

HEALTHTECHWEEK 2018

TECHNOLOGY-ENABLED HEALTHCARE



Making a positive impact on the health and wealth of New Zealand • Healthcare that is accessible, affordable, sustainable and strives for clinical excellence

Sponsorship & Exhibition Prospectus

12 – 13 June 2018
AOTEA CENTRE
50 MAYORAL DRIVE
AUCKLAND 1010

YOUR HOSTS


medical technology
ASSOCIATION OF NEW ZEALAND
www.mtanz.org.nz


CMDT
www.cmdt.org.nz

HEALTHTECHWEEK 2018

TECHNOLOGY-ENABLED HEALTHCARE

11-15 JUNE 2018

AOTEA CENTRE
AUCKLAND, NEW ZEALAND

Making a positive impact on the health and wealth of New Zealand • Healthcare that is accessible, affordable, sustainable and strives for clinical excellence

11 JUNE

- NZ Research & Clinical Trials Opportunities Workshop

12 JUNE

- HealthTech Conference
- HealthTech Week Welcome Function • MedTech Fair
- HealthTech Week Gala Dinner & MTANZ Innovation Award

13 JUNE

- HealthTech Conference
- MedTech CoRE Annual Conference & CoRE Showcase
- MTANZ AGM • MTANZ/CMDT Networking drinks (downstairs)

14 JUNE

- Innovation & Investment Forum
- ABI MedTech Talk

ORGANISED BY:



medical technology
ASSOCIATION OF NEW ZEALAND



New Zealand's healthcare sector benefits greatly from the growing number of people who work across the broad range of Medical Technologies. Stakeholders are focused upon providing New Zealanders with healthier lives while building an innovative health care sector.

HEALTHTECH WEEK OBJECTIVES:

Promoting

- Highlighting new medical technology that enables patient-centred healthcare
- Quantifying the value that medical technology offers to patients and society
- Promote a transparent and simplified system of market access, regulatory and reimbursement pathways

Partnering

- Develop and enhance relationships between all the stakeholders in the sector – researchers, companies, entrepreneurs, clinicians, investors and government

Sharing Knowledge

- Articulate a common vision to address improved healthcare for New Zealanders using a global perspective. Collaboration amongst stakeholders to accelerate development, funding, clinical implementation and export growth.

Networking

- Offering opportunities to meet with local leaders and international visitors to share ideas and enhance innovation.

HEALTHTECH WEEK brings together vital stakeholder groups.



INDUSTRY (MANUFACTURERS
AND DISTRIBUTORS)



CLINICIANS AND
HEALTHCARE PROVIDERS



POLICY MAKERS
AND REGULATORS



PROCUREMENT
AND PAYERS



RESEARCHERS,
ENTREPRENEURS AND INVESTORS



PATIENT
AND END-USERS

All enquiries for HealthTech Week 2018 to: **Victoria Jantke**, Medical Technology Association of NZ
E: victoria@mtanz.org.nz P: +64 9 917 3645

Delegates

More than 250+ leading healthcare sector professionals from across New Zealand

HEALTHTECH PLENARY DAY AND MTANZ MEDTECH FORUM DAY brings together eight vital stakeholder groups:

- Industry (Manufacturers & distributors of medical technology)
- Clinical experts (Surgeons, nurses, clinicians, etc)
- Healthcare Providers (Hospitals (Private & DHBs), PHOs, Healthcare facilities, etc)
- Payors (Ministry of Health, Insurance, ACC, MOH & Private insurance etc)
- Procurement & Regulators (PHARMAC, DHBs, MOH, Medsafe, NZ Health Partnerships, Private Hospitals, etc)
- Policy-Makers (Politicians, Ministry of Health, Local-Govt, etc)
- Researchers, entrepreneurs and investor groups
- Patient and end-user groups



INDUSTRY (MANUFACTURERS AND DISTRIBUTORS)



CLINICIANS AND HEALTHCARE PROVIDERS



POLICY MAKERS AND REGULATORS



PROCUREMENT AND PAYERS



RESEARCHERS, ENTREPRENEURS AND INVESTORS



PATIENT AND END-USERS

“The calibre of the delegates who attend the HealthTech Week are the people you need to be talking to”

Sponsorship Benefits

- Showcase and educate potential and existing clients about your products and services
- Increase your company's visibility and profile amongst a professional, qualified target audience
- Gain recognition including acknowledgment and clear demonstration of your organisation's involvement, commitment and support for the healthcare system
- An opportunity to contribute to the discussion with the professionals as they seek to find solutions to New Zealand's healthcare system
- Gain valuable insights, information and exposure to the latest developments in healthcare reform
- Inclusion in the integrated, professional marketing campaign

By exhibiting at or sponsoring this conference, you will connect your brand with key decision makers and stakeholders in healthcare in New Zealand, strengthen your company image, broaden your visibility, and make valuable professional contacts.

There are a number of sponsorship opportunities from which your company can select the best options to suit your budget and objectives. Whether you want to raise your overall profile, reach a specific group or promote a special offer or new product then there is something here for you.

