



2013 IMDA Annual Conference & Manufacturers Forum

June 9 – 11, 2013

Loews Royal Pacific Resort

Orlando, Florida

www.IMDA.org

A marketplace for buyers and sellers of innovative medical technologies

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

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

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

Sponsorship Opportunities

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

Exhibitor Information

IMDA Members

\$1,295 (Early Bird/by March 1, 2013)

\$1,795 (after March 1, 2013)

Non-Members

\$1,995 (Early Bird/by March 1, 2013)

\$2,495 (after March 1, 2013)

All Sponsor and Exhibitor packages include:

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

Additional Opportunities

- **Private meeting time with your distributors**
No charge, meeting space and times are available on a first-come, first-served basis.
- **Manufacturers Forum Spotlight**
\$250 members/\$450 non-members
Ten-minute time slots are available to exhibitors to introduce their company and product to all IMDA attendees during a general session on Monday, June 10th. This opportunity has limited enrollment.
- **IMDA Golf Tournament**
Hole Sponsorships \$250/hole

Refunds/Cancellations

- Exhibitor cancellations must be submitted in writing and received by May 1, 2013 in order to receive a 50% refund of the registration fee. No refunds will be given after May 1, 2013.
- No refunds will be issued to sponsors after acceptance of reservation form and payment.
- If IMDA should be prevented from holding the 2013 Annual Conference by reason of any cause beyond its control (such as, but not limited to: damage to building; riots; labor disputes; acts of government; acts of God), then IMDA has the right to cancel the 2013 Annual Conference with no further liability to the sponsor and/or exhibitor other than a refund of the sponsorship/exhibitor amount less proportionate share of sponsorship and/or exhibitor expenses.

PLEASE COMPLETE THE FOLLOWING FORM AND RETURN WITH PAYMENT TO:

IMDA Headquarters • 5204 Fairmount Avenue • Downers Grove, IL 60515

Email: info@imda.org • Fax: 630.493.0798

Phone: 866.IMDA.YES or 866.463.2937 • Web: www.IMDA.org

SPONSOR/EXHIBITOR REGISTRATION FORM

2013 IMDA Conference & Manufacturers Forum
June 9 – 11, 2013 ♦ Loews Royal Pacific Resort ♦ Orlando, Florida

Applications for a tabletop exhibit must be **submitted with payment by Friday, May 31st** in order to be included in the final program.

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

Company _____
Street _____
City _____ State _____ Zip/Postal Code _____
Phone _____ Fax _____ Web Address _____

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

Name _____
Badge Name _____ E-mail _____
Street _____
City _____ State _____ Zip/Postal Code _____
Phone _____ Fax _____ E-mail _____
Signature _____

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

3.) Registration

		Member	Non-member
☐	Gold Sponsorship (with tabletop exhibit)	\$5,000	\$5,000
☐	Silver Sponsorship (with tabletop exhibit)	\$3,500	\$3,500
☐	Bronze Sponsorship (with tabletop exhibit)	\$2,500	\$2,500
☐	Tabletop Exhibit (early-bird rate)	\$1,295	\$1,995
☐	Tabletop Exhibit (After 3/1/13)	\$1,795	\$2,495
☐	Golf Hole Sponsorship	\$250	\$250
☐	Manufacturers Spotlight	\$250	\$450
☐	Private meeting time with your distributors	No charge	No charge
☐	Additional full conference registration	\$455	\$655
☐	Exhibit assistance only	\$200	\$200
TOTAL:			

Payment Information

Enclosed:

☐ Check (payable to IMDA) ☐ Visa ☐ MasterCard
☐ American Express (All payments must be in US funds.)

Account # _____ Expiration _____

Signature _____

Indicates authorization to charge card.

PRODUCT INFORMATION

Please **submit this form with your Manufacturers Forum Application by Friday, May 31st** in order to be included in the final program. (Attach a separate sheet if necessary.)

EXHIBITOR INFORMATION

Company_____Key Contact_____

PRODUCT AND/OR PRODUCT LINE TO BE DISPLAYED:

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

TARGETED SPECIALTY MARKETS OR CLINICAL DEPARTMENTS:

HAS THE PRODUCT LINE RECEIVED MARKETING CLEARANCE FROM THE FDA?

☐ Yes ☐ No ☐ Pending Date submitted to FDA_____

DATE COMPANY FIRST SOLD PRODUCT(S) IN THE US OR CANADA: _____

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

☐ Distributor ☐ Direct ☐ Mail Order ☐ Other_____

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

DO YOU: ☐ Manufacture product(s), or ☐ Act as a master distributor?

TERRITORIES FOR WHICH YOU SEEK SPECIALTY SALES AND MARKETING SUPPORT:

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