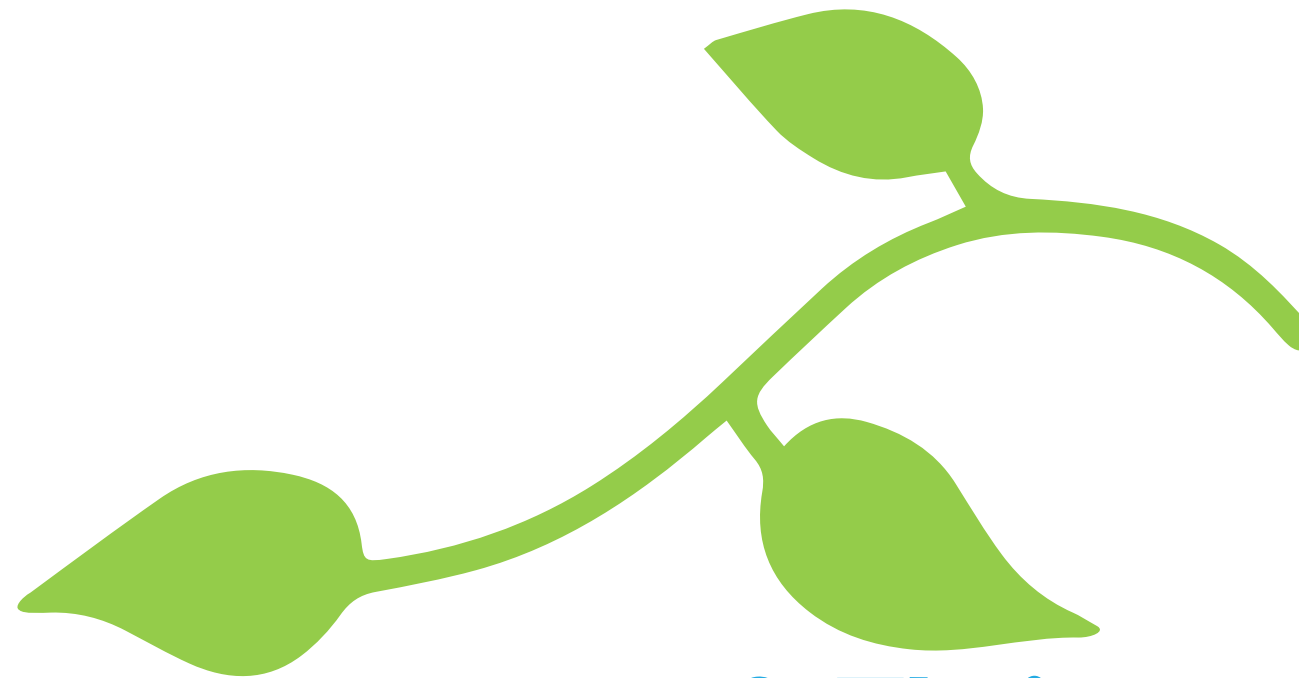


**TERTIARY EDUCATION
MANAGEMENT CONFERENCE**



Regenerate & Thrive

HOSTED BY



**ONLINE CONFERENCE
9 SEPTEMBER 2022**

**FACE TO FACE CONFERENCE
11-14 SEPTEMBER 2022**

HOTEL GRAND CHANCELLOR, HOBART



PARTNERSHIP OPPORTUNITIES



Invitation to Achieve Key Business Outcomes

The Tertiary Education Management Conference is organised in partnership by the Association for Tertiary Education Management (ATEM) and the Tertiary Education Facilities Management Association (TEFMA). It is the only conference in the tertiary sector which covers the full range of functions in institutions and is designed to allow participants to build strong networks across Australia and New Zealand. Thank you for your support for TEMC 2021 Online. In 2022, the TEM conference will be presented in a new look, refreshed style of programming, incorporating new elements and showcasing the best of Hobart.

