

NZ RC

New Zealand
**Respiratory
Conference**

Te Papa, Wellington
16-17 November **2023**



**SPONSOR &
EXHIBITOR
PROSPECTUS**

LEADING THE WAY
FOR CHANGE



SPONSOR& EXHIBITOR **PROSPECTUS**

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Why our work is so important

Over 700,000 New Zealanders live with a respiratory condition, that's 1 in 6* people, of which 27,200** are children.

It's because of these shocking statistics that the NZ Respiratory Conference is so important.

The cost of treatment for respiratory disease in New Zealand has leapt to \$7 billion* per year. More than one in eleven overnight hospitalisations are due to respiratory conditions**. The massive and persistent inequity of outcomes for Māori and Pacific people highlights the failure of our current health system.

It is time to act with urgency and lead the way for change.

The biennial New Zealand Respiratory Conference will bring together leading experts from across the health spectrum to share the latest insights, knowledge and best practice. This is a 'must attend' for all healthcare professionals.

Doctors, nurses and healthcare professionals with an interest in respiratory medicine will attend the conference – learning, building relationships and forming partnerships.

Whether you engage with the programme, sponsorship or trade exhibition, this gathering provides a rare opportunity for industry leaders to talk directly to healthcare providers and influencers.

* The Impact of Respiratory Disease in New Zealand: 2020 Update. Te Hā Ora: Asthma and Respiratory Foundation NZ and University of Otago.

** Ministry of Health NZ, publicly funded hospital discharges, 2018-19.



Statistics

IN NEW ZEALAND:

- Respiratory disease is the third leading cause of death¹
- Asthma affects 1 in 8 adults² and 1 in 8 children³
- 98 people die from asthma each year¹ – that's nearly 2 people per week¹
- 6,644 people are newly diagnosed with COPD each year⁴
- 113 children are diagnosed with bronchiectasis per year⁴
and 132 die from bronchiectasis each year¹

[1. Ministry of Health NZ, Mortality web tool](#)

[2. Ministry of Health NZ, New Zealand Health Survey, Adults, self-rated health](#)

[3. Ministry of Health NZ, New Zealand Health Survey, Children, parent-rated health](#)

[4. The Impact of Respiratory Disease in New Zealand: 2020 Update. Te Hā Ora: Asthma and Respiratory Foundation NZ and University of Otago](#)



The opportunity

The 2023 New Zealand Respiratory Conference provides a powerful opportunity to position your products, services and messages to an influential and targeted group of healthcare professionals, including General Practitioners, Nurse Practitioners, Physiotherapists, Pharmacists, Nurses and other allied health professionals.

This is a unique sponsorship opportunity to promote your organisation to the industry.

The last New Zealand Respiratory Conference was held in November 2020, after being postponed for a year due to uncertainty around the COVID-19 pandemic. It is therefore exciting to again welcome back this established and respected fixture in the healthcare calendar.

The 2023 event offers a variety of sponsorship packages to cater for a range of budgets and marketing objectives. A limited number of stand-alone exhibition options are also available.

PAST DELEGATES SAY:

***"I thought this conference was outstanding** from a primary health focus. You provided us with information that can be directly applied in practice and provoked thought around how we can improve our practice. Well done."*

***"This has been the best conference I've been to.** I've been to 6. Just keep up what you did this time round. Awesome job!"*

***"Very informative, great presentation** and learning that I can use in my everyday practice"*

***"A good variety of relevant topics** for health professionals from differing disciplines. Excellent conference for interprofessional networking"*

