Be Quick!

Limited Sponsorship and

Limited Opportunities Remaining.

Exhibition Opportunities Remaining.



ASBAZOS SUPPORTING NEW DIRECTIONS

Sponsorship & Exhibition Prospectus















5-90CTOBER 2009
NATIONAL CONVENTION CENTRE
CANBERRA

ASSOCIATION OF SCHOOL BUSINESS ADMINISTRATORS CONFERENCE

www.asba2009.com

Invitation

The Association of School Business Administrators Limited (ASBA) represents Bursars, Business Managers and people with similar responsibilities who make key business decisions in non-government schools throughout Australia and New Zealand. Over 800 schools have members in ASBA.

Every two years ASBA holds a major international conference. In 2009 the Conference comes to Canberra for the first time in 20 years.

A variety of sponsorship and exhibtion opportunities are available for ASBA 2009. The Organising Committee has tailored packages that will be mutually beneficial to your company and ASBA.

The opportunity for maximum exposure to the delegates is ensured with breakfast, morning tea, lunches and happy hours which will be held in the Exhibition area in the National Convention Centre.

Non government schools educate a significant and growing proportion of young people in Australia and New Zealand, and have a combined buying power in these schools in excess of AU\$3 billion.

Most of these schools will be represented at the 2009 Conference.

Your participation as a sponsor and/or exhibitor will ensure your access to the people with the buying power. In line with previous conferences we are confident of attracting more than 550 delegates to the 2009 Conference.

Exclusivity will not be offered,

but a significant number of sponsorship and/or exhibition opportunities are available in the newly refurbished National Convention Centre.

If you wish to be part of this event, please complete one of the application forms located at the back of this prospectus and return the form to the Conference office at:

ICMS Pty Ltd Level 3, 379 Kent Street Sydney NSW 2000 Facsimile: +61 2 9290 2444

For any further enquiries:

Telephone: +61 2 9290 3366 Email: asba2009@icms.com.au

The Organising Committee, ASBA 2009

Local Organising Committee

Jocelyn Martin – Convenor

Gaylene Bell

Frank Coman

Ian Dunlop

David Evans

Julie Fitzgerald

Vic Gibbons

Peter Polkinghorne

Graham Willard

Sponsorship Opportunities

All prices quoted are in Australian Dollars and are *inclusive* of the Goods and Services Tax.

Major Sponsor

Investment

AU\$ 55,000

Limited Opportunities Available

Benefits **▼**

- 18m² Exhibition Space at the Conference Venue
- Acknowledgment of the Sponsor during the Opening Address
- Naming rights to one Keynote Speaker
- Full colour A4 page advertisement in the Registration Brochure (to be provided by Sponsor and placement at the discretion of the Committee)
- Full colour A4 page advertisement in the Final Program (to be provided by Sponsor and placement at the discretion of the Committee)
- Four full Conference registrations
- Two tickets to the Tuesday evening social function
- Two tickets to the Conference Dinner
- Two tickets to the Welcome Reception
- Two satchel inserts (to be provided by Sponsor at own cost and subject to Committee approval)
- Display of company logo on Conference signage
- Acknowledgment on all printed pre-Conference material
- Organisation acknowledgment and logo displayed on the Conference website including a link to Sponsor company
- Acknowledgment in the Final Program

Internet Access and Internet Lounge

Investment

AU\$ 40,000

Benefits **▼**

- Reserved space of 18m² within the centre of the Exhibition floor. 9m² of this space is complimentary, the additional 9m² needs to be purchased by the Sponsor at the general Exhibition rate
- All terminals to have company's screen savers and home page set to company's website
- Wireless access to be provided to all delegates with personal laptops, with login holding company's logo
- Package is open to negotiation should the sponsoring company have services suited to this field (ie: computer hardware, IS provider etc)

Further Opportunities

The following opportunities will afford their own specialty entitlements; however, all carry the following standard benefits >

Standard benefits -

- One satchel insert (to be provided by Sponsor at own cost and subject to Committee approval)
- Acknowledgment on all printed pre-Conference material
- Acknowledgment and logo displayed on the Conference website including a link to Sponsor's website
- Acknowledgment in the Final Program