Network with 600+ professionals from the higher education sector across Australia and New Zealand in one place for three days

Reasons to partner with TEMC in 2022

Promote your business to a targeted market audience by

- Leading the agenda on key industry issues by submitting an abstract for presentation – more details [HERE](#). Please note your abstract should represent a higher education institution and the higher education representative should be the lead author and presenter.
- Exclusive branding opportunities including the conference dinner, welcome reception, Wi-Fi, conference app, name badge, networking lounge, keynote speaker, concurrent sessions, program and electronic handbook, refreshment breaks and registration desk
- Engaging and connecting with over 600 professionals representing most of Australia's and New Zealand's tertiary institutions, including Directors, Prof Vice-Chancellors and senior management leaders and administrators
- Networking with delegates at social functions
- Generating extensive new leads and building on your relationships with potential and existing customers
- Accessing the key decision-makers for services, facilities, technology and equipment
- Participating in the largest annual gathering of tertiary education managers

Local Organising Committee

Fiona Bygraves
Monash University

Garry Bradley
TEFMA

Leigh Burgess
Queensland University of Technology

Carol Harding
ATEM

Mark Hatwell
Monash University

Murugian (Muru) Mohan
University of Auckland

Sally Newton
ATEM

Alice Di Pasquale
Deakin University

Margaret L Ruwoldt
ATEM

Sam Wishart
La Trobe University



The Association for Tertiary Education Management Inc (ATEM) is the pre-eminent professional body in Australasia for tertiary education administrators and managers and has about 1,400 individual members and 62 corporate members. Members are found across the breadth of the academic environment, including universities, TAFEs, polytechnics and wanagas, private providers, government departments and other related organisations. ATEM connects individuals across institutions and disciplines, supports individuals to develop their management skills and knowledge, and challenges the sector to recognise the professional nature of tertiary education management.

Mary-Louise Huppatz – Managing Director

E: ml.huppatz@atem.org.au

P: 0411 283 895

www.atem.org.au



The Tertiary Education Facilities Management Association (TEFMA) is an independent association of facilities managers operating in the tertiary education sector of Australia, New Zealand, Hong Kong and Singapore. TEFMA covers the full range of functions in tertiary facility management including planning, construction, maintenance, operations and administration of educational facilities.

TEFMA has some 1500 members representing 60 tertiary education institutions and 4 affiliated associations in Australasia.

TEFMA promotes engagement with industry through its 65 Business Partner members. TEFMA members provide vital infrastructure and service in support of the effective operation of tertiary and vocational education in the Australasian region.