Sponsorship Entitlements

	Keynote Speaker Sponsor POA	Platinum \$20,000 + GST	Gold \$15,000 + GST	Silver 10,000 + GST	Bronze \$7,500 + GST	MedTech Fair Participant \$2,500 + GST	Supporting Sponsor \$2,500 + GST	Gala Dinner POA	Exhibitor See over for pricing
Included in Package									
Status associated with Sponsorship	•	•	•	•	•	•	•	•	
MTANZ MedTech Conference input	•	•							
Exhibition Booths (3m x 2m each) **	1	2	2	2	1				1
Lead sponsorship of 'MedTech Fair'	•	•							
Opportunity to invite Clinicians to MedTech Fair		3	2	2					
Free Registrations – HealthTech Conference	2	5	4	3	2	1	1		1
Free Welcome Function tickets	2	5	4	3	2	1	1		1
Free MTANZ Gala Dinner & Awards tickets	2	5	4	3	2	1	1	10	1
VIP Invitations and involvement in the HealthTech week events		•							
Opportunity for Senior Director to deliver a presentation or be a speaker within a panel presentation		•							
Formal acknowledgement at MTANZ Gala Dinner & Awards		•						•	
Acknowledgement of sponsorship during Opening and Closing sessions	•	•	•	•	•	•	•	•	
Company logo and link on Website, Facebook page and LinkedIn	•	•	•	•	•	•	•	•	
Company logo on the Conference Programme	•	•	•	•	•	•	•	•	
Handout for display in registration area		•							
Company logo displayed on holding slides used throughout the conference	Medium	Large	Large	Medium	Medium	Small	Small	Small	
Delegate List - Provided 10 working days prior to conference	•	•	•	•	•	•	•	•	
Opportunity to provide a pop-up banner to be located at registration desk or conference room entry point		•						At dinner venue	
Additional exhibitor registration available at NZ\$275.00+GST (includes all refreshments, meals, delegate collateral – but does not include access to the conference sessions, welcome function or MTANZ Gala Dinner & Awards***)	•	•	•	•	•	•	•		•
A maximum of 3 additional exhibitor delegates per exhibitor is available	•	•	•	•	•	•	•		•

** Prefabrication charge payable by sponsor \$476 + GST per stand

Keynote Speaker Sponsorship By Negotiation

- Status associated with Keynote Speaker Sponsorship
 - Opportunity to provide a Keynote Speaker (x1 1hour session or by negotiation)
 - Opportunity to provide a Keynote Speaker for the speaker forum
 - Speaker, forum and agenda input
 - One Exhibition Booth (3m x 2m)**
 - Two Free Registrations to HealthTech Conference
 - Two Free Welcome Function tickets
 - Two Free MTANZ Gala Dinner & Awards tickets
 - Acknowledgement of sponsorship during Opening and Closing sessions
 - Company logo and link on website, Facebook page and LinkedIn
 - Company logo on the Conference Programme
 - Company logo (medium) displayed on holding slides used throughout the conference
 - Delegate List - Provided 10 working days prior to conference
 - Additional exhibitor registration available at NZ\$275.00+GST (includes all refreshments, meals, delegate collateral – but does not include access to the conference sessions, welcome function or MTANZ Gala Dinner & Awards***)
 - A maximum of 3 additional exhibitor delegates per exhibitor is available
- ** PREFABRICATION CHARGE PAYABLE BY SPONSOR \$476 + GST PER STAND
- *** SPONSORSHIP/EXHIBITOR REGISTRATION LINK WILL BE FORWARDED IN MARCH

Platinum Sponsorship

\$20,000 +GST

- Status associated with Platinum Sponsorship
- First choice exhibition area
- Speaker forum attendance
- MTANZ MedTech Conference input
- VIP Invitations and involvement in the HealthTech week events
- Lead sponsorship of 'MedTech Fair'
- First choice of therapeutic area for 'MedTech Fair'
- Two Exhibition Booths (3m x 2m each) **
- Five Free Registrations to HealthTech Conference
- Five Free Welcome Function tickets
- Five Free MTANZ Gala Dinner & Award tickets
- Opportunity to invite three Clinicians to MedTech Fair
- Opportunity for Senior Director to deliver a presentation or be a speaker within a panel presentation
- Formal acknowledgement at MTANZ Gala Dinner & Awards
- Acknowledgement of sponsorship during Opening and Closing sessions
- Company logo and link on website, Facebook page and LinkedIn
- Company logo on the Conference Programme
- Handout for display in registration area
- Company logo (large) displayed on holding slides used throughout the conference
- Delegate List - Provided 10 working days prior to conference
- Opportunity to provide a pop-up banner to be located at registration desk or conference room entry point
- Additional exhibitor registration available at NZ\$275.00+GST (includes all refreshments, meals, delegate collateral – but does not include access to the conference sessions, welcome function or MTANZ Gala Dinner & Awards ***)
- A maximum of 3 additional exhibitor delegates per exhibitor is available

