



# 2018

Partner Prospectus

***Backing  
The Badge***



## Colorado State EMS Conference

Keystone, Colorado | November 8-11, 2018

# WELCOME

## EMSAC 2018 Partners!

The Emergency Medical Services Association of Colorado is dedicated to furthering the highest quality of Emergency Medical Services in the State of Colorado by assisting EMS providers to realize their potential through innovative life-long learning, goal driven advocacy, and promotion of EMS professionalism. We are excited to partner with you for 2018 and beyond.

Don't miss out on participating in the 46th Annual Colorado State EMS Conference being held in Keystone, Colorado November 8-11, 2018! This is the premier event where EMS professionals, agency managers and administrators, EMS instructors, medical directors and allied professional learn about trends and techniques that enhance their patient care and agency operations. It is a four-day event, set in the heart of the beautiful Colorado Rockies, which provides networking and idea sharing for everyone in the EMS profession.

This is a **MUST** event for any company that is involved in EMS equipment and supplies. The tradeshow is an integral part of the learning experience for attendees to see the latest trends, equipment and supplies in the industry. Highlights of our attendees are:

- Purchasing managers from agencies that run 100,000 calls a year
- Professionals who purchase supplies for themselves
- Agencies that operate up to 175 ambulances
- Agencies that require equipment and supplies to meet the needs of more than 526,000 calls a year
- Agencies that transport more than 381,000 patients
- Attendees from over 400 different ambulance services, search and rescue teams, hospitals and EMS training centers
- Agencies that require up-to-date computer and software systems.



**Our exhibit area sells out every year – don't wait – sign up now!** Complete the application in the back of this brochure or online, and ensure your participation at the 2018 EMS Conference.

We look forward to seeing you in Keystone, Colorado!



DJ Head  
Conference  
Chair



Jason Kotas  
Co-Conference  
Chair



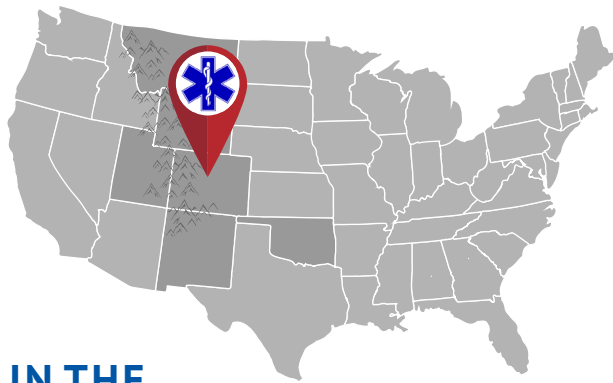
Jim Leist  
Exhibit  
Coordinator



Scott Scholes  
EMSAC President

# LARGEST

## EMS CONFERENCE



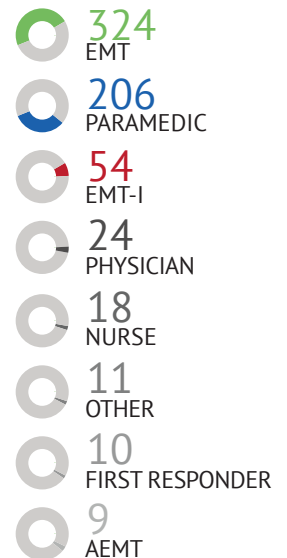
**IN THE  
ROCKY MOUNTAIN REGION**

**DEDICATED**  
TO PROVIDING  
**QUALITY**  
SERVICE

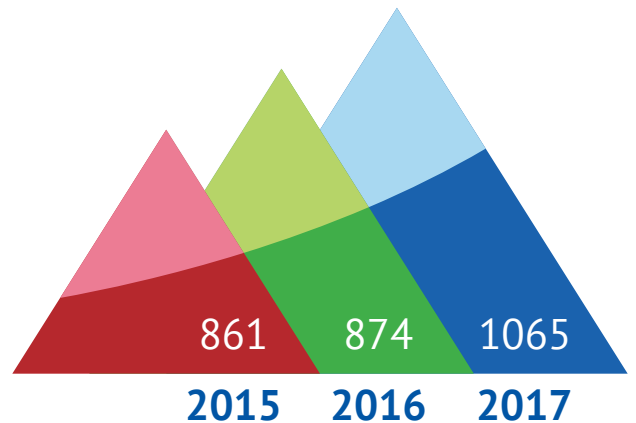


# EMS

## REGISTRATIONS



## ALL CONFERENCE PARTICIPANTS



# 2018 Colorado State EMS Conference Partnership Opportunities

All sponsorships will be acknowledged on the sponsor page at [www.emsac.org](http://www.emsac.org) and in the conference registration brochure (as long as commitment is received prior to printing). All promotional items must be approved by the conference committee and coordinated with the conference office.

