

NEW ZEALAND SOCIETY OF OTOLARYNGOLOGY, HEAD & NECK SURGERY

ORL '24

77th Annual General & Scientific Meeting

15 – 18 October 2024

Claudlands Convention Centre Kirikiriroa Hamilton, NZ

“Sustainable Excellence in ORL”



www.orl24.nz

ORL '24

THEME:

Sustainable Excellence in ORL



For further information about sponsoring / exhibiting please contact our Professional Conference Organiser (PCO):



Donna Clapham

PO Box 90641, Victoria Street West, Auckland 1142, New Zealand
t: +64 21 325 133 e: conferences@w4u.co.nz w: www.w4u.co.nz

INVITATION TO SPONSOR

Tēnā koutou and haere mai to the 77th Annual General Scientific and Scientific Meeting of the New Zealand Society of Otolaryngology, Head and Neck Surgery, to be held at Claudelands Convention Centre, Hamilton, New Zealand, from Tuesday 15th to Friday 18th October 2024.

On behalf of the Organising Committee I wish to extend to you a warm welcome to the 77th Annual General and Scientific Meeting of the New Zealand Society of Otolaryngology, Head and Neck Surgery.

Our Scientific Committee is putting together ***an exciting scientific programme for the meeting covering all the streams of Otolaryngology-Head and Neck Surgery.*** The medical industry and other educational sponsoring partners have always been an essential part of our scientific meetings and we are looking forward to being able to welcome you to our highly anticipated 77th Annual Scientific Meeting in 2024.

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Code of Conduct

The organising committee has resolved to formalise a standard of behaviour for conference delegates and industry/sales representatives. The Committee put a great deal of effort into planning and presenting this conference, for the benefit of all attendees.

OUR AIMS ARE:

- To ensure that all delegates gain the maximum benefit from attending
- Sponsors who are vital to the success of each conference achieve their goals and continue to support the conference
- Attendees recognise the benefits of the conference and support the presence of the industry as part of the industry exhibition
- Networking opportunities are undertaken on a formal, professional level and informally at social functions

As a participant you have a responsibility to yourself, your employer and your colleagues to conduct yourself in a professional manner at all times. The continued success of each conference and your colleagues relies on your participation, support and commitment to this effort.

We will work together with your organisation to produce the best results.

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BENEFITS OF SPONSORSHIP

ESTIMATED NUMBER OF DELEGATES: 200 — 250

Delegate disciplines: ORL Surgeons, Nurses, Registrars

Allied specialties: Audiologists, Speech and Language Therapists, Specialist Nurses and General Practitioners with ENT interest

BENEFITS OF SPONSORSHIP

By sponsoring our ASM you will connect with key decision makers and stakeholders in this area of healthcare in New Zealand. Take this opportunity to strengthen your company image, broaden your visibility, and make valuable professional contacts.

We offer various sponsorship packages to suit your needs, each with its own unique benefits and exposure opportunities. Our team would be happy to discuss the available packages in detail and tailor them to align with your specific marketing objectives and budget.

- **Exposure to a local, national and international audience** involved with Otolaryngology Head & Neck Surgery.
- **Showcase your latest innovations, products, and services** to a targeted audience of ENT surgeons, physicians, and healthcare professionals.
- **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 professionals as they seek to find solutions in this speciality.
- **Network with prominent industry leaders, researchers, and clinicians** to explore potential collaborations and business opportunities.
- **Gain valuable insights** into emerging trends, techniques, and advancements in the field of ENT surgery.
- **Inclusion** in the integrated, professional marketing campaign.
- **Advantages of legitimate tax deductions** in the areas of advertising and the promotion of products.
- **Ability to utilise your own marketing team** to work with the Meeting Secretariat to ensure your satisfaction on all of the above.

CATEGORIES & ENTITLEMENTS

Details of each sponsorship category and its entitlements follow. Please contact our PCO (Professional Conference Organiser) should any of these opportunities fall outside of your requirements, but you still wish to support the conference.

We wish to be flexible and may be able to negotiate an alternative that will better suit your needs. We are happy to work with your company to ensure that you get maximum appropriate benefit for your sponsorship investment.

