Sponsorship & Exhibition
PROSPECTUS

2 - 4 December 2020
Double Tree by Hilton
Darwin, Northern Territory
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Welcome Message

Pathways 15 brings together disability practitioners, National Disability Coordination Officers and a range of other professional, academic staff and students with disability to identify and remove barriers for people with disability participating in post-secondary education and training.

Pathways 15 provides a unique opportunity to improve our knowledge and plays a pivotal role in supporting practitioners and the sector in general with an opportunity for professional development. It encourages discussion and debate which informs the sector and ensures that we are all working towards an improved practice model.

It is the 29th anniversary of Pathways conference and in 2020 the theme centres around Advancing Inclusion in Tertiary Education: Policy and Practice, drawing on current policy to shape and enhance best practice in the provision of service to tertiary students with disability. The Australian government is committed to a national approach supporting people with disability to maximise their potential and participate as equal citizens in Australian society. This commitment to equity can be seen in the Disability Discrimination Act (1992), the Disability Standards for Education (2005) and more recently in ‘The Best Chance for All’ a proposed national policy statement for student equity in Australian tertiary education (2018).

The conference brings different perspectives and a rich diversity of experience and understanding from all that attend. We hope Pathways 15 will provide an opportunity for colleagues from around Australia and the Asia-Pacific region to come together to share and learn more about current practices in the area of tertiary education and training for people with disability, to gain inspiration from others and to strengthen networks of friends and colleagues.

Photo credit: Tourism NT/Shaana McNaught
Program

Day One: Wednesday 2 December 2020

- Registrations Open
- Conference Program Day 1
  - Plenary
  - Concurrent sessions
  - Exhibition
- Welcome Networking Reception

Day Two: Thursday 3 December 2020

- Conference Program Day 2
  - Plenary
  - Concurrent sessions
  - Exhibition
- Gala Dinner

Day Three: Friday 4 December 2020

- Conference Program Day 3 (Half Day)
  - Plenary
  - Concurrent sessions
  - Exhibition

Conference Venue

Double Tree by Hilton Esplanade Darwin

Address: 116 Esplanade, Darwin City NT 0800

Phone: (08) 8980 0800

Professional Conference Organiser

AA&P Events are proud to be working alongside the Pathways 15 committee as the Professional Conference Organiser for the 2020 event.

We are here to help you with sponsorship and exhibition enquires, and provide any additional information relating to the conference. Please contact us at any stage on;

Email: Rosie Peace comms@associatedadvertising.com.au

  Natalie Bell natalie@associatedadvertising.com.au

Phone: (08) 8942 3388
## Pathways 15 Sponsorship and Exhibition Opportunities – Quick Reference Guide

<table>
<thead>
<tr>
<th>SPONSORSHIP OPPORTUNITIES</th>
<th>Number available</th>
<th>Price AUD$</th>
</tr>
</thead>
<tbody>
<tr>
<td>Platinum sponsor</td>
<td>Exclusive</td>
<td>$15,000</td>
</tr>
<tr>
<td>Gold sponsor</td>
<td>Three</td>
<td>$12,000</td>
</tr>
<tr>
<td>Silver sponsor</td>
<td>Multiple</td>
<td>$10,000</td>
</tr>
<tr>
<td>Bronze sponsor</td>
<td>Multiple</td>
<td>$7,000</td>
</tr>
<tr>
<td>Name badge and lanyard sponsor</td>
<td>Exclusive</td>
<td>$5,500</td>
</tr>
<tr>
<td>Conference dinner</td>
<td>Exclusive</td>
<td>$5,500</td>
</tr>
<tr>
<td>Conference satchel sponsor</td>
<td>Exclusive</td>
<td>$5,300</td>
</tr>
<tr>
<td>Welcome Reception sponsor</td>
<td>Exclusive</td>
<td>$4,800</td>
</tr>
<tr>
<td>Keynote session sponsor</td>
<td>Multiple</td>
<td>$3,500</td>
</tr>
<tr>
<td>Session sponsor</td>
<td>Multiple</td>
<td>$2,500</td>
</tr>
<tr>
<td>Sign language interpreters live captioning sponsor</td>
<td>Exclusive</td>
<td>In-kind</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>ADVERTISING OPPORTUNITIES</th>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>Handbook advertising – full page</td>
<td>Multiple</td>
<td>$1,000</td>
</tr>
<tr>
<td>Handbook advertising – half page</td>
<td>Multiple</td>
<td>$800</td>
</tr>
<tr>
<td>Satchel insert</td>
<td>Multiple</td>
<td>$800</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>EXHIBITION TRADE DISPLAY TABLE</th>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>Exhibition Trade Display Table 1.8m x 45cm</td>
<td>Ten</td>
<td>$1,800</td>
</tr>
</tbody>
</table>