| Benefits Included Per Level Indicated with an 'X'   | Diamond | Ruby | Sapphire | Emerald | Opal | Turquoise |
|---|---------|------|----------|---------|------|-----------|
| Podium time to greet the conference audience in the opening session   | x       |      |          |         |      |           |
| One-time use of the EMS conference attendee mailing list - use to be coordinated with the conference office | x       |      |          |         |      |           |
| Logo app splash page  | x       |      |          |         |      |           |
| Two 8' x 10' exhibit booth spaces   | x       |      |          |         |      |           |
| 4 upgraded exhibit personnel registrations to full conference registrations                                 | x       |      |          |         |      |           |
| Complimentary one-time, 1/2 page, black & white advertisement in the EMSAC newsletter                       | x       | x    |          |         |      |           |
| Complimentary one-time, 1/4 page, black & white advertisement in the EMSAC newsletter                       |         |      | x        | x       |      |           |
| App banner ad (one free)  | x       | x    |          |         |      |           |
| Push notifications (two per day) through the conference app   | x       |      |          |         |      |           |
| Push notifications (one free per day) through the conference app  |         | x    |          |         |      |           |
| 1 electrical outlet at no charge  | x       | x    | x        |         |      |           |
| 2 upgraded exhibit personnel registrations to full conference registrations                                 |         | x    | x        | x       |      |           |
| One 8' x 10' exhibit booth space  |         | x    | x        | x       | x    |           |
| Sponsor listing in the EMS conference pocket guide  | x       | x    | x        | x       |      |           |
| 1 free insert in conference registration bag  | x       | x    | x        | x       | x    | x         |
| Acknowledgement on the conference banner  | x       | x    | x        | x       | x    |           |
| Sponsor listing & logo in pre-conference & on-site promotional materials                                    | x       | x    | x        | x       | x    | x         |
| Sponsor listing on the conference website to include logo   | x       | x    | x        | x       | x    | x         |
| 10% discount on any mobile advertisement  | x       | x    | x        | x       | x    | x         |

# 2018 EMS Conference Partnership Opportunities

## DIAMOND LEVEL SPONSORSHIP.....\$13,500

*(only 1 avail.)*

### Presenting Sponsor..... \$13,500 (only 1 avail.)

As the main sponsor of the conference, you'll have the opportunity to greet the conference audience during the opening session, you'll be at the forefront of all marketing campaigns and brochures, and you'll be the center of attention for attendees.

## RUBY LEVEL SPONSORSHIP.....\$12,000-\$8,000

### Conference T-Shirts.....\$10,000 (only 1 avail.)

Each conference attendee will receive an official t-shirt featuring the sponsor and conference logo. This item is sure to generate high-level awareness for the sponsor as attendees wear their t-shirts for years to come.

### Conference Bags.....\$9,500 (only 1 avail.)

Each conference attendee will receive an official conference bag bearing the sponsor and conference logo. This sponsorship will continue beyond the conference as attendees take their bags home and use them for years to come.

### Technology.....\$9,500 (only 1 avail.)

This sponsorship covers all audio-visual costs related to the conference. As show attendees walk the conference center, signs will be displayed acknowledging the sponsorship.

### Conference Padfolio.....\$8,000

An official padfolio will be provided to each conference attendee. The note-pad padfolio will bear both sponsor and conference logo. This sponsorship will continue beyond the conference as attendees use their note-pad padfolios long after the conference.

## SAPPHIRE LEVEL SPONSORSHIP.....\$7,500-\$5,000

### Wireless Internet.....\$6,000

This sponsorship covers the cost to provide wireless internet connectivity to the entire conference center. Attendees will connect to the internet through a customizable webpage that will include acknowledgement for your sponsorship as well as your logo.

### Keynote Sponsor.....\$5,000

As a keynote sponsor your logo will be included on the main video screens. You will also have two minutes of time to speak during the session, as well as the option to put promotional items on attendee seats for the session.

## EMERALD LEVEL SPONSORSHIP.....\$4,500-\$3,000

### Exhibit Hall Reception.....\$4,000

As the reception sponsor, you will be given podium time to greet the attendees in the exhibit hall during the reception. The conference will recognize the sponsor during the reception, and the reception will be promoted as part of the conference.

