



A NEW PERSPECTIVE: RISING TO THE CHALLENGE

TUESDAY 18 MAY - WEDNESDAY 19 MAY 2021

Sponsorship Prospectus

ABOUT THE CONFERENCE

On behalf of the organising committee, it is a great pleasure to invite you to partner with the Australian Institute of Health & Safety (AIHS) in the delivery of the 2021 National Health and Safety Conference.

The 2021 AIHS National Health and Safety Conference will be held from **18-19 May 2020** at the Melbourne Exhibition & Convention Centre.

The conference will challenge the thinking of health and safety professionals and set the agenda for the future of safety. The program will showcase some of the best national and international speakers who will explore the conference theme: **A New Perspective: Rising to the Challenge**

Local and International thought leaders will examine the evolving perspectives on the new normal for WHS, lessons learnt from recent disruptions to workplace practices and predictions on how we should prepare to move forward as a profession.

The program will provide a platform for stakeholders across various industries and disciplines to reconnect with the purpose, contributions and stewardship associated with being a health and safety professional.

The two-day conference will be book ended by a series of events including the OHS Education Awards, the annual Dr Eric Wigglesworth Memorial Lecture, Australian Workplace Health & Safety Awards and the OHS leaders Forum.

This is an opportunity for your organisation to:

- Demonstrate that you are at the cutting edge
- Engage with the leaders in this important field
- Contribute to Work Health and Safety in Australia and throughout the world

Over 400 safety industry stakeholders got together at the 2021 AIHS National Health and Safety Conference.

We look forward to your support as we continue to build partnerships and provide new opportunities to all service suppliers and providers – Join us in 2021!

David Clarke,

CEO

Australian Institute of Health & Safety

MARKETING OPPORTUNITIES

Dedicated website

The Conference has a dedicated website which is used as a constant source of information about the event. It is updated regularly to reflect the latest news. As a sponsor, you will have your company's name, logo and website link displayed.

Marketing collateral

A range of digital and print communications are used to market the event. Major sponsors of the conference have the opportunity to include their logos in the event marketing collateral (if sponsorship has been confirmed at the time of production).

E-communications

Leading up to the conference, e-communications are sent to AIHS members regarding the conference, including updates, key dates, program outline, speaker details and delegate information.

Social media

The AIHS Facebook and Twitter feeds will be used to generate excitement and interest around the conference activities, speakers and events.

Sponsors have the opportunity to communicate with our followers, using the event hashtag.

Conference app

The conference app will be launched prior to the event to promote and deliver updates. Sponsors are promoted in the app and have the opportunity to communicate with delegates during the conference via the app.



SPONSORSHIP OPPORTUNITIES

At the AIHS, we highly value the support of all our corporate partners. We firmly believe that your success is our success. For this reason, the AIHS works with you to ensure that your objectives as a sponsor are achieved.

We encourage you to sign up early to get the maximum return on your investment with the highest degree of exposure for your company, products and services. With limited sponsorship opportunities, it would be disappointing to miss out on showcasing your company to the profession.

The advertised amounts listed are exclusive GST.



MAJOR SPONSOR



RECOGNITION

- Recognition as the Major Sponsor on all marketing material. The chairperson will recognise the support offered by the Major Sponsor prior to the event commencing.
- Recognition as the Major Sponsor (logo) on the online program.

BANNER & SIGNAGE

- Acknowledgement as a sponsor on the official sponsor acknowledgement signage. (Onsite)
- Display space for one (1) pull up banner on the Plenary stage. (Banner to be supplied by the sponsor.)
- Display space for one (1) pull up banner within the registration area of the conference. (Banner to be supplied by the sponsor.)

BRANDING

Corporate logo will be featured:

- In digital and printed marketing material
- On the conference website where sponsors are featured
- On the conference holding screen slides
- Within delegate packs where sponsors are featured

PROMOTIONAL MATERIAL

- Logo with click-through hyperlink will be featured on the conference website.
- Corporate profile on conference website.
- Opportunity to provide a branded gift or one (1) piece of promotional literature for insertion into conference delegate packs. (Must be provided at least 4 weeks prior to the conference and the Conference Organising Committee reserves the right to review promotional material.)

ENGAGEMENT

- Opportunity to provide a 30 second promotional video to be played in the plenary prior to the commencement of official proceedings.
- Opportunity to host a sponsored symposium (Speaker and presentation to be provided by the Committee).

