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Sponsorship & Exhibition Prospectus



9th Annual ABSANZ Biosafety and Biocontainment Conference

Crown Conference Centre, Melbourne

Monday 28 October – Friday 1 November 2019

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WELCOME



On behalf of the Board of Directors and members of ABSANZ, I invite you to be part of Australasia's foremost meeting of biosafety, biocontainment and biosecurity specialists. This year ABSANZ

returns to Melbourne and we invite you to join us at the Crown Conference Centre, where you can interact with members of the biosafety and biocontainment community including architects, engineers, biosafety managers, regulators and researchers. This year we are anticipating in excess of 280 delegates and the largest exhibition in the history of ABSANZ conferences.

Our Annual Conference could not take place without our exhibitors and sponsors – you are an integral part of the Conference. Many of you have supported ABSANZ since the first conference and we really appreciate the role of sponsors and exhibitors as well as the efforts and work you put in annually to make each ABSANZ conference a success.

Our delegates consider the Annual ABSANZ Biosafety and Biocontainment Conference to be an essential part of their professional development and networking. It provides the ideal opportunity for them to find out about new technologies and equipment, better ways of refurbishing or building laboratories and biocontainment facilities from our exhibitors. If your organisation's focus is biosciences, then ABSANZ would be delighted to welcome you to the 9th Annual ABSANZ Biosafety and Biocontainment Conference.

Ann Cornish

Convenor, 2019 ABSANZ Conference

Conference Committee

Ann Cornish

Doherty Institute, University of Melbourne, Australia

Mike Aitkenhead

Ministry for Primary Industries, New Zealand

Itaru Anraku

QIMR Berghofer Medical Research Institute, Australia

Katherine Hall

Ministry for Primary Industries, New Zealand

Martin Ji

University of Melbourne, Australia

Greer Meehan

Australian Animal Health Laboratory – CSIRO, Australia

Richard Sale

Sale Laboratory Architecture Consultancy, Australia

Richard Tukia

Ministry for Primary Industries, New Zealand



ABOUT ABSANZ

ABSANZ is the peak body for Australia and New Zealand in biosafety and biosecurity. Our purpose is to protect people, the community and the environment through advancing knowledge in biosafety and biorisk management.

The key objectives of ABSANZ include:

- Building expertise within the biosafety community through local and global collaboration
- Seeking consistency across the regulatory environment through understanding the goals and challenges of the sector

- Delivering high quality educational tools
- Providing networking opportunities
- Disseminating information and advocating on behalf of members and the community

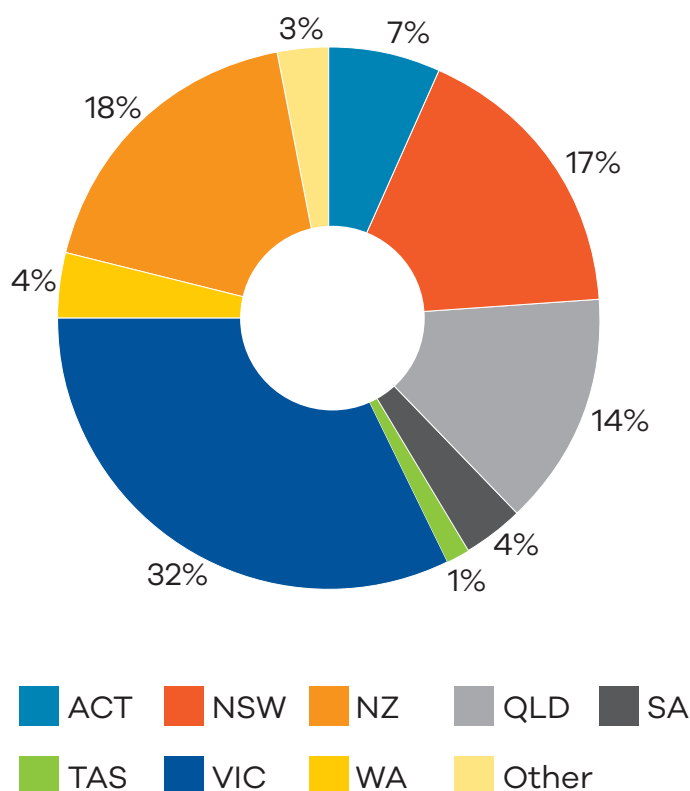
The Annual ABSANZ Conference, now in its ninth year, is a major contributor to achievement of our objectives, as well as the biosafety and biosecurity community across Australia and New Zealand

Our Members

ABSANZ has over 340 members from the biosafety and biocontainment community.