### Refreshment Break.....\$3,500

Sponsor will cover the cost of beverages during the morning or afternoon refreshment breaks. Signs will be displayed acknowledging this sponsorship.

### Committee Apparel.....\$3,500 (only 1 avail.)

Apparel will be worn on-site by the conference planning committee. The items will include both the sponsor & conference logos.

### Coffee Cart (Both Days).....\$6,000 (only 1 avail.)

A coffee cart will be open in the exhibit hall during exhibit hours on Friday and Saturday. Signs will be displayed acknowledging this sponsorship. Company name will be included on the coffee coupons. If you'd like to sponsor 1 day, the cost is \$3,500. If you purchase the coffee cart for both days, you will receive Sapphire Level benefits.

### Pens.....\$3,250 (only 1 avail.)

Pens will be distributed to each conference attendee. The pen will include both the sponsor and conference logos. This is a great way to put your logo into each attendee's hands.

### Lanyards.....\$3,250 (only 1 avail.)

Lanyards will be provided to each conference attendee. The lanyard will include both the sponsor and conference logo. This is a great buy for the sponsor that wants to see their logo around each conference attendee's neck.

## OPAL LEVEL SPONSORSHIP.....\$2,500-\$1,500

**Financial Contributions** - All Financial Contributions are appreciated and helps sustain this conference. Any contribution of \$1,500 to \$2,500 will receive opal benefits.

## TURQUOISE LEVEL SPONSORSHIP.....\$1,000

### Education Sessions.....\$1,000

Companies can sponsor educational sessions. Sponsors provide financial support to cover honoraria, travel and accommodation expenses for conference presenters. Signs with your company logo will be displayed outside the room and your company will be acknowledged prior to the session.

### Vendor Presentations.....\$1,000

*\*plus, facility/food & beverage/audio-visual costs*

These are limited opportunities for evening vendor presentations. Those wanting to showcase their new products or services are encouraged to use this promotional outlet. Presentations are only available to conference exhibitors and sponsors.

## EXHIBITOR OPPORTUNITIES

### Exhibit Booth Space.....\$650

In conjunction with the conference, exhibits will be open on Friday and Saturday to allow registrants to see, hear, examine, question and evaluate the latest developments in equipment, supplies, and services that are recommended for use in the EMS profession.

*\*Price increases after August 14, 2018*

### Additional Exhibit Booth Space.....\$350

Additional booth space may only be purchased with a sponsorship that includes a booth, or in addition to the first booth at \$650.

### Vehicle Exhibit Space.....\$950

Includes space for vehicle in front of the convention center entrance and exhibitor booth in the exhibit hall.

*\*Price increases after August 14, 2018*



For questions about sponsorship, please contact the Colorado EMS Conference Office at 303-758-9611.

## KEEP YOUR NAME IN FRONT OF EMS PROFESSIONALS ALL YEAR-LONG!

### Partner with EMSAC as a Sustaining Member

The Emergency Medical Services Association of Colorado is “The Voice of EMS in Colorado.” Your company can be part of this endeavor throughout the year by joining EMSAC as a Sustaining Member.

#### This Membership Offers:

- An active link logo on the EMSAC website.
- Access to mailing lists each year.
- A one-page insert in the EMSAC’s new member packets.
- Recognition as an EMSAC sustaining member at your booth during the EMS Conference.
- Two complimentary ads in the EMSAC Members Update. This is an electronic newsletter sent to all members each month. This newsletter has an outstanding open and read rate each time.
- Opportunity for a company profile in the EMSAC Star.
- A complimentary ad in the EMSAC Star.
- Discounts on additional ads in the EMSAC Star.

#### There are 2 Membership Options:

- \$1,295 provides a sustaining membership.
- \$1,595 provides a sustaining membership and a discounted booth at the Colorado State EMS Conference. BEST VALUE!

## TAKE YOUR MESSAGE MOBILE!

**How can you stand out in the crowd at the Colorado State EMS Conference? By taking advantage of the opportunity to connect with attendees during the conference using the exclusive conference App. Statistics from usage of the app during the past two conferences are:**

- There were 7,240 sessions that were viewed by attendees. This means people assessed the app 7,240 times throughout the conference.
- The app was launched 3,780 times by attendees.
- Users stayed on the app over 9 minutes each time they accessed the app.
- There were 12,900 interactions through the app. Your ad will be viewed during these interactions.

### **What are some of the ways you can utilize push notifications in the app that will drive attendees to your booth?**

- Announce games offered at your booth.
- Announce your giveaway that will be part of our Friday evening drawing.
- Announce new products you will be exhibiting during the conference.
- Announce sales and specials you're offering during the conference.