SPONSORSHIP & EXHIBITION OPPORTUNITIES

Platinum Sponsor

\$19,500.00^{+GST}

- Company will be acknowledged as a PLATINUM SPONSOR
- Acknowledgement by the Convenor during the Opening and Closing sessions
- Three complimentary exhibition spaces, including
 - power, power points and stand lighting
 - two trestle tables and four chairs
- Priority choice of exhibition site
- Four complimentary exhibitor registrations with access to sessions and daily catering for the duration of the conference
- Four complimentary Welcome Reception tickets
- Four complimentary Conference Dinner tickets
- Company logo and 100 word company synopsis on the Conference Website
- Company logo & listing on Conference Mobile App
- Full page of advertising on the Conference Mobile App (artwork supplied by sponsor)
- Company logo displayed on the Welcome Slide during the opening and closing sessions
- Company logo displayed on Conference Slides prior to each session and before each catering break
- Delegate list ten working days prior to conference (subject to NZ Privacy Laws)

CATEGORIES & ENTITLEMENTS

SPONSORSHIP & EXHIBITION OPPORTUNITIES

Gold Sponsor

\$15,500.00^{+GST}

- Company will be acknowledged as a **GOLD SPONSOR**
- Acknowledgement by the Convenor during the Opening and Closing sessions
- Two complimentary exhibition spaces, including
 - power, power points and stand lighting
 - one trestle table and two chairs
- Priority choice of exhibition site after Platinum Sponsor allocation
- Three complimentary exhibitor registrations with access to sessions and daily catering for the duration of the conference
- Three complimentary Welcome Reception tickets
- Three complimentary Conference Dinner tickets
- Company logo and 100 word company synopsis on the Conference Website
- Company logo & listing on Conference Mobile App
- Half page of advertising on the Conference Mobile App (artwork supplied by sponsor)
- Company logo displayed on the Welcome Slide during the opening and closing sessions
- Company logo displayed on Conference Slides prior to each session and before each catering break
- Delegate list ten working days prior to conference (subject to NZ Privacy Laws)

CATEGORIES & ENTITLEMENTS

SPONSORSHIP & EXHIBITION OPPORTUNITIES

Silver Sponsor

\$12,000.00^{+GST}

- Company will be acknowledged as a SILVER SPONSOR
- Acknowledgement by the Convenor during the Opening and Closing sessions
- One complimentary exhibition space, including
 - power, power points and stand lighting
 - one trestle table and two chairs
- Two complimentary exhibitor registrations with access to sessions and daily catering for the duration of the conference
- Two complimentary Welcome Reception tickets
- Two complimentary Conference Dinner tickets
- Company logo and 100 word company synopsis on the Conference Website
- Company logo & listing on Conference Mobile App
- Quarter page of advertising on the Conference Mobile App (artwork supplied by sponsor)
- Company logo displayed on the Welcome Slide during the opening and closing sessions
- Delegate list ten working days prior to conference (subject to NZ Privacy Laws)

CATEGORIES & ENTITLEMENTS

SPONSORSHIP & EXHIBITION OPPORTUNITIES

Bronze Sponsor

\$7,600.00^{+GST}

- Company will be acknowledged as a BRONZE SPONSOR
- One complimentary exhibition space, including
 - power, power points and stand lighting
 - one trestle table and two chairs
- One complimentary Welcome Reception ticket
- One complimentary Conference Dinner ticket
- Company logo and 100 word company synopsis on the Conference Website
- Company logo & listing on Conference Mobile App
- Company logo displayed on the Welcome Slide during the opening and closing sessions

Supporting Sponsor

\$4,500.00^{+GST}

- Company will be acknowledged as a SUPPORTING SPONSOR
- Company logo and 100 word company synopsis on the Conference Website
- Company logo and listing on the Conference Mobile App

CATEGORIES & ENTITLEMENTS

SPONSORSHIP & EXHIBITION OPPORTUNITIES

Mobile App

\$3,200.00^{+GST}

- There is an opportunity to have your logo and a listing on the Conference Mobile App, with a link to your website.
- Acknowledgement of your support as the ORL 2024 Mobile App Sponsor
- Banner advertisement on the Mobile App

Coffee Cart/Barista Sponsorship (two available)

\$2,800.00^{+GST}

- Have your company associated with one of the two onsite Barista Coffee Carts in the exhibition hall
- Acknowledgement of your support as the Coffee Cart Sponsor
- Logo on signage attached to the Coffee Cart



CATEGORIES & ENTITLEMENTS

EXHIBITION STAND OPTIONS

An Exhibition Stand provides the perfect opportunity to deliver your organisation's message to a receptive audience. Novel, creative and interactive ideas for your display are strongly encouraged as they ensure long lasting relationships are formed between you and the delegates.

