



# CSANZ 2020

68TH ANNUAL SCIENTIFIC MEETING  
OF THE CARDIAC SOCIETY OF  
AUSTRALIA AND NEW ZEALAND  
HOSTED BY CSANZ

13 – 16 AUGUST 2020 | GOLD COAST CONVENTION  
AND EXHIBITION CENTRE



## ANZET20

14th Annual  
Australia & New Zealand  
Endovascular Therapies Meeting

Friday 14 August – Sunday 16 August 2020  
Gold Coast Convention and Exhibition Centre

# Sponsorship Prospectus



# Invitation

Dear Valued Sponsor and Exhibitor,

On behalf of the Organising Committees, we take great pleasure in inviting you to support the Cardiac Society of Australia and New Zealand's Annual Scientific Meeting (CSANZ ASM) held in conjunction with the 44th Annual Scientific Meeting of the International Society for Heart Research, and the 14th Australia and New Zealand Endovascular Therapies Meeting (ANZET). The Meetings will be co-located again from 13 – 16 August at the Gold Coast Convention and Exhibition Centre and will be the major platform for the exchange of ideas.

This prospectus outlines the sponsorship and exhibition opportunities available to you at the Meetings. Please review the packages to determine the best fit for your promotion requirements. In order to provide the best return for your investment, we are also open to discussing your particular promotional requirements and tailoring a package accordingly.

Get ahead of your industry colleagues and start planning now! This joint format provides access to more key decision makers and enables you to be part of a very dynamic platform. Based on past meetings we anticipate a sell-out exhibition so act now to secure your preferred stand.

We look forward to sharing this unique event and welcoming you as a valued Sponsor and Exhibitor to the Gold Coast in 2020.

**Clara Chow**  
Convenor  
CSANZ ASM 2020

**Sidney Lo**  
Convenor  
ANZET 2020

**Peter Psaltis**  
Chair  
Scientific Program Committee

**Fadi Charchar**  
President  
ISHR Australasian Section



# About the Meeting

Hosted by CSANZ and The CSANZ Interventional Council the annual Meetings are the major forum for the exchange of ideas and for discussion around clinical and basic research issues, including the latest developments in basic mechanisms, diagnosis, treatment and prevention of cardiovascular disease. The scientific committees have already made excellent progress towards a world class program which will feature high calibre overseas and local speakers.

The Gold Coast Convention and Exhibition Centre meeting areas are capable of hosting more than 3,500 delegates in pleasant surroundings. We have available an excellent exhibition space, in which all refreshments and lunch breaks will be held.

There is ample opportunity for satellite educational sessions, plus multiple and diverse opportunities for promotion of your company's products and services.

For more information about CSANZ ASM and ANZET 2020 and related sponsorship and exhibition opportunities please contact our Meeting Managers:

## **The Conference Company**

PO Box 90 040

Auckland 1142

New Zealand

Australian enquiries: 1800 193 405

New Zealand enquiries: +64 9 360 1240

Email: [csanzet@theconferencecompany.com](mailto:csanzet@theconferencecompany.com)

**Websites:** [www.csanzasm.com](http://www.csanzasm.com) | [www.anzet.com.au](http://www.anzet.com.au)



# About the People Involved in the Meeting

The Meeting's Scientific Program is already well underway, and we are pleased to confirm the following Named Lecturers for the CSANZ ASM:

## RT Hall Lecturer

Dr Paul Ridker, Brigham and Women's Hospital/Harvard, Boston MA USA

## Kempson Maddox Lecturer

Prof Karlheinz Peter, Baker Heart and Diabetes Institute, VIC

## Victor Chang Memorial Lecturer

A/Prof Julie Mundy, Princess Alexandra Hospital, QLD

## Basic Sciences Lecturer

Prof Lea Delbridge, University of Melbourne, VIC

## Cardiovascular Nursing Lecturer

Prof Robyn Clark, Flinders University, SA

## Gaston Bauer Lecturer

Prof Vlado Perkovic, George Institute for Global Health, NSW

The ANZET20 international faculty are currently being finalised and will be publicised in the coming weeks.



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For program updates visit the Meeting websites at:

Websites: [www.csanzasm.com](http://www.csanzasm.com) | [www.anzet.com.au](http://www.anzet.com.au)

# Delegate Profile

Here is some information about those who attend as delegates:

We anticipate that up to 2000 delegates from the following professions will register for the combined meetings.