Each sponsor and exhibitor will receive a basic profile listing in the app that will include your company name, a 20-word company description and your booth number.

Expanded Company Listing: Ensure your company listing "stands out in the crowd" by enhancing your listing to include a 45-word company listing, active link to your website and your social media.

Push Notifications: (this is a message that will pop up on the lock screen of anyone's phone who has downloaded the app). There are TWO available each day of the conference, Thursday, Friday, Saturday and Sunday.

**Push notifications are \$150 each, Thursday - Saturday. Push Notifications on Sunday are only \$75.00 each.**





# Guidelines

The purpose of the exhibits is to compliment the education sessions by enabling registrants to see, hear, examine, question and evaluate the latest developments in equipment, supplies and services that are recommended for use in the EMS profession.

Exhibit space is available on a first-come, first-serve basis upon receipt of the Exhibitor Application & Agreement and a non-refundable deposit. Exhibit agreements are subject to acceptance by the Colorado State EMS Conference Committee.

The Exhibit Hall will be located in the Colorado Rockies Ballroom of the Keystone Conference Center. The hall is carpeted and holds approximately 100 exhibit booths.

## Exhibit Booths

Booths are 10' wide by 8' deep, with an 8' high back curtain and 3' high side curtains. Standard equipment includes one skirted table, two folding chairs, a wastebasket and one identification sign.



- One 8'x10' Exhibit Booth – \$650\* (*After August 14 – \$800*)
- Additional 8'x10' Exhibit Booth – \$350\*



**\*Exhibit booth prices increase after Aug. 14, 2018, as noted on the Exhibitor Application & Agreement.**

EMSAC Sustaining Members with booth are entitled to a complimentary exhibit booth based on their **2018** membership status. If you have questions about your membership status or are interested in becoming a member, please contact the EMSAC office at 303-317-6511 or [emsac@emsac.org](mailto:emsac@emsac.org).

**Vehicle Exhibit Space** will be available in a reserved parking area located outside of the Keystone Conference Center. This option will also include a **Tabletop Display** either inside the exhibit hall or in the hallway outside of the exhibit hall. Please include the dimensions of your vehicle on the Exhibitor Application & Agreement so we can reserve an appropriate space. Vehicle Exhibit Space is limited to one vehicle per exhibiting company.



- Vehicle Exhibit Space with Tabletop Hallway \$950

**\*Price increases to \$1100 after Aug. 14, 2018.**

## Display Requirements

**Exhibitors and sponsors are subject to comply with all Guidelines, Rules & Regulations for the Colorado State EMS Conference.** The Colorado State EMS Conference Committee reserves the right to refuse to rent space to any company whose display of goods or services is not compatible with the general character and objectives of the EMS Exhibition.

## Exhibit Acceptance and Payment Terms

Exhibit space is limited and Exhibitor Application & Agreements will be accepted on a first-come, first-serve basis. The Exhibitor Application & Agreement must be signed by a duly authorized agent of the Exhibitor and accompanied by a non-refundable deposit.

**Full payment must be received at the Conference Office no later than September 7, 2018. If the agreement is received on or after September 7, payment in full is required with the signed agreement.**

If an exhibitor fails to pay when due any sum required by the Exhibitor Application & Agreement, or fails to perform any other term or condition of the Exhibitor Application & Agreement, or fails to observe and abide by these guidelines, the Conference reserves the right to terminate the Exhibitor Application & Agreement immediately without refund of any monies paid. If space is not available, a waiting list will be developed in the same order. The Conference will refund all monies received with the Exhibitor Application & Agreement to any applicant for whom space is not available.



# Guidelines



## Cancellations

All cancellations **MUST** be submitted in writing to the Colorado State EMS Conference, PO Box 3406, Englewood, CO 80155, fax 303-200-7099. A confirmation of receipt will be sent in response to all cancellations. Cancellations will be refunded as follows:

- **Cancellations received prior to June 30, 2018 will receive a full refund.**
- **Cancellations received between July 1, 2018 - September 30, 2018 will receive a refund less a \$100 administrative processing fee.**
- **Cancellations received on or after October 1, 2018 will result in forfeit of all funds paid and the Conference reserves the right to resell the space.**



## Exhibit Personnel

The exhibit fee includes admission to the exhibit hall and lunch for two (2) exhibit personnel per each paid booth space. You will be allowed to register other representatives at an additional price, up to a maximum of four (4) individuals for each booth space.

