



# IMDA Conference & Manufacturers Forum Exhibit & Sponsor Kit

May 1-3, 2016 • Lowes Vanderbilt Hotel • Nashville, TN

## A Marketplace for Buyers and Sellers of Innovative Medical Technologies

The IMDA Manufacturers Forum is a tradeshow that provides an audience of the best-networked specialty sales and marketing companies in the medical industry. Manufacturers attending the conference have the opportunity to network with specialty distributors eager to pick up new lines to bring to market and explore business relationships.

What type of manufacturers should exhibit? The Manufacturers Forum isn't for everyone. Vendors enjoying the most success are those whose products:

- ✓ Are FDA-approved or pending
- ✓ Are new and emerging (not a commodity)
- ✓ Call for direct contact with clinicians for introduction and sale
- ✓ Represent a demonstrable quantum leap in patient care and cost-effectiveness
- ✓ Have a device in one of the following specialty areas: anesthesia, blood bank, cardiovascular, critical care, emergency room, ENT, equipment rental, gastroenterology, IV therapy, leasing & service, neonatology, neuro medicine, OB/GYN, orthopedics, radiology, respiratory therapy, surgery, urology

### Pricing

#### Exhibitor

##### IMDA Member

\$1,295 (Early Bird/by April 8, 2016)  
\$1,795 (after April 8, 2016)

##### Non-Member

\$1,995 (Early Bird/by April 8, 2016)  
\$2,495 (after April 8, 2016)

#### Sponsorship Opportunities

\$5,000 Gold  
\$3,500 Silver  
\$2,500 Bronze

### Exhibit and Networking Hours

#### Sunday, May 1st

- Setup: 2:30 pm - 4:30 pm
- Reception: 4:30 pm - 6:30 pm

#### Monday, May 2nd

- Breakfast: 7:00 am - 8:00 am
- Break: 10:45 am - 11:00 am
- Lunch: Noon - 2:00 pm
- Break: 4:15 - 4:30 pm
- Reception: 5:30 pm - 6:30 pm

\*Displays must be dismantled by Noon, Tuesday, May 3rd



## All Sponsor and Exhibitor packages include:

- Complete company description and product listing in the conference materials
- One full conference registration, including all registration and educational materials
- Non-conflict show times
- Breakfasts, breaks, lunch and receptions will be held in the Exhibit Hall
- Pre-registration list emailed to you in Excel format two weeks prior to the meeting
- Complimentary attendee list emailed to you after the show
- Complimentary membership directory with listing of all IMDA members
- Table-top package includes one draped 6-foot table and two chairs
- Name and logo printed on conference final program

## Additional Opportunities

- **Private meeting time with your distributors**  
No charge, meeting space and times are available on a first-come, first-served basis.
- **Manufacturers Forum Spotlight**  
\$250 members/\$450 non-members  
Ten minute time slots are available to exhibitors to introduce their company and product to all IMDA attendees during a general session on Monday, May 2nd. This opportunity has limited enrollment.
- **IMDA Golf Tournament**  
Hole Sponsorships \$250/hole

## Refunds/Cancellations

- Exhibitor cancellations must be submitted in writing and received by April 8, 2016 in order to receive a 50% refund of the registration fee. No refunds will be given after April 8, 2016
- No refunds will be issued to sponsors after acceptance of reservation form and payment.
- If IMDA should be prevented from holding the 2016 Annual Conference by reason of any cause beyond its control (such as, but not limited to: damage to building; riots; labor disputes; acts of government; acts of God), then IMDA has the right to cancel the 2016 Annual Conference with no further liability to the sponsor and/or exhibitor other than a refund of the sponsorship/exhibitor amount less proportionate share of sponsorship and/or exhibitor expenses.



## SPONSOR & EXHIBITOR BENEFITS

SPONSOR BENIFITS	GOLD \$5000	SILVER \$3500	BRONZE \$2500	EXHIBIT ONLY (see pricing sheet)
Exhibitor Table Package	✓	✓	✓	✓
Name and logo printed on conference marketing materials	✓	✓	✓	✓
Complimentary attendee lists (pre- and post-conference)	✓	✓	✓	✓
Name and logo printed on conference final program	✓	✓	✓	✓
One complimentary conference registration	✓	✓	✓	✓
Name and logo on IMDA Website with link to company Website	✓	✓	✓	✓
Company literature included in attendee registration packets	✓	✓	✓	
Banner Advertisement on IMDA Website for one year	✓	✓		
Mini-commercial during IMDA conference (not to exceed 5 minutes)	✓	✓		
One additional full conference registration	✓			