Bree Blackwell – TEFMA Secretariat

E: info@tefma.com

P: +61 3 6234 7844

www.tefma.com

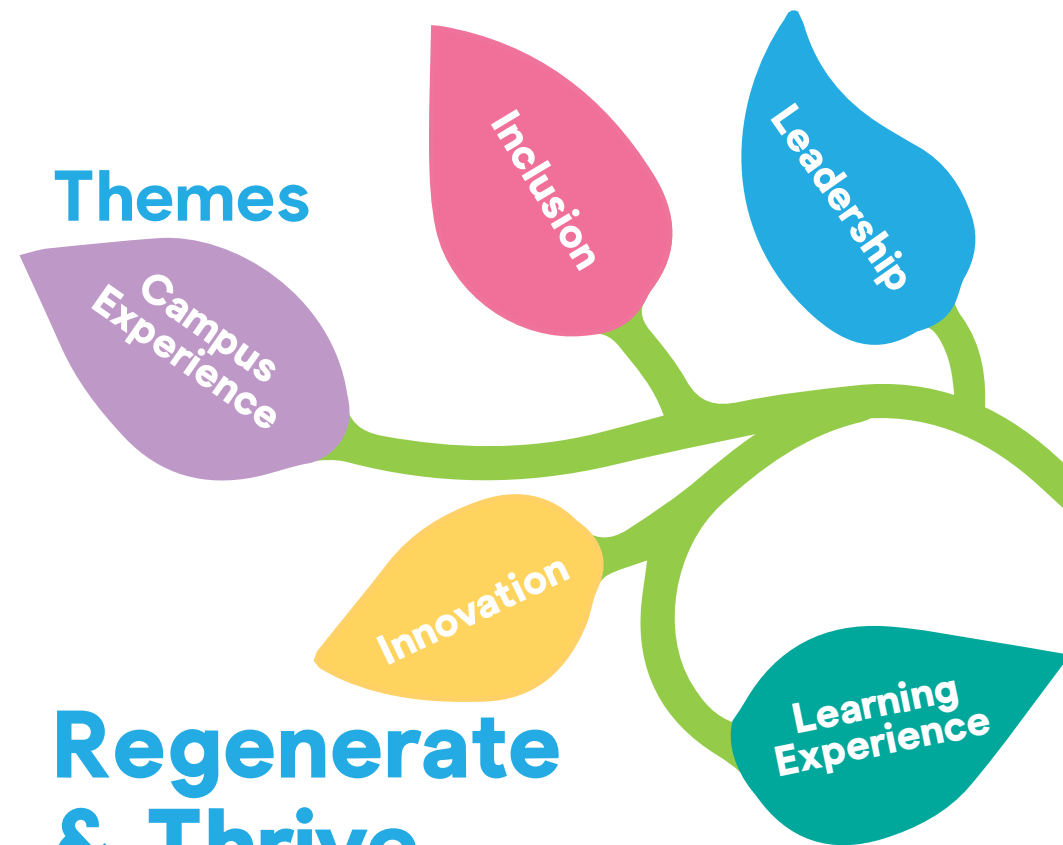
Meet your audience

Tertiary Education Management Conference brings together over 600+ professionals* from the higher-education sector across Australia and New Zealand in one place for three days.

Network with Deputy Vice Chancellors, Heads of School, Directors, Associate Directors, Managers, Administrators, Policy Analysts, Registrars, Business Managers, Centre Managers, College Managers, College Accountants, Advisers, Technical Managers and Project Managers who work across finance, business services, policy and planning, performance and standards, information services, library, administration, HR, marketing, legal and compliance, reporting, institutional research, data management and warehousing, construction, maintenance and operations in educational facilities.

**Delegate estimation based on historical fact - TEMC 2017 (920), TEMC 2018 (827), TEMC 2019 (913) and TEMC 2020 Online (2900).*

Themes



Regenerate & Thrive

Program at a Glance

FRIDAY 9 SEPTEMBER

Online Conference

SUNDAY 11 SEPTEMBER

Exhibitors Bump-In

Newcomers Function

Welcome Reception

MONDAY 12 SEPTEMBER DAY ONE

Exhibition Opens

Conference Sessions & Exhibition

TEFMA Awards Night
(Invitation Only)

ATEM Welcome Event
(Invitation Only)

TUESDAY 13 SEPTEMBER DAY TWO

Conference Sessions & Exhibition

Conference Workshops

Sponsor & Exhibitor Thank You
Function (Invitation Only)