Exhibit personnel may attend all functions in the Exhibit Hall. Exhibitors may also attend education sessions at no charge and for no CE credit, on a space available basis. Exhibitors wishing to receive CE credit, must register for the conference as an attendee and pay the appropriate registration fee.

An exhibit personnel registration form will be sent to your contact person after September 30. Please watch for this form and register your personnel as soon as possible.



## Exhibitor Confirmation & Service Kit

All accepted exhibitors will be sent a confirmation notice by October 5, 2018. Each exhibiting company will be sent an Exhibitor Service Kit from the Conference's official service contractor after September 29, 2018.

The Service Kit will contain order forms and instructions on how to arrange for shipping, electrical service, telephone service, additional tables and other display equipment. Please watch for your Service Kit and return your order to the service contractor as soon as possible.



## Exhibit Set-up and Teardown

The EMS Exhibition will officially open at 7:30 a.m. on Friday, November 9, 2018 and close at 2:00 p.m. on Saturday November 10, 2018.

Exhibitor registration and set-up will begin on Thursday, November 8 at 2:00 p.m. All unloading and set-up must be complete by 6:00 p.m.

**EXHIBITS ARE TO BE KEPT INTACT UNTIL THE OFFICIAL CLOSING OF THE EXHIBIT HALL AT 2:00PM ON SATURDAY NOVEMBER 10. IF YOU ARE CONDUCTING BUSINESS YOU MAY STAY IN THE HALL UNTIL 5:00PM. ALL EXHIBITS MUST BE REMOVED BY 5:00PM. THE CONFERENCE HAS THE RIGHT TO REMOVE AND STORE EXHIBITS AT THE EXPENSE OF THE EXHIBITOR IF THE EXHIBIT IS NOT REMOVED BY THE 5:00PM DEADLINE.**



**THE CONFERENCE COMMITTEE MAY DETERMINE A PENALTY TO BE ASSESSED TO ANY EXHIBITOR THAT TEARS DOWN PRIOR TO THE 2:00PM CLOSING TIME ON SATURDAY.** We ask that you adhere to the set-up and teardown times so that there is no loading or removal of exhibits during Exhibit Hall hours.

# Guidelines



## Giveaways

Favors, gifts, souvenirs or any other item to be given to attendees must be cleared through the Conference Planning Committee. No materials are to be affixed to name badges.



## Accommodations

Keystone Resort offers a variety of accommodation options at discounted group rates for Colorado State EMS Conference attendees:

- Conference Village Two-Bedroom Unit – \$190.00 per night, single/double occupancy\*\*
- Conference Village One-Bedroom Unit – \$145.00 per night, single/double occupancy\*\*
- Conference Village Studio – \$135.00 per night, single/double occupancy\*\*
- The Keystone Lodge – \$135.00 per night, single/double occupancy\*\*
- Hyatt Place – \$99.00 per night, single/double occupancy\*\*

\*\*Rooms are subject to applicable state and local taxes and a resort surcharge.

Each additional person occupying the same unit will be charged \$20 per night. Children ages 12 and under stay free when accompanied by a parent or guardian. Maximum occupancy may not be exceeded and additional beds will not be furnished.

Group rates will be honored for reservations made on or before **Friday, October 19, 2018**. Lodging is limited and available on a first-come basis. A deposit of first night's lodging plus tax and surcharge in the form of a check or credit card must accompany your reservation.

Individual cancellations within thirty (30) days of arrival are subject to forfeiture of full deposit amount. Individual cancellations outside of thirty (30) days of arrival will result in a refund of the deposit less a \$30.00 processing fee.

**For Keystone Reservations, call 800-258-0437**

Be sure to mention the EMS Group Discount Code: **CM0EM8**

Please make your reservations early!

Check-in time is after 4:00 p.m.; guests may check-in earlier based on availability. Check-out time is before 11:00 a.m.



## Rules & Regulations

Application by Exhibitor shall be made on the official Exhibitor Application & Agreement form only, either electronic or paper form. All provisions included in this prospectus are applicable to this agreement, including any written addenda to the rules and regulations. Each exhibiting company is responsible to see that all attending personnel are aware of these provisions.

The Colorado State EMS Conference Committee reserves the right to accept or reject each Application received and will confirm to each Exhibitor whose Application has been accepted. Upon acceptance of this Application by the Conference Committee, an exhibit space shall be reserved for the Exhibitor over the exhibition dates.