** PREFABRICATION CHARGE PAYABLE BY SPONSOR \$476 + GST PER STAND

*** SPONSORSHIP/EXHIBITOR REGISTRATION LINK WILL BE FORWARDED IN MARCH

Gold Sponsorship

\$15,000 +GST

- Status associated with Gold Sponsorship
- Second choice exhibition area
- Speaker forum attendance
- Second choice of therapeutic area for 'MedTech Fair'
- Two Exhibition Booths (3m x 2m each) **
- Four Free Registrations to HealthTech Conference
- Four Free Welcome Function tickets
- Four Free MTANZ Gala Dinner & Award tickets
- Opportunity to invite two Clinicians to MedTech Fair
- Acknowledgement of sponsorship during Opening and Closing sessions
- Company logo and link on website, Facebook page and LinkedIn
- Company logo on the Conference Programme
- Company logo (large) displayed on holding slides used throughout the conference
- Delegate List - Provided 10 working days prior to conference
- Additional exhibitor registration available at NZ\$275.00+GST (includes all refreshments, meals, delegate collateral – but does not include access to the conference sessions, welcome function or MTANZ Gala Dinner & Awards ***)
- A maximum of 3 additional exhibitor delegates per exhibitor is available

** PREFABRICATION CHARGE PAYABLE BY SPONSOR \$476 + GST PER STAND

*** SPONSORSHIP/EXHIBITOR REGISTRATION LINK WILL BE FORWARDED IN MARCH

Silver Sponsorship

\$10,000 +GST

- Status associated with Silver Sponsorship
- Third choice exhibition area
- Speaker forum attendance
- Third choice of therapeutic area for 'MedTech Fair'
- Two Exhibition Booths (3m x 2m each) **
- Three Free Registrations to HealthTech Conference
- Three Free Welcome Function tickets
- Three Free MTANZ Gala Dinner & Award tickets
- Opportunity to invite two Clinicians to MedTech Fair
- Acknowledgement of sponsorship during Opening and Closing sessions
- Company logo and link on website, Facebook page and LinkedIn
- Company logo on the Conference Programme
- Company logo (medium) displayed on holding slides used throughout the conference
- Delegate List - Provided 10 working days prior to conference
- Additional exhibitor registration available at NZ\$275.00+GST (includes all refreshments, meals, delegate collateral – but does not include access to the conference sessions, welcome function or MTANZ Gala Dinner & Awards ***)
- A maximum of 3 additional exhibitor delegates per exhibitor is available

** PREFABRICATION CHARGE PAYABLE BY SPONSOR \$476 + GST PER STAND

*** SPONSORSHIP/EXHIBITOR REGISTRATION LINK WILL BE FORWARDED IN MARCH

Bronze Sponsorship

\$7,500 +GST

- Status associated with Bronze Sponsorship
- Speaker forum attendance
- Preferred choice of therapeutic area for 'MedTech Fair' (after higher sponsorship levels)
- One Exhibition Booth (3m x 2m) **
- Two Free Registrations to HealthTech Conference
- Two Free Welcome Function tickets
- Two Free MTANZ Gala Dinner & Awards tickets
- Acknowledgement of sponsorship during Opening and closing sessions
- Company logo and link on website, Facebook page and LinkedIn
- Company logo on the Conference Programme
- Company logo (medium) displayed on holding slides used throughout the conference
- Delegate List - Provided 10 working days prior to conference
- Additional exhibitor registration available at NZ\$275.00+GST (includes all refreshments, meals, delegate collateral – but does not include access to the conference sessions, welcome function or MTANZ Gala Dinner & Awards ***)
- A maximum of 3 additional exhibitor delegates per exhibitor is available

** PREFABRICATION CHARGE PAYABLE BY SPONSOR \$476 + GST PER STAND

*** SPONSORSHIP/EXHIBITOR REGISTRATION LINK WILL BE FORWARDED IN MARCH

MedTech Fair Participant

\$2,500 +GST

The MedTech fair is a unique opportunity to showcase to key procurement and senior sector stakeholders, who would not normally see devices in actual use, how problems are solved with MedTech in NZ hospitals ... now.

The MedTech Fair will be held in a dedicated area adjacent to the Exhibition. Open for delegates to browse during breaks the fair will come to life at the end of day one as part of the welcome function. For approximately one hour the fair will feature up to four 'live' therapeutics areas. Major sponsors and supporting sponsors are invited to collaborate to have clinicians demonstrate in each area key procedures and devices.

Thus delegates attending the welcome function can appreciate first-hand how the industry, clinicians and devices work together to deliver solutions.

Sponsors are also encouraged to use exhibition stands to build on or link to their participation in the MedTech Fair.

- Space at MedTech Fair
- Status associated with Supporting Sponsorship rights
- Speaker forum attendance or participation in 'fair'
- One Free Welcome Function ticket for your guest
- One Free MTANZ Gala Dinner & Awards ticket for your guest
- Acknowledgement of sponsorship during Opening and closing sessions
- Opportunity to invite one Clinician to MedTech Fair
- Company logo and link on website, Facebook page and LinkedIn
- Company logo on the Conference Programme

Supporting Sponsors

\$2,500 +GST

- Status associated with Supporting Sponsorship rights
- Speaker forum attendance or participation in 'fair'
- Acknowledgement of sponsorship during Opening and closing sessions
- Company logo and link on website, Facebook page and LinkedIn
- Company logo on the Conference Programme
- Company logo (small) displayed on holding slides used throughout the conference

MTANZ Gala Dinner & Awards

(corporate sponsor only)
Limited to 1 opportunity

POA

Venue: Auckland City Art Gallery

- Status associated with Naming Rights of the MTANZ Gala Dinner & Awards. This is an important networking opportunity
- Ten Free MTANZ Gala Dinner & Award tickets
- Opportunity for a company representative to make a brief speech at the start of the Gala Dinner
- Opportunity to have company banners at the entrance to the room of the dinner venue
- Acknowledgment of sponsorship during Opening and Closing sessions
- Company logo and link on website, Facebook page and LinkedIn
- Company logo on the Conference Programme
- Company logo (small) displayed on holding slides used throughout the conference
- Delegate List - Provided 10 working days prior to conference