WEDNESDAY 14 SEPTEMBER DAY THREE

Conference Sessions & Exhibition

Exhibition Closes

Conference Dinner

Previous TEMC Supporters

A.G.Coombs

**ambius
Initial**
The Experts in Hygiene

architectus™

ASSETFUTURE

assetic

**BIG
SCREEN
VIDEO**

**BOUPKE +
BOUTELOUP**
ARCHITECTS

CAMATIC
SEATING

**capital
insight**

CH
CAROL HARDING

DesignInc

diadem

**DONALD
CANT
WATTS
CORKE**

ecoglo®
VISIBLY BETTER

ESP
ESPAUSTNETAU

GK
FACILITY SERVICES

GROSVENOR] engineering group

**Hames
Sharley**

ICAD CONSULTANTS PTY LTD
project & facility management technology

ifm

INTREC
Building
Relationships
Construction

K5 Kinnarps

**living
edge®**
Furniture for life.

LOGICAL
BUILDING AUTOMATION

MazeMap

mgs

Mosaic | Space
CONSULTING

**Onset
Design**

**OPERATIONAL
INTELLIGENCE**

PLANON
FACILITY MANAGEMENT & REAL ESTATE SOFTWARE

PrimeBuild

PROFURN

PROGRAMMED

QUAYCLEAN
CLEANING PARTNERS

R&BS
Water penetration solutions.

SAFE FOOTPATHS
High Hazard Removal Specialists

SMARTER CITY SOLUTIONS
Integrated (for) Life

SPOTLESS
A Downer Company

Turner & Townsend

Umow Lai

UniBank

UniSuper

**WARREN AND
MAHONEY®**

CONFERENCE MANAGERS



Theni Kuppusamy
Conference Manager
E: theni@laevents.com.au



Kim Murray
Sponsorship & Exhibition Manager
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Leishman
it's all about people
CONFERENCE • EVENT • ASSOCIATION MANAGEMENT

TEMC MAJOR SPONSOR \$36,000

The benefits of this sponsorship package can be tailored to your organisation's specific needs. With a substantial investment like this, we understand the need to deliver the highest return on investment possible. We encourage you to speak with us further to ensure that the benefits included in this sponsorship package are in line with your corporate marketing strategy. Please contact the Sponsorship and Exhibition Manager, Kim Murray, if you are interested in playing a major role in the conference.

PROMOTION

- Exclusive sponsorship of TEMC 2022
- A targeted, selective function with 8 delegates of your choice and 2 of your company representatives (or as negotiated)
- Ten-minute speaking opportunity in a Plenary Session*
- Regular verbal recognition as the Major Sponsor
- Sixty second commercial shown at the commencement of each day
- Sponsor's own signage prominently displayed in the main conference venue (maximum two pull up banners to be displayed)
- Full page advertisement in the Conference Electronic Handbook (artwork to be supplied by sponsor)
- Logo recognition in all conference promotional material, including Conference Program and Venue Signage
- Company logo and profile in the Conference Electronic Handbook, Conference App and Website (including link)
- 1 x Electronic Brochure
- Opted-in Delegate List (name, position, company, state, country only)

REGISTRATION & EXHIBITION

- Six Registrations including daily catering, Welcome Reception and Conference Dinner
- One 6m x 3m Exhibition Booth

* Sponsors, please ensure your presentation is not a sales pitch. Note that you will be required to submit your presentation for approval by the committee.

CONFERENCE DINNER \$30,000

PROMOTION

- Exclusive sponsorship and naming rights to the TEMC 2022 Conference Dinner
- A targeted, exclusive function with 6 delegates of your choice and 2 of your company representatives
- Five-minute speaking opportunity in a Plenary Session*
- An opportunity to welcome delegates to the Conference Dinner (5 minutes)
- Sponsor's own signage prominently displayed at the dinner venue (maximum of two pull up banners to be displayed)
- Logo featured on menus, dinner tickets and any other dinner-related collateral
- Full page advertisement in the Conference Electronic Handbook (artwork to be supplied by sponsor)
- Logo recognition in all conference promotional material, including Conference Program and Venue Signage
- Company logo and profile in the Conference Electronic Handbook, Conference App and Website (including link)
- 1 x Electronic Brochure
- Opted-in Delegate List (name, position, company, state, country only)

REGISTRATION & EXHIBITION

- Four Registrations including daily catering, Welcome Reception and Conference Dinner
- One 6m x 3m Exhibition Booth

* Sponsors, please ensure your presentation is not a sales pitch. Note that you will be required to submit your presentation for approval by the committee.

