attendees

Meet the top decision makers in Australia's private health arena.

Attendees include:

- Hospital CEOs & Board Members
- Managing Directors
- Directors of Nursing
- Hospital Administrators & Managers
- Hospital Finance Managers
- Hospital Policy Managers
- Quality Managers
- Business Development Managers
- Marketing Managers
- Purchasing & Logistics Managers

About APHA Members

APHA's hospital membership comprises most of Australia's major private hospital groups, including: Ramsay Health Care, UnitingCare Health, Healthe Care, Independent Private Hospitals of Australia as well as many of the nation's premier large, medium and small independent facilities.

The APHA membership encompasses the majority of the private hospital market.

As the peak body for private hospitals, APHA represents the full spectrum of health care services for private hospitals and day surgery facilities, including all surgical and medical specialty areas, as well as rehabilitation and psychiatry.

APHA Associate Members / Sponsors

In addition to APHA hospital members, the Association welcomes Associate members and sponsors. Associate membership allows industry suppliers to bolster their participation with private hospitals, with APHA serving as a bridge to enhanced relationships and greater opportunities. There are 3 types of associate membership.

Sponsors are organisations who support the objectives of the Association and choose to build a closer relationship. The exclusive Major Sponsor program is limited to 10 companies per year. The one Diamond Sponsor is APHA's top sponsor.

Current associate members and sponsors include:

- Medical equipment suppliers
- Medical technology developers
- Pharmaceuticals
- Superannuation funds
- IT providers
- Data management firms
- Architects & project managers
- Equipment finance & leasing firms
- Recruitment firms
- Government departments



Benefits to Sponsors & Exhibitors

4

APHA 31st ANNUAL NATIONAL CONGRESS 2011

- Access to decision makers in a powerful community of over 250 member hospitals, including:
 - hospital board members, CEOs, managing directors, directors of nursing, administrators, medical directors, policy managers, finance managers, purchasing & logistics managers
 - large & small hospitals, day surgeries, for-profit and not-for-profit hospitals, group & independent facilities, specialist & rehabilitation facilities, metropolitan & regional facilities Australia wide.
- Formal & informal networking opportunities
- Increased brand awareness
- Enhanced company profile through affiliation with a trusted & respected industry body
- Opportunity to display and demonstrate products to your target market
- Opportunity to develop relationships & leads with your target market
- Direct access to your target market when they are open, available and keen to meet suppliers
- Exposure of your logo on Congress website with link to your company's website
- Exposure at the Congress through signage & Congress program
- Demonstrate commitment & engagement with the private hospital community.

"The APHA Congress attracts key hospital decision makers from around Australia and the trade exhibition is an extremely popular part of the Congress, serving as a showcase for the latest innovations in healthcare. It also provides a perfect opportunity for strong relationships and networks to be built between the exhibitors and attendees."

– Mr Chris Rex, CEO & Managing Director, Ramsay Health Care Australia Pty Ltd.

2010 Congress Sponsors & Exhibitors

Sponsors

- Advisory Board International
- BAXTER
- BD
- ClaveGuard
- Covidien
- Forbo Flooring Systems
- Fresenius Kabi
- HESTA Super Fund
- IBM
- Kimberley-Clark
- Meditech
- Medtronic
- Moffat
- Mölnlycke Health Care

"Visiting exhibitors at the APHA Congress Trade Exhibition gives me the opportunity to see first hand, products, services and technology that are relevant to private hospitals. I have found this invaluable in assisting me when purchasing decisions need to be made down the track. Participation in the APHA Congress Trade Exhibition would be vital to any supplier wanting to gain maximum exposure to those making purchasing decisions in private hospitals."