- Cardiologists
- Technologists
- Cardiology trainees
- Researchers
- Surgeons
- Allied Health Professionals
- Physicians
- Students
- Nurses

The CSANZ ASM and ANZET 2020 provide sponsors with focused access to their target market.

## Year Location Numbers

The CSANZ and ANZET Meetings were co-located at the same time for the first time in Brisbane, 2018.

	CSANZ	ANZET	COMBINED
2019 Adelaide	1396	276	351
2018 Brisbane	1554	362	356
2017 Perth	1700	361	
2016 Adelaide	1937	371	
2015 Melbourne	2000	426	
2013 Gold Coast	2113	433	
2012 Brisbane	2321	469	
2011 Perth	1556	375	
2010 Adelaide	2062	415	
2009 Sydney	2319	517	

# Why Your Presence at the CSANZ ASM and ANZET 2020 is Essential

We understand how important it is for all our sponsors to feel that your investment has been wisely placed. Here are some of the reasons why your presence at the CSANZ ASM and ANZET 2020 is essential:

- The Meetings represent the most comprehensive gathering of cardiovascular health professionals in Australia and New Zealand – your core target market, under one roof.
- The 68 year history of the CSANZ Meeting is testimony to the value Society members place on their attendance and the importance of ASMs on their annual calendar. By supporting the Meetings, you are also signaling your commitment to the cardiovascular health profession's most important gathering.
- The Meetings have evolved over the years to provide sponsors and exhibitors with the very best environment in which to communicate with delegates, prior to, during and post-August 2020.
- The Programs have been developed to provide you with ample opportunity to interact with delegates, introduce new products, concepts, updates and to transact business with the inclusion of breakfast and lunch sessions for Diamond and Platinum sponsors as well as the opportunity to utilise mini oral theatres during a specified number of coffee breaks.
- The Social Programs have been conceived to enable you to connect directly with the delegates and speakers in a relaxed and casual environment.
- The marketing and communications roll out of each Meeting is effective, efficient and sustained. Your early commitment will allow you to take advantage of our marketing campaigns until we welcome you to the Gold Coast.

To summarise, the benefits of your investment are exceptional exposure, creative networking spaces and opportunities, direct connections, the ability to build new relationships, strengthen existing ones, display commitment and transact excellent business.

## For further details please contact:

Bridgette Sinclair

The Conference Company

PO Box 90 040, Auckland 1142, New Zealand

Australian enquiries: 1800 193 405

New Zealand enquiries: +64 9 360 1240

Email: [csanzet@theconferencecompany.com](mailto:csanzet@theconferencecompany.com)

Websites: [www.csanzasm.com](http://www.csanzasm.com) | [www.anzet.com.au](http://www.anzet.com.au)

# Sponsor Entitlements

## Standard Sponsor Entitlements:

Acknowledgement in Meeting publications including:

- Meeting Website – corporate logo with hyperlink to sponsor’s home page
- Meeting App – corporate logo with company profile and contact information

## Registration Entitlements:

Complimentary Meeting registrations include:

- Attendance at the Exhibition
- Attendance at all scientific sessions
- Attendance at the President’s Welcome Reception
- Attendance at the CSANZ Social Function and ANZET Gala Dinner, as per sponsorship level entitlements
- All refreshment breaks

Complimentary exhibitor staff passes include:

- Attendance at the Exhibition
- Attendance at the President’s Welcome Reception
- All refreshment breaks

## Additional purchased exhibitor staff passes include:

- Attendance at the Exhibition
- Attendance at the President’s Welcome Reception
- All refreshment breaks

Please note, Accompanying Person registration type is not available to our industry partners.



# Sponsorship Overview

Category	Diamond	Platinum	Gold	Silver	Exhibitor
AUD\$ excluding GST	\$109,090	\$81,818	\$54,545	\$31,818	\$6,636
AUD\$ including GST	\$120,000	\$90,000	\$60,000	\$35,000	\$7,000

Exhibition Space					
Exhibition Space	72 sqm	54 sqm	36 sqm	18 sqm	9 sqm

Sponsored Session					
Lunch Symposium (max 4 available, 2 on Friday and 2 on Saturday)	1				

Choice of One Option					
Sponsor Breakfast (available on Friday and Sunday)	1	1			
<b>OR</b>					
Use of Mini Oral theatres - during coffee breaks	2 breaks	2 breaks			
<b>OR</b>					
Meeting room within Exhibition Area - 18sqm (max 5 available)	1	1			