PARTNERSHIP OPPORTUNITIES

WELCOME RECEPTION \$25,000

PROMOTION

- Exclusive sponsorship of the TEMC 2022 Conference Welcome Reception
- A targeted, selective function with 4 delegates of your choice and 2 of your company representatives
- Five-minute speaking opportunity in a Plenary Session*
- An opportunity to welcome delegates to the Welcome Reception (5 minutes)
- Sponsor's own signage prominently displayed at the Welcome Reception venue (maximum of two pull up banners to be displayed)
- Full page advertisement in the Conference Electronic Handbook (artwork to be supplied by sponsor)
- Logo recognition in all conference promotional material, including Conference Program and Venue Signage
- Company logo and profile in the Conference Electronic Handbook, Conference App and Website (including link)
- 1 x Electronic Brochure
- Opted-in Delegate List (name, position, company, state, country only)

REGISTRATION & EXHIBITION

- Four Registrations including daily catering, Welcome Reception and Conference Dinner
- One 6m x 3m Exhibition Booth

* Sponsors, please ensure your presentation is not a sales pitch. Note that you will be required to submit your presentation for approval by the committee.



THE BAY OF FIRES \$15,000 (TWO AVAILABLE)

PROMOTION

- Logo recognition in all conference promotional material, including Conference Program and Venue Signage
- Company logo and profile in the Conference Electronic Handbook, Conference App and Website
- Opportunity to display one pull-up banner at the venue
- Full page advertisement in the Conference Electronic Handbook (artwork to be supplied by sponsor)
- 1 x Electronic Brochure
- Opted-in Delegate List (name, position, company, state, country only)

REGISTRATION & EXHIBITION

- Three Registrations including daily catering, Welcome Reception and Conference Dinner
- One 3m x 3m Exhibition Booth

Please select one of the following:

DELEGATE NAME BADGE

- Exclusive sponsorship of the Delegate Name Badge
- Logo recognition on each Delegate Name Badge along with the conference logo

SELF CHECK-IN KIOSK

- Exclusive sponsorship of the Self Check-In Kiosk
- Branding of the Kiosk Machines for the duration of the Conference

SUSTAINABILITY

Demonstrate your leadership and commitment to sustainable environmental practices.

- Exclusive sponsorship opportunity
- Partner with the TEMC to create initiatives that lessen our on-site conference environmental footprint
- Announcements at the commencement and conclusion of the conference program acknowledging your organisation as our Sustainability Partner

SALAMANCA \$10,000 (FOUR AVAILABLE)

PROMOTION

- Logo recognition in all conference promotional material, including conference program and venue signage
- Company logo and profile in the Conference Electronic Handbook, Conference App and Website
- Opportunity to display one pull-up banner at the venue
- Full page advertisement in the Conference Electronic Handbook (artwork to be supplied by sponsor)
- 1 x Electronic Brochure
- Opted-in Delegate List (name, position, company, state, country only)

REGISTRATION & EXHIBITION

- Two Registrations including daily catering, Welcome Reception and Conference Dinner
- One 3m x 3m Exhibition Booth

Please select one of the following:

WI-FI

- Exclusive sponsorship of the Wi-Fi (Internet) service throughout the Conference
- The Conference Wi-Fi provides excellent exposure for your business as delegates log on using your name as a password
- The landing page will also be your company website
- Logo recognition as the Wi-Fi Sponsor on instruction posters located throughout the Conference Venue

CONFERENCE APP

- Exclusive sponsorship of the Conference App
- Logo recognition on the landing page and banner
- Sponsor icon on the first screen, with links to website, brochure and profile
- Logo recognition as the Conference App Sponsor on instruction posters located throughout the conference venue

BARISTA CART – 2 AVAILABLE

- This popular package allows you to brand the Barista Cart area including:
 - Branded aprons
 - Pull up banner
 - Branded cups (to be supplied by sponsor)
 - Literature on coffee tables

(all the above options are at the sponsors expense)

