



2016

13 - 16 APRIL AT SCC

**SPONSORSHIP &
EXHIBITION PROSPECTUS**

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LETTER OF INVITATION

Dear Sponsor,

The Organising Committee of SA HIV 2016 would like to invite you to participate as a sponsor of the 3rd biennial Southern African HIV Clinicians Society Conference to be held from 13 to 16 April 2016 at the Sandton Convention Centre, Gauteng, South Africa.

The Conference focuses on clinical content, and is aimed at infectious diseases physicians, NIMART nurses, general practitioners, HIV specialists, academics and other health care professionals.

As detailed in this document, we have a number of sponsorship opportunities available for your selection. Key components of the packages are the active marketing and branding opportunities for both your Company and the products you promote - these are detailed in the accompanying Sponsorship Benefits Information.

Please contact the Conference Organisers to discuss any special needs or requirements that your company may have – we value all of your contributions and participation to ensure another successful conference in 2016!

Should you need more detailed information, please contact Fiona Storie from Scatterlings Conference & Events on +27 (0) 11 463 5085 or fiona@soafrica.com.

We look forward to welcoming you to SA HIV Clinicians Society Conference 2016.



About the SA HIV Clinicians Society Conference

Highlighting the leading basic, clinical and drug research in the field, this event combines academic and pharmaceutical research and provides an outstanding opportunity for networking and interactive scientific discussions.

The previous meetings were held in Cape Town in 2012 and 2014 respectively and consisted of 35 major sessions, 8 skills building sessions, 10 satellite sessions, poster sessions, an exhibition and approximately 1000 participants.

Who will be attending

Traditionally the conference attracts approximately 1000 delegates including;

- Infectious diseases physicians
- NIM-ART trained (or interested) nurses
- General practitioners
- HIV specialists
- Academics
- Health care professionals

Programme outline

Wednesday, 13 April	
12h00 – 19h00	Registration
14h00 – 18h30	Conference Plenary & Conference Sessions
18h45 – 20h30	Welcome Cocktail Function
Thursday, 14 April	
08h30 – 18h30	Conference Plenary & Sessions
08h30 – 18h30	Exhibition Open
Friday, 15 April	
08h30 – 18h30	Conference Plenary & Sessions
08h30 – 18h30	Exhibition Open
19h00 – 22h00	Celebratory Dinner (venue to be confirmed)
Saturday, 16 April	
08h30 – 18h30	Conference Plenary & Sessions
08h30 – 18h30	Exhibition Open

(subject to change)

Conference venue

The Sandton Convention Centre is Southern Africa's leading and most prestigious, multi-purpose exhibition and convention centre, and is situated in northern Johannesburg, in the heart of Sandton's business district.

Physical address: Maude Street, Sandown, Johannesburg 2196
GPS coordinates: S26° 06.394' / E028° 03.221'



SPONSORSHIP OPPORTUNITIES AND BENEFITS

1. DIAMOND SPONSOR BENEFITS

Our elite Diamond Sponsor will receive the maximum visibility at the SA HIV Clinicians Society Conference 2016. With this exclusive sponsorship package, some of the opportunities from which you will benefit are:

- Gala Dinner sponsorship including a 10 minute speaker slot at the dinner
- Prime exhibition space – 6m x 3m
- 4 delegates full conference registration
- Website prominent –Logo with link
- Logo on dinner menus
- Branding at dinner venue (supplied by sponsor)
- Insert in conference bag
- 1x A4 Advertisement – outside back cover of programme book

Cost: R500 000.00 ex vat

1 Available

2. PLATINUM SPONSOR BENEFITS

- Registration sponsorship
- Logo on name badges and lanyards alongside the Conference branding
- Exhibition space – 3m x 3m
- 2 delegates full conference registration
- Website –Logo with link
- Insert in the conference bag
- 1x A4 Advertisement - Inside front cover of programme book

Cost R400 000.00 ex vat

~~1 Available~~ **SOLD**

3. GOLD SPONSOR BENEFITS

- Welcome Cocktail Function sponsorship including a 10 minute speaker slot at the function
- Exhibition space – 3m x 3m
- 2 delegates full conference registration
- Website –Logo with link
- Branding at cocktail function venue (supplied by sponsor)
- Insert in the conference bag
- 1x A4 advertisement – inside back cover of programme book

