



INTERNATIONAL SURGICAL SLEEP SOCIETY MEETING

2020 18-20 October 2020
Brisbane Convention and Exhibition Centre
Brisbane, Australia

Proudly hosted by:



SPONSORSHIP PROSPECTUS

INVITATION

Dear Valued Sponsor and Exhibitor,

The 11th International Surgical Sleep Meeting of the International Surgical Sleep Society will be held at the Brisbane Convention and Exhibition Centre, from 18-20 October 2020.

The annual international meeting is being co-hosted by the Australasian Sleep Association (ASA) and the Australasian Sleep Technologists Association (ASTA) and will precede Sleep DownUnder 2020, also taking place in Brisbane.

It is the first time this international meeting will occur in the southern hemisphere and presents industry with an unprecedented opportunity to educate and showcase expertise in front of 300-400 sleep surgeons from across the globe.

The theme of the meeting is "The Great Debates and Controversies in Sleep Surgery". There will be around 80 international and Australasian speakers who are the key opinion leaders presenting and driving significant discussions in their areas of expertise.

The program will comprise of debates on key topics, concurrent lectures on sleep apnoea and surgery in adults and paediatrics, and a one-day research workshop, as well as a one-day cadaver workshop. These will provide significant hands on platforms to engage with the attendees present.

We look forward to welcoming you to Brisbane as a valued supporter and exhibitor at the 11th International Surgical Sleep Society Meeting 2020.

Prof. Stuart Mackay
Convenor

WHY BE A SUPPORTER?

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 International Surgical Sleep Society Meeting 2020 is essential:

- Reach 300-400 attendees across three days.
- The 10 year history of the Meeting is testimony to the value Society members place on their attendance and the importance of the meeting in their annual calendar. By supporting the Meeting, you are also signaling your commitment to the International Surgical Sleep profession's most important gathering.
- The Program will be developed to provide you with ample opportunity to interact with delegates, introduce new products, concepts, updates and to transact business, with lunch and tea breaks held in the exhibition space.
- Mingle with delegates in a more relaxed atmosphere at the Meeting Dinner.
- Effective, efficient and sustained marketing communications. Your early commitment will allow you to take advantage of our marketing campaigns until we welcome you to Brisbane

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

SPONSORSHIP LIAISON

Nihal Fernandez

Sponsorship and Exhibition Manager on behalf of the
11th International Surgical Sleep Society Meeting Organising Committee

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**THE
CONFERENCE
COMPANY**

TRADE EXHIBITION

The Trade Exhibition allows industry to showcase their products to relevant sleep professionals and show support for the research being done in the varied areas of sleep surgery, sleep medicine and sleep health.

The exhibition will open at morning tea on Sunday 18 October 2020, and close at 4pm on Tuesday 20 October 2020.

The Meeting will culminate with the cadaver workshop on Wednesday 21 October 2020.

SCIENTIFIC PROGRAM

A comprehensive scientific program is being organised with:

- Plenary sessions

- Debates

- Concurrent lectures

- A limited section of free papers

- One-day research workshop

- One-day cadaver workshop

ABOUT THE VENUE AND CITY

MEETING VENUE

The Brisbane Convention and Exhibition Centre Conference areas are capable of hosting more than 4,000 delegates in pleasant surroundings. The Convention Centre has 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.

ABOUT BRISBANE

Brisbane is one of the fastest-growing cities in Australia and its warm climate sets the scene for year-round alfresco activities. The area of South Bank is popular with visitors and locals alike especially for its relaxed parkland and the manmade beach area, which is popular with all ages. It is also a popular spot for dining, evening walks and access to the theatre. Brisbane is a river city, although close to the coast, and gives easy access to a number of attractions as well as the Gold Coast and the Sunshine Coast.

SUPPORTER PACKAGES

	Exclusive Diamond AU\$25,000 + GST	Platinum (3 packages) AU\$17,000 + GST	Gold (5 packages) AU\$8,000 + GST	Exhibitor (stand only) AU\$5,000 + GST
Opportunity to conduct a Breakfast or Evening Symposium for 1 hour (subject to committee approval, venue and standard audio visual provided, catering will be an additional cost to the sponsor)	Exclusive Day (no competing Sponsored breakfasts)	✓		
Opportunity to sponsor a session in the main program (subject to committee approval and sponsor will have no input into the session or speakers)	✓	✓	✓	
Complimentary sponsor registrations (including sessions, morning tea, afternoon tea and lunches, and attendance at the Meeting Dinner)	5	3	1	
Complimentary exhibitor staff passes (including morning tea, afternoon tea, and lunches). Passes are in addition to the complimentary sponsor registrations described above.	2	2	2	2
Exhibition Stand/ Space	9m x 3m (27 sqm)	6m x 3m (18 sqm)	3m x 3m (9 sqm)	3m x 3m (9 sqm)
Company logo on the Meeting Website	Linked to company website	Linked to company website	Linked to company website	
Company logo in the Meeting App (within the Sponsor and Exhibitor section only)	✓	✓	✓	
Company profile in the Meeting App	300 words	200 words	100 words	Company name and contact details
Discount on the Sleep DownUnder 2020 Meeting Sponsorship and Exhibition packages (in recognition of supporting the International Surgical Sleep Society Meeting 2020)	30%	20%	10%	5%