CRADLE MOUNTAIN \$6,000 (MULTIPLE AVAILABLE)

PROMOTION

- Logo recognition in all conference promotional material, including Conference Program and Venue Signage
- Company logo and profile in the Conference Electronic Handbook, Conference App and Website
- Half page advertisement in the Conference Electronic Handbook (artwork to be supplied by sponsor)
- 1 x Electronic Brochure
- Opted-in Delegate List (name, position, company, state, country only)

REGISTRATION & EXHIBITION

- 1 x Registration including daily catering and Welcome Reception (excludes Conference Dinner)
- ADD an Exhibition Booth (3m x 3m) for an additional \$3,000 (Booth only, no registrations)

Please select one of the following:

CONFERENCE WORKSHOP

- Exclusive sponsorship of Conference Workshop
- Sponsors logo displayed at the commencement and conclusion of the Conference Workshop Session

NETWORKING LOUNGE (FURNITURE SUPPLIER)

- Exclusive sponsorship of one Networking Lounge
- Opportunity to set up the space using your organisation's products, showing flexibility and adaptability in supporting different modes of learning and teaching
- 1 x pull up banner

PLENARY OVERFLOW

- Exclusive sponsorship of the Plenary Overflow at the conference
- TVs screening the Plenary live to the exhibition hall
- 1 x pull up banner

KEYNOTE SPEAKER SESSION – MULTIPLE

- Exclusive sponsorship of one Keynote Speaker Session at the Conference
- Sponsors logo displayed at the commencement and conclusion of the Keynote Speaker address

REGISTRATION DESK

- Exclusive sponsorship of the TEMC Registration Desk
- Your company logo featured predominantly on the registration desk structure

MOUNT WELLINGTON \$4,000 (MULTIPLE AVAILABLE)

PROMOTION

- Logo recognition in all conference promotional material, including Conference Program and Venue Signage
- Company logo and profile in the Conference Electronic Handbook, Conference App and Website
- 1 x Electronic Brochure
- Opted-in Delegate List (name, position, company, state, country only)

REGISTRATION & EXHIBITION

- ADD a discount Sponsor/Exhibitor Registration \$770 (max 2 per company and excludes Conference Dinner)
- ADD an Exhibition Booth (3m x 3m) for an additional \$3,000 (Booth only, no registrations)

Please select one of the following:

ELECTRONIC PROGRAM & HANDBOOK

- Exclusive sponsorship of the Conference Electronic Program and Handbook
- Branding of the Conference Electronic Program and Handbook

CONCURRENT SESSION – MULTIPLE

- Exclusive sponsorship of one of the Concurrent Sessions
- Sponsors logo displayed at the commencement and conclusion of the Concurrent Session

SPEAKER'S PREP ROOM

- Exclusive sponsorship of Speaker's Prep Room for the Conference
- Signage acknowledging your sponsorship outside the Speaker's Prep Room
- Opportunity to provide branded merchandise inside the room

BRUNY ISLAND \$3,000 (MULTIPLE AVAILABLE)

PROMOTION

- Logo recognition in all conference promotional material, including Conference Program and Venue Signage
- Company logo and profile in the Conference Electronic Handbook, Conference App and Website
- 1 x Electronic Brochure
- Opted-in delegate list (name, position, company, state, country only)

REGISTRATION & EXHIBITION

- ADD a discount Sponsor/Exhibitor Registration \$770 (max 2 per company and excludes Conference Dinner)
- ADD an Exhibition Booth (3m x 3m) for an additional \$3,000 (Booth only, no registrations)

Please select one of the following:

REFRESHMENT BREAK – THREE AVAILABLE

- Exclusive sponsorship of the Refreshment Break for one day of the Conference
- Company literature may be displayed on the catering stations on the day of sponsorship
- Signage acknowledging you as the Refreshment Break Sponsor on the catering stations

ONLINE SESSIONS (9 SEPTEMBER)