COMPLIMENTARY PASSES

- 5x Full complimentary conference passes
- 2x Complimentary Breakfast passes
- 2x Complimentary Awards Conference Dinner Passes
- 15% Discount for further company registrations

PLENARY SPONSOR



RECOGNITION

- Recognition as the Plenary Sponsor at the beginning of the plenary session.
- Recognition as the Plenary Sponsor (logo) in the online program.

BANNER & SIGNAGE

- Acknowledgement as a sponsor on the official sponsor acknowledgement signage. (Onsite)
- Display space for one (1) pull up banner on the Plenary Stage. (Banner to be supplied by the sponsor.)
- Display space for one (1) pull up banner within the registration area of the conference. (Banner to be supplied by the sponsor.)

BRANDING

Corporate logo will be featured:

- In digital and printed marketing material
- On the conference website where sponsors are featured (Corporate profile).
- On the conference holding screen slides
- Within delegate packs where sponsors are featured

PROMOTIONAL MATERIAL

- Logo with click-through link will be displayed on the conference website.
- Corporate profile on conference website.
- Opportunity to provide a branded gift or one (1) piece of promotional literature for insertion into conference delegate packs. (Must be provided at least 4 weeks prior to the conference (Friday 26 April) and the Conference Organising Committee reserves the right to review promotional material.)

COMPLIMENTARY PASSES

- 2x Full complimentary conference passes
- 2x Complimentary Conference Dinner Passes
- 10% Discount for further company registrations

STREAM SPONSOR



RECOGNITION

- Recognition as the Stream Sponsor at the beginning of the session.
- Recognition as the Stream Sponsor (logo) in the online program.

BANNER & SIGNAGE

- Acknowledgement as a sponsor on the official sponsor acknowledgement signage (Onsite).
- Display space for one (1) pull up banner within the registration area of the conference. (Banner to be supplied by the sponsor.)

BRANDING

Corporate logo will be featured:

- In digital and printed marketing material
- On the conference website where sponsors are featured (Corporate profile).
- On the conference holding screen slides
- Within delegate packs where sponsors are featured

PROMOTIONAL MATERIAL

- Logo with click-through link will be displayed on the conference website.
- Corporate profile on conference website.

COMPLIMENTARY PASSES

- 1x Full complimentary Conference passes
- 1x Complimentary Conference Dinner Pass

BREAKFAST SPONSOR



RECOGNITION

- Recognition as the Breakfast Sponsor at the beginning of the breakfast.

BANNER & SIGNAGE

- Acknowledgement as a sponsor on the official sponsor acknowledgement signage (Onsite).
- Display space for one (1) pull up banner at the breakfast. (Banner to be supplied by the sponsor.)

BRANDING

Corporate logo will be featured:

- In digital and printed marketing material
- On the conference website/app where sponsors are featured
- Sponsor logo to be printed on menu and breakfast tickets

PROMOTIONAL MATERIAL

- Logo with click-through link will be displayed on the conference website.
- Corporate profile on conference website.
- Opportunity to provide one piece of promotional literature (up to A4 in size, max. 12 pages) for insertion into delegate packs. (Must be provided at least 4 weeks prior to the conference and the Conference Organising Committee reserves the right to review promotional material.)

COMPLIMENTARY PASSES

- 2x complimentary Breakfast Passes
- 2x full complimentary Conference Passes
- 10% discount for further company registrations

BREAK SPONSOR



BANNER & SIGNAGE

- Acknowledgement as a sponsor on the official sponsor acknowledgement signage.
- Sponsor logo featured on all catering signage
- Display space for one (1) pull up during the break. (Banner to be supplied by the sponsor.)

BRANDING

Corporate logo will be featured:

- In digital and printed marketing material
- On the conference website/app where sponsors are featured

Corporate logo will be featured:

- Within delegate packs where sponsors are featured

PROMOTIONAL MATERIAL

- Logo with click-through link will be displayed on the conference website.
- Corporate profile on conference website.
- Opportunity to display corporate literature at the catering stations (sponsor to supply)

COMPLIMENTARY PASSES

- 1x full complimentary conference passes
- 10% discount for further company registrations

CONFERENCE APP SPONSOR



RECOGNITION

The dedicated AIHS event app will allow us to engage with our audience before, during and after events, which increases branding/marketing opportunities while also going 'Green' and saving on paper and printing costs. This is a unique and exclusive opportunity to be the sole AIHS event app sponsor, available only once every year.

BRANDING

Corporate logo will be featured:

- In digital and printed marketing material
- Within delegate packs where sponsors are featured
- On conference website/app where sponsors are featured
- Acknowledgement as a sponsor on the official sponsor acknowledgement signage situated onsite at the Conference.