Sponsorship levels and inclusions



	PRINCIPAL \$30K + GST Exclusive opportunity	GOLD \$15K + GST 2 opportunities	SILVER \$5K + GST 5 opportunities
Sponsorship of a chosen a plenary session and specialist keynote speaker	✓		
Sponsorship of a conference plenary speaker		✓	
Your company logo on the delegate bag	✓		
Prominent placement of your company logo on initial holding screen in plenary sessions	✓		
Priority exhibition stand placement of your choice	✓	✓	
Conference delegate registration with full access to all conference sessions	10 people	4 people	2 people
'A word from our sponsor' - full-page / half-page write-up in the delegate handbook and conference website	Full page	Half-page	
Advertisement or article and logo in the Asthma and Respiratory Foundation NZ Better Breathing Magazine*	✓	✓	
Mention in the Asthma and Respiratory Foundation NZ Better Breathing Magazine*			✓
Company logo on conference website	✓	✓	✓
Advertisement or article and logo in the Asthma and Respiratory Foundation NZ website**	✓	✓	
Exposure on the Asthma and Respiratory Foundation NZ website**			✓
Conference tailored graphics (including company details) for use across social and business platforms	✓	✓	✓
Promotion on Asthma and Respiratory Foundation NZ social media***	✓	✓	✓
Company logo on banners in plenary room and on the registration desk in the exhibition area	✓	✓	
Company logo on the registration desk in the exhibition area and in the delegate handbook			✓
Introduction by Chair/CE as the Principal Sponsor on day one and day two of conference	✓		
Acknowledgement by Chair/CE on day one and day two of conference		✓	✓
Promotional insert in the delegate bag	✓	✓	
Access to full list of attendee names (with permission from attendees)	✓		
Company logo on notepads and pens	✓		

Sponsorship levels and inclusions (in detail)



	PRINCIPAL	GOLD	SILVER
Speaker support	Opportunity to sponsor a plenary session and a keynote speaker across 2 days; logo on screen during presentations	Opportunity to sponsor a conference plenary speaker	
Exhibition space	Complimentary exhibition stand with priority placement; 10 exhibitor registrations with access to exhibition area	Complimentary exhibition stand, with priority placement; 6 exhibitor registrations with access to exhibition area	Complimentary exhibition stand, 4 exhibitor registrations with access to exhibition area
Conference booklet	'A word from our sponsor' one-page write-up in the delegate handbook	'A word from our sponsor' half-page write-up in the delegate handbook	Company logo in delegate handbook
Advertising – Better Breathing magazine*	One-page advertisement or article and logo in the Asthma and Respiratory Foundation NZ Better Breathing Magazine – 4500 circulation, plus our additional online readership	Half-page advertisement or article and logo in the Asthma and Respiratory Foundation NZ Better Breathing Magazine – 4500 circulation, plus our additional online readership	Mention in the Asthma and Respiratory Foundation NZ Better Breathing Magazine - 4,500 circulation, plus our additional online readership
Advertising – website** Asthma and Respiratory Foundation asthmafoundation.org.nz	Advertisement or article and logo on the Asthma and Respiratory Foundation NZ website – 18,000 visitors and 33,000 page views per month	Advertisement or article and logo on the Asthma and Respiratory Foundation NZ website – 18,000 visitors and 33,000 page views per month	Exposure on the Asthma and Respiratory Foundation NZ website – 18,000 visitors and 33,000 page views per month
Advertising – social media***	Boosted promotion to 11,000+ Asthma and Respiratory Foundation NZ social media followers	Promotion to 11,000+ Asthma and Respiratory Foundation NZ social media followers	Promotion to 11,000+ Asthma and Respiratory Foundation NZ social media followers
Logo	Company logo on banners in plenary room; priority 'Principal Sponsor' placement of logo on NZRC2023 website, and on registration desk in exhibition area	Company logo on banners in plenary room; priority 'Gold Sponsor' placement of logo on NZRC2023 website, and on registration desk in exhibition area	'Silver Sponsor' placement of logo on NZRC2023 website, and on registration desk in exhibition area
Advertising – delegate bag	Logo on delegate bag; advertising insert in delegate bag	Advertising insert in delegate bag	Advertising insert in delegate bag

Supporter/Exhibitor options



CONFERENCE SUPPORTER

\$2,500 + GST

Show your support of this conference and receive recognition of your brand.