Conference Dinner

Investment

AU\$ 30,000

Standard benefits, plus ▼

- Exclusive naming rights for the Conference Dinner
- Company's banner displayed in the Conference Dinner venue (to be provided by Sponsor)
- Company's logo and company's profile printed on Dinner menus
- One full Conference registration
- Four tickets to the Conference Dinner
- Opportunity to make a two minute presentation

Social Function Tuesday Evening

Investment

AU\$ 25,000

Standard benefits, plus •

- Exclusive naming rights for the social function
- Company's banner displayed in the Conference Dinner venue (to be provided by Sponsor)
- Company's logo and company's profile printed on Dinner menus
- One full Conference registration
- Four tickets to the Tuesday Evening Function
- Opportunity to make a two minute presentation

Welcome Reception

Investment

AU\$ \$20,000

SOLD

Standard benefits, plus ▼

- Exclusive naming rights to the Welcome Reception
- Opportunity to make a two minute presentation at the Welcome Reception
- Company's banner displayed in the venue during the Welcome Reception
- Opportunity for company to provide self branded napkins and aprons
- Four tickets to the Welcome Reception

Conference Satchel

Investment

AU\$ 15,000

Standard benefits, plus ▼

- Exclusive naming rights to the Conference Satchel
- Display of monochrome company logo, next to the Conference logo
- One full Conference registration
- Five additional satchel inserts (to be provided by Sponsor at own cost and subject to Committee approval)

Conference Information Service

Investment

AU\$ 10,000

Standard benefits, plus 🔻

- ASBA 2009 is Supporting a New Direction in Exclusive Sponsorship to an electronic Daily Information Service. This is to be supplied to all Conference Delegates (Sponsor to provide)
- Display of company logo, next to the Conference logo, in the Electronic Daily Information Service
- $\bullet\,$ Option to provide Conference information online at the conclusion of the Conference
- One full Conference registration
- Option for sponsoring company to produce Electronic Daily Information Service on site using their own equipment, with option for negotiation on sponsorship rate

Exhibition Passport or Swipe Card System

Investment

AU\$ 15,000

Standard benefits, plus 🔻

- Exclusive sponsorship to an Electronic Swipe Card System or the A6 sized Exhibition Passport
- Full page advertisement on the back cover of the Passport
- Display of Organisation logo, next to the Conference logo, on the Swipe Cards or the front cover of the Passport
- One full Conference registration
- Option for sponsoring Organisation to provide neutral, but self designed, Swipe Cards or stamps for Exhibitors to stamp a visiting delegates passport

Further Opportunities continued

Lanyards

Investment

AU\$ 10,000

Standard benefits, plus •

- Display of company logo, next to the Conference logo, on the lanyard
- One full Conference registration
- Option for sponsoring company to produce the lanyards, with negotiation on sponsorship rate. Lanyards are to be made to Conference Organisers specifications

Pocket Program

Investment

AU\$ 10,000

Standard benefits, plus ▼

- Exclusive sponsorship of the A6 sized Pocket Program
- Display of company logo, next to the Conference logo, on the front cover of the Pocket Program
- Full page advertisement on the back cover of the Pocket Program
- One full Conference registration

Happy Hour

Investment

AU\$ 7,500

Standard benefits, plus 🕶

- Exclusive naming rights to the Happy Hour
- Company's banner displayed in the venue during the Happy Hour
- Opportunity for company to provide self branded napkins and aprons
- Four tickets to the Happy Hour

Breakfast in the Exhibition

Investment

AU\$ 7,500

SOLD

Standard benefits, plus ▼

- Exclusive naming rights to breakfast in exhibition each day of the Conference
- Company's banner displayed in the venue during the Breakfast
- Opportunity for company to provide self branded napkins and aprons
- Opportunity for rolling screen presentation

Lunches in the Exhibition

Investment

AU\$ 5,000

SOLD

Standard benefits, plus ▼

- Exclusive naming rights to all Delegate Lunches held in the Exhibition each day of the Conference
- Company's banner displayed in the venue during the Lunches (but removed for Tea Breaks and other functions within the Exhibition)
- Opportunity for company to provide self branded napkins and aprons
- Opportunity for rolling screen presentation