Looking for a customised sponsorship package? Give us a call and let’s get creative! Call Rosie on (08) 8942 3388 or email comms@associatedadvertising.com.au
Platinum Sponsor (Exclusive)
$15,000 incl GST

Recognition
✔ Platinum sponsor acknowledgement
✔ Company logo on the conference website with a link to sponsor’s website
✔ Company logo on conference signage
✔ Company logo on the holding slide displayed at the beginning of each plenary session
✔ Company logo featured on the cover and on the sponsor’s page of the conference handbook/program

Promotion
✔ One (1) full page advertisement in the conference handbook/program
✔ Five (5) minute address to the conference delegates at the opening plenary session
✔ Two (2) satchel inserts (to be supplied by sponsor)

Trade Tables and Registration
✔ Two (2) exhibition trade display tables in prime position based on time of booking
✔ Four (4) conference registrations including the welcome reception and conference dinner
✔ Two (2) additional tickets to the conference dinner

Gold Sponsor (Three available)
$12,000 incl GST

Recognition
✔ Gold sponsor acknowledgement
✔ Company logo on the conference website with a link to sponsor’s website
✔ Company logo on conference signage
✔ Company logo on the holding slide displayed at the beginning of each plenary session
✔ Company logo featured on the cover and on the sponsor’s page of the conference handbook/program

Promotion
✔ One (1) satchel insert (to be supplied by sponsor) in the conference satchel
✔ One (1) half page advertisement in the conference handbook/program

Trade Tables and Registration
✔ One (1) exhibition trade display table
✔ Three (3) conference registrations including the welcome reception and conference dinner

Silver Sponsor
$10,000 incl GST

Recognition
✔ Silver sponsor acknowledgement
✔ Company logo featured on the cover, on the sponsor’s page of the conference handbook/program
✔ Company logo on the conference website with a link to sponsor’s website
✓ Company logo on conference signage
✓ Company logo on the holding slide displayed at the beginning of each plenary session

**Promotion**
✓ One (1) insert for inclusion in delegate satchels (to be provided by sponsor)

**Registration**
✓ Two (2) conference registrations, including the welcome reception and conference dinner

<table>
<thead>
<tr>
<th><strong>Bronze Sponsorship</strong></th>
</tr>
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<tbody>
<tr>
<td>$7,000 incl GST</td>
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</tbody>
</table>

**Recognition**
✓ Bronze sponsor acknowledgement
✓ Company logo on the conference website with a link to sponsor’s website
✓ Company logo on conference signage
✓ Company logo featured on the cover, on the sponsor’s page of the conference handbook/program

**Registration**
✓ One (1) conference registration including the welcome reception and conference dinner

<table>
<thead>
<tr>
<th><strong>Name Badge and Lanyard Sponsor (Exclusive)</strong></th>
</tr>
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<tbody>
<tr>
<td>$6,000 incl GST</td>
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</table>

**Recognition**
✓ Acknowledgement as the name badge and lanyard sponsor in the conference handbook/program
✓ Company logo to be printed on the delegates name badges (placement at the discretion of the conference manager)

**Promotion**
✓ Company logo on the conference website, with link to sponsor’s website
✓ One (1) A4 flyer (to be supplied by sponsor) in the conference satchel
✓ Opportunity to provide company branded lanyards (to be supplied by sponsor)

<table>
<thead>
<tr>
<th><strong>Conference Dinner Sponsor (Exclusive)</strong></th>
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<tbody>
<tr>
<td>$5,500 incl GST</td>
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</table>

**Recognition**
✓ Conference Dinner sponsor acknowledgement
✓ Company acknowledgement as a sponsor in the conference handbook/program
✓ Company logo on the conference website with a link to sponsor’s website
✓ Company sign (to be supplied by sponsor), displayed during the conference networking function normally 1000x2000mm pull up stand banner

**Promotion**
✓ One (1) insert for inclusion in delegate satchels (to be provided by sponsor)

**Tickets**
✓ Four (4) additional tickets to the conference dinner

*Note: All theming and entertainment is subject to approval by the Conference Organising Committee*
### Welcome Reception Sponsor (Exclusive)
$4,800 incl GST

**Recognition**
- ✔ Welcome Reception sponsor acknowledgement
- ✔ Company acknowledgement as a sponsor in the conference handbook/program
- ✔ Company logo on the conference website with a link to sponsor’s website
- ✔ Company sign (to be supplied by sponsor), displayed during the Welcome Reception – normally 1000x2000mm pull up banner