PROMOTIONAL MATERIAL

- Logo/banner ad with click-through link will be featured on the conference website/app.

SPLASH SCREEN

- Every time the app starts up, the device's entire screen will be filled with the sponsor's logo and message of choice, sized to fit the device being used.

MAIN BANNER ADVERTISING

- Posted at the top of the device's screen (accessible by all smart phones)
- Banner clicks through to company website or other link of your choice
- Each banner displayed for 5 seconds
- Cycle through multiple banners
- 1x complimentary Main Banner Ads

COMPLIMENTARY PASSES

- 1x full complimentary conference passes
- 10% discount for further company registrations

USB SPONSOR

\$3,000
+GST

RECOGNITION

- Logo printed on the front of the USB alongside the conference logo
- One page advertisement within the USB (Must be approved by the Conference Organising Committee)

BANNER & SIGNAGE

- Acknowledgement as a sponsor on the official sponsor acknowledgement signage.

BRANDING

Corporate logo will be featured:

- In digital and printed marketing material
- On the conference website where sponsors are featured
- Logo printed on the front of the USB alongside the conference logo .

PROMOTIONAL MATERIAL

- Logo with click-through link will be displayed on the conference website.
- Corporate profile on conference website.
- One page advertisement within the USB (Must be approved by the Conference Organising Committee)

COMPLIMENTARY PASSES

- 1x full complimentary conference passes

CONFERENCE SATCHEL

\$3,000
+GST

BRANDING

Corporate logo will be featured:

- In digital and printed marketing material
- Within delegate packs where sponsors are featured
- On conference website/app where sponsors are featured

PROMOTIONAL MATERIAL

- Logo ad with click-through link will be featured on the conference website.
- Opportunity to provide one (1) piece of promotional literature (up to A4 in size, max. 12 pages) for insertion into delegate packs. Must be provided at least 3 weeks prior to the conference and the Conference Organising Committee reserves the right to review promotional material.

SAFETYSCAPE
Connect | Collaborate | Innovate
www.safetyscape.org.au



LANYARD SPONSORSHIP

SOLD

RECOGNITION

- Opportunity to place a branded Lanyard onto each delegates' name badge (to be supplied by the sponsor).

BRANDING

- Corporate logo will be featured:
- In digital and printed marketing material
- Within delegate packs where sponsors are featured
- On conference website/app where sponsors are featured

PROMOTIONAL MATERIAL

- Logo with click-through link will be featured on the conference website.

NOTEPAD & PENS

**\$2,000
+GST**

RECOGNITION

- Opportunity to place a branded Notepad & Pens onto each delegates' name badge (to be supplied by the sponsor).

BRANDING

- Corporate logo will be featured:
- In digital and printed marketing material
- Within delegate packs where sponsors are featured
- On conference website/app where sponsors are featured

PROMOTIONAL MATERIAL

- Logo with click-through link will be featured on the conference website.

SATCHEL INSERTS

**\$500
+GST**

PROMOTIONAL MATERIAL

- Opportunity to provide promotional literature for insertion into conference satchel. (Must be provided at least 4 weeks prior to the conference and the Conference Organising Committee reserves the right to review promotional material.

BOOKING FORM



Please return promptly with payment as soon as possible to ensure availability of all sponsorship benefits. A tax invoice and receipt will be issued upon request. Sponsorship benefits will not be confirmed until payment has been received.

Please email the completed form to events@aihs.org.au

CONTACT DETAILS:

Contact Person: _____

Organisation _____

Postal Address: _____

Suburb _____ State _____ Postcode _____

Tel: (____) _____ Mobile: _____

Email: _____

SIA NATIONAL HEALTH & SAFETY SPONSORSHIP PACKAGES: *(Please tick all that apply)*

- Major Sponsor \$ 15,000 + GST
- Plenary Sponsor \$10,000 + GST
- Stream Sponsor \$ 5,000 + GST
- Breakfast Sponsor \$5,000 + GST
- Conference App \$4,000 + GST
- Break Sponsor* \$3,000 + GST

- USB Sponsor SOLD
- Satchel Sponsor \$3,000 + GST
- Lanyard Sponsor \$2,000 + GST
- Notepad and Pens \$2,000 + GST
- Satchel Inserts \$500 + GST

*Please indicate your preferred break day and time
 Tue Morning Lunch Afternoon
 Wed Morning Lunch Afternoon

PAYMENT DETAILS:

- Invoice** Please email a copy of an invoice with confirmation of our sponsorship option
- Cheque** Payable to: Safety Institute of Australia **Bpay** Details will be available on the invoice
- Credit Card** Please indicate your selection VISA MASTERCARD AMEX

AMEX will incur a surcharge of 2.64%. No surcharges apply for VISA or MasterCard

Name on card: _____ Expiry: _____

Card Numbers: _____ Security Numbers: _____

I understand that sponsorship opportunities will be allocated strictly in receipt of application and payment and are not guaranteed until payment is received. I understand that cancellation of sponsorship must be in writing and that the following cancellation policies will be in place.