Morning Tea Breaks in the Exhibition

Investment

AU\$ 3,500

Standard benefits, plus ▼

- Exclusive naming rights to Morning Tea Breaks in the Exhibition each day of the Conference
- Company's banner displayed in the venue during the Morning Tea Breaks (but removed for Lunches and other functions within the Exhibition)
- Opportunity for company to provide self branded napkins and aprons
- Opportunity for rolling screen presentation



Advertising Opportunities

Satchel Inserts

nvestment

AU\$ 1,000 per item

Benefits **▼**

 Satchel inserts are a popular Sponsorship item and an easy way to gain exposure to all delegates. A copy of the insert is to be provided to ICMS Pty Ltd for approval by the Committee.

Pens

in kind

SOLD

Benefits **▼**

 A pen will be inserted into every delegate's satchel and the Sponsor will be responsible for the cost of purchasing and overprinting the pens.

Other Opportunities

If these Sponsorship opportunities do not meet your requirements, but you would like to support this Conference, please do not hesitate to contact the Conference Managers >



ASBA 2009 C/- ICMS Pty Ltd

Level 3, 379 Kent Street Sydney, NSW Australia 2000 ABN: 66 007 041 723

Telephone: +61 2 9290 3366 Facsimile: +61 2 9290 2444 Email: asba2009@icms.com.au

Exhibition Opportunities



The ASBA 2009 Organising Committee will be hosting an Exhibition to coincide with the Conference.

Venue	The ASBA 2009 Exhibition will be held at the National Convention Centre Exhibition Hall.					
Exhibition Hours	Installation Sunday, 4 October 2009 Monday, 5 October 2009	07:00 – 18:00 07:00 – 18:00	Dismantling Friday 9 October 2009	17:00 – 20:00		
	NB Installation/dismantling hours are subject to change. However exhibitors will be notified if a change in hours occurs.					
	Exhibition Opening Hours Tuesday, 6 October 2009 Wednesday, 7 October 2009 Thursday, 8 October 2009 Friday, 9 October 2009	09:00 - 18:00				
	NB Exhibition hours are subject to change. Exhibitors will be notified if a change in hours occurs.					
Floor plan		A floor plan is available upon request from the Conference Organiser. Please contact the Conference Manager on +61 2 9290 3366 to obtain further details.				
	Stands will be allocated in order of receipt of application forms.					
	To secure your space please complete and return the attached application form to ICMS Pty Ltd \pm 61 2 9290 2444					
Space Only Stands	3 metres x 3 metres = 9 m ² AU\$ 6,000, inclusive of GST Access to power is not included Access to wireless internet is available Floor space only area (3 metres x 3 metres) includes the following features/services:		 All power consumed during Exhibition – please note that a power 			
			connection is not supplied. This is at the expense of the Exhibitor All cleaning of hallways Carpet			
Shell Scheme Stands	Please note, Shell Scheme st will be made available for pu from the Conference Organi a later date. Costs are estima AU\$500 – AU\$1,000 per un	urchase ser at ited at	Lights Press	Fascia Sign Fascia Sign Fascia Sign 2,4m High Wall		
	Floor space including a sin Modular Stand (3 metres x includes the following feat	3 metres)		COPPAN NOE		
	 2.5m high walls 30cm deep fascia. The fascia consists of a vinyl panel 1 x Organisation sign per each open aisle fascia 2 x 150 Watt spotlights per 9m² Shell Scheme stand 1 x 4 amp power point per 9m² Shell Scheme stand 		Carpet			
Exhibitor Benefits	Exhibitors are entitled to the	following:	 2 exhibitor passes per Lunch and Morning To One Final Program an 	ea		

Sponsorship & Exhibition

Applications & Conditions

- Applications must be received on the Official Application Contract Forms.
 A Tax Invoice will be issued upon receipt of this application form. The
 Application Form is a separate document attached to this prospectus
- Full payment must be made within thirty days from date of invoice.
- Exhibition and Sponsorship will not be assigned without a signed application and full payment upon receipt of invoice.
- The Organisers reserve the right, at their total discretion, to decline any application.
- All payments must be made in Australian Dollars.
 See payment details on application form.
- Payment can be made via cheque, bank transfer and credit card.
 Please note credit card payments will incur a 4% surcharge.
- If the full payment is not received, the Conference Organiser has the right to review the commitment and withdraw the application.