Exhibitor stand with panels and spotlights

One conference delegate registration with full access to all conference sessions

Two exhibitor registrations with access to the exhibition area

Placement of company logo in the delegate handbook and on the conference website

Mention in the Asthma and Respiratory Foundation NZ Better Breathing Magazine

– 4,500 circulation, plus our additional online readership

Exposure on the Asthma and Respiratory Foundation NZ website

– 18,000 visitors and 33,000 page views per month

Optional extras are available at an extra cost.

Details will be available in the NZRC2023 Exhibitor Hire Pack.

Please contact Marianne Rowley at Lime & Soda for more details:

E: info@limeandsoda.co.nz

P: +64 7 595 0565

Supporter/Exhibitor options



EXHIBITOR STAND OPPORTUNITY

\$1,200 + GST

Exhibiting gives you the opportunity to promote your product or service, and interact with a group of health professionals practising in the field of respiratory medicine. Lunch and tea breaks will be held in the exhibition area – guaranteeing you a captive audience.

One trestle table exhibition space with 2 chairs and power supply

One exhibitor registration (does not include access to conference sessions)

(Extra exhibitor registrations can be purchase for \$190 + GST)

Placement of company logo in the delegate handbook

Optional extras are available at an extra cost.

Details will be available in the NZRC2023 Exhibitor Hire Pack.

Please contact Marianne Rowley at Lime & Soda for more details:

E: info@limeandsoda.co.nz

P: +64 7 595 0565

Exhibition details



ADDITIONAL PERSONNEL:

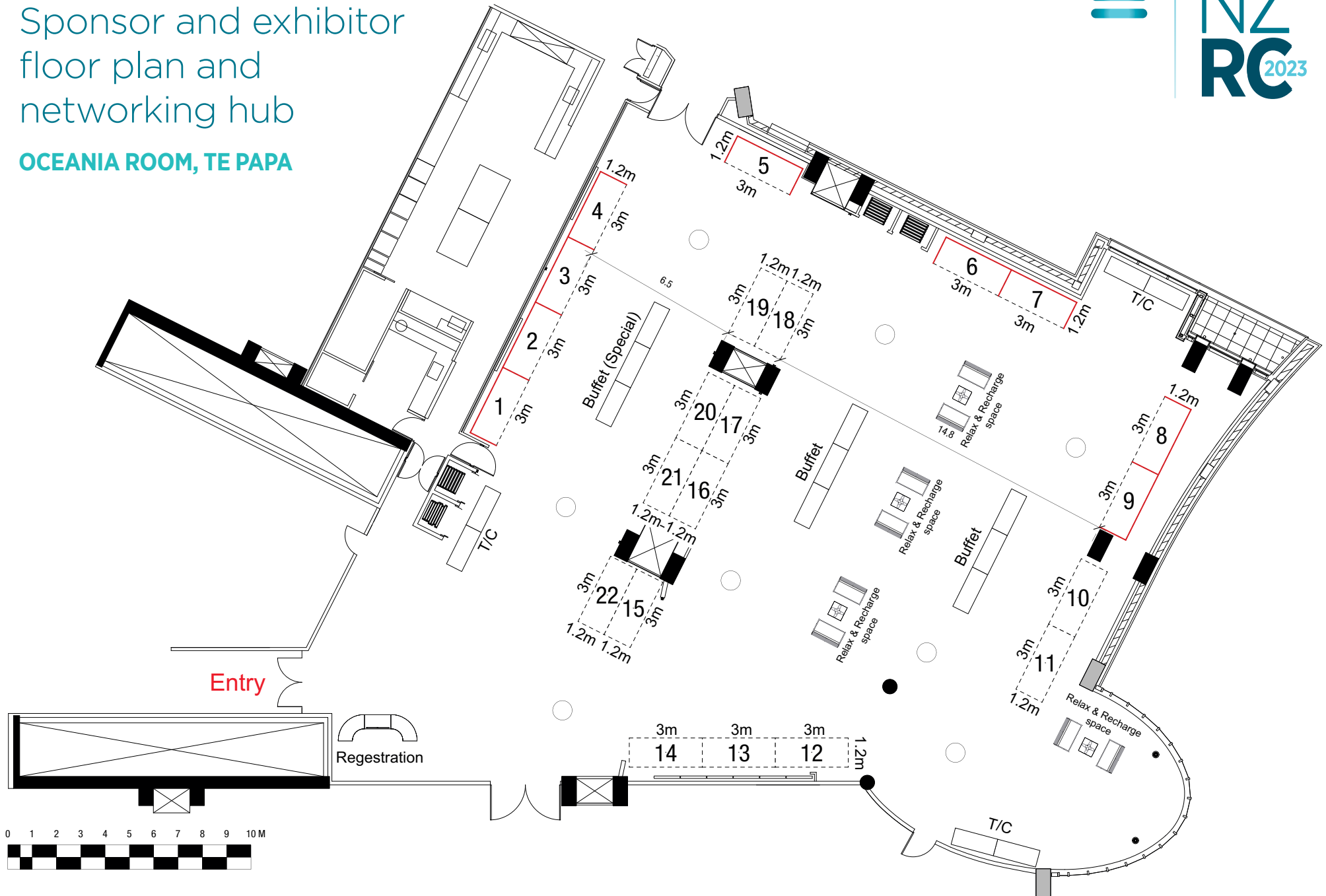
Additional exhibitor registrations can be purchased for \$190 + GST per person.