- Exclusive sponsorship of one online session
- Your organisation's logo at the commencement and conclusion of the sponsored session

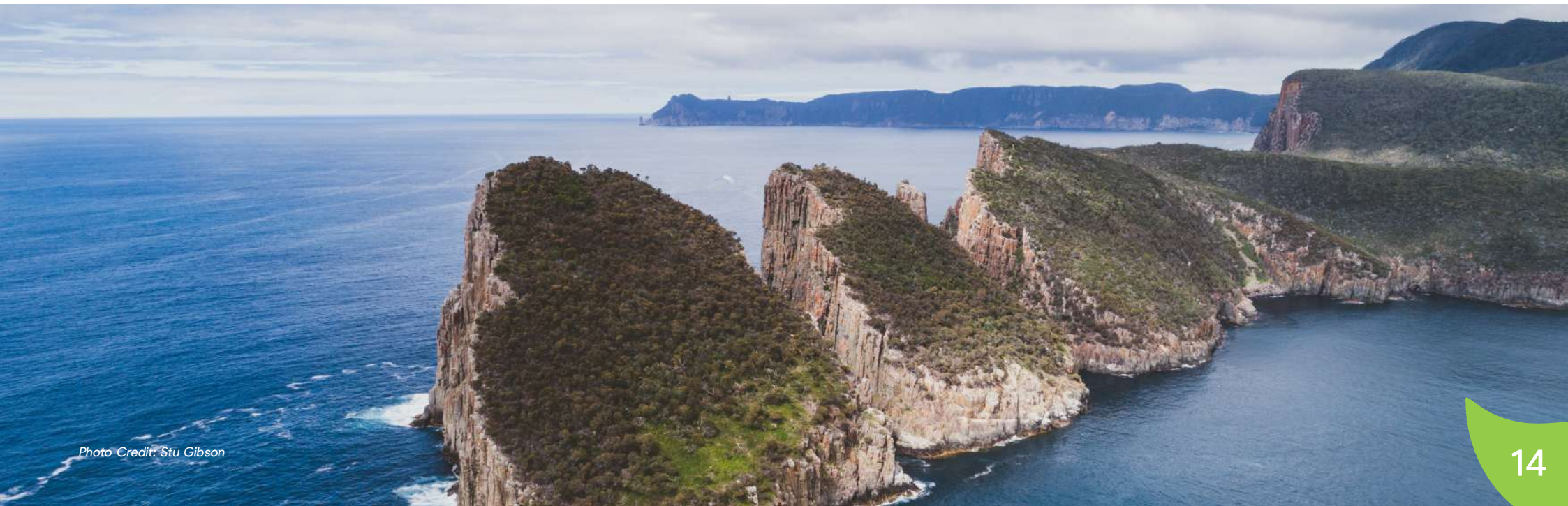
THE THREE CAPES CONFERENCE SUPPORTER \$3,000 (MULTIPLE)

PROMOTION

- Logo recognition in all conference promotional material, including Conference Program and Venue Signage
- Company logo and profile in the Conference Electronic Handbook, Conference App and Website
- 1 x Electronic Brochure
- Opted-in Delegate List (name, position, company, state, country only)

REGISTRATION & EXHIBITION

- 1 x Registration including daily catering and Welcome Reception (excludes Conference Dinner)
- ADD an Exhibition Booth (3m x 3m) for an additional \$3,000 (Booth only, no registrations)



ELECTRONIC ADVERTISEMENT – CONFERENCE ELECTRONIC HANDBOOK

Full page \$500

ELECTRONIC BROCHURE – CONFERENCE APP

Full page \$250

Sustainability matters at TEMC.

**Please consider how you will
avoid or minimise environmental
and social impacts for activities
and materials associated with
the conference.**

Photo Credit: Tourism Tasmania & Kathryn Leahy

*All prices shown are in Australian Dollars and are inclusive of GST.
Sponsorship packages are linked to key events or opportunities within the conference program.*

Taking an exhibition booth is a great way to position your organisation connect with conference delegates and promote your products and services. All conference lunch and refreshment breaks will be held in the exhibition area to ensure a high traffic flow of delegates.