SPONSOR REGISTRATION INCLUDES

- Attendance at the Trade Exhibition
- Attendance at all sessions
- Attendance at the Gala Dinner
- Morning tea (3)
- Lunches (3)
- Afternoon tea (3)

EXHIBITOR STAFF PASS INCLUDES

- Attendance at the Trade Exhibition
- Morning tea (3)
- Lunches (3)
- Afternoon tea (3)

SUPPORTER OPPORTUNITIES AT A GLANCE

Support Opportunity	Number Available	Cost (AU\$ + GST)
Diamond Sponsor	Exclusive	\$25,000
Platinum Sponsor	3	\$17,000
Gold Sponsor	5	\$8,000
Meeting App Sponsor	Exclusive	\$8,000
Lanyard Sponsor	Exclusive	\$5,000
Speaker Sponsor	Exclusive	\$5,000
Session Sponsor	Exclusive	\$5,000
Lunch Sponsor	Exclusive	\$5,000
Coffee Cart Sponsor	3	\$2,000
Exhibition Cost (AU\$ + GST)		
One Exhibition Space		\$5,000

SUPPORTER OPPORTUNITIES

EXCLUSIVE DIAMOND SPONSOR

AU\$25,000 + GST (only 1 package available)

As the Exclusive Diamond Sponsor you will be recognised as the exclusive major sponsor of the Meeting.

Registration

- Five (5) sponsor registrations including sessions, morning teas, afternoon teas, lunches and ticket to the Meeting Dinner.
- Two (2) exhibitor staff passes (morning teas, afternoon teas and lunches).

Exhibition Space

- 9m x 3m space/stand in a prime location in the Exhibition Hall including stand panels, fascia signs, 6 spotlights and power if required.

Breakfast or Evening Symposium

- Opportunity to conduct a Breakfast or Evening Symposium
- Topic, speaker, content to be approved by the Organising Committee.
- The Diamond Sponsor will be provided with an exclusive session where there will be no other sponsor symposia scheduled (Venue and standard audio visual will be provided. Catering will be an additional cost to the Sponsor).

Profile

- Opportunity to sponsor a session in the main program (subject to committee approval and sponsor will have no input into the session or speakers)
- Company logo on the Meeting website with a hyperlink to your nominated website.
- Company logo and profile (300 words) in the Meeting App (Sponsor section).
- 30% Discount on the Sleep DownUnder 2020 Meeting Sponsorship and Exhibition packages (in recognition of supporting the International Surgical Sleep Society Meeting 2020)
- Access to the delegate list (4 weeks prior to the Meeting and updates 1 week prior to the Meeting, at the Meeting and immediately after the Meeting).

PLATINUM SPONSOR

AU\$17,000 + GST (only 3 packages available)

Registration

- Three (3) sponsor registrations including sessions, morning teas, afternoon teas, lunches and ticket to the Meeting Dinner.
- Two (2) exhibitor staff passes (morning teas, afternoon teas and lunches).

Exhibition Space

- 6m x 3m space/stand in a prime location in the Exhibition Hall including stand panels, fascia signs, 4 spotlights and power if required.

Breakfast or Evening Symposium

- Opportunity to conduct a Breakfast or Evening Symposium
- Topic, speaker, content to be approved by the Organising Committee.
- There could be concurrent Platinum Sponsor breakfasts or evening symposia on the selected timing (Venue and standard audio visual will be provided. Catering will be an additional cost to the Sponsor).

Profile

- Opportunity to sponsor a session in the main program (subject to committee approval and sponsor will have no input into the session or speakers)
- Company logo on the Meeting website with a hyperlink to your nominated website.
- Company logo and profile (200 words) in the Meeting App (Sponsor section).
- 20% Discount on the Sleep DownUnder 2020 Meeting Sponsorship and Exhibition packages (in recognition of supporting the International Surgical Sleep Society Meeting 2020)
- Access to delegate list (2 weeks prior to the Meeting and updates 1 week prior to the Meeting, at the Meeting and immediately after the Meeting).