– Ms Christine Gee, CEO, Toowong Private Hospital

Exhibitors

- ACSS
- Advisory Board International
- AIR LIQUIDE Healthcare
- Ansell Healthcare
- Australian Commission on Safety and Quality in Health Care
- Australian Day Hospital Association
- B.Braun Australia
- Baxter Healthcare
- BD
- BSI Benchmark in Health
- CareFusion Australia and New Zealand
- Charles Parsons & Co Pty Ltd
- ClaveGuard
- Conmed Linvatec Australia Pty Ltd
- Cyberscience Corporation
- Department of Veterans' Affairs (DVA)
- Device Technologies
- Edgebox
- eHEALTHWISE
- Equipoise International Pty Ltd
- Forbo Flooring Systems
- Fresenius Kabi Australia Pty Limited
- Frontline Placement Technologies
- Global-Mark Pty Ltd
- Health Industry Plan (HIP) Super
- Health Super Pty Ltd
- HESTA Super Fund
- Hill-Rom
- IMB Ltd
- International Standards Certifications Pty Ltd
- iSOFT
- Johnson & Johnson Medical
- Kimberley-Clark
- Lifehealthcare
- Livingstone International
- Medeserv-PrimEd
- Medtronic Australasia Pty Ltd
- Mölnlycke Health Care
- National E-health Transition Authority (NEHTA)
- Synapse Medical Services Pty Limited
- The Australian Council on Healthcare Standards (ACHS)



Congress Sponsorship Opportunities

Congress sponsorship opportunities are listed below. For further information or to make a booking contact Consec – Conference Management or complete the enclosed application.

Pre-Dinner Cocktail Party Sponsor

- Corporate signage at event (supplied by you) prominently displayed during the Pre-Dinner Cocktail Party (normally a pull up stand banner).
- One (1) complimentary full Congress registration.
- Corporate logo and promotional paragraph in the Congress program handbook.
- One (1) additional ticket to the Pre-Dinner Cocktail Party and Congress Gala Dinner.
- Introduction to Congress delegates during the Pre-Dinner Cocktail Party.
- One (1) A4 advertisement/insert (to be supplied by sponsor) in Congress satchel*
- List of delegates attending the Congress.

Cost: AUD\$5,500.00 (incl GST)

*** Notes**

- **Inserts must be approved by the APHA Organising Committee.** Advertisers (sponsors) are advised not to print their inserts until they receive confirmation that the artwork has been approved. The approved proof **MUST** be the version that is included in the satchel.
- Advertisements/inserts must not imply that the Australian Private Hospitals Association (APHA) endorses the product, service, company or role.
- All artwork must be sent to apha2011@consec.com.au for approval by Monday 19 September 2011.
- Hard copies of Advertisements/Inserts must be delivered to Consec – Conference Management by Monday 3 October 2011. Deliveries after this date risk not being packed into the Congress satchel.

Lanyard & Name Badge Sponsor

- Your corporate logo on delegate name badges (multi colour).
- Your corporate logo (one colour) on Congress lanyards (artwork to be supplied by you).

Cost: AUD\$4,500.00 (incl GST)

Congress Satchel Sponsor

- Your one colour logo on Congress satchels, alongside APHA and Congress name.
- Your corporate logo (in mono) and promotional paragraph in the Congress program handbook.
- One (1) complimentary full Congress registration.
- Two (2) A4 advertisements/inserts (to be supplied by sponsor) in Congress satchel*.
- List of delegates attending the Congress.

Cost: AUD\$4,500.00 (incl GST)

***Notes**

- **Inserts must be approved by the APHA Organising Committee.** Advertisers (sponsors) are advised not to print their inserts until they receive confirmation that the artwork has been approved. The approved proof **MUST** be the version that is included in the satchel.
- Advertisements/inserts must not imply that the Australian Private Hospitals Association (APHA) endorses the product, service, company or role.
- All artwork must be sent to apha2011@consec.com.au for approval by Monday 19 September 2011.
- Hard copies of advertisements/inserts must be delivered to Consec – Conference Management by Monday 3 October 2011. Deliveries after this date risk not being packed into the Congress satchel.



Branded Luncheon Sponsor

- Your corporate sign (to be supplied by you) prominently displayed during your sponsored luncheon (normally a pull up stand banner).
- One (1) complimentary full Congress registration.
- Your company logo on Congress website.
- Your company acknowledged as a sponsor in the Congress program handbook.
- Two (2) complimentary lunch invitations for two (2) company representatives.
- One (1) A4 advertisement/insert (to be supplied by sponsor) in Congress satchel*.
- List of delegates attending the Congress.