Exhibitor Pricing & Information

Space Only

MTANZ Member	NZ\$1,780 +GST
Non-Member	NZ\$2,900 +GST (Note 1 over)

Prefabricated

MTANZ Member	NZ\$2,270 +GST
Non-Member	NZ\$3,400 +GST (Note 2 over)

- One Exhibition Booth (3m x 2m) (includes x1 trestle table, tablecloth, 2 chairs)**
- One Free Registration to HealthTech Conference
- One Free Welcome Function ticket
- One Free MTANZ Gala Dinner & Awards ticket
- Delegate List
- Company logo and link on website, Facebook page and LinkedIn
- Additional exhibitor registration available at NZ\$275.00+GST (includes all refreshments, meals, delegate collateral – but does not include access to the conference sessions, welcome function or Congress Awards Dinner***)
- A maximum of 3 additional exhibitor delegates per exhibitor is available

** PREFABRICATION CHARGE PAYABLE BY SPONSOR \$476 + GST PER STAND

*** SPONSORSHIP/EXHIBITOR REGISTRATION LINK WILL BE FORWARDED IN MARCH

Exhibition Pricing & Information

NOTE 1

Power is available at an additional cost of **NZ\$65** per stand. Space sites have no walls, no fascia, no lights, no power.

NOTE 2

Each prefabricated stand has white stipple finish walls, a single 240 volt 10 amp power outlet, 2 spotlights and fascia with name signage. Prefabricated stands include white panelled walls, fascia name, light

EXHIBITION SET-UP

Monday 11 June 2018
14:00 hrs to 18:00 hrs
Upper NZI, Aotea Centre

Due to Health and Safety requirements exhibitors will not be granted access to the exhibition area prior to this time.

EXHIBITION OPEN HOURS

Tuesday 12 June 2018
07:30 hrs to 19:00 hrs

Welcome Reception
17:30 hrs to 19:00 hrs
Upper NZI, Aotea Centre

Wednesday 13 June 2018
07:30 hrs to 16:30hrs

EXHIBITION BREAKDOWN

Wednesday 13 June 2018
From 16:00 hrs

A reminder that exhibitors must not pack out before this time.

Please confirm all of your requirements on the Application to Sponsor/Exhibit.

Bookings are made on a first in, first served basis (MTANZ Members are given priority) following the confirmation of sponsors' stands.

EXHIBITION VENUE

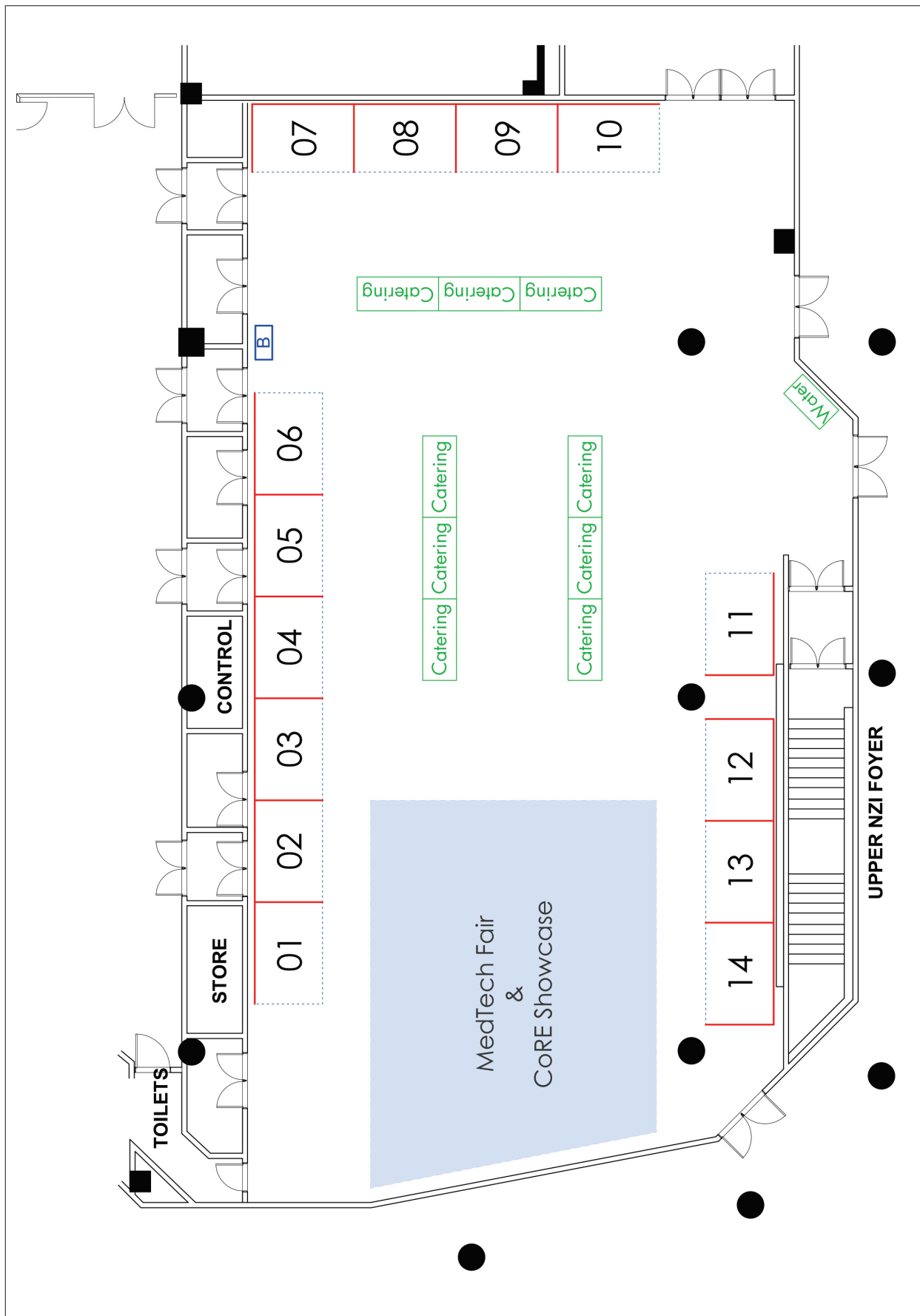
Upper NZI, Aotea Centre
 50 Mayoral Drive, Auckland