Cost R275 000.00 ex vat

~~1 Available~~ **SOLD**

4. SILVER SPONSOR BENEFITS

- ~~VIP Dinner sponsorship including a 10 minute speaker slot at the dinner~~
- ~~Exhibition space – 3m x 3m~~
- ~~1 delegate full conference registration~~
- ~~Website –Logo with link~~
- ~~Logo on dinner menus~~
- ~~Branding at the dinner (supplied by sponsor)~~
- ~~Insert in the conference bag~~
- ~~1x A4 advertisement to be included in the programme book~~

Cost R 200 000.00 ex vat

~~1 Available~~ **SOLD**

5. COPPER SPONSOR BENEFITS

- Hospitality area sponsorship or USB sponsorship
- Exhibition space – 3m x 3m
- 1 delegate full conference registration
- Website –Logo with link
- Hospitality sponsor: Branding at Conference tea & coffee stations (sponsor may provide branded colour overlays for tables, branded serviettes, menu cards, pull up banners)
- USB sponsor: logo on USB alongside Conference branding. Promotional material loaded on the USB's

Cost R 150 000.00 ex vat

**2 Available (1x Hospitality area sponsorship &
1 x USB sponsorship)**

6. EXHIBITION PACKAGE STAND (3m x 3m)

- Shell scheme walling, 2.5m height, 3m width x 3m depth
- Fascia with your company name only (no logo)
- 1 x plug point
- 2 x spotlights
- 2 x chairs; 1 x table
- 2 x exhibitor passes with access to sessions
- 2 x complimentary admittance to the Opening Cocktail Function
- Your company logo with a URL link to your company website will be placed on the Conference website
- Acknowledgement in the final Conference programme



Cost R34 500.00 ex vat

7. EXHIBITION FLOOR SPACE ONLY (3m x 3m)

- 3m x 3m floor space
- 2 x exhibitor passes with access to sessions
- 2 x complimentary admittance to the Opening Cocktail Function
- Your company logo with a URL link to your company website will be placed on the Conference website
- Acknowledgement in the final Conference programme

Cost R28 750.00 ex vat

8. TABLE SPACE ONLY

- 1 x table (Suitable for 2 pull up banners only)
- 1 x tablecloth
- 2 x chairs
- 1 x exhibitor pass with access to sessions
- 1 x complimentary admittance to the Opening Cocktail Function
- Your company logo with a URL link to your company website will be placed on the Conference website
- Acknowledgement in the final Conference programme

Cost R17 250.00 ex vat

PRIMARY SPONSORSHIP BENEFITS GRID

DESCRIPTION	DIAMOND	PLATINUM	GOLD	SILVER	COPPER
Value	R500 000.00	R400 000.00	R275 000.00	R200 000.00	R150 000.00
Number Available	1	1	1	1	2
Pre-Event Marketing and Branding					
Logo on conference website with URL link and organisation description	Yes (150 words)	Yes (100 words)	Yes (75 words)	Yes (50 words)	Yes (40 words)
Listing in Conference Programme	Yes (150 words)	Yes (100 words)	Yes (75 words)	Yes (50 words)	Yes (40 words)

At Event Marketing and Branding					
Exhibition stand space	6m x 3m	3m x 3m	3m x3m	3m x 3m	3m x 3m
Complimentary delegate Registration	4	2	2	1	1
Function/ Product Sponsored (non-exclusive)	Gala Dinner	Registration	Welcome Cocktail Function	VIP Dinner	Hospitality area OR USB's
Acknowledgement in Plenary session (Logo on looped presentation in venue)	Yes	Yes	Yes	Yes	Yes
Logo on conference signage / banners	Yes	Yes	Yes	Yes	Yes
Informational item or brochure included in delegate packs	Yes	Yes	Yes	Yes	No
Advertisement	Yes	Yes	Yes	Yes	No
Post Event Marketing and Branding					
E-mail to attendee database with sponsorship acknowledgement	Yes	Yes	Yes	Yes	Yes
Additional potential benefit: Promote your brand to the public! The SA HIV Clinicians Society Conference 2016 Primary Sponsors may, subject to approval & additional cost, co-brand various Sandton Convention Centre public advertising spaces on and around the building.					