**Promotion**
- ✔ One (1) A4 flyer (to be supplied by sponsor) in the conference satchel

**Tickets**
- ✔ Four (4) tickets to the Welcome Reception

*Note: All theming and entertainment is subject to approval by the Conference Organising Committee*

### Keynote Session Sponsor
$3,500 incl GST

**Recognition**
- ✔ Keynote session promoted as ‘sponsored by your company’
- ✔ Company logo displayed on the screen in the session venue during the keynote speaker’s introduction
- ✔ Acknowledgement by the session chairperson to the sponsored keynote speaker’s presentation(s)
- ✔ Your company acknowledged as a session sponsor in the conference handbook/program, and on the conference website

**Promotion**
- ✔ Opportunity to provide company sign (to be supplied by sponsor), displayed during sponsored session – normally 1000x2000mm pull up stand banner

### Session Sponsor
$2,500 incl GST

**Recognition**
- ✔ Conference session sponsor promoted as ‘sponsored by your company’
- ✔ Company logo displayed on the screen at the start of the session
- ✔ Acknowledgement by the session chairperson at the start of the sponsored session
- ✔ Your company acknowledged as a session sponsor in the conference handbook/program, and on the conference website

**Promotion**
- ✔ Opportunity to provide company sign (to be supplied by sponsor), displayed during sponsored session – normally 1000x2000mm pull up stand banner
Exhibition Trade Display Table Package

$1800 per table incl GST

✔ Table – One (1) x 3x2m skirted table with two (2) chairs
✔ Registration - Registration for one (1) representative to attend the daily conference program and the Gala Dinner.
✔ Welcome Reception - An invitation is extended, by the conference committee, for two (2) representatives, per trade table/space booked, to attend the welcome reception as their guests.
✔ Conference Satchel - One (1) per trade display table
✔ Delegates Listing - Subject to privacy legislation, relevant details of all delegates attending the conference will be made available to sponsors and exhibitors.
✔ Name Badge - Name badge for one (1) representatives.
✔ Promotion- Listing of company name in the conference program/handbook
✔ Catering- Morning/afternoon teas and lunches for one (1) representatives each day

Conference Handbook Program Advertising

$1,000 incl GST – Full Page, full colour advertisement inside the conference handbook/program (artwork to be supplied print ready by advertiser)

$800 incl GST – Half Page full colour advertisement inside the conference handbook/program (artwork to be supplied print ready by advertiser)

NB: Booking deadline for advertising in the conference handbook/program is Friday 16 October 2020 and deadline for the artwork is Monday 2 November 2020.

Satchel Insert

$800 incl GST per item

✔ One (1) company brochure inserted into all delegate satchels (1 double sided A4 size) or small promotional item (to be discussed with the conference manager and to be supplied by the advertiser)

Sign Language Interpreters Live Captioning Sponsor (Exclusive)

In-kind Sponsorship

Sign Language Interpreting and Live Captioning are required for the duration of the conference to enable access for delegates with hearing impairment. By sponsoring interpreting and captioning services you are not only showing support for Pathways 15, but gaining highly visible exposure during the whole conference.

Recognition

✔ Your company acknowledged as “Sign Language Interpreters Live Captioning Sponsor” in the conference handbook/program and on the conference website
✔ Company logo on the conference website with a link to sponsor’s website
✔ Acknowledgement by the co-chairs at the opening and closing of the conference
Promotion
✔ Two (2) inserts for inclusion in delegate satchels (to be provided by sponsor)
✔ A4 full colour advertisement placed in the final conference handbook/program (artwork to be supplied by sponsor in line with print deadlines)

Registration
✔ Two (2) full conference registrations, including the welcome reception and the conference dinner

Photo credit: Tourism NT/Nick Pincott
How to Book and Details of Payment Deadlines

For more information on sponsorship and exhibition opportunities please call;

Rosie Peace (Conference Coordinator – AA&P)

(08) 8942 3388
comms@associatedadvertising.com.au

Important Information

Sponsorship

In order to confirm your sponsorship, payment must be received in full.

Please Note: The production of banners and any promotional material is the responsibility of the sponsor.

Exhibition

Early booking is necessary, as space is limited. Tables will be allocated strictly in order of the date full payment is received.

Exhibition Trade Display Table Details

The trade exhibition will be held on Wednesday 2 December, Thursday 3 December and Friday 4 December 2020.