MTANZ Members exhibiting at these events must adhere to the guidelines of the MTANZ Code of Practice 6th Edition 2016.

A copy of the Code can be viewed at www.mtanz.org.nz

Exhibition Site Plan



Registration Information

EXHIBITION ONLY REGISTRATION

Exhibition only **\$NZ350** +GST

Note: This does not include entry into the conference sessions.

Includes:

- Programme
- One ticket to Welcome Reception
- Morning teas/lunches/afternoon teas for Monday and Tuesday

REGISTRATION

MTANZ MEMBER

Earlybird by 14 May 2018 **\$NZ1,100** +GST
Standard after 14 May 2018 **\$NZ1,140** +GST

NON MEMBER

Earlybird by 14 May 2018 **\$NZ1,300** +GST
Standard after 14 May 2018 **\$NZ1,600** +GST

ACADEMIC/NON PROFIT/GOVERNMENT HOSPITAL/HEALTHCARE PROFESSIONAL

Earlybird by 14 May 2018 **\$NZ800** incl GST
Standard after 14 May 2018 **\$NZ1,100** incl GST

STUDENT

**A valid Student ID must be provided at the registration desk on arrival

Earlybird by 14 May 2018 **\$NZ500** incl GST
Standard after 14 May 2018 **\$NZ500** incl GST

Full Registration includes:

- Entry to all sessions on Tuesday 12th and Wednesday 13th June 2018
- Entry to Exhibition
- One ticket to the Welcome Reception
- Entry to the Interactive HealthTech Fair

PLEASE NOTE:

Full Registrations cannot be shared

DAY REGISTRATION (Tuesday)

ALL REGISTRATION CATEGORIES

Tuesday (Day 1) Earlybird **\$NZ700** +GST
Tuesday (Day 1) Standard **\$NZ900** +GST

STUDENT

A valid Student ID must be provided at the registration desk on arrival **\$NZ250 incl GST

Tuesday Day Registration includes:

- Entry to HealthTech Conference sessions on Tuesday only
- Entry to Exhibition on Tuesday only
- One ticket to the Welcome Reception
- Entry to the Interactive HealthTech Fair

DAY REGISTRATION (Wednesday)

ALL REGISTRATION CATEGORIES

Wednesday (Day 2) Earlybird **\$NZ700** +GST
Wednesday (Day 2) Standard **\$NZ900** +GST

STUDENT

A valid Student ID must be provided at the registration desk on arrival **\$NZ250 incl GST

Wednesday Day Registration includes:

- Entry to HealthTech Conference sessions on Wednesday only
- Entry to Exhibition on Wednesday only

THE SPONSOR/EXHIBITOR REGISTRATION LINK WILL BE SENT IN FEBRUARY.

All attendees must register.

All of the sponsorship benefits include at least one complimentary registration.

WELCOME RECEPTION

Tuesday 12 June 2018

17:30 hrs to 19:00 hrs

Upper NZI, Aotea Centre

- Cost included in the full registration fee
- Dress: Business attire
- Additional tickets \$92 incl GST

MTANZ GALA DINNER & AWARDS

Tuesday 12 June 2018

19:00 hrs to late

Auckland Art Gallery

- Dress: Business attire
- Tickets \$150 plus GST per person
- Additional guest tickets can be purchased for \$150 plus GST each

Terms and Conditions

Terms and Conditions have been produced for the mutual benefit of the conference delegates, sponsors, exhibiting companies, venue, exhibition contractors & Medical Technology Association of New Zealand (MTANZ). We appreciate your agreement to these Terms and Conditions.