### Exhibit booth location can not be guaranteed.

Exhibitor agrees that in the event of any proposed change or addition in merchandise or exhibit material to be placed in the assigned exhibit space from that listed on the Exhibitor Application & Agreement, or any change in Exhibitor's expressed intention with respect to selling or taking orders for merchandise, Exhibitor will submit a written request to the Colorado State EMS Conference Committee setting forth such requested change or addition.

Exhibitor understands that the Conference Committee reserves the unqualified right to approve or disapprove of any such change or addition. Neither this Agreement nor any of the privileges granted herein or any part thereof shall be assigned or otherwise transferred by Exhibitor without the prior written consent of the Conference Committee.

All sales taxes, income taxes, appropriate licenses, FICA Insurance, and other taxes arising out of or in connection with Exhibitor's use of the assigned exhibit space are the sole responsibility of the Exhibitor.

Exhibitor agrees to display through the move-in and move-out dates during the exhibit hours specified by the Colorado State EMS Conference Committee. Exhibitor set-up will begin at 2:00 p.m. on Thursday, November 8, 2018 (times subject to change). Exhibitor's display shall be set up, decorated in complete form and approved by the Conference Committee no later than 6:00 p.m. on Thursday, November 8, 2018. The Conference Committee reserves the right to make changes to the exhibit hall hours.

# Guidelines

In the event that Exhibitor's exhibit has not been satisfactorily set up by 6:00 p.m. on Thursday, November 8, the Conference Committee shall be entitled to enter upon and take possession of assigned exhibit space, with or without terminating this Agreement and without any obligation to give prior notice of its intention to do so, and the Conference Committee may, at its option, relent the assigned exhibit space, on such terms as the Conference Committee may deem advisable. If deadline extensions are needed, contact the Conference Office at least 30 days prior to the move-in date.



**EMSAC has the right to penalize any company who tears their booth down before 2:00 p.m. on Saturday, November 10, 2018.**

The entire exhibit and all of the Exhibitors property must be removed from the premises by 5:00 p.m. on Saturday, November 10, 2018. In the event that the Exhibitor fails to vacate the assigned exhibit space within that time, the Conference Committee may, and is hereby authorized and made the agent of the Exhibitor, to remove the exhibit and all property of the Exhibitor situated in or about the assigned exhibit space, and to store the same at the cost of the Exhibitor. The Exhibitor shall hold harmless the Conference for any cost or liability incurred in connection with such removal.

Exhibitor agrees to indemnify and hold harmless the Colorado State EMS Conference and its officers, employees, agents and contractors, from all claims, losses, costs, damages or expenses arising from any and all injuries to or death of any person or damage to any property caused by an act, omission or neglect of Exhibitor or Exhibitor's agents, employees, invitees, contractors or guests which occurs in and about the assigned exhibit space. Exhibitor agrees to occupy the assigned exhibit space at the Exhibitor's own risk and hereby releases the Conference, its agents, officers, employees, contractors and invitees from all claims for any damage, loss or injury to persons or property to the full extent permitted by law occurring in or about the assigned exhibit space, including, but not limited to, damages arising out of any defects in the premises.

Exhibitor shall be responsible for the supervision, control and maintenance of the assigned exhibit space during the entire term for which the assigned exhibit space is reserved or used by the Exhibitor. The assigned exhibit space shall be returned to the Conference in its original condition. Exhibitor is liable for and agrees to pay promptly any and all damage to the conference facility, or to its equipment, which damage is caused by the Exhibitor, or by any of the Exhibitor's representatives, agents or employees. Notwithstanding any other term or condition of this Agreement, in the event the assigned exhibit space is for any reason not available to the Exhibitor during the conference dates or any portion thereof, the Conference liability shall be limited to a return of the total fee paid hereunder or a pro-rated portion thereof.

The Conference is not responsible for damage from accident, fire, theft or other such causes to the Exhibitor's property. Exhibitor is responsible for carrying insurance and to do so at the Exhibitor's own expense. Neither the Colorado State EMS Conference, EMSAC nor its members, officers, or conference management firm (Civica Management), nor the Keystone Resort and their representatives or employees will be responsible for any injury, loss or damage that may occur to the exhibitor or the exhibitor's employees or property whatsoever, prior, during or subsequent to the period covered by the exhibit contract.

Exhibit spaces will be assigned by the Conference Committee with careful consideration for traffic flow throughout the exhibit area, access to utilities and other matters related to the successful conduct of the exhibition. The Conference Committee reserves the right to rearrange or renumber the floor plan and relocate any Exhibitor if it is for the general good of all exhibits.