ADDITIONAL SPONSORSHIP OPPORTUNITIES AVAILABLE

Item	Opportunity	Cost (ex vat)	Detail
1.	Skills Building Session - 90 minute facilitated session that focuses on the practical topics relevant to nurse and doctor clinicians	R60 000	Branding opportunity at sponsored symposia Acknowledgement in programme Acknowledgement in Plenary Session – logo on looped presentation Logo and URL link on congress website and in trade section of abstract book
2.	Academic Symposia / Satellite Session - 1 hour session	R45 000	Branding opportunity at sponsored symposia Acknowledgement in programme Acknowledgement in Plenary Session – logo on looped presentation Logo and URL link on congress website and in trade section of abstract book

3.	Unconditional Educational Grant / Donation towards the Conference	To be discussed	Acknowledgement in programme Acknowledgement in Plenary Session – logo on looped presentation Logo and URL link on congress website and in trade section of abstract book
4.	Conference Book of Abstracts / Final Programme	R100 000	Logo on front cover of book Full page advert inside the book One complimentary delegate Acknowledgement in programme Acknowledgement in Plenary Session – logo on looped presentation Logo and URL link on congress website and in trade section of abstract book
5.	International Guest Speaker Sponsorship	R50 000	Acknowledgement in programme Acknowledgement in Plenary Session – logo on looped presentation Logo and URL link on congress website and in trade section of abstract book
6.	Local Guest Speaker Sponsorship	R30 000	Acknowledgement in programme Acknowledgement in Plenary Session – logo on looped presentation Logo and URL link on congress website and in trade section of abstract book
7.	International Speaker Gifts	R20 000	Branding of speaker gifts Acknowledgement upon handing over of speaker gift Logo and URL link on congress website and in trade section of abstract book

IMPORTANT NOTICE:

Should any Company find that the Sponsorship Grid does not have a sponsorship package to suit your needs – please contact the Conference Convener directly to discuss a tailor-made opportunity.

SPONSORSHIP / EXHIBITION COMMITMENT FORM

SA HIV Clinicians Society Conference • 13 – 16 April 2016

Please complete this form and fax it to 011 463 3265 or email it to fiona@soafrica.com

I hereby confirm our commitment as a sponsor exhibitor for the above mentioned conference as follows:

Name of Company: _____

Contact Person: _____

Designation: _____

Telephone: _____ Cell phone: _____ Fax: _____

Postal Address: _____

Email: _____

Company Registration No.: _____

VAT Registration No.: _____

Commitment: (tick relevant option; prices are excluding vat)

SPONSORSHIP:

Diamond (R500 000) Platinum (R400 000) Gold (R275 000) Silver (R200 000)

Copper – Hospitality (R150 000) Copper – USB (R150 000)

EXHIBITION:

Package Stand 3m x 3m (R34 500) Floor space only 3m x 3m (R28 750) Display table (R17 250)

OTHER SPONSORSHIP:

Description: _____

Total Value Committed: R _____

I confirm that I have the authority to make this commitment on behalf of my company:

Signed: _____ Date: _____

Print name: _____

Designation: _____

Please complete both pages (page 9 and page 10) and return by
Fax: +27 (0) 11 463 3265 or Email: fiona@soafrica.com

TERMS & CONDITIONS

1. Terms of payment
 - i. 50% deposit on confirmation to secure booking (non-refundable)
 - ii. Balance 50% payable by 1 September 2015
2. An invoice and sponsorship / exhibition confirmation document will be sent to you within 48 hours of receipt of Commitment Form.
3. Selection of sponsorship / exhibitors on a first-come, first-served basis.
4. The Commitment Form constitutes a legal and / or contractual engagement.
5. Sponsorship / exhibition however, is only confirmed on receipt of a signed Agreement and payment of the 50% deposit.
6. Failure to comply with the payment schedule could result in the forfeiture of your commitment, and any refund due outside of the 50% deposit will be at the discretion of the Conference Organising Committee.
7. All sponsorship / exhibition contracts are final and cannot be retracted.
8. Deposits are non-refundable
9. The Conference Organising Committee reserves the right to decline sponsorship / exhibition / advertising bookings.
10. The law of South Africa governs this Agreement.
11. The Conference Organising Committee reserves the right to amend the rules and regulations governing sponsorship / exhibition at its discretion.
12. All exhibitors are to comply with the Exhibition Rules and Regulations as determined by the Sandton Convention Centre.
13. Cancellation policy
 - 13.1 All cancellations must be received by the Conference Secretariat in writing.
 - 13.2 Cancellations received before 1 April 2015 shall be entitled to a full refund, less a R2000 (two thousand) administration fee. If payment had not yet been made by the Sponsor, the sponsor will be held liable for the administration fee.
 - 13.3 No refunds shall be issued for cancellations received after 1 April 2015.
 - 13.4 Approved refunds will only be issued after the Conference has taken place.

Signed: _____ Date: _____

Print name: _____

Please complete both pages and return by fax 011 463 3265 or email fiona@soafrica.com

CONTACT US

For more information or to discuss your involvement, contact:



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