PAYMENT INFORMATION:

Upon receipt of your stand application, an acknowledgement will be sent to you. Included with this acknowledgement will be an invoice requesting payment. This payment must be received within 14 working days of receipt of the invoice to guarantee an allocation of space. Initial space allocations will be confirmed only upon receipt of payment.

Sponsor and exhibitor floor plan and networking hub

OCEANIA ROOM, TE PAPA



Sponsorship acceptance form



Company _____

Contact name _____

Job title _____

Telephone _____

Mobile _____

Email _____

SPONSORSHIP LEVEL	VALUE	OPPORTUNITY	PLEASE INDICATE
Principal sponsor	\$30,000 + GST	Exclusive	
Gold sponsor	\$15,000 + GST	Two	
Silver sponsor	\$5,000 + GST	Five	
Conference supporter	\$2,500 + GST		
Exhibitor stand	\$1,200 + GST		

I wish to take up an exhibition stand: ☐ Yes ☐ No

Stand preference 1: _____

Stand preference 2: _____

DECLARATION:

I _____ (print name) agree to sponsor the New Zealand Respiratory Conference 2023 as indicated above.

I also confirm that I have read and understand the terms and conditions of the Sponsorship as outlined in the prospectus.

Signed: _____ Date: _____

Please return Sponsorship Acceptance form to: **Joanna Turner, Research and Education Manager ARFNZ: joanna@arfnz.org.nz**

Terms and conditions



1.0 Introduction

These terms and conditions and the sponsorship acceptance form to which they are attached (together the “Agreement”) set out the terms on which you agree to be a Sponsor of The New Zealand Respiratory Conference 2023 (“Event”). Exemption from any of the terms and conditions in the Agreement shall be given only at the Asthma and Respiratory Foundation’s discretion and will only be effective if made in writing.

2.0 Application

Applications for sponsorship can be made by completing the application form at the end of this document and returning by email to the **Research and Education Manager, Joanna Turner, at Joanna@arfnz.org.nz**. Bookings will be handled on a strictly first-come-first-served basis.

3.0 Payment

Upon receipt of your completed form, an acknowledgment will be sent to you. Included with this acknowledgment will be an invoice requesting payment. This payment must be received within 14 working days of receipt of the invoice to guarantee an allocation of space. Initial space allocations will be confirmed only upon receipt of this payment.

4.0 Floor plan

A floor plan showing allocated space and stand numbers will be emailed through to you with your confirmation letter. Stand allocation priority will be to major sponsors first, then to remaining exhibitors on a first-in basis.