Exhibition Space Only Stands 3m x 2m

\$4,200.00^{+GST}

- One exhibition space, including
 - power, power points and stand lighting
 - one trestle table and two chairs
- Recognition with logo and contact details on the Conference Mobile App
- Two Exhibitor Registrations, including access to sessions and catering as scheduled in the programme
- Two tickets to the Welcome Reception
- Delegate list ten working days prior to conference (subject to NZ Privacy Laws)

Exhibition Pre-Fabricated Stands 3m x 2m

\$4,500.00^{+GST}

- One pre-fabricated exhibition space, including
 - power, power points and stand lighting
 - one trestle table and two chairs
 - White Octanorm back and side walls
 - Company name on fascia board
- Company logo and 100 word company synopsis on the Conference Website
- Recognition with logo and contact details on the Conference Mobile App
- Two Exhibitor Registrations, including access to sessions and catering as scheduled in the programme
- Two tickets to the Welcome Reception
- Delegate list ten working days prior to conference (subject to NZ Privacy Laws)

CATEGORIES & ENTITLEMENTS

Exhibitor Registrations \$575.00^{+GST}

- All staff members working on Exhibition Stands are required to be individually registered regardless of the length of time spent at the meeting. Exhibitor registrations includes daily catering as scheduled in the conference programme and one Welcome Function ticket. Conference Dinner tickets may be purchased separately during the online registration process.
- The Conference Dinner will be an additional charge of \$145.00+GST per person.
- A link will be distributed closer to the event to enable you to register personnel and social function attendance.
No personnel are included in the stand unless part of a sponsorship package.



Cancellation Policy

- Cancellations must be made in writing three months prior to the commencement of the Conference. In exceptional circumstances, the Organisers will be prepared to consider cancellation of this contract, but only if the following conditions are complied with:
 - That the request for cancellation is submitted in writing;
 - That the request is received at least three months prior to the Conference;
 - That the reason given for the cancellation is, in the opinion of the Organisers, well founded;
 - If the cancellation is accepted more than six months before the conference commences, the Organisers shall retain 10% of the contract price. If the cancellation is accepted between three to six months before the conference the Organisers shall retain 50%. If the cancellation is accepted within three months of the Conference then 100% of the contract price will be forfeited.
- If, in the event the conference is cancelled for reasons beyond the control of the Organiser or the Sponsoring Company, then the contract price is refundable less expenses already incurred.

EXHIBITION SPACE

A Medical Exhibition will be held in conjunction with the Conference. The Exhibition will open with the Welcome Reception.

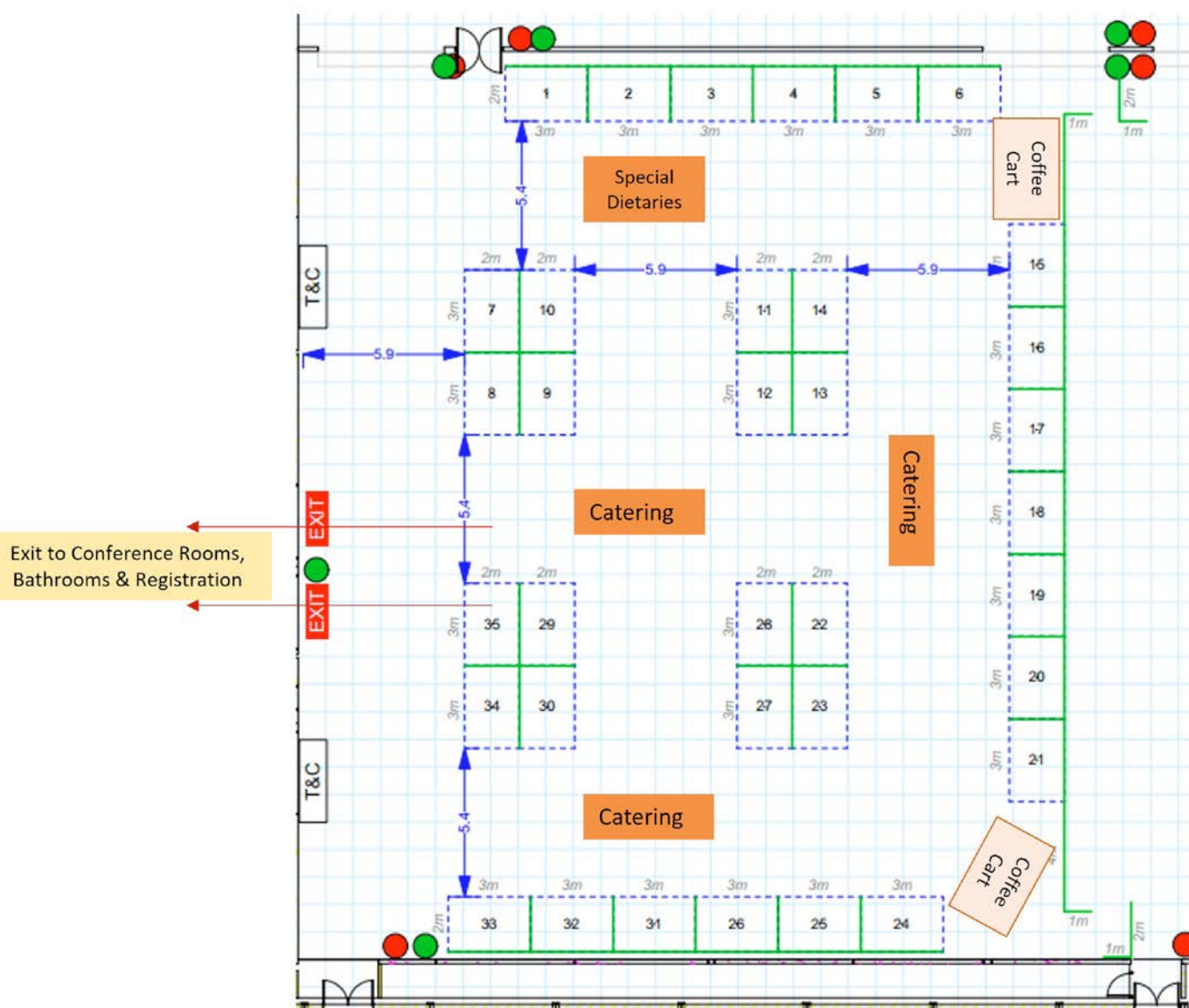
All catering for morning & afternoon teas and lunch will be served in the Exhibition Hall.