Professions of ABSANZ members include:

- Suppliers
- Scientists
- Safety Officers
- Researchers
- Project Managers
- Laboratory Manager
- Management
- Engineers
- Facility Managers
- Architects
- Builders/Contractors
- Government
- Lecture
- Regulators



ABOUT ABSANZ

Why sponsor and exhibit?

- **Benefit** by aligning your company with the Annual ABSANZ Conference, the premier event for biosafety and biosecurity professionals in Australia and New Zealand
- **Establish** and maintain a high profile and recognized brand in the biosciences sector
- **Network** and build strategic relationships with delegates during catering breaks and social functions
- **Exhibit** your products, services and share your subject matter expertise
- **Access** key influencers, decision makers and biosafety leaders
- **Demonstrate** your commitment by supporting the biosafety and biosecurity community

ABSANZ Conference Statistics

	2011	2012	2013	2014	2015	2016	2017	2018	2019
	Melbourne	Brisbane	Auckland	Sydney	Canberra	Melbourne	Gold Coast	Wellington	Melbourne
Delegates	135	183	131	159	136	246	211	207	280+
Exhibition Booths	9	14	13	19	20	24	24	22	30+



SPONSORSHIP OPPORTUNITIES

Conference Dinner Sponsor

1 Opportunity \$12,000 + GST

The Conference Dinner is the social event of the year for our community. The event will be held at Aerial. Boasting 180-degree views from the Bolte Bridge and Docklands, to Southern Cross Station; the backdrop for the dinner will be truly breath taking as Melbourne's skyline lights up. Overall a perfect evening to allow delegates to enjoy a local experience whilst allowing for networking, interaction and the opportunity to build community.

Use this unique and exclusive opportunity to speak directly to your target audience, highlight your brand and commitment to the biosafety community.

Entitlements

- Five (5) complimentary tickets to the Conference Dinner (value \$800)
- Use of the 2019 Annual ABSANZ Conference supporter logo
- Sponsor logo, company contact details and 100 word company description in the Delegate Handbook
- A copy of the delegate list (including delegate's name, organisation, position, state, country and email address for those who have agreed to participate in this sharing opportunity)

- Satchel insert (up to 1 x A4 page or a promotional item) to be included in delegate satchels

Opportunities

- For a 5-minute presentation to the conference delegates during the Conference Dinner
- Exclusive naming rights of the Conference Dinner
- Place a company banner at the Conference Dinner
- Place a corporate gift on each table setting or a seat drop of brochure or equivalent (to be supplied by sponsor)
- Reserve one (1) table at the Conference Dinner for your representatives and their guests
- Place your logo on the dinner menu
- Submit a commercial poster for display during the Conference

Acknowledgement

- Your logo on the Conference website (hyperlinked to your website)
- During the opening and closing ceremonies
- In all conference marketing activities in the lead up and during the Conference



SPONSORSHIP OPPORTUNITIES

Welcome Reception Sponsor

1 Opportunity \$4,500 + GST

To celebrate the opening of the Conference, ABSANZ invites our exhibitors, speakers and delegates to join us for welcome drinks and canapés within the exhibition.

A fantastic opportunity for delegates and sponsors to network and engage in an informal environment. This event includes entertainment, and the opportunity for a five minutes presentation by the reception sponsor.