Barista coffee and networking lounges will be spaced throughout the exhibition to encourage delegates to linger longer and engage with exhibitors.

The floor plan for the exhibition will be forwarded as soon as it is finalised. Please note the floor plan is subject to change at the discretion of the venue or the conference organisers at any time.

	Exhibition Bar Style	Exhibition Booth
Early Bird until 15 May 2022	\$3500	\$4800
Standard from 16 May 2022	\$3500	\$5000
Registrations included	One	Two

PROMOTION

- Logo recognition in all conference promotional material including Venue Signage
- Company logo and profile in the Conference Electronic Handbook, Conference App and Website
- 1 x Electronic Brochure
- Contact Exchange and Lead Scan functions on the Conference App
- Opted-in Delegate List (name, position, company, state, country only)

TRADE EXHIBITION BOOTH AND REGISTRATION

- One 3m x 3m (2.4 m high) shell structure booth
- White melamine back and side walls
- Organisation name on fascia board
- 2 x 120w spotlights
- 1 x 4amp/100w power outlet
- Two Exhibitor Registrations including daily catering and Welcome Reception (does not include the Conference Dinner)

Please note that no furniture is included as part of this exhibition package

EXHIBITION BAR STYLE AND REGISTRATION

- Raw space, 3m x 3m for those exhibitors whose priority is networking with delegates, rather than displaying collateral
- High table & 2 chairs
- 1 x 4amp/100w power outlet
- One exhibitor registration including daily catering and Welcome Reception (does not include the Conference Dinner)

CUSTOM BUILT DISPLAYS

If you'd like to stand out from the crowd and customise your booth with additional furniture and features, the exhibition build company for TEMC 2022 can provide you with furniture, additional AV and a custom build. Please contact stacey@laevents.com.au for more details.

A custom build will need to be approved by the venue 6 weeks prior to the conference and the exhibition build company will be in contact to schedule the build time.

ADDITIONAL TICKETS & REGISTRATIONS

All staff on site must be registered to attend either by utilising your complimentary registration or by purchasing an additional exhibitor registration for \$770 each, which includes:

- Daily catering
- Attendance at Conference Sessions
- Attendance at the Conference Welcome Reception
- Conference dinner tickets may be purchased separately

This Exhibitor/ Sponsor Pass is significantly reduced from the standard delegate fee as recognition of your company's support of the event. Please note there is a maximum of two additional exhibitor registrations per sponsor or exhibitor.

PUBLIC LIABILITY INSURANCE

Australian regulations require all exhibitors to have adequate Public Liability Insurance cover based on a limit of indemnity to the value of \$10,000,000 or above. This refers to damage or injury caused to a third party/visitor on or in the vicinity of, an exhibition stand. Exhibitors are required to submit their Public Liability Insurance Certificate when they confirm their booking.

APPLIANCE TESTING

All electrical appliances and leads used on site must comply with the Australian Standard AS/NZ 3760:2010, which requires the appliance to be inspected, tested and tagged. Items that do not comply will not be permitted to be used on site. Electrical items such as switchboards, cables and outlet fittings must comply with the Australian electrical wiring standard AS/NZS 3000:2007, and be installed by a qualified A grade electrician. Note: Double adaptors will not be permitted on site, instead power boards with overload cut off are permitted. The venue is at liberty to check that the electrical appliances that you bring on site are appropriately tagged.



EVENT SPONSORSHIP AND EXHIBITION APPLICATION TERMS AND CONDITIONS

A full set of terms and conditions for conference sponsorship and exhibition packages are available on the conference website. When you complete the online acceptance form, you will be required to acknowledge your agreement to these terms and conditions to complete the submission process.

www.temc2022.org.au