Exhibitor agrees not to assign, sub-lease, subcontract, apportion or share the whole or any part of the assigned exhibit space. Such arrangements are absolutely prohibited and the Application/Agreement shall be deemed null and void.

Exhibitor shall be responsible for the conduct of any employees, agents, visitors or guests of the Exhibitor in or about the assigned exhibit space. Exhibitor shall cause all such employees, agents, visitors or guests of the Exhibitor to be familiar with all Rules and Regulations of the Event.

Exhibitor, his/her agents, employees, invitees and guests shall comply with all rules, regulations, and requirements of the local Fire Marshal, the Health Department, or of any governmental entity having jurisdiction over the premises. Exhibitor may be required at the Conference Committee's option to immediately cease its operations and vacate the assigned exhibit space if the Exhibitor's exhibit operation thereof, or the conduct of his agents, employees, invitees or guests should be found to be in violation of any such rules, regulations, or requirements.

No sound systems, musical instruments, noise makers, loudspeakers, microphones or other sound amplification or broadcasting devices of any kind may be used without the prior written consent of the Conference Committee. It is the sole responsibility of the exhibitor to obtain permission for use of licensed or copyrighted materials.

# Guidelines

Exhibitor is responsible for inbound and outbound shipping of all exhibit materials and all charges incurred as a result thereof. Storage of the Exhibitor's property is the sole responsibility of the Exhibitor before, during and after the Conference. Neither the Conference nor the owner or operator of the Conference facility shall be liable or otherwise responsible for lost shipments to or from the Conference, or for any type of moving or storage cost, including damages incurred in the course of moving. If the Exhibitor's exhibit fails to arrive, the Exhibitor is nevertheless responsible for the payment of all assigned exhibit space reservation and rental fees.



## The following safety rules will be in effect:

1. Exhibitors shall take all necessary precautions for the safety of their personnel, other Exhibitors and all other persons upon the premises and shall comply with all applicable provisions of federal, state, and municipal safety laws, building codes and ordinances to prevent accidents or injury.
2. All decorations of paper, corrugate paper, crepe paper, drapes and all cloth must be flameproof to meet the standards of the local Fire Department.
3. Decorations around fire extinguishers, standpipes or exits must be placed so not to interfere with the accessibility to, or view of, the same.

The Conference reserves the right to prohibit any Exhibitor (i) which, in the Conference Committee's judgment, may detract from the general character of the Event; (ii) if the business or exhibition carried on by the Exhibitor or the manner of conducting the same is not as represented at the time of making this Agreement or is not in keeping with the traditions or character of the Conference; (iii) if the exhibit was entered under false pretenses; or (iv) if the exhibit is in violation of any of these Rules and Regulations. If an exhibit is prohibited under the terms of this paragraph or because of a violation of any of the terms thereof, the Conference Committee shall have the right, but no obligation, to remove the exhibit or any banner, advertising matter or other property of the Exhibitor situated within or about the assigned exhibit space, but such removal shall in any event be at the cost and expense of the Exhibitor, and the Exhibitor shall immediately reimburse the Conference for any cost or expense of the Conference incurred in so removing the Exhibitor's exhibit or portions thereof. Under such circumstances, the Exhibitor shall not be entitled to a refund of moneys paid to the Conference under the terms of this Agreement.

Each provision of this Agreement is declared to be separable from every other provision. If any provision is held invalid, such invalidity shall not affect any other provision and all other provisions shall remain in full force and effect as if the invalid provision has not been included herein.

The Conference Committee shall resolve all matters or disputes not covered by this Agreement. In the event of any dispute regarding the implementation of this Agreement, the Exhibitor agrees to abide by the resolution, decision or ruling adopted by the Conference.

It is agreed that if the Conference, in its sole discretion, deems that circumstances have arisen which dictate cancellation of the Conference, the Exhibitor's space reservation and rental fees shall be refunded in full, but the Conference shall not be liable or otherwise responsible for the fulfillment of this Agreement if the Conference is unable to deliver the Exhibitor's assigned exhibit space as a result of the destruction by fire of the Conference facility, acts of God, strikes, or the authority of the law, or as a result of any other causes beyond the control of the Conference. In such event, the Exhibitors assigned exhibit space reservation and rental fees shall be refunded in full.

In the event that the Conference is involved in any legal action in which it seeks to enforce any of the terms and provisions of the Exhibitor Application & Agreement, the Conference shall be entitled to recover all of its reasonable costs and expenses, including reasonable costs of collection and reasonable attorney's fees.