Entitlements

- One (1) complimentary ticket to the Welcome Reception
- Use of the 2019 Annual ABSANZ Conference supporter logo
- Sponsor logo, company contact details and 100 word company description in the Delegate Handbook
- A copy of the delegate list (including delegate's name, organisation, position, state, country and email address for those who have agreed to participate in this sharing opportunity)

- Satchel insert (up to 1 x A4 page or a promotional item) to be included in delegate bags

Opportunity

- For a 5-minute presentation to the Conference delegates during the Welcome Reception
- Exclusive naming rights of the Welcome Reception
- Place a company banner at the Welcome Reception
- Submit a commercial poster for display during the Conference

Acknowledgement

- Your logo on the Conference website (hyperlinked to your website)
- During the opening and closing ceremonies of the workshop
- In all conference marketing activities in the lead up to and during the Conference



SPONSORSHIP OPPORTUNITIES

Daily Barista Sponsor

2 Opportunities \$2,200 + GST

Everyone loves a 'real' coffee during break time, and your company can be favourably associated with providing that, by sponsoring the barista for the day.

Entitlements

- Use of the 2019 Annual ABSANZ Conference supporter logo
- Sponsor logo, company contact details and 100 word company description in the Delegate Handbook
- A copy of the delegate list (including delegate's name, organisation, position, state, country and email address for those who have agreed to participate in this sharing opportunity)

Opportunity

- Coffee cups on your sponsored day will be branded with your company logo
- Submit a commercial poster for display during the Conference
- To place your company banner next to the barista on your day of sponsorship

Acknowledgement

- Your company will be announced before each break as the Barista sponsor
- Your logo on the Conference website (hyperlinked to your website)
- During the opening and closing ceremonies
- In all conference marketing activities in the lead up to and during the Conference
- Acknowledgement as the Daily Barista Sponsor in the Delegate Handbook

Notebook and Pen Sponsor

1 Opportunity \$2,100 + GST

A great opportunity to achieve brand recognition and anticipate delegates' needs to take notes throughout the Conference. Stand out from the crowd and use your creativity, notepads can be printed with any message, image or layout of your choice.

Entitlements

- Supply every delegate with a branded notebook and pen
- Use of the 2019 Annual ABSANZ Conference supporter logo
- Sponsor logo, company contact details and 100 word company description in the Delegate Handbook
- A copy of the delegate list (including delegate's name, organisation, position, state, country and email address for those who have agreed to participate in this sharing opportunity)

Opportunity

- Submit a commercial poster for display during the Conference

Acknowledgement

- Your logo on the Conference website (hyperlinked to your website)
- During the opening and closing ceremonies
- In all conference marketing activities in the lead up to and during the Conference
- Acknowledgement as the Notepad Sponsor in the Delegate Handbook

SPONSORSHIP OPPORTUNITIES

Satchel Sponsor

1 Opportunity \$2,100 + GST

Delegates will be provided with an official conference satchel on registering, which will be co-branded with ABSANZ and the satchel sponsor. It will contain information pertinent to the Conference, including the Delegate Handbook. Satchels are provided and printed by ABSANZ and provide a significant branding opportunity.

Entitlements

- Company logo printed on the satchel (design at the discretion of ABSANZ)
- Use of the 2019 Annual ABSANZ Conference supporter logo
- Sponsor logo, company contact details and 100 word company description in the Delegate Handbook
- A copy of the delegate list (including delegate's name, organisation, position, state, country and email address for those who have agreed to participate in this sharing opportunity)
- Satchel insert (up to 1 x A4 page or a promotional item) to be included in delegate satchels

Opportunity

- Submit a commercial poster for display during the Conference

Acknowledgement

- Your logo on the Conference website page (hyperlinked to your website)
- During the opening and closing ceremonies
- In all conference marketing activities in the lead up to and during the Conference
- Acknowledgement as the Satchel Sponsor in the Delegate Handbook

Lanyard Sponsor

1 Opportunity \$2,100 + GST

Delegates are provided with an official conference name badge and lanyard on registering and are required to wear this for the duration of the Conference. This item will enable access to sessions, social functions and the exhibition hall. Lanyards are sourced and printed by ABSANZ and provide a significant branding opportunity.