BOOKING AND PAYMENT TERMS

- On receipt of your completed Application to Sponsor/Exhibit form, MTANZ will raise an invoice for the sponsorship and/or stand cost.
- Sponsorships and Exhibition Space can only be booked on receipt of the signed Application to Sponsor/Exhibit form and will be allocated on a first in, first served basis, following the confirmation of sponsor's stands. Bookings will be confirmed through a confirmation email.
- A tax invoice for the required sponsorship/exhibition stand cost will be posted following the confirmation, and is payable 30 days from the date of the Tax Invoice.
- All monies due must be received prior to commencement of the Congress. Should any monies be outstanding the Exhibition Manager has the right to refuse access to the exhibition.
- If the sponsor/exhibitor defaults in payment of any invoice when due, they will be liable to pay penalty interest of 2.5% per calendar month. The exhibitor will also indemnify MTANZ from and against all MTANZ's legal costs and disbursements for collection of outstanding debt calculated on a solicitor and own client basis, including all debt collections costs.
- The Organising Committee reserves the right of refusal of any application.
- Subletting of space will not be permitted.
- All monies are to be paid in New Zealand dollars (NZ\$).

CANCELLATION OF EXHIBITION SPACE

- Submission of a signed Application to Sponsor/Exhibit will be deemed as a firm booking.
- Any cancellations must be made in writing. In the event of cancellation 60 days prior to the date of the conference a service fee of 50% of the stand booking will apply. In the event of cancellation 30 working days prior to the date of the conference full costs of the stand booking will be charged.

CANCELLATION OF SPONSORSHIP

- Cancellations must be made in writing two months prior to the commencement of the event. In exceptional circumstances, the Organisers will be prepared to consider cancellation of the contract, but only if the following conditions are complied with:
- That the reason given for the cancellation is, in the opinion of the Organisers, well founded;
- If the cancellation is accepted more than two months before the Congress commences, the Organisers shall retain 50% of the contract price. If the cancellation is accepted within two months of the Congress then 100% of the contract price will be forfeited.

ALCOHOL

Alcohol cannot be served from stands. Alcohol is not permitted in competitions.

CLEANING

Stands and exhibits shall be kept clean and tidy throughout the conference. Cleaning of the stand is the responsibility of the Exhibitor.

CODE OF PRACTICE

MTANZ Members exhibiting at this conference must adhere to the guidelines of the MTANZ Code of Practice 6th Edition 2016. A copy of the Code can be viewed at www.mtanz.org.nz

COURIER DELIVERIES

All deliveries should be addressed to:

Aotea Centre
50 Mayoral Drive
AUCKLAND

Please include the contact name and stand number for delivery, details of the sender, number of boxes in delivery (i.e. 1 of 3 / 2 of 3 etc.) All deliveries must be received at the venue between the hours of 8.00am and 4.00pm, Monday to Friday only. No deliveries will be accepted via the main entrance of the venue – please do not be offended if you are directed to the loading bay to drop off any items.

CUSTOM BUILT STAND

The Exhibition Manager must be advised if a custom built stand is being installed. This information is requested in the Application to Exhibit Form.

Terms and Conditions...cont

DAMAGES

The Exhibitor shall take all reasonable care when installing/dismantling its equipment and stand as not to cause damage to the venue carpet, walls and floors and the prefabrication booths supplied by the MTANZ contractor, including the panels, fascia and spotlights. The Exhibitor will be responsible for repairs if the structures are damaged.

Dangerous and Hazardous Substances that are of a dangerous, flammable, explosive or objectionable nature must not be brought into the premises without formal notification to the Department of Labour, MTANZ and the venue. Where it is proposed to use toxic materials or fluids, the disposal of such materials requires notification to the Department of Labour. The nature of the material or fluid and the quantities involved and a copy of the plan for disposal must be forwarded to MTANZ and the Langham no later than 14 days prior to the event commencing. No more than one day's supply of any hazardous or dangerous substance shall be stored on the stand or within the venue at any time; the remainder must be stored in closed containers in a location as per the Hazardous Substance and New Organisms Act.

EXHIBITOR REGISTRATIONS

All exhibition personnel must be registered. Failure to wear a name badge may result in the exhibitor being evicted from the venue. Please see prices included in this prospectus.

FIRST AID

MTANZ will have a basic first aid kit on site.

FLOORPLAN

MTANZ reserves the right to modify the floor plan to accommodate space sales or change as necessary. While MTANZ will use its best endeavours to consult the exhibitors when modifying the floor plan, MTANZ is not obliged to do so.

FOOD

Give-aways of food are permitted from exhibition stands, if pre-packaged only. Exhibitors are not permitted to sell, prepare or cook food within the exhibition area.

NOISE AND OBSTRUCTIONS

Exhibitors may advertise within their stand area and may use amplifiers or videos, but at all times the noise

level must be reasonable and not detract from other exhibitors displays. Exhibitors must not obstruct the aisles and public walking areas. The organiser may prohibit or regulate any noise level that it considers in its sole discretion is an annoyance or disadvantage to other exhibitors. Where videos are used, adequate space must be allowed within the stand space and must not cause obstruction in the aisle.

HEALTH & SAFETY

Health and Safety Legislation: The Exhibitor must comply with all health and safety legislative requirements, including the Health and Safety at Work Act 2015 (HSWA) and all related legislative instruments, guidance and codes of practice (Health and Safety Legislation).

Obligation: The Exhibitor must ensure so far as is reasonably practicable the health and safety of its workers and any other workers whose work is influenced or directed by the Exhibitor. The exhibitor must ensure so far as is reasonably practicable that the health and safety of other persons is not put at risk from work carried out by the Exhibitor.