Cancellation Policy

In exceptional circumstances, the Organisers will be prepared to consider cancellation of their Contract with Exhibitors, but only if the following conditions are complied with:

- That the request for cancellation is submitted in writing.
- That the Organisers are able to re-let the cancelled space in its entirety.
- That the reason given for the request of the cancellations is, in the opinion of the Organisers, well founded.
- That the Sponsor/Exhibitor agrees that the Organisers shall retain 50% of the contract price if the cancellation is accepted between twelve and three months prior to the Conference and 100% of the contract price if the cancellation is accepted within three months of the opening of the Conference.

Payment Details

Cheques

Please make all cheques/drafts payable to: **ASBA 2009** and send to the Conference Organiser:

ASBA 2009

C/- ICMS Pty Ltd Level 3, 379 Kent Street Sydney NSW 2000 Locked Bag Q4002 QVB Post Office Sydney 1230

TT, Credit Card & EFT payments

Please contact the Conference Organiser, ICMS on +61 2 9290 3366 for TT & EFT details.

Further Information

To confirm your participation in the exhibition or to request further information, please return the enclosed application form to:



ASBA Conference Manager

ICMS Pty Ltd

ASBA 2009

C/- ICMS Pty Ltd Level 3, 379 Kent Street Sydney NSW 2000 Locked Bag Q4002 QVB Post Office Sydney 1230

Exhibition Regulations

- 1. If the Exhibitors fail to comply in any substantial respect with the terms of this agreement the Organisers shall have the right to sell the space, the Exhibitor. however, to be liable for any loss suffered by the organisers thereby, and all monies paid by the Exhibitor hereunder shall be absolutely forfeited to the Organisers if in the event of the Exhibitor failing to occupy the said space by the advertised opening of the show, the Organisers are authorised to occupy or cause the said space to be occupied in such manner as it may deem best for the interest of the Exhibition without refund to the said Exhibitor and without releasing the Exhibitor from any liability hereunder.
- 2.. No exhibitor shall erect any sign, stand, wall or obstruction, which in the opinion of the Organisers interferes with an adjoining Exhibitor.
- 3. All exhibitors shall be producers, importers or representatives for goods and/or services displayed. No Exhibitor shall display on his stand any advertisement for goods manufactured and/or sold, or services provided by a non-exhibitor unless written permission has been obtained from the Organisers.
- 4. <u>Dismantling the Exhibits</u>. Exhibits must not be removed and displays not be dismantled either partially or totally, before the closing time on the last day of the Exhibition. All exhibits and display material must be removed as soon as possible and by the time indicated
- 5. Exhibitors shall comply with the rules and regulations stipulated by the Organisers, the Health Department and the Metropolitan Fire Brigade and within all relevant State and Commonwealth Acts.
- 6. The Exhibitor will not damage any walls or floors or ceiling of the exhibition area in which his stand is located by nails, screws, oil, paint, or any other cause whatsoever.
- 7. Exhibitors have seven (7) days in which to make their final payment when it falls due. After this time, and only when monies have not been paid, the stand will be available for sale to another firm. All deposits paid to this stage will automatically be forfeited and no refund will be made; and no Exhibitor shall occupy his stand space in the Exhibition until all monies owing to the Organisers by the Exhibitor are paid in full.