Entitlements

- Company logo printed on the lanyard (design at the discretion of ABSANZ)
- Use of the 2019 Annual ABSANZ Conference supporter logo
- Sponsor logo, company contact details and 100 word company description in the Delegate Handbook
- A copy of the delegate list (including delegate's name, organisation, position, state, country and email address for those who have agreed to participate in this sharing opportunity)
- Satchel insert (up to 1 x A4 page or a promotional item) to be included in delegate satchels

Opportunity

- Submit a commercial poster for display during the Conference

Acknowledgement

- Your logo on the Conference website page (hyperlinked to your website)
- During the opening and closing ceremonies
- In all conference marketing activities in the lead up to and during the Conference
- Acknowledgement as the Lanyard Sponsor in the Delegate Handbook

SPONSORSHIP OPPORTUNITIES

Charging Tower Sponsor

2 Opportunities

\$2,000 + GST

Delegates use their smartphones and tablets for taking notes and working away from the office, but there's one big problem — the battery life. Provide a solution for delegates and sponsor a device charging station — where people can recharge their smartphone or tablet battery while at the Conference.

Entitlements

- Company branding on panels as per image (sponsor to supply artwork) – The tower is 2480mm high and 535mm wide and features an inbuilt Pluto charger (4 USB and 1 GPO).
- Use of the 2019 Annual ABSANZ Conference supporter logo
- Sponsor logo, company contact details and 100 word company description in the Delegate Handbook
- A copy of the delegate list (including delegate's name, organisation, position, state, country and email address for those who have agreed to participate in this sharing opportunity)
- Satchel insert (up to 1 x A4 page or a promotional item) to be included in delegate satchels

Opportunity

- Submit a commercial poster for display during the Conference

Acknowledgement

- Your logo on the Conference website page (hyperlinked to your website)
- During the opening and closing ceremonies
- In all conference marketing activities in the lead up to and during the Conference
- Acknowledgement as the Charging Tower Sponsor in the Delegate Handbook

Location placement open to negotiation and subject to venue approval.



SPONSORSHIP OPPORTUNITIES

Oral Presentation Prize Sponsor

2 Opportunities

\$1,000 + GST

ABSANZ is committed to the recognition and reward of outstanding oral presentations and the Oral Presentation Prize has been developed to celebrate excellence and acknowledge significant contributions to the Australasian biosafety and biocontainment communities. Each prize consists of a payment valued at \$250 along with a printed certificate.

In 2019 ABSANZ will offer two Oral Presentation Prizes and each of these prizes are available for sponsorship; The \$250 Biocontainment Oral Presentation Prize and the \$250 Biosafety Oral Presentation Prize.

Entitlements

- Co-naming rights of the Oral Presentation Prize
- Use of the 2019 Annual ABSANZ Conference supporter logo
- Sponsor logo, company contact details and 100 word company description in the Delegate Handbook
- A copy of the delegate list (including delegate's name, organisation, position, state, country and email address for those who have agreed to participate in this sharing opportunity)

Opportunity

- To present the Oral Presentation Prize during the closing ceremony
- Nominate a person to be part of the judging panel (subject to declaration of conflicts of interest)

Acknowledgement

- Your logo on the Conference website (hyperlinked to your website)
- During the opening and closing ceremonies
- In all conference marketing activities in the lead up to and during the Conference
- Acknowledgement as an Oral Presentation Prize Sponsor in the Delegate Handbook

Poster Presentation Prize Sponsor

1 Opportunity

\$1,000 + GST

ABSANZ is committed to the recognition and reward of outstanding poster presentations and the Poster Presentation Prize has been developed to celebrate excellence and acknowledge significant contributions to the Australasian biosafety and biocontainment communities. The Poster Prize consists of a payment valued at \$250 and a printed certificate.