The Exhibitor controls the place of work: Under these Terms and Conditions the Exhibitor will be in control of and manage the space as indicated on the floor plan and space in fact occupied during the exhibition/conference (Exhibition Space). The Exhibitor will be responsible for all inductions and take all practicable steps to ensure the safety of all its workers, and any other parties associated with the performance of its obligations under these Terms and Conditions, including visitors, contractors, subcontractors, service providers, the public, visitors to the areas under the control of the Exhibitor and any person required to be at the Exhibition Space at any time leading up to, during and after each conference/exhibition.

Exhibitor responsible for training its workers: The Exhibitor is responsible for ensuring that all workers doing work for it are trained in the relevant health and safety requirements applicable to the use of the venue where an exhibition/conference is held, and have all of the necessary skills, qualifications and experience to use the venue safely.

Audits: The Exhibitor must take part in any health and safety audits conducted by MTANZ if requested to do so, and accept that MTANZ or an independent third party will have access to the Exhibition Space in order to review, monitor and/or audit the Exhibitor's health and safety procedures and practices for the purposes of such audits.

Terms and Conditions...cont

Health and Safety Plan: MTANZ and the Exhibitor shall consult, co-operate and co-ordinate to ensure that an appropriate health and safety management system is put in place for each exhibition/conference, including policies and procedures so as to ensure compliance with the Health and Safety Legislation. Such system, policies and procedures shall include (without limitation):

- a) a comprehensive health and safety policy;
- b) health and safety objectives signed by a senior manager from both the Exhibitor and MTANZ;
- c) a hazard and risk register covering all hazards associated with hosting and running of an exhibition/conference;
- d) a documented instruction process for personnel involved in hosting and running an exhibition/conference covering all relevant aspects of health and safety management;
- e) a documented briefing process for representatives of the participating Exhibitors covering all relevant aspects of health and
- f) safety management, to be given at least 24 hours prior to an exhibition/conference;
- g) a documented emergency plan for the venue;
- h) a designated warden for the venue;
- i) a health and safety system that complies with Health and Safety Legislation; and
- j) appropriate health and safety signage and information, evacuation procedures and emergency equipment at the venue, which are clearly visible to all those attending an exhibition/conference; such system, policies and procedures to be notified to MTANZ at least 60 days prior to an exhibition/conference for approval.

Exhibitor must submit documents: The Exhibitor is required to hold on file all documents, such as, for example, a Health and Safety Plan, a completed hazard identification and control register and any associated job safety and environmental analysis, which MTANZ believes, can demonstrate to the Exhibitor's compliance with Health and Safety Legislation. The Exhibitor agrees to provide MTANZ with access to these documents if required within 5 working days of request.

Acceptance: The acceptance by MTANZ of a Health and Safety Plan, and the documents referred to in the preceding paragraph, will not release the Exhibitor from its responsibilities and obligations under Health and Safety Legislation or any of the requirements and conditions of these Terms and Conditions.

Notifying Ministry of Business, Innovation and

Employment: The Exhibitor is responsible for notifying the Ministry of Business, Innovation and Employment of any incidents as required in the Health and Safety Legislation. Copies of any notifications to the Ministry of Business, Innovation and Employment by the Host are to be provided to NZC at the same time.

Notifying MTANZ: All accidents, incidents or near misses are to be reported to MTANZ immediately.

INDEMNITY AND EXCLUSION OF LIABILITY

To the extent permitted by law, nothing expressed or implied in these Terms and Conditions will confer any liability on MTANZ in respect of any:

- a) indirect, consequential or special loss, damage, cost or expense suffered or incurred by the Exhibitor as a direct or indirect result of a breach by MTANZ of any of its obligations under this agreement; or
- b) loss, damage, cost or expense suffered or incurred by the Exhibitor, to the extent to which this results from any act or omission by the Exhibitor.

The Exhibitor will indemnify MTANZ at all times against any loss, damage or cost excluding consequential loss or damage suffered or incurred by MTANZ as a direct result of a breach by the Exhibitor of any of its obligations under these Terms and Conditions.

INSURANCE

- The Exhibitor will at their own expense hold adequate public liability insurance. The Exhibitor will provide proof of such insurance on request by MTANZ.

PACK-OUT

- Exhibition pack-out times are stated under the heading "Exhibition Timings and must be adhered to.

PRIVACY

- MTANZ is committed to managing and protecting personal information in accordance with the Privacy Act 1993. Personal Information collected will only be used for the purposes of conducting the exhibition/conference or for communicating with attendees after the exhibition/conference has concluded. Where such communications constitute commercial electronic messages within the meaning

Terms and Conditions...cont

of the Unsolicited Electronic Messages Act 2007 and are by electronic means, MTANZ will only communicate with those persons who have consented to receiving such messages from MTANZ. Personal information will only be kept for as long as it is reasonably needed for the purpose for which it was collected. We may share your personal information with official third party contractors, conference attendees and the organising committee for the purpose of assisting you with your exhibition participation and for marketing purposes (if you have consented to it). We may also be required to share your information as required by law. We take all reasonable steps to ensure that information (including personal information) collected by MTANZ is securely stored and protected. Persons have the right to access and request correction of their personal information held by us. Requests to access and or request correction of personal information should be sent to MTANZ at the address provided at the front of this Agreement.