- 8. Exhibitors' Liabilities. Every Exhibitor hereby accepts liability for all acts or omissions of himself, his servants, contractors, agents and visitors and undertakes to indemnify the Organisers. To keep them indemnified against all liability in respect there of and against all actions, suits, proceedings, claims, demands, costs and expenses whatsoever, which may be taken or made against the Organisers or incurred or become payable by them arising therefrom or in respect thereof the exhibiting samples of any kind whatsoever whether such samples be sold or given away free and including any legal costs and expenses and any compensation costs and disbursements paid by the Organisers on the advice of Counsel to compromise or settle any such claims. Notwithstanding the indemnity hereby given, the Exhibitor undertakes to arrange appropriate third party liability insurance
- 9. Insurance Liability. Neither the Organisers nor the hall owners will be responsible for the safety of any exhibit or property of any Exhibitor or any other person, for the loss or damage of, or destruction to same, by theft or fire or any other cause whatsoever, or for any loss or damage whatsoever sustained by the Exhibitor by reason of any defect in the building caused by fire, storm, tempest, lightning, national emergency, war, labour disputes, strikes or lock-outs, civil disturbances, explosion, Inevitable accident, force major, or any other cause not within the control of the Organisers or for any loss or damage occasioned, if by reason of happenings of any such event the opening of the Exhibition is prevented or postponed or delayed or abandoned, or the building becomes wholly or partially unavailable for the holding of the Exhibition. The Exhibitor agrees and undertakes to ensure in their full replacement value the contents of his stand and all associated equipment and
- 10. The Exhibitor is responsible for the safety of his products, display and stand. During move-out period, material should not be left unattended at any time.
- 11. It is the responsibility of the Exhibitor to leave his stand space clean and tidy during the Exhibition and after moving out.

- 12. The Organisers reserve the right to postpone the holding of the Exhibition from the set dates, and to hold the Exhibition on other dates as near to the original dates as practicable, utilising the right only where circumstances necessitate such action and without any liability to the Organisers.
- 13. If due to any unforeseen circumstances it is found necessary to close the Exhibition on any day or days or to vary the hours the Exhibition is open the Organisers reserve the right to do so, at their sole discretion.
- 14. The Organisers may from time to time add to or vary the foregoing rules and regulations and do anything at their sole discretion they deem desirable for the proper conduct of the Exhibition, provided that such amendments or additions do not operate to diminish the rights reserved to the Exhibitor under this agreement and shall not operate to increase the liabilities of the Organisers.
- 15. Cancellation of Space: In exceptional circumstances the Organisers will be prepared to consider cancellation of their Contract with Exhibitors, but only if the following conditions are complied with:
- (a) That the request for cancellation is submitted in writing;
- (b) That the Organisers are able to re-let the cancelled space in its entirety;
- (c) That the reason given for the request of the cancellations is, in the opinion of the Organisers, well founded;
- (d) That the Exhibitor agrees that the Organisers shall retain 10 percent of the contract price if the cancellation is accepted more than twelve months before the Exhibition, 50 percent of the contract price if the cancellation is accepted after that time and 100 percent of the contract price if the cancellation is accepted within three months of the opening of the Exhibition.
- 16. The Organisers reserve the right in unforeseen circumstances to amend or alter the exact site of the location of the stand and the Exhibitor undertakes to agree to any alteration to the site or the space re-allocated by the Organisers.

17. <u>Conduct of Exhibitors and</u> Representatives.

Annoyance: The Organisers reserve the right to stop any activity on the part of any exhibitor that may cause annoyance to other Exhibitors or visitors. Business must be conducted only from the Exhibitor's own stand and under no circumstances may this be carried out from a gangway or elsewhere in the Exhibition.

Microphones: The use of microphones is permitted, but the volume must not be such as to cause annoyance to other Exhibitors. The Organisers reserve the right to prohibit their use if in the Organisers' opinion any annoyance is being caused.

Gangways: Any encroachment upon gangways or passages shall be deemed to be a breach of contract and articles or goods found therein during the period of the Exhibition may be removed by the Organisers or their agents and the Organisers shall not be responsible for any loss thereto occasioned by such removal.

Publicity Material: Any publicity material shall be displayed and/ or given away only from the Exhibitor's own stand.

- 18. The Organisers shall not be responsible for any damages claimed by any person or persons who may be injured whilst in the area allotted to the Exhibitor and the Exhibitor agrees to indemnify the Organisers in the event of any claim made against the Organisers.
- 19. Right of Rejection. Exhibits are admitted to the Exhibition, and shall remain there, solely on strict compliance with these Rules and Regulations. The Organisers reserve the right to prohibit in whole or in part and reject any Exhibitor or his representative in the case of failure to comply with the Rules and Regulations. There shall be no return of payment if the Organisers deem such rejection or prohibition necessary.
- 20. No stand may be sublet in any manner without consent of the Organisers.
- 21. Law of the Contract. The Contract is governed in all respects by the law of the State of Victoria and any legal action arising under the Contract shall be litigated only in the appropriate Court having jurisdiction in that State