Entitlements

- Co-naming rights of the Poster Presentation Prize
- Use of the 2019 Annual ABSANZ Conference supporter logo
- Sponsor logo, company contact details and 100 word company description in the Delegate Handbook
- A copy of the delegate list (including delegate's name, organisation, position, state, country and email address for those who have agreed to participate in this sharing opportunity)

Opportunity

- To present the Poster Presentation Prize during the closing ceremony
- Nominate a person to be part of the judging panel (subject to declaration of all conflicts of interest)

Acknowledgement

- Your logo on the Conference website (hyperlinked to your website)
- During the opening and closing ceremonies
- In all conference marketing activities in the lead up to and during the Conference
- Acknowledgement as Poster Presentation Prize Sponsor in the Delegate Handbook

ADVERTISING OPPORTUNITIES

Advertising in the A4 Delegate Handbook

Half page \$500 + GST

Full page \$1,000 + GST

The Delegate Handbook will be distributed on registration to all participants and will be a regularly used reference source both throughout and long after the Conference. It will contain the following information:

- Program
- Abstracts
- Speaker profiles
- Sponsor profiles
- Exhibitor profiles and listing
- Workshop and post conference tour information

All advertisements will be in full colour, full A4 size, half size and quarter size advertisements are available.

Contact the Conference Manager for further information and to discuss your requirements.

Satchel Insert

\$500 + GST

We invite you to include an insert into the conference satchels. This may be in the form of a corporate flyer (up to 1 x A4 page) or gift (excluding pens). The insert can be used for product advertising, education, brochures or promotional material.

Please note that providing a satchel insert only will not entitle you to be listed as a sponsor of this event. Inserts are subject to approval by the Conference Organising Committee and must be supplied as per instructions and timelines communicated by ASBANZ. Your company will be issued with address labels to ensure your insert packages reach their destination without a hitch.



EXHIBITION OPPORTUNITIES

Exhibition Booth

\$3,520 + GST per site

Double booth discount – Book two booths and receive a 10% discount

Exhibitors will be provided with a 3m x 2m booth containing:

- 2.5mH polished aluminium frame with white melamine infill panels
- Polished aluminium fascia, 300mm deep on all aisle frontages (all open aisle frontages will have a fascia sign)
- 2x track spotlights per 9sqm, mounted on the inside of the front fascia
- 1x Single 4amp power outlet per stand, regardless of size

Entitlements

- Exhibitor logo and 100 word company description in the Delegate Handbook
- A copy of the delegate list (including delegate's name, organisation, position, state, country and email address for those who have agreed to participate in this sharing opportunity)
- Satchel insert (up to 1 x A4 page or a promotional item) to be included in delegate satchels
- Two (2) complimentary exhibition staff registrations per booth which include:
 - Access to the exhibition
 - Access to the main conference sessions
 - Entrance to the Welcome Reception
- Additional exhibitor registrations at a reduced rate of \$500 + GST each

Opportunity

- Opportunity to run a small prize draw from your booth. Draw to be acknowledged at opening and closing ceremonies.