Passes and Tickets					
Registrations (access to sessions, Welcome Reception and daily catering)	12	7	4	2	
Exhibitor passes (Welcome Reception and daily catering)	10	6	4	2	2
CSANZ ASM Social Function	6	4	2	1	
ANZET Gala Dinner	6	4	2	1	

Profile					
Website Logo and profile	✓	✓	✓	✓	Name only
Name, logo, contact details in Meeting App	✓	✓	✓	✓	✓
Company Profile in Meeting App	250 words	150 words	100 words	50 words	
App Alerts during Meeting	3	1			
Logo in Meeting handbook	✓	✓	✓	✓	
Onsite Meeting Signage	✓	✓	✓	✓	

Delegate List					
Delegate List (delegates who have agreed to name disclosure only)	Provided 4 & 2 weeks prior to Meeting and at Meeting	Provided 3 & 2 weeks prior to Meeting and at Meeting	Provided 2 weeks prior to Meeting and at Meeting	Provided 1 week prior to Meeting and at Meeting	At Meeting

- Lunch, breakfast and coffee break sessions and meeting rooms are available to Diamond Sponsors first and then Platinum Sponsors on a first come basis.
- A choice of Friday or Sunday morning will be available for the sponsored breakfast sessions.
- The meeting rooms available in the exhibition area will be 18 sqm (6m x 3m). They will be an enclosed shell scheme system with a lockable door and include 1 x 10amp power point and 4 x 150w spotlights. Any branding, furniture and additional requirements will be at the sponsor's expense.



# Diamond & Platinum Sponsorship 2020

## Diamond

**AUD \$109,090 plus GST (AUD\$120,000 incl GST)**

Be recognised as a premier sponsor at CSANZ ASM and ANZET 2020.

As a Diamond Sponsor you will have the opportunity to host a lunch symposium to be held on Friday 14 August or Saturday 15 August.

Promotion of the Symposium prior to the Meeting will include communications directly to registered delegates and on the Meeting website (sponsor to provide content by key dates\*). Standard audio visual, meeting room and conference catering will be provided. Any additional catering will be at Sponsor's own expense.

**Plus choose one of the following engagement options:**

1. A breakfast symposium to be held on morning of Friday 14 August or Sunday 16 August prior to the Meeting program begins.

Promotion of breakfast prior to the Meeting will include communications directly to registered delegates and on Meeting website (sponsor to provide content by key dates\*). Standard audio visual and meeting room will be provided.

Any catering will be at Sponsor's own expense.

**OR**

2. Option to use a Mini Oral Theatre during coffee breaks for two (2) sessions.

Promoted on website, in Meeting handbook and app.

**OR**

3. Option to use a meeting room, within the Exhibition area, which can be used to host delegates for product displays, educational updates or meetings within the Meeting breaks.

All other inclusions as outlined in the table on page 7.

## Platinum

**AUD \$81,818 plus GST (AUD \$90,000 incl GST)**

Be recognised as a major sponsor at CSANZ ASM and ANZET 2020.

As a Platinum Sponsor you will receive the choice of one of the following engagement opportunities:

1. A breakfast symposium to be held on morning of Friday 14 August or Sunday 16 August prior to the Meeting program begins.

Promotion of breakfast prior to the Meeting will include communications directly to registered delegates and on Meeting website (sponsor to provide content by key dates\*). Standard audio visual and meeting room will be provided.

Any catering will be at Sponsor's own expense.

**OR**

2. Option to use a Mini Oral Theatre during coffee breaks for two (2) sessions.

Promoted on website, in Meeting handbook and app.

**OR**

3. Option to use a meeting room, within the Exhibition area, which can be used to host delegates for product displays, educational updates or meetings within the Meeting breaks.

All other inclusions as outlined in the table on page 7.

## \*Key Dates

In order to be able to effectively promote the sessions outlined above, we require information by the following deadlines. Failure to provide information by these dates may result in missing out on promotional opportunities, print deadlines and affect your attendance numbers.