Cost: AUD\$3,500.00 (incl GST)

*Notes

- **Inserts must be approved by the APHA Organising Committee.** Advertisers (sponsors) are advised not to print their inserts until they receive confirmation that the artwork has been approved. The approved proof **MUST** be the version that is included in the satchel.
- Advertisements/inserts must not imply that the Australian Private Hospitals Association (APHA) endorses the product, service, company or role.
- All artwork must be sent to apha2011@consec.com.au for approval by Monday 19 September 2011.
- Hard copies of Advertisements/Inserts must be delivered to Consec – Conference Management by Monday 3 October 2011. Deliveries after this date risk not being packed into the Congress satchel.

Hosted Breakfast Session Sponsor

- Corporate briefing or product introduction session for registered delegates**.
- Your corporate sign (to be supplied by you) prominently displayed during your sponsored breakfast session (normally a pull up stand banner).
- Promotion of Breakfast Session on Congress website and details included in Congress Registration Brochure (sponsorship must be confirmed prior to release of registration brochure).

Cost: AUD\$3,000.00 + food & beverage catering costs + audiovisual costs (incl GST)

**Notes

- **Speaker and topic must be approved by the APHA Organising Committee.** Topics as well as content must not imply that the Australian Private Hospitals Association (APHA) endorses the product, service, company or role.
- Sponsors are advised to carefully select their topics as attendance to each hosted breakfast session is open to all registered (full and day) APHA delegates. APHA does not take responsibility for and does not have the authority to exclude any registered (full and day) APHA delegate which the sponsor may deem topic-sensitive to attend any hosted breakfast session.
- Attendance by delegates to hosted breakfast sessions are based on a first in basis and will be managed through the online registration process. Sponsors can not target market their hosted breakfast session and will not be given access to the APHA delegate list.

Congress Coffee Sponsor

- Unlimited coffee service to APHA delegates and exhibitors
- Two (2) experienced barista makers
- Company sign, (to be supplied by you, normally a pull up stand banner), displayed next to the coffee machine during the nominated day/s
- Corporate logo featured in the Congress program handbook
- Ability for the coffee machine to be placed next to your booth for additional exposure (depending on booth position)

Cost: \$1,800.00 (incl GST) – one day

\$3,000.00 (incl GST) – two days

Additional branding (i.e. cups, napkins etc) will be at the cost to the sponsor (optional)



Branded Tea Break Sponsor

- Your corporate sign (to be provided by you) prominently displayed during your sponsored morning or afternoon tea break (normally a pull up stand banner).
- Your company logo on Congress website.
- Your company acknowledged as a sponsor in the Congress program handbook.
- Two (2) complimentary morning or afternoon tea invitations for two (2) company representatives.
- One (1) A4 advertisement/insert (to be supplied by sponsor) in Congress satchel*.
- List of delegates attending the Congress.

Cost: AUD\$2,700.00 (incl GST)

***Notes**

- **Inserts must be approved by the APHA Organising Committee.** Advertisers (sponsors) are advised not to print their inserts until they receive confirmation that the artwork has been approved. The approved proof **MUST** be the version that is included in the satchel.
- Advertisements/inserts must not imply that the Australian Private Hospitals Association (APHA) endorses the product, service, company or role.
- All artwork must be sent to apha2011@consec.com.au for approval by Monday 19 September 2011.
- Hard copies of advertisements/inserts must be delivered to Consec – Conference Management by Monday 3 October 2011. Deliveries after this date risk not being packed into the Congress satchel.

Plenary Session Branding Sponsor

- Corporate signage (to be supplied by you) prominently displayed in the Congress hall during your sponsored Plenary Session (normally a pull up stand banner).
- Your company logo on the Congress website.
- Your company logo in the registration brochure alongside your sponsored session (sponsorship must be confirmed prior to release of registration brochure).
- Your company logo in the Congress program handbook alongside your sponsored Plenary Session.
- One (1) A4 advertisement/insert (to be supplied by sponsor) in Congress satchel*.