Sponsorship Application Form

Return completed form to the Conference Office by fax +61 2 9290 2444

or mail: ASBA 2009, C/- ICMS Pty Ltd Level 3, 379 Kent Street, Sydney NSW 2000, Locked Bag Q4002, QVB Post Office, Sydney 1230

1. COMPANY DETAILS			
Company Name:			
Contact Name:	Position:		
Address (Number / Street):			
Eity:	State:	Post	code:
Country:	Email:		
Phone:	Fax:		
2. SPONSORSHIP All costs are in Australian Dollars AU\$.	. Costs are inclusive of the Goods and Serv	rices Tax (GST).	
Sponsorship Item	Value	·	Total
Major	AU\$ 55,000		AU\$
nternet Access and Internet Lounge	AU\$ 40,000		AU\$
Conference Dinner	AU\$ 30,000		AU\$
ocial Function Tuesday Evening	AU\$ 25,000		AU\$
Velcome Reception	AU\$ 20,000		AU\$
onference Satchel	AU\$ 15,000		AU\$
Conference Information Service	AU\$ 10,000		AU\$
xhibition Passport or Swipe Card System	AU\$ 15,000		AU\$
anyards	AU\$ 10,000		AU\$
ocket Program	AU\$ 10,000		AU\$
lappy Hour	AU\$ 7,500		AU\$
Breakfast in the Exhibition	AU\$ 7,500		AU\$
unches in the Exhibition	AU\$ 5,000		AU\$
Morning Tea Breaks in the Exhibition	AU\$ 3,500		AU\$
Satchel Inserts	AU\$ 1,000 per item		AU\$
Pens	in kind		AU\$
3. PAYMENT DETAILS All payments must be made in A	uş.		
SPONSORSHIP TOTAL			AU\$
All Payment must be made in Australian DOLLARS only. Payment in any other currency will NOT be accepted. Payment can be made via cheque, direct transfer or credit card. Please contact the Conference Office for all payment details and conditions.		Account Name: ICMS MEETINGS PTY LTD	

I/we are authorised to sign documents on behalf of the company and acknowledge that the company will pay all costs as detailed on this application and agrees to be bound by and comply with the guidelines, rules, regulations and policies as contained in the Sponsorship Prospectus and attached to the "Sponsorship/Exhibition Application Form"

Name:	Signature:	Date of Application:	



Exhibition Application Form

Return completed form to the Conference Office by fax +61 2 9290 2444

1. COMPANY DETAILS					
Company Name:					
Contact Name:		Position:			
Address (Number / Street):					
City:		State:	Postcode:		
Country:		Email:			
Phone:		_ Fax:			
2. CONFERENCE EXHIBITION	All costs are in Australian Dollars				
Conference Exhibition space		Cost AU\$ 6,000 (space onl	✓ Total ly, 9m²) □ AU\$		
			, , , , , , , , , , , , , , , , ,		
KOOTH HIGHERANCO	•		3rd Preference		
Booth preference: 1st Preference:	2nd Preference:		3rd Preference:		
1st Preference:	2nd Preference:		3rd Preference:		
•	2nd Preference:		3rd Preference:		
1st Preference:	2nd Preference:		3rd Preference:		
1st Preference: 4. SHELL SCHEME STANDS			3rd Preference:		
1st Preference: 4. SHELL SCHEME STANDS	2nd Preference: lable for purchase at a later date		3rd Preference:		
1st Preference: 4. SHELL SCHEME STANDS			3rd Preference:		
1st Preference: 4. SHELL SCHEME STANDS Shell Scheme Stands Avail			3rd Preference:		
1st Preference: 4. SHELL SCHEME STANDS Shell Scheme Stands Avail	able for purchase at a later date		3rd Preference:		

I/we are authorised to sign documents on behalf of the company and acknowledge that the company will pay all costs as detailed on this application and follow the guidelines and policies as listed in the Invitation to Exhibitors.

Name:	Signature:	Date of Application:

ASBAZOS9 SPONSORSHIP OPPORTUNITIES