- Session details to be approved by committee 1 May 2020
- Session details added to website and registration forms 15 May 2020
- Email to delegates inviting them to register for symposia early June 2020
- Details for Symposium Handbook provided Friday 10 July 2020
- Follow up email to delegates week commencing 20 July 2020
- Details for Symposium App week commencing 20 July 2020

# Exhibition Package

## Diamond, Platinum and Gold Sponsors' Exhibition Allocations Include:

- Space to facilitate the installation of custom stands
- One (1) x 10amp power point for each sponsor's exhibition package (regardless of the size)

Exhibitors installing custom designed stands must provide the contact details of their appointed stand contractor, (together with a plan showing full design dimensions including a graphic of the stand design) to the Sponsorship Manager email: [bs@theconferencecompany.com](mailto:bs@theconferencecompany.com) by no later than 1 June 2020.

## Silver Sponsors' Exhibition Allocations Include:

- Shell scheme stand 6m wide x 3m deep (18m<sup>2</sup>)
- White evolve wall panels 2.4m high
- Organisation name on fascia board
- Four (4) x 150w spotlights
- Two (2) x 4amp power point
- Carpet tiles

## Exhibitors Allocated 9m<sup>2</sup> Will Receive:

- Shell scheme stand 3m wide x 3m deep (9m<sup>2</sup>)
- White evolve wall panels 2.4m high
- Organisation name on fascia board
- Two (2) x 150w spotlights
- One (1) x 4amp power point
- Carpet tiles

Discounts are not available if the shell scheme package is not required.

Furniture hire and provision of internet connections is not included for any of the above packages. These items may be hired from the official Meeting contractors. Contact details will be outlined in the Exhibition Manual.



# Preliminary Exhibition Timetable

12 August 2020	Build of stands
13 August 2020	Dressing of stands. Exhibition open 1800hrs for President's Welcome Reception
14 August 2020	Exhibition open
15 August 2020	Exhibition open
16 August 2020	Exhibition open

Note: this is a preliminary schedule. Final timings will be published in the Exhibition Manual.

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## Exhibitor Staff Passes

Exhibitor Staff Passes are included in each sponsorship package. These passes do not include attendance at any of the scientific sessions. Sponsors will receive access to an online portal in order to register staff. Additional passes may be purchased from the Meeting Managers, at AUD \$350.00 (incl GST) per person and include:

- Attendance at the President's Welcome Reception
- All refreshment breaks

Exhibition staff wishing to attend sessions or any of the social events must register as a Meeting Delegate and pay the appropriate registration fee.

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## Exhibition Manual

An Exhibition Manual will be distributed to all exhibitors three months prior to the Exhibition. The manual will contain details on the online registration process for Exhibition Staff Passes, the pack-in/pack-out schedule and supplier contact details.



# Public and Product Liability Insurance

Australian regulations require all exhibitors to have adequate Public and Product Liability Insurance cover based on a limit of indemnity to the value of AUD \$10,000,000 or above.

This refers to damage or injury caused to third parties/visitors on or in the vicinity of an exhibition stand.

Sponsors/exhibitors are required to submit their Public Liability Insurance Certificate to the Meeting

Managers at the time of submitting their sponsorship booking form.

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## We Invite Your Support

Thank you for taking the time to acquaint yourself with the possibilities the Meetings have to offer.

For those who have made your choices, please complete and return to us the Sponsorship Booking form.

If you require any further information, or wish to discuss additional opportunities, please contact the Meeting Managers.

We hope that you are as enthusiastic about the opportunities that are available in the Gold Coast as we are and look forward to welcoming you to the Gold Coast in August 2020.