SECURITY

- Every precaution will be taken to protect Exhibitor's equipment. However MTANZ and the venue will not accept responsibility for the loss or damage to exhibits or equipment placed at the venue. In all cases the Exhibitor must assume responsibility for damage of property, accident and injuries to employees, delegates and others.

OTHER REQUIREMENTS

- The Exhibitor/contractor/subcontractor shall ensure that all the necessary insurances and licenses are available and current and that the safety and legality of any activity carried out within the venues is beyond question.
- The Exhibitor/contractor/sub-contractor must ensure that their workspace is kept neat and tidy so as to avoid any hazards or items likely to cause injury or harm to anyone.
- The venue is a strictly no smoking venue and the Exhibitor must adhere to and enforce this policy and the requirements of the Smoke-free Environments Amendment Act 2003 and its amendments. Fire Exits must be kept clear at all times. Exhibitors must comply with all reasonable direction of the venue operator.

DANGEROUS AND HAZARDOUS SUBSTANCES

- Substances that are of a dangerous, flammable, explosive or objectionable nature must not be brought into the premises without formal notification to the Ministry of Business, Innovation and Employment, MTANZ and the venue operator.
- Where it is proposed to use toxic materials or fluids, the disposal of such materials requires notification to the Ministry of Business, Innovation and Employment. The nature of the material or fluid and the quantities involved and a copy of the plan for disposal must be forwarded to MTANZ and the venue operator no later than 14 days prior to the exhibition/conference.
- No more than one day's supply of any hazardous or dangerous substance shall be stored on the stand or within the venue at any time. The remainder must be stored in closed containers in a location as per the Hazardous Substance and New Organisms Act.

PROMOTIONAL MATERIAL

No promotional material may be distributed (e.g. on seats in plenary sessions) or displayed outside of the stand area without permission of the Exhibition Manager.

CATERING LOCATIONS

Morning Teas, Lunches, Afternoon Teas and Welcome Function will be held in the exhibition hall.

STAND SPACE

Exhibitors may set up their demonstrations within their purchased stand space only. Aisles and walkways must be kept clear at all times. A pro-rata fee will apply if any display occupies space outside the specified space as indicated on the floorplan.

STORAGE ON SITE

Storage is strictly limited. If any storage is required prior, during or after the event this must be arranged with MTANZ, and will be entirely dependent on space availability. Transfer and storage of all items is the responsibility of the exhibitor. Exhibitors must ensure that labour is supplied to move large good items to and from the loading docks.

UNOCCUPIED SPACE

Any space not claimed and occupied by the commencement of the conference can be reassigned by MTANZ without refund to the original exhibitor.

Application to Exhibit/Sponsor

SECTION 1: COMPANY DETAILS

Company Name:

Contact Name:

Postal Address:

.....

Email:

Telephone:

Purchase Order No:

SECTION 2: EXHIBITION

Number of Sites:

Preferred Site Number:

Option 1 Option 2 Option 3

REFER TO PAGE 18 FOR SITE PLAN

Stand Type:

Prefabricated Stand

Includes White Stipple Finish Walls, Power, 2 Spotlights & Fascia Name

Fascia Name:

OR

Space Only

Build Company Name:

Please if you require power @ \$65 +GST

Competitor Avoidance:

SECTION 3: SPONSORSHIP

Please ensure that you have read the Terms and Conditions carefully. By signing and returning this application form you are agreeing to the terms and conditions stated in this prospectus. By signing and selecting a category below you will be contracted to the indicated category and level of sponsorship. You confirm that you have read and agree to the Sponsorship Cancellation Policy. Sponsorship applications are confirmed on a first-in first-served basis. An invoice will be raised for your sponsorship following confirmation of receipt of this application by the Medical Technology Association of New Zealand. Please note that prices quoted are in New Zealand Dollars.

- Speaker Sponsor.....POA
- Platinum Sponsor.....\$20,000 +GST
- Gold Sponsor.....\$15,000 +GST
- Silver Sponsor.....\$10,000 +GST
- Bronze Sponsor.....\$7,500 +GST
- MedTech Fair Participant.....\$2,500 +GST
- Supporting Sponsor.....\$2,500 +GST
- Gala Dinner.....POA

GENERAL

Please ensure that you have read the Terms and Conditions carefully. By signing and returning this application form you are agreeing to the terms and conditions stated in this prospectus.

These terms include (but are not limited to):

- Booking and Payment Terms
- Cancellation Terms
- MTANZ Code of Practice Terms (for MTANZ Members)
- Pack-in and Pack-out times (as stated in this Prospectus)
- Waiver of Liability Terms
- Exhibition Space requirements as listed
- Occupational Health and Safety

I accept the terms and conditions as stated in the Sponsorship/Exhibition Prospectus.

Please box if you wish to receive further information about related services or conferences.

Name:

Authorised Signature:

Authorised Printed Name:.....

Position:

PLEASE EMAIL BACK TO MTANZ
victoria@mtanz.org.nz

OFFICE USE ONLY

DATE RECEIVED:

TIME RECEIVED:

Medical Technology Association of New Zealand

PO Box 74116, Greenlane Central, Auckland 1546, NZ

P: +64 9 917 3645 **F:** +64 9 917 3651

E: admin@mtanz.org.nz **W:** www.mtanz.org.nz

We champion high standards in our sponsorships and exhibitions. To discuss opportunities for your involvement please contact:

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