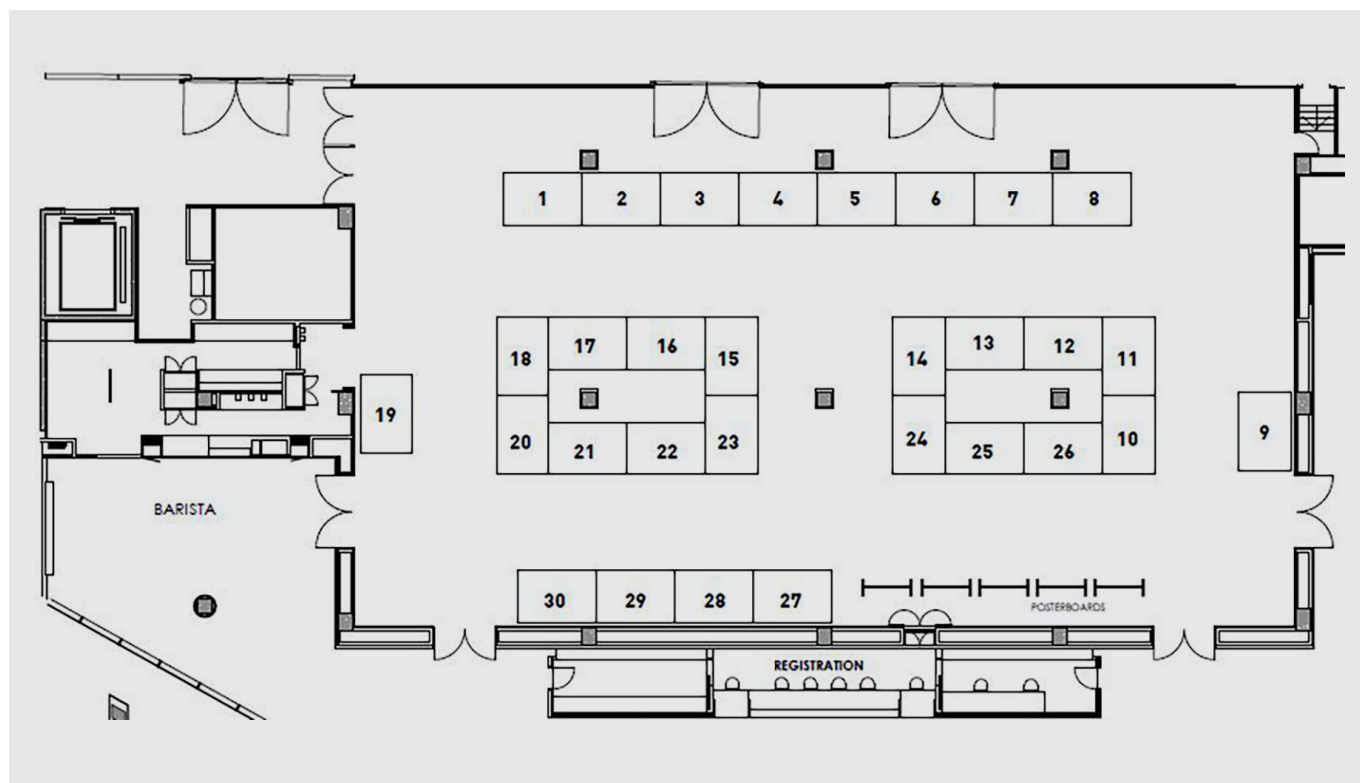
Acknowledgement

- Logo on the Conference website (hyperlinked to your website)
- In all conference marketing activities in the lead up and during the Conference
- Company logo on a PowerPoint slide during the Conference

Note: Exhibitor registration entitles the holder access to the exhibition area only and does not give access to conference sessions. All staff onsite must be registered to attend. NO VISITOR PASSES WILL BE ISSUED.

Additional tickets for the Welcome Reception and tickets to the Conference Dinner can be purchased.

FLOOR PLAN



Floor plan is correct at time of publication but subject to change without notice. To discuss availability, please contact the Conference Manager – conference@absanz.org.au or 03 9586 6033 – noting that booths are not confirmed until a booking form and full payment has been received.

Allocation of Sites

Please nominate three preferred site locations in order of preference via the booking form. We suggest checking the ABSANZ website for updated availability.

Sites will be allocated on a first in first serve basis. If both your site preferences have been taken at the time of receiving your booking form, ABSANZ will then allocate the closet site available.

2019 ABSANZ CONFERENCE

ABSANZ Member: ☐ YES ☐ NO

☐ Satchel Insert \$500 + GST

Please indicate your booth preference: Option 1 _____; Option 2 _____ and Option 3 _____

Please note: Full payment is required at the time of booking

I agree to the booking terms and conditions attached.

Please return completed form to: ABSANZ Conference Manager, conference@absanz.org.au.

Terms & Conditions

By completing and returning the Booking Form to the Association of Biosafety for Australia & New Zealand (ABSANZ), you the sponsor and/or exhibitor will upon notification of acceptance of your booking application by ABSANZ, be entering into a legally binding contract with us for participation in the 2019 Annual ABSANZ Conference, known as 'the Conference' upon the terms of the Booking Form and the terms and conditions set out following:

1. Acceptance and payment

(a) ABSANZ may accept or decline any application for booking in its discretion. Upon ABSANZ notifying the sponsor and/or exhibitor of acceptance of the booking, a legally binding contract shall come into existence between ABSANZ and the sponsor and/or exhibitor for participation in the Conference upon the terms of the Booking Form and these terms and conditions. If, however, ABSANZ declines the application, it will refund to the intending exhibitor and/or sponsor any monies then paid.