### **CSANZ ASM and ANZET Meeting Managers**

The Conference Company

PO Box 90 040, Auckland 1142, New Zealand

Australian enquiries: 1800 193 405

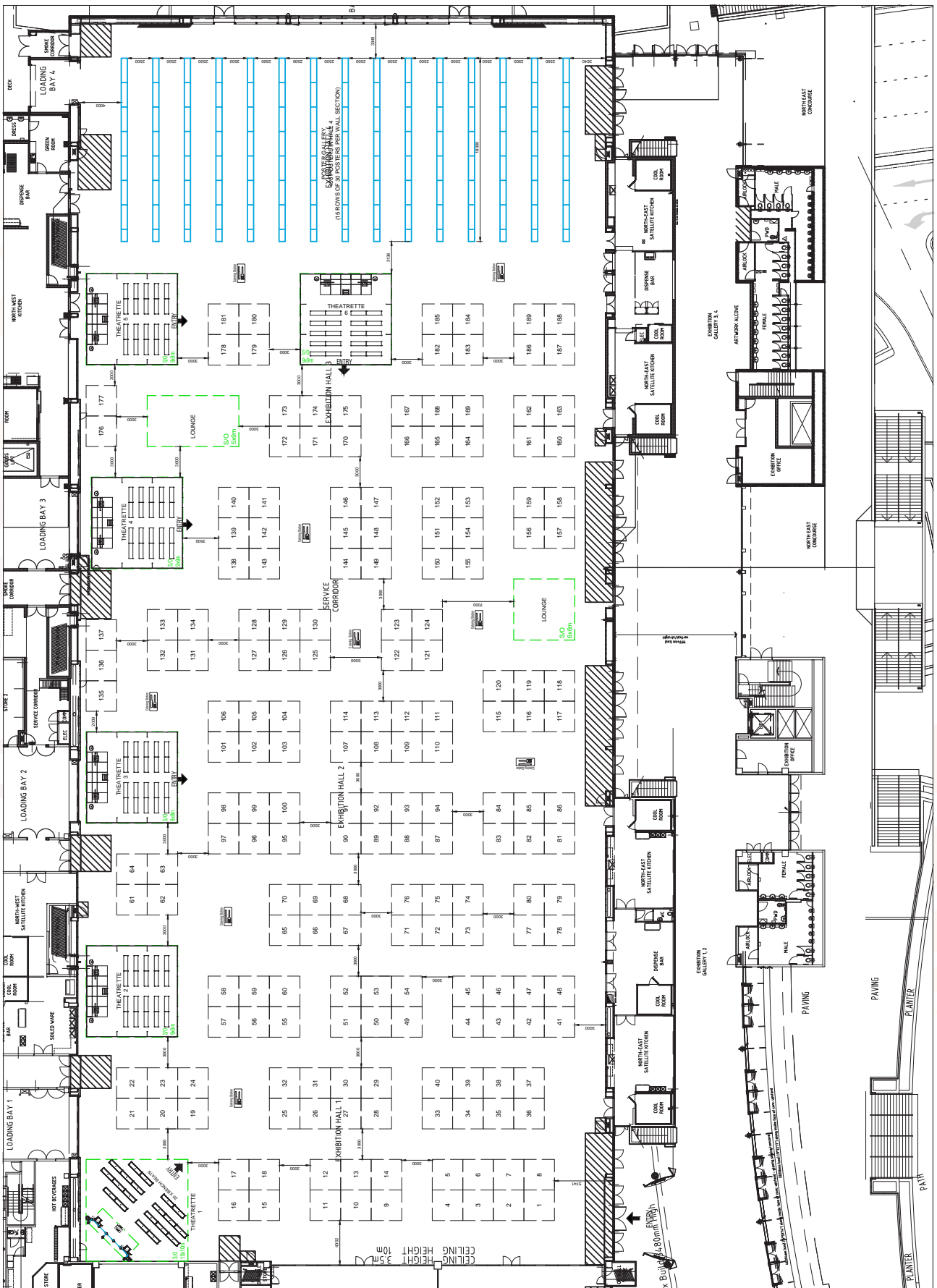
New Zealand enquiries: +64 9 360 1240

Email: [csanzet@theconferencecompany.com](mailto:csanzet@theconferencecompany.com)

**Websites:** [www.csanzasm.com](http://www.csanzasm.com) | [www.anzet.com.au](http://www.anzet.com.au)



# Exhibition Floor Plan



# Application for Sponsorship 2020 Annual Scientific Meetings

To book your selected package please forward this completed form together with your deposit to:

## CSANZ ASM and ANZET Meeting Managers

The Conference Company

PO Box 90 040, Auckland 1142, New Zealand

Phone: +64 9 360 1240

Email: [csanzet@theconferencecompany.com](mailto:csanzet@theconferencecompany.com)

Websites: [www.csanzasm.com](http://www.csanzasm.com) | [www.anzet.com.au](http://www.anzet.com.au)

### Booking details

Sponsorship or Exhibition package requested

1. \_\_\_\_\_ AUD\$ \_\_\_\_\_

2. \_\_\_\_\_ AUD\$ \_\_\_\_\_

3. \_\_\_\_\_ AUD\$ \_\_\_\_\_

4. \_\_\_\_\_ AUD\$ \_\_\_\_\_

Total amount payable \_\_\_\_\_ AUD\$ \_\_\_\_\_

*(Payable 20 days from date of invoice (Incl.GST).*

*Any outstanding balance due by 24 February 2020)*

### 2020 Exhibition

Please indicate your stand preference:

1st choice: \_\_\_\_\_

2nd choice: \_\_\_\_\_

3rd choice: \_\_\_\_\_

Please tick relevant box

Space only (we intend installing a custom stand)

Shell scheme

Public Liability Certificate enclosed

### Company details

Organisation name: *(for marketing purposes)* \_\_\_\_\_

Organisation name: *(for invoicing purposes)* \_\_\_\_\_

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

City: \_\_\_\_\_

State: \_\_\_\_\_

Post code: \_\_\_\_\_

Country: \_\_\_\_\_

Booking authorised by: \_\_\_\_\_

Position/Title: \_\_\_\_\_

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

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

Sponsor/Exhibitor contact: \_\_\_\_\_

Position/Title: \_\_\_\_\_

Tel: \_\_\_\_\_

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

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

# Booking and Payment Conditions

Prices quoted inclusive of GST have been calculated using the rate at publication of 10%. Sponsors and exhibitors not resident in Australia, but registered for a tax equivalent to GST (Goods & Services Tax) in their own country, are not required to pay GST on their booking.

The Meeting reserves the right to vary the quoted prices in line with any changes in the rate of the GST.

Sponsorship Packages and Exhibition space will be allocated only on receipt of a signed Booking Form. Confirmation will be sent together with a tax invoice for the required 50% deposit. The deposit is payable 20 days from the date of the tax invoice. The balance will be invoiced on 4 February 2020, to be paid by 24 February 2020. Applications for packages with a total value of under AUD \$10,000 or applications made after 4 February 2020 will be invoiced for the full payment.

All payments should be made in Australian dollars. A fee will be applied to any payments made by Credit Card.

All payments due must be received by the Meeting Managers prior to the Meeting. No sponsor/exhibitor will be allowed to set up their exhibition stand at the Meeting until full payment has been received.

Public and Product Liability insurance to AUD \$10 million must be taken out by each exhibitor at their own expense.

## **Sponsorship and Exhibitor Protocol:**

- i. Trade displays must only be directed to health care professionals.
- ii. Product information for all products being promoted must be available from the display stand.
- iii. Starter Packs must not be made available for collection from unattended stands nor be supplied to nonauthorised or non-qualified persons.
- iv. Competitions intended to encourage participants to attend trade displays must be consistent with the requirement of the Medicines Australia (MA) Code available on the industry association's website [www.medicinesaustralia.com.au](http://www.medicinesaustralia.com.au). Prizes should not be of a nature or economic value which would bring discredit upon the industry or recipient. Specifically having regard to the ethical nature of the pharmaceutical industry, competitions and prizes must fulfil at least two of the following criteria:
  - a) The competition is based on medical knowledge or the acquisition of medical knowledge;
  - b) The prize is directly relevant to the practice of medicine or pharmacy;
  - c) Individual prizes offered are of low monetary value or an item of educational material.

The Organising Committee may need to make changes to the floor plan, however, changes will not be undertaken without prior discussion with the companies affected.

Email addresses of attendees who have agreed to name disclosure are provided to all sponsors and exhibitors.

Kindly ensure that when contacting delegates, involuntary disclosure of attendees does not occur and the communication is within the guidelines of anti-spamming protocols. Non-compliance will result in provision of the list for future meetings without the relevant email contacts.

## **CANCELLATION POLICY:**

If notification of cancellation of sponsorship is received from you in writing:

- prior to 4 February 2020, you are liable for 50% of the package selected
- from 4 February 2020, you are liable for 100% of the package selected.

The Cardiac Society of Australia and New Zealand reserves the right to cancel the exhibition not later than 29 March 2020 in case of circumstances beyond its control. In such a case all monies paid to date will be refunded in full.

The liability of the organisers will be limited to that amount.

Sponsors shall not assign or sublet any part of their exhibition space.

Sponsors are responsible for the provision of banners and any other promotional material.

Sponsors consent to details being shared with suppliers and contractors of the Meeting.

**WE APPLY FOR SPONSORSHIP (INCLUDING EXHIBITION SPACE) IN ACCORDANCE WITH THE TERMS AND CONDITIONS SET OUT IN THE PROSPECTUS.**

Authorised by: \_\_\_\_\_ Date: \_\_\_\_\_



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PO Box 90040, Auckland 1142, New Zealand