GOLD SPONSOR

AU\$8,000 + GST

Registration

- One (1) sponsor registration including sessions, morning teas, afternoon teas, lunches, and ticket to the Meeting Dinner.
- Two (2) exhibitor staff passes (morning teas, afternoon teas and lunches).

Exhibition Space

- 3m x 3m space/stand in the Exhibition Hall including stand panels, fascia signs, 2 spotlights and power if required.

Profile

- Opportunity to sponsor a session in the main program (subject to committee approval and sponsor will have no input into the session or speakers)
- Company logo on the Meeting website with a hyperlink to your nominated website.
- Company logo and profile (100 words) in the Meeting App (Sponsor section).
- 10% Discount on the Sleep DownUnder 2020 Meeting Sponsorship and Exhibition packages (in recognition of supporting the International Surgical Sleep Society Meeting 2020)
- Access to delegate list (1 week prior to the Meeting, at the Meeting and immediately after the Meeting).

EXHIBITOR

AU\$5,000 + GST

Registration

- Two (2) exhibitor staff passes (morning teas, afternoon teas and lunches).

Exhibition Space

- One (1) Exhibition stand (3mx3m) in the Exhibition Hall including stand panels, fascia sign, 2 spotlights and power if required.

Profile

- Company name and contact in the Meeting App (Exhibitor section)
- 5% Discount on the Sleep DownUnder 2020 Meeting Sponsorship and Exhibition packages (in recognition of supporting the International Surgical Sleep Society Meeting 2020)
- Access to delegate list (immediately after the Meeting).

ENGAGEMENT SPONSORSHIP OPPORTUNITIES

MEETING APP SPONSOR

AU\$8,000 + GST (Exclusive Opportunity)

Registration

- One (1) sponsor registration including sessions, morning teas, afternoon teas and lunches, and ticket to the Meeting Dinner.
- Two (2) exhibitor staff passes (morning teas, afternoon teas and lunches).

Exhibition Space

- One (1) Exhibition stand (measuring 3mx3m) in the Exhibition Hall.
- Stand panels with fascia sign, 2 spotlights and power.

Profile

- Exclusive logo presence on the home page and start up flash imagery.
- Company logo on the Meeting website with a hyperlink to your nominated website.
- Company logo and profile (100 words) in the Meeting App (Sponsor section).
- Access to delegate list (1 week prior to the Meeting, at the Meeting and immediately after the Meeting).
- Promoted as exclusive App sponsor.

LANYARD SPONSOR

AU\$5,000 + GST (Exclusive Opportunity)

Registration

- One(1) sponsor registration including sessions, morning teas, afternoon teas, lunches, and ticket to the Meeting Dinner.

Profile

- Company logo on the Meeting Lanyard which provides for a highly visible brand (Lanyard to be provided by the Meeting. Sponsor to approve design before printing)
- Company logo on the Meeting website with a hyperlink to your nominated website.
- Company logo in the Meeting App (Sponsor section).
- Access to delegate list (1 week prior to the Meeting, at the Meeting and immediately after the Meeting).

SPEAKER SPONSOR

AU\$5,000 + GST (Exclusive Opportunity)

Registration

- One (1) sponsor registration including sessions, morning teas, afternoon teas, lunches, and ticket to the Meeting Dinner.

Profile

- This Sponsorship enables you to be associated with a speaker of your choice during the course of the Meeting. (Subject to approval from the speaker and committee)
- Opportunity to display a free standing banner in the room during the presentation OR a static slide will be displayed on the screen
- Company logo on the Meeting website with a hyperlink to your nominated website.
- Company logo in the Meeting App (Sponsor section).
- Access to delegate list (1 week prior to the Meeting, at the Meeting and immediately after the Meeting).

SESSION SPONSOR

AU\$5,000 + GST (Exclusive Opportunity)

Registration

- One(1) sponsor registration including sessions, morning teas, afternoon teas, lunches, and ticket to the Meeting Dinner.

Profile

- This Sponsorship enables you to be associated with a session of your choice during the Meeting. (Subject to approval from the committee)
- Opportunity to display a free standing banner in the room during the presentation OR a static slide will be displayed on the screen. If there is a speaker sponsored by another company speaking in the session sponsored, there will be a shared opportunity for display (we will strive to minimize this occurrence)
- Company logo on the Meeting website with a hyperlink to your nominated website.
- Company logo in the Meeting App (Sponsor section).
- Access to delegate list (1 week prior to the Meeting, at the Meeting and immediately after the Meeting).