(b) Full payment is due at the time of booking to confirm the sponsorship and/or requested booth(s). Booths will be allocated strictly in the order that completed booking forms and full payment is received (which the exhibitor agrees to accept) and shall be confirmed by in writing when accepting the booking and acknowledging receipt of payment.

(c) In the event of cancellation by the sponsor and/or exhibitor on or before 20 June 2019, an administration fee equivalent to 25% of the total booking is retained. If the cancellation is received on or after 21 June 2019, no refund will be issued. Any cancellation must be advised in writing to conference@absanz.org.au.

2. Insurance

Neither ABSANZ nor the venue owner/manager and their respective employees or agents accept any liability for damage to or loss of any equipment, materials or other belongings brought in by or on behalf of a sponsor and/or exhibitor to the venue of the Conference. The sponsor and/or exhibitor is advised to take out appropriate insurance cover accordingly.

3. Hours

ABSANZ determine in its discretion the precise days and hours during which attendees at the Conference may access booths and hours of access for exhibitors for bump-in and bump-out. Unless specifically otherwise authorised in writing by ABSANZ, the exhibitor may only access the exhibition venue at times so advised. Under no circumstances may booth exhibits be dismantled or removed before the published closing time of the Conference.

4. Unavoidable occurrences

In the event that the opening, closing or duration of the Conference is cancelled or amended whether by decision of ABSANZ, the venue owner or manager or any sponsor, and for any reason including but not limited to, fire, flood, labour disputes, natural disasters, civil disorders, riots, insurrections, work stoppages, slowdowns or disputes, or other similar events, then the exhibitor shall not be entitled to any refund or to claim for any compensation, loss or damage.

5. Booths

(a) The exhibitor shall not assign, sublet or share the whole or any part of the exhibitor's allocated booth space without the prior written consent of ABSANZ.

(b) ABSANZ reserves the right to redesign the location, dimensions or floor plan of the exhibitor's booth or any other booth or associated or adjoining area and the exhibitor will accept such re-allocation or re-design without any claim for a reduction in the amount payable or otherwise.

(c) The exhibitor must not erect any sign, display or obstruction which intrudes beyond the exhibitor's allocated booth whether into an adjoining exhibitor's space.

(d) The exhibitor must not damage in any way the walls, floors, ceilings or any other surface of the exhibition area and must reimburse ABSANZ for the cost of reinstating any damage caused by the exhibitor.

6. Generally

(a) Exhibiting at the Conference does not imply endorsement by ABSANZ.

(b) The supply of samples by an exhibitor to any person is entirely at the exhibitor's risk and the exhibitor indemnifies and shall keep ABSANZ indemnified from and against any actions, suits, proceedings, claims, demands, costs and expenses, which may arise from the supply by the exhibitor of samples.

(c) It is the exhibitor's responsibility to ensure that all promotional material distributed at or in relation to the Conference complies with all relevant laws and the exhibitor indemnifies and shall keep ABSANZ indemnified from and against any actions, suits, proceedings, claims, demands, costs and expenses, which may arise from the publication or distribution by the exhibitor of promotional material.

(d) The exhibitor warrants any items or equipment (whether electrical or electronic) brought into the exhibitor's booth is compliant with all relevant standards and approvals and will function without harm to all persons and property and the exhibitor indemnifies and shall keep ABSANZ indemnified from and against any actions, suits, proceedings, claims, demands, costs and expenses, which may arise from the use or bringing into the exhibition venue of any such items or equipment.

(e) The exhibitor must also comply with all verbal and written directions given by ABSANZ and the venue owner/manager whilst at or entering or departing the venue of the Conference (including without limitation in respect of an acceptable noise level emanating from the booth).

(f) All sponsors are required to have a delegate registered to attend the Conference.

7. Consequential damage

The conference organisers will not be liable for any indirect or consequential damages arising out of a breach of this exhibition contract.