1. Cancellations 90 days prior to the event– half (50%) of the total amount billed or paid will be refunded.
2. Cancellations less than 30 days prior to the event will result in no refund payable.

Signed (by applicant)

BOOKING AND PAYMENT DETAILS:

Complete the application form and return with your deposit to:

Attention:

Australian Institute of Health & Safety

2/217-219 Mickleham Road, Tullamarine, VIC, 3043

Deposit of 50% of the total cost is required to secure sponsorships. Balance due: Monday 26 April 2021. Packages taken out after this date will be required to pay the full sponsorship amount at time of booking. Payment can be made by BPAY or credit card – we accept Visa and MasterCard. Please note: Amex payments will incur a 2.64% processing fee

A tax invoice/receipt will be issued. Note: Sponsorship applications will not be deemed confirmed unless a payment deposit is received with the booking form.

PAYMENT:

1. The Australian Goods and Services Tax (GST) of 10% is applicable to all goods and services offered
2. A deposit of 50% is required upon booking with the balance paid no later than Monday 26 April 2021. A letter of confirmation will be provided, together with a tax invoice for the full amount payable.
3. No sponsor will be allowed to participate until the full payment and booking form have been received.
4. By signing the application form, the sponsor agrees that the AIHS shall retain 10% of the contract price in the event that a cancellation is accepted less than four months before the event and 50% of the cancellation is accepted after that time. 100% of the contract price will be forfeited if the cancellation is accepted within two months of the event.
10. The AIHS reserves the right of refusal of any application.

PRIVACY STATEMENT AND RELEASE

1. AIHS protects the privacy and security of information provided by you. We are bound by the privacy principles contained in the Privacy Act 1988 as amended from time to time. AIHS collects and stores your personal information for the purposes of providing membership services, education and training programs.
2. By completing the sponsorship form, you agree to the use of your exhibitor information by the AIHS to process your application; to contact you about our products and services; and for internal purposes. The AIHS will not sell or give your personal information to third parties. For more information on our privacy policy, visit <https://www.aihs.org.au/privacy-policy>.
If you do not wish to receive marketing information from AIHS please contact events@aihs.org.au.
3. In applying to sponsor the event, sponsors grant permission to AIHS, its agents and others working under its authority, to take and to have full and free use of video/photographs containing their image/likeness.
4. It is understood these images may be used for promotional, news, on-line/multimedia, research and/or educational purposes by and for AIHS. AIHS and its agents from any and all claims, demands or causes of actions that they may hereafter have by reason of anything contained in the photographs or video. Should a registrant not agree to the above image release, they must advise AIHS by emailing events@aihs.org.au

SCHEDULE OF PAYMENTS:

A deposit of 50% of full amount on booking, with the balance paid no later than Monday 26 April 2021. A letter of confirmation will be provided, together with a Tax Invoice for the full amount payable.

SPONSORSHIP AND EXHIBITION

1. The AIHS will take all diligent care to fulfil the above mentioned sponsorship packages.
2. Sponsors are responsible for providing all their requirements i.e. furniture, banners, artwork, promotional material and any other material within the timelines outlined in this package.
4. The event organiser (AIHS) and event venue accept no liability for damage, loss, theft, fire, water, storms, strikes riots or any cause whatsoever. Sponsors are advised to insure against such liability.
5. Whilst every care is taken in program content/structure, the AIHS reserves the right to alter/substitute components to the event as deemed appropriate.
7. The AIHS assumes no liability whatsoever for omissions or default, whether negligent or otherwise of those airlines, hoteliers or other persons providing services to the registrant.
8. The AIHS reserves the right to prohibit entry of any trade delegate at the event, or eject any trade delegate from the event based on behaviour deemed inappropriate by AIHS staff and/or its agents and others working under its authority.
9. If the AIHS cannot hold the event due to Acts of God, war, government regulations, disaster, strikes or other events outside of AIHS's control, then the sponsors and exhibitors shall not be entitled to any refund or to claim for any loss or damage.