

PARTNERSHIP PROSPECTUS

SARAWAK 2013
aosra-pm

**12th Asian & Oceanic Society of
Regional Anaesthesia
& Pain Medicine Congress**

**“Exploring the World of Regional
Anaesthesia & Pain Medicine”**

19th to 22nd June 2013

**Kuching, Sarawak
Malaysia**

www.aosra2013.org

Organised by

Supported by



Malaysian Association
for the Study of Pain



Asian and Oceanic Society
of Regional Anaesthesia



Malaysian Society
of Anaesthesiologists



College of
Anaesthesiologists



INVITATION

Dear Partners

Malaysia is proud to be given the honour and privilege to host the 12th Asian & Oceanic Society of Regional Anaesthesia & Pain Medicine (AOSRA-PM) Congress from 19th to 22nd June 2013 at the Borneo Convention Centre Kuching, Sarawak. This meeting is organised by the Malaysian Society of Anaesthesiologists (MSA), College of Anaesthesiologists, Academy of Medicine of Malaysia