Cost: AUD\$4,000.00 (incl GST)

***Notes**

- **Inserts must be approved by the APHA Organising Committee.** Advertisers (sponsors) are advised not to print their inserts until they receive confirmation that the artwork has been approved. The approved proof **MUST** be the version that is included in the satchel.
- Advertisements/inserts must not imply that the Australian Private Hospitals Association (APHA) endorses the product, service, company or role.
- All artwork must be sent to apha2011@consec.com.au for approval by Monday 19 September 2011.
- Hard copies of advertisements/inserts must be delivered to Consec – Conference Management by Monday 3 October 2011. Deliveries after this date risk not being packed into the Congress satchel.

Concurrent Session Branding Sponsor

- Corporate signage (to be supplied by you) prominently displayed in the Congress hall during sponsored Concurrent Session (normally a pull up stand banner).
- Your company logo on the Congress website.
- Your company logo in the registration brochure alongside your sponsored session (sponsorship must be confirmed prior to release of registration brochure).
- Your company logo in the Congress program handbook alongside your sponsored Concurrent Session.
- One (1) A4 advertisement/insert (to be supplied by sponsor) in Congress satchel*.

Cost: AUD\$2,000.00 (incl GST)

***Notes**

- **Inserts must be approved by the APHA Organising Committee.** Advertisers (sponsors) are advised not to print their inserts until they receive confirmation that the artwork has been approved. The approved proof **MUST** be the version that is included in the satchel.
- Advertisements/inserts must not imply that the Australian Private Hospitals Association (APHA) endorses the product, service, company or role.
- All artwork must be sent to apha2011@consec.com.au for approval by Monday 19 September 2011.
- Hard copies of advertisements/inserts must be delivered to Consec – Conference Management by Monday 3 October 2011. Deliveries after this date risk not being packed into the Congress satchel.



Congress Speaker Sponsor

- You may suggest a Congress speaker to the Congress Organising Committee for consideration. Contact the Director of Communications & Marketing, Lisa Ramshaw (public-affairs@apha.org.au).
- The speaker may speak about a topic of interest as/if approved by the Organising Committee.
- The speaker may not give a sales pitch or use a video infomercial.

In return you will receive:

- Corporate signage at the session (to be supplied by you, normally a pull up stand banner), plus your company logo on the Congress website, in the registration brochure (if confirmed in advance of release of registration brochure), and in the Congress program handbook.

Cost: in lieu of a sponsorship fee your company will cover the cost of travel and accommodation for the guest speaker.

Satchel Insert Sponsor

- One (1) A4 advertisement/insert (to be supplied by you) inserted in all delegate satchels or small promotional items (to be supplied by you)*.

Cost: AUD\$2,200.00 (incl GST)

*Notes

- **Inserts must be approved by the APHA Organising Committee.** Advertisers (sponsors) are advised not to print their inserts until they receive confirmation that the artwork has been approved. The approved proof **MUST** be the version that is included in the satchel.
- Advertisements/inserts must not imply that the Australian Private Hospitals Association (APHA) endorses the product, service, company or role.
- All artwork must be sent to apha2011@consec.com.au for approval by Monday 19 September 2011.
- Hard copies of advertisements/inserts must be delivered to Consec – Conference Management by Monday 3 October 2011. Deliveries after this date risk not being packed into the Congress satchel.

Individual Packages

Should you wish you to design a package other than the above listed sponsorship packages please contact Stacey Rupil at Consec – Conference Management to discuss your ideas or specific requirements via email, apha2011@consec.com.au or via telephone on + 61 2 6251 0675.

Notes

- Acknowledgement in the Congress registration brochure as well as the Congress program/handbook is subject to a sponsorship or exhibition confirmation prior to printing deadlines.
- Due to privacy legislation, the organisers cannot guarantee the inclusion of all participants' names on the delegate list.



Congress Exhibition Floor Plan – Hilton Sydney

Congress Plenary Hall





Private Health Sector Trade Exhibition

Trade Exhibition Details

The APHA National Congress and concurrent Health Sector Trade Exhibition will be held from 16–18 October 2011. The trade exhibition officially opens on Monday, 17 October 2011 at 8:00am and finishes on Tuesday, 18 October at 4:00pm.

The trade exhibition floor plan (see page 9) has been designed to ensure quality visibility, circulation and access to all booths. All delegates are required to enter the exhibition area before entering the Congress sessions. Maximum traffic flow will also be encouraged by the placement of catering stations at key points in the exhibition area. All morning teas, afternoon teas and lunches will be held in the exhibition area.