5.0 Your liability

- 5.1 You agree to accept liability for the acts or omissions of your employees, contractors and agents.
- 5.2 You agree to indemnify us against all liabilities, costs, expenses, damages and losses (including any direct or indirect consequential losses, loss of profit, loss of reputation and all interest, penalties and legal and other professional costs and expenses) suffered or incurred by us arising out of or in connection with any act or omission by you or your employees, contractors or agents at the Event or in connection with this Agreement.
- 5.3 You agree to ensure you have appropriate liability insurance.
- 5.4 You are responsible for insuring the contents of your exhibition stand and all associated items.

6.0 Venue

- 6.1 You agree to observe the rules, regulations and procedures of the Event venue.
- 6.2 You shall not hang signage or other material from any ceiling, structure or wall of the Event venue without our permission.
- 6.3 You shall not display or distribute the cards, advertisements or printed materials of other entities that are not Sponsors/Exhibitors at the Event without our permission.
- 6.4 Security services will not be provided at the Event, we therefore advise that you do not leave valuables unattended or unsecured at any time.

7.0 Limitation of liability

- 7.1 To the extent permitted at law, we will not be liable for any loss, cost, expense or damage suffered by you or any other person in relation to this Agreement or the Event.
- 7.2 We will not be liable for the storage or removal of Sponsor/Exhibitor material or any other collateral, whether this be to, from or at the Event premises.
- 7.3 We make no representation or warranty on behalf of any supplier or event organiser and any dealings undertaken in this regard will be solely at your risk.

8.0 Intellectual property rights

- 8.1 All intellectual property rights in the Sponsor/Exhibitor marks shall be solely and exclusively owned by you, together with any goodwill therein, and we shall not acquire any rights in that intellectual property.
- 8.2 Subject to clause 7.1, all intellectual property rights in Asthma and Respiratory Foundation marks, the Event marks or arising out of the Event shall be solely and exclusively owned by us, together with any goodwill therein, and you shall not acquire any rights in that intellectual property.
- 8.3 We will not be liable for any loss, cost or expense you may sustain in relation to the infringement of any intellectual property.
- 8.4 Neither party shall knowingly do, or cause, or permit anything to be done, which may prejudice or harm or has the potential to prejudice or harm the reputation of the other party’s intellectual property.

9.0 Termination

- 9.1 Any request to terminate this Agreement must be submitted to us in writing. Termination of this Agreement is at our discretion.
- 9.2 If we agree to terminate this Agreement, you will pay the fee as follows:
 - prior to 18th September 2023, a fee of 40% of the total sponsorship costs will apply.
 - from 19th September 2023, 100% of all sponsorship costs will apply.
- 9.3 You will incur payment fees and collection costs for unpaid accounts.

10.0 Cancellation, postponement and force majeure

- 10.1 We may, in our sole discretion, cancel or postpone the Event because of circumstances beyond our control, including but not limited to, an event of force majeure where such an event though not directly affecting the Event, may have an adverse effect on the success of the Event or the Event venue becomes wholly or partially unavailable.
- 10.2 If the event is cancelled or postponed:
 - 10.2.1 We shall provide you with written notice of our decision as soon as reasonably practicable.
 - 10.2.2 We shall not be liable to you for any loss, cost or expense, however, we may at our complete discretion refund in whole or in part any payment you are liable to make under this Agreement.
- 10.3 If, in our opinion, we can carry out the Event at another venue or by modifying the Event programme, this Agreement shall continue to be binding on the parties subject to any necessary modifications, including adjustments to the size and position of exhibition stands.

NZ RC

New Zealand Respiratory Conference

Te Papa, Wellington
16-17 November **2023**

**For further information
please contact:**

Joanna Turner

Research and Education Manager

Asthma and Respiratory Foundation NZ
Te Hā Ora

Email: joanna@arfnz.org.nz

Telephone: 04 495 0093

Mobile: 021 713 819



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