LUNCH SPONSOR

AU\$5,000 + GST (Exclusive Opportunity)

Registration

- One (1) sponsor registration including sessions, morning teas, afternoon teas, lunches, and ticket to the Meeting Dinner.

Profile

- Opportunity to have two (2) pull-up banners near the catering stations during all the meeting lunch breaks.
- Company logo on the Meeting website with a hyperlink to your nominated website.
- Company logo in the Meeting App (Sponsor section).
- Access to delegate list (1 week prior to the Meeting, at the Meeting and immediately after the Meeting)

COFFEE CART SPONSOR

AU\$2,000 + GST (3 Opportunities)

Profile

- Promoted as a Coffee Cart Sponsor of the Meeting (Coffee Cart / Barista cost, coffee costs, staff costs are at Sponsor's expense. This will amount to approximately \$4000 additionally).
- Coffee Cart / Barista will be located in a high traffic location or close to the sponsor stand if exhibiting (Branding of Coffee Cart / Barista at Sponsor's expense).
- Company logo on Meeting website with a hyperlink to your nominated website.
- Company logo in the Meeting App (Sponsor section).
- Access to delegate list (at the Meeting and immediately after the Meeting).

TERMS AND CONDITIONS

BOOKING AND PAYMENT

All prices are quoted in Australian dollars and exclude GST (Goods and Services Tax). GST is required to be applied to all packages (if you are a resident in Australia) at the rate prevailing at the date of invoicing or payment, whichever is earlier (currently 10%).

Sponsorship packages and exhibition space will be allocated only on receipt of the online booking form or a signed hard copy booking form (i.e. a first come, first served basis).

Confirmation will be sent together with a tax invoice for the required 50% deposit. The deposit is payable within 20 days of date of tax invoice. If the deposit is not received within this timeframe then you relinquish your right to the requested supporter package and exhibition space.

The balance will be invoiced on 1 May 2020, to be paid by 21 May 2020. Applications made after 21 May 2020 must include full payment.

All payments should be made in Australian dollars by credit card (fees applicable) or bank transfer.

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

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

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.

Sponsors consent to their contact details being shared with Meeting suppliers and contractors.

MEDICINES AUSTRALIA CODE OF CONDUCT

Sponsors must comply with the guidelines in the 'Educational and Promotional Material Directed at healthcare professionals' outlined in the most recent edition of Medicines Australia Code of Conduct available on the industry association's website at: www.medicinesaustralia.com.au/code-of-conduct and with the Medical Technology Industry Code of Practice: www.mtaa.org.au/code-of-practice/copy-of-the-code.

LIST OF PARTICIPANTS

The names and email addresses of attendees who have agreed to disclosure are provided to all sponsors and exhibitors. Kindly ensure involuntary disclosure of information of attendees does not occur when contacting delegates and that communication complies with anti spamming guidelines. Non-compliance will result in provision of the list for future meetings being supplied without the relevant email contacts.

CANCELLATION POLICY

If notification of cancellation of sponsorship is received in writing:

- Prior to 1 February 2020, your deposit will be refunded in full, less 20% administration fee
- Between 1 February 2020 and 30 April 2020, you are liable for 50% of the package selected
- From 1 May 2020, you are liable for 100% of the package selected

The Organising Committee reserves the right to cancel the Meeting not later than 31 July 2020 in case of circumstances beyond its control. In such a case all monies paid to date will be refunded in full less any expenses incurred. The liability of the organisers will be limited to that amount.

SUPPORTER BOOKING FORM

We, _____ (company name), apply for sponsorship in accordance with the terms and conditions set out in the prospectus.

Signed: _____ Date: _____

Contact Name: _____

Address: _____ Postcode: _____

State: _____ Country: _____

Email: _____ Mobile: _____

Telephone: _____ Fax: _____

Our Company is interested in the following support opportunities:

*All costs are exclusive of GST.

Support Opportunity	Number Available	Cost (AU\$ + GST)	
Diamond Sponsor	Exclusive	\$25,000	\$
Platinum Sponsor	3	\$17,000	\$
Gold Sponsor	5	\$8,000	\$
Meeting App Sponsor	Exclusive	\$8,000	\$
Lanyard Sponsor	Exclusive	\$5,000	\$
Speaker Sponsor	Exclusive	\$5,000	\$
Session Sponsor	Exclusive	\$5,000	\$
Lunch Sponsor	Exclusive	\$5,000	\$
Coffee Cart Sponsor	3	\$2,000	\$
Exhibition Cost (AU\$ + GST)			
One Exhibition Space		\$5,000	\$