Please note: Should the exhibition floor plan require expansion or contraction, the Congress has the right to make the necessary changes.

Move in / Move out Times

MOVE IN: Sunday, 16 October, 12:00pm–4:30pm
MOVE OUT: Tuesday, 18 October, from 4:00pm

Exhibition staff will be on site during the Sunday exhibitor MOVE IN period to ensure that exhibitors' final requirements are met.

Exhibitor Briefing Notes


The Exhibitor Briefing Notes (rules and regulations of the venue, a mailing label, storage details, etc) will be emailed to you approximately eight (8) weeks prior to the Congress.

Exhibition Hours

Exhibition open hours will be from:
Monday, 17 October 2011 8:00am–5:00pm
Tuesday, 18 October 2011 8:00am–4:00pm

Exhibition Booth Package

AUD\$4,000.00 (incl GST)


Booth Dimensions	3 metres x 2 metres 2.5 metre wall panels are covered in blue, black or silver grey frontrunner material (TBC by Consec), framed in polished anodized aluminium. Only velcro is to be used to attach displays to walls.
Company Name & Fascia	Computer cut vinyl, standard style uppercase lettering (max 30 letters – "Pty Ltd" etc. are deleted). Fascia of vinyl cut lettering onto a white background, with names on all open sides.
Lighting & Electricity	Minimum of 2 x 120 watt lights per 6m ² booth. Lights are mounted on the inside of the front fascia. 1 x power point per booth, regardless of size. Each point has a maximum loading of 1200 watts (5 amps).
Social Functions	The Congress Organising Committee extends an invitation for two (2) representatives per exhibition booth booked to attend the Welcome Reception on Sunday 16 October, the Pre-Dinner Cocktail Party on Monday, 17 October, and the Congress Gala Dinner & Awards Night on Monday 17 October.
Congress Satchel	One (1) complimentary Congress satchel for each exhibition booth booked, including sponsor advertising materials and Congress program/handbook.
Delegate Listing	Subject to privacy legislation restrictions, a list of delegates' name and organisation will be available.
Name Badge	Exhibition Congress Name Badge for two (2) company representatives. <i>Please note exhibitor passes cannot be shared and do not give exhibitors access to any Congress sessions.</i>
Promotion	Company name listing and booth location on facility map will be included in the Congress program/handbook.
Catering	Morning and afternoon tea breaks and lunch catering will be provided for two (2) company representatives.
Sample 3m x 2m Exhibition Booth	 Sample 3m x 2m Exhibition Booth. Furniture not included.
Custom Built Booths	Would you like to install a custom designed exhibition booth and make your company stand out? Submit full specifications and drawings direct to Consec – Conference Management before Friday 12 August 2011 to facilitate the required venue approval process.



Private Health Sector Trade Exhibition continued

Large Exhibition Booth Package

AUD\$5,500.00 (incl GST)

Booth Dimensions	4 metres x 2 metres 2.5 metre wall panels are covered in blue, black or silver grey frontrunner material (TBC by CONSEC), framed in polished anodized aluminium. Only velcro is to be used to attach displays to walls.
Company Name & Fascia	Computer cut vinyl, standard style uppercase lettering (max 30 letters – “Pty Ltd” etc. are deleted). Fascia of vinyl cut lettering onto a white background, with names on all open sides.
Lighting & Electricity	Minimum of 2 x 120 watt lights per 6m ² booth. Lights are mounted on the inside of the front fascia. 1 x power point per booth, regardless of size. Each point has a maximum loading of 1200 watts (5 amps).
Social Functions	The Congress Organising Committee extends an invitation for two (2) representatives per exhibition booth booked to attend the Welcome Reception on Sunday 16 October, the Pre-Dinner Cocktail Party on Monday, 17 October, and the Congress Gala Dinner & Awards Night on Monday 17 October.
Congress Satchel	Complimentary Congress satchel for each exhibition booth booked, including sponsor advertising materials and Congress program/handbook.
Delegate Listing	Subject to privacy legislation restrictions, a list of delegates’ name and organisation will be available.
Name Badge	Exhibition Congress Name Badge for two (2) company representatives. <i>Please note exhibitor passes cannot be shared and do not give exhibitors access to any congress sessions.</i>
Promotion	Company name listing and booth location on facility map will be included in the Congress program/handbook.
Catering	Morning and afternoon tea breaks and lunch catering will be provided for two (2) company representatives.
Sample 3m x 2m Exhibition Booth	 <p>Sample 3m x 2m Exhibition Stand. Furniture not included. The large expo stand is a bigger/longer version than the standard booth dimensions.</p>
Custom Built Booths	Would you like to install a custom designed exhibition booth and make your company stand out? Submit full specifications and drawings direct to Consec – Conference Management before Friday 12 August 2011 to facilitate the required venue approval process.