Exhibition Dates and Times (to subject to change)

Wednesday 2 December 2020 – 8.00am – 5.00pm
Thursday 3 December 2020 – 8.00am – 5.00pm
Friday 4 December 2020 – 8.00am – after lunch

Please note: all exhibition trade display tables must be show-ready by 7.00am on Wednesday 2 December 2020. No installation will take place after this time through to Friday 4 December 2020. All trade tables must remain in place until after lunch on Friday 4 December 2020. Bump in and out times to be advised.
Conference Handbook Program Advertisement

Sponsors are required to provide all artwork as a print ready PDF. Please see below for conference handbook program advertisement size specifications.

*Please note: Booking deadline for advertising in the conference handbook/program is Friday 16 October 2020 and deadline for the artwork is Monday 2 November 2020.*
Cancellation Policy

In the event of the withdrawal of an exhibition table(s)/sponsorship booking, AA&P should be notified in writing as soon as possible. Please note that a refund of fees paid (less a cancellation fee of 50% of the value) will be made to an exhibitor/sponsor cancelling before or on 2 August 2020. No refunds will be made after that date.

Liability Waiver

The Pathways 15 Conference and Double Tree by Hilton Esplanade Darwin will not be liable for injuries to any person or damages to property owned or controlled by exhibitors. Regarding claims for damages or injuries that may arise from or be in any way connected with exhibitor occupation or display space, the exhibitor agrees to defend indemnity and hold the Pathways 15 Conference Organising Committee harmless against all such claims. The exhibitor agrees to insure itself at its own expense against property loss or damage and for public liability or personal injury and liability for property damage. Participation in the exhibition does not imply any endorsement or approval by the Pathways 15 Conference. The Pathways 15 Conference takes no responsibility in relation to displays, products, representations or promotional material of the participants. The Pathways 15 Conference has not assessed, endorsed or approved any display, product, representation or promotional material.

Insurance

Sponsors and exhibitors are strongly advised to insure goods during transit and while on display, against damage/loss, however caused, as well as public liability. In addition, the exhibitor acknowledges that the Pathways 15 Conference and AA&P do not maintain insurance covering exhibitor’s property and that it is the sole responsibility of the exhibitor to obtain public liability, business interruption and property damage insurance covering such loss by an exhibitor.

Personal Insurance

Participants shall be regarded in every aspect as carrying their own risk for injury to person or property, including baggage, during the conference. We strongly recommend that at the time of booking you take out a travel insurance policy of your choice. The policy taken should include the loss of deposit through cancellation, medical insurance, loss or damage to personal property, financial loss incurred through disruption due to strikes or other industrial action. The organisers are in no way responsible for any claims concerning insurance.

Privacy Act

Due to privacy legislation, the organisers cannot guarantee the inclusion of ALL participants’ names and contact details on the delegates list.
# Pathways 15 Sponsorship Form

<table>
<thead>
<tr>
<th>Organisation Name:</th>
</tr>
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</table>

| We would like to: [ ] Sponsor  [ ] Exhibit |

<table>
<thead>
<tr>
<th>Sponsorship category selected:</th>
</tr>
</thead>
</table>

<table>
<thead>
<tr>
<th>Amount to be invoiced ($)</th>
</tr>
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</table>

<table>
<thead>
<tr>
<th>ABN</th>
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</table>

<table>
<thead>
<tr>
<th>Contact Name</th>
<th>Phone</th>
</tr>
</thead>
</table>

<table>
<thead>
<tr>
<th>Email</th>
</tr>
</thead>
</table>

<table>
<thead>
<tr>
<th>Website</th>
</tr>
</thead>
</table>

<table>
<thead>
<tr>
<th>Postal Address</th>
</tr>
</thead>
</table>

| Insert for conference satchel (x200 required): [ ] YES [ ] NO |

<table>
<thead>
<tr>
<th>Please advise what will you be providing for your insert:</th>
</tr>
</thead>
</table>

| If you are entitled to an exhibition trade displays as part of your sponsorship, please confirm if you will be taking up this opportunity of a 3m x 2m skirted table? [ ] YES [ ] NO |

| High res logo and 100 word corporate profile provided: [ ] YES [ ] NO |

<table>
<thead>
<tr>
<th>website:</th>
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<table>
<thead>
<tr>
<th>Please provide your social media handles;</th>
</tr>
</thead>
<tbody>
<tr>
<td>Twitter:</td>
</tr>
<tr>
<td>Facebook:</td>
</tr>
<tr>
<td>LinkedIn:</td>
</tr>
</tbody>
</table>

Signed: __________________________ Date: __________________________

Please send completed sponsorship and exhibition application form to Rosie Peace at comms@associatedadvertising.com.au or call (08) 8942 3388