Sites are booked on a first in, first served basis following the confirmation of the sponsor's sites.



EXHIBITION FLOORPLAN

Claudlands Convention Centre, Hamilton, New Zealand





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SPONSORSHIP & EXHIBITION APPLICATION

By signing this application form you will be contracted to the indicated level of involvement. You confirm that you have read and agree to the Cancellation Policy. Applications are confirmed on a first-in, first-served basis. An invoice will be raised following confirmation of receipt of this application by the Conference Managers. Please note that prices quoted are in New Zealand Dollars.

<input type="checkbox"/> Platinum Partner	\$19,500.00^{+GST}
<input type="checkbox"/> Gold Partner	\$15,500.00^{+GST}
<input type="checkbox"/> Silver Partner	\$12,000.00^{+GST}
<input type="checkbox"/> Bronze Partner	\$7,600.00^{+GST}
<input type="checkbox"/> Supporting Partner	\$4,500.00^{+GST}
<input type="checkbox"/> Mobile App Listing	\$3,200.00^{+GST}
<input type="checkbox"/> Barista Coffee Cart Sponsor (2 available)	\$2,800.00^{+GST}
<input type="checkbox"/> Exhibition Space Only Stand 3m x 2m	\$4,200.00^{+GST}
<input type="checkbox"/> Exhibition Pre-fabricated Stand 3m x 2m	\$4,500.00^{+GST}

Payment (In NZ Dollars):

- Cheque/bank draft,**
payable to "Conference Trust Account — ORL 2024"
- Direct credit into the Conference Trust Account**
Bank:
KiwiBank, Ponsonby Branch
314 Ponsonby Road, Auckland 1011, New Zealand
Name of Account:
Workz4U Conference Trust Ltd — ORL24
Account #: 38-9020-0723354-07
Swift Code: KIWINZ22
Reference: ORL24

- Credit card** (Debits to your credit card will appear as 'Workz4U Conference Trust Ltd')

COMPANY NAME:	
CONTACT NAME:	
POSTAL ADDRESS:	
EMAIL ADDRESS:	
TELEPHONE:	MOBILE:
SIGNATURE:	
NO. OF SITES:	PREFERRED SITES:
	OPTION 1:
	OPTION 2:
	OPTION 3:
COMPETITOR AVOIDANCE:	

CARD NUMBER:		
EXPIRY DATE:	CVV NUMBER:	
VISA <input type="checkbox"/>	MASTERCARD <input type="checkbox"/>	AMEX <input type="checkbox"/>
NAME OF CARD HOLDER:		
CARD BILLING ADDRESS:		
AMOUNT IN NZ\$:		
SIGNATURE		