**PLEASE COMPLETE THE FOLLOWING FORM AND RETURN WITH PAYMENT TO:**

IMDA Headquarters • 500 W. Wilson Bridge Rd., Suite 125 • Worthington, OH 43085

Email: [imda@imda.org](mailto:imda@imda.org) • Fax: 614.467.2071

Phone: 866.IMDA.YES or 866.463.2937 • Web: [www.IMDA.org](http://www.IMDA.org)



Applications for a tabletop exhibit must be **submitted with payment by April 8, 2015** in order to be included in the final program.

**1.) Exhibitor Information (as it should appear in the Final Program)**

Company \_\_\_\_\_

Street \_\_\_\_\_

City \_\_\_\_\_ State \_\_\_\_\_ Zip \_\_\_\_\_

Phone \_\_\_\_\_ Fax \_\_\_\_\_ Web Address \_\_\_\_\_

**2.) Please provide contact information for the individual who will be onsite, *if it is different from above*. Attach additional sheet if necessary.**

Name \_\_\_\_\_

Badge Name \_\_\_\_\_ Email \_\_\_\_\_

Street \_\_\_\_\_

City \_\_\_\_\_ State \_\_\_\_\_ Zip \_\_\_\_\_

Phone \_\_\_\_\_ Fax \_\_\_\_\_ Email \_\_\_\_\_

Signature \_\_\_\_\_

*Indicates acceptance of the details outlined in the sponsor/exhibitor information.*

**3.) Registration**

		Member	Non-member
<input type="checkbox"/>	Gold Sponsorship (with tabletop exhibit)	\$5,000	\$5,000
<input type="checkbox"/>	Silver Sponsorship (with tabletop exhibit)	\$3,500	\$3,500
<input type="checkbox"/>	Bronze Sponsorship (with tabletop exhibit)	\$2,500	\$2,500
<input type="checkbox"/>	Tabletop Exhibit (early-bird rate)	\$1,295	\$1,995
<input type="checkbox"/>	Tabletop Exhibit (After 4/8/16)	\$1,795	\$2,495
<input type="checkbox"/>	Golf Hole Sponsorship	\$250	\$250
<input type="checkbox"/>	Golf Tournament / Handicap: _____	\$125	\$125
<input type="checkbox"/>	Manufacturers Spotlight	\$250	\$450
<input type="checkbox"/>	Private meeting time with your distributors	No charge	No charge
<input type="checkbox"/>	Additional full conference registration	\$455	\$655
<input type="checkbox"/>	Exhibit assistance only	\$200	\$200
<b>TOTAL:</b>			

<b>Payment Information</b>	Enclosed:	<input type="checkbox"/> Check (payable to IMDA) <input type="checkbox"/> Visa <input type="checkbox"/> MasterCard <input type="checkbox"/> American Express (All payments must be in US funds.)
Account # _____	Expiration _____	
Signature _____		
(Indicates authorization to charge card)		



Please submit this form with your Manufacturers Forum Application by Friday, April 8, 2015 in order to be included in the final program. (Attach a separate sheet if necessary.)

**EXHIBITOR INFORMATION**

Company \_\_\_\_\_ Key Contact \_\_\_\_\_

**PRODUCT AND/OR PRODUCT LINE TO BE DISPLAYED:**

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**DESCRIPTION OF PRODUCT AND/OR PRODUCT LINE (100 WORDS):**

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**TARGETED SPECIALTY MARKETS OR CLINICAL DEPARTMENTS:**

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**HAS THE PRODUCT LINE RECEIVED MARKETING CLEARANCE FROM THE FDA?**

Yes  No  Pending Date submitted to FDA \_\_\_\_\_

**DATE COMPANY FIRST SOLD PRODUCT(S) IN THE US OR CANADA:** \_\_\_\_\_

**IF PRODUCT IS BEING SOLD IN US OR CANADA, PLEASE INDICATE CURRENT METHOD OF SALES:**

Distributor  Direct  Mail Order  Other \_\_\_\_\_

**HAVE PATENTS BEEN FILED ON THE TECHNOLOGY?**  Yes  No

**TERRITORIES FOR WHICH YOU SEEK SPECIALTY SALES AND MARKETING SUPPORT:**

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