***The Exhibitor Application & Agreement (i) contains the entire agreement between the parties regarding the subject matter discussed herein; (ii) may not be modified in any manner nor may any rights herein be waived except by an instrument in writing signed by the party to be charged with such modification or waiver; (iii) shall be binding upon shall inure to the benefit of the parties hereto and their respective successors and assigns; (iv) shall be construed in accordance with and governed by the laws of the State of Colorado.***

## ? Questions?

The Colorado State EMS Conference office is located at 2851 S. Parker Rd, Suite 1210, Aurora, CO 80014 U.S.A. Office hours are 9:00 a.m. to 5:00 p.m., Mountain Time, Monday through Friday. We can be reached at (800) 889-5690 or (303) 317-6511; fax (303) 200-7099, email: [conference@emsac.org](mailto:conference@emsac.org).

**Please visit our web site for additional details and online updates at [www.emsac.org](http://www.emsac.org).**

# 2018

## Colorado State EMS Conference

November 8-11, 2018  
Keystone Conference Center  
Keystone, Colorado

EMS Exhibition:  
Friday, November 9 and  
Saturday, November 10, 2018

All Sponsors & Exhibitors that send their commitments in by July 12th will receive a free insert in the conference registration bags (a \$100 value).

**Please fill out this form or go online to [emsac.org](http://emsac.org) to register.**

- \*Exhibit booth prices increase after August 14, 2018. See page 8 for more details.
- \*Vehicle Exhibit Booth prices increase to \$1100 after August 14, 2018. See page 8 for more details.
- All cancellations **MUST** be submitted in writing to the Colorado State EMS Conference, PO Box 3406, Englewood, CO 80155; fax 303-200-7099. (See page 9) A confirmation of receipt will be sent in response to all cancellations. Please see page 9 for details.

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## Sponsor/Exhibit Application and Agreement

Please read the enclosed Guidelines, Rules & Regulations that accompany this agreement.

**A. Company Sponsor/Exhibit Information:** This information will appear in conference publications; print legibly or type.

Exhibiting Company \_\_\_\_\_

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**B. Primary Contact:** This person will be the primary point of communication and will be sent all information related to your participation.

Contact Person & Title \_\_\_\_\_

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| FINANCIAL CONTRIBUTOR   | COST        | SUBTOTAL        |
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| Diamond Level Presenting Sponsor (only 1 Available)   | Committed   |                 |
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| Technology Sponsor  | \$9,500     |                 |
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| Exhibitor Reception   | \$4,000     |                 |
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| Committee Apparel   | \$3,500     |                 |
| Coffee Cart (One day)   | \$3,500     |                 |
| Coffee Cart (Both days)   | \$6,000     |                 |
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| Education Sessions (65+ Available)  | \$1,000     |                 |
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| Registration Bag Insert   | \$100       |                 |
| <b>EXHIBIT OPPORTUNITIES</b>  | <b>COST</b> | <b>SUBTOTAL</b> |
| Exhibit Booth 8' x 10'  | \$650*      |                 |
| Additional Exhibit Booth 8' x 10'   | \$350       |                 |
| Vehicle Exhibit Space Dimensions: _____   |             |                 |
| Check One: <input type="checkbox"/> Tabletop Hallway or <input type="checkbox"/> Exhibit Hall Display | \$950*      |                 |
| Exhibit Booth - Qualifying Conference Sponsor   | \$0         |                 |
| <b>EMSAC Sustaining Membership</b>  | <b>COST</b> |                 |
| Current Sustaining Member with Booth  | \$0         |                 |
| Sustaining Membership without Booth   | \$1295      |                 |
| Sustaining Membership with Booth  | \$1595      |                 |
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| Exhibitor Profile Description Upgrade (Basic is Free)   | \$100       |                 |
| Sponsor Push Notifications:   |             |                 |
| Thursday (2 notifications)  | \$150 each  |                 |
| Friday (2 notifications)  | \$150 each  |                 |
| Saturday (2 notifications)  | \$150 each  |                 |
| Sunday (2 notifications)  | \$75 each   |                 |
| <b>Sponsor Newsfeed Post:</b>   |             |                 |
| Thursday (4 hovering newsfeed posts)  | \$50 each   |                 |
| Friday (4 hovering newsfeed posts)  | \$100 each  |                 |
| Saturday (4 hovering newsfeed posts)  | \$100 each  |                 |
| Sunday (4 hovering newsfeed posts)  | \$50 each   |                 |
| Sponsor Banner Ad (20 available)  | \$250 each  |                 |
| Sponsor Discount* (Refer to Page 2 for bundle pricing)  | - %         |                 |
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