General Information

Accommodation

Block bookings will be made at the venue and at the Amora Hotel Sydney. As a sponsor/exhibitor you will be forwarded registration and accommodation details at a later date.

Car Parking

24 hour secure and covered car parking at the Hilton is available through the privately run Premier Parking, accessible from Pitt Street (approach from Park Street) and located at 259 Pitt Street, Sydney.

Disclaimer

The Congress Sponsorship and Exhibition Prospectus is correct at the time of printing. However, the Congress Organisers reserve the right to change the prospectus where necessary.

Liability Waiver

In the event of industrial disruptions and any other circumstances that occur and the Congress cannot take place, the organisers accept no responsibility for losses incurred by Congress participants.

Participation in the exhibition does not imply any endorsement or approval by the Australian Private Hospitals Association (APHA). APHA takes no responsibility in relation to the displays, products, representations or promotional material of the participants. APHA has not assessed, endorsed or approved any display, product representation or promotional material.

Personal Insurance

Participants shall be regarded in every aspect as carrying their own risk for loss or injury to person or property including baggage, during the Congress. We strongly recommend that at the time of booking your travel you take out a travel insurance policy of your choice. The policy taken should include the loss incurred through disruption to accommodation or travel arrangements due to strikes or other industrial action. The organisers are in no way responsible for any claims concerning insurance.

All exhibitors must have current public liability insurance cover for their exhibition booth.

Privacy Act

Due to privacy legislation, the organisers cannot guarantee the inclusion of ALL participants' names and contact details on the delegates list.

Further Information

Congress Organisers

consec★

Consec – Conference Management
PO Box 3127, BMDC ACT 2617

Tel: + 61 2 6251 0675

Fax: + 61 2 6251 0672

Email: apha2011@consec.com.au

Congress Manager:

Barry Neame, *CEM*

Congress, Sponsorship & Exhibition Coordinator:

Stacey Rupil, *BTISM Mgmt*

How to Book and Details of Payment

Sponsorship

In order to confirm your sponsorship, we will require the **Application to Sponsor** form and fifty percent (50%) deposit payment to be forwarded to the Professional Congress Organiser. The balance payment will be required by **12 August 2011**.

Exhibition

Early booking is necessary, as space is limited, and booths will be allocated strictly in order of the date the deposit payment and application to exhibit form is received. In order to confirm your exhibition space, we will require the **Application to Exhibit** form and fifty percent (50%) deposit payment to be forwarded to the Professional Congress Organiser. The balance payment will be required by **12 August 2011**.

Cheques should be made payable to **APHA 2011 National Congress** and forwarded to the Congress Organiser, *Consec – Conference Management, PO Box 3127, BMDC ACT 2617 Australia.

** Consec – Conference Management as agent for the Australian Private Hospitals Association.*

Cancellation Policy

In the event of withdrawal of a sponsorship/exhibition booth booking, please be advised that unless that particular area of sponsorship/exhibition is resold, the Congress reserves the right to retain deposit monies received.

APHA 31st Annual National Congress

Private Hospitals: Evolution through Innovation

Sunday 16 – Tuesday 18 October 2011 | Hilton Sydney, Australia | ABN 82 008 623 809



Application to Sponsor

Contact Details

Contact name:
Company/organisation:
Address:
Telephone:
Facsimile:
Email:

Sponsorship Package Preferences

I/we would like to take up the following sponsorship package:	Total Cost \$
---	----------------------

Notwithstanding any email or verbal communication I/we understand that the sponsorship package/s will be strictly in order of receipt of application form and deposit.

Cancellation Policy

In the event of the withdrawal of sponsorship please be advised that unless that particular area of sponsorship is resold the organisers will reserve the right to retain deposit monies received.

I/we accept the terms and conditions as outlined in this Sponsorship/Exhibition Prospectus and, hereby, enclose our payment for \$_____ including 10% GST.

Signed: (on behalf of the sponsor listed above)	Date:
---	-------

Deposit deadline: 50% with booking

Balance deadline: 12 August 2011

**Consec – Conference Management as agent for the Australian Private Hospitals Association 2011 National Congress.*

APHA 31st Annual National Congress

Private Hospitals: Evolution through Innovation



Application to Exhibit

Contact Details

Contact name:
Company/organisation:
Address:
Telephone:
Facsimile:
Email:

Booth Position

Number of booths required:			
I/we would prefer booth position/s as indicated on the enclosed floor plan in order of preference:			
1st	2nd	3rd	4th

Notwithstanding any email or verbal communication I/we understand that exhibition booth/s will be allocated strictly in order of receipt of applications and deposit monies and that the Congress Manager's decision will be final. Should the exhibition floor plan require expansion or retraction, the organisers have the right to make necessary changes.

I/we note that furniture, extra lighting and power are extra costs.

Cancellation Policy

In the case of cancellation of an exhibition booth/s please be advised that unless the organisers are able to resell the booth/s there will be no refund of monies paid.

If the balance payment on the booth/s is not received by the due date, the allocated booth/s will be cancelled.

I/we accept the terms and conditions as outlined in this Sponsorship/Exhibition Prospectus and, hereby, enclose our payment for \$_____ including 10% GST.

Signed: (on behalf of the exhibitor listed above)	Date:
---	-------

Total Amount Payable

3m x 2m exhibition booth AUD\$4,000.00 incl GST

4m x 2m exhibition booth AUD\$5,500.00 incl GST

Deposit deadline: 50% with booking

Balance deadline: 12 August 2011

APHA 31st Annual National Congress

Private Hospitals: Evolution through Innovation

Sunday 16 – Tuesday 18 October 2011 | Hilton Sydney, Australia | ABN 82 008 623 809



Method of Payment

Cheque

Please make cheque payable in Australian dollars to APHA CONGRESS 2011 and post to:

APHA 2011 Congress Organisers
Consec – Conference Management*
PO BOX 3127
BMDC ACT 2617 Australia

Credit Card

NOTE – payment by credit card attracts a 3% processing fee. This will be added to the total amount payable.

Mastercard VISA Amex

Consec Support Services will appear on your credit card statement.

Please provide credit card details in the spaces below.

Cardholder Name/s:			
Card Number:	<input type="text"/>	<input type="text"/>	<input type="text"/>
Expiry Date:	<input type="text"/>		
Signature:			

Electronic Funds Transfer

BANK: National Bank of Australia
Account Name: APHA 2011 Congress
Branch: Canberra
BSB: 082-902
Account No: 19199-3796

Transaction Reference Number:
Reference (Name/Invoice No):

Please note: A remittance advice MUST be emailed, apha2011@consec.com.au or faxed + 61 2 6251 0672 to Consec – Conference Management once payment has gone through.

*Consec – Conference Management as agent for the Australian Private Hospitals Association 2011 National Congress.

Australian Private Hospitals Association

Australian
Private Hospitals
Association 

PO Box 7426, Canberra BC ACT 2610

Level 3, 11 National Circuit, Barton, ACT 2600

Phone: + 61 2 6273 9000

APHA Website: www.apha.org.au

APHA Congress Website: www.apha.consec.com.au

Congress Organisers

consec 

Consec – Conference Management

PO Box 3127, BMDC ACT 2617

Tel: + 61 2 6251 0675

Fax: + 61 2 6251 0672

Email: apha2011@consec.com.au

Congress Manager: Barry Neame, *CEM*

Congress, Sponsorship & Exhibition Coordinator:

Stacey Rupil, *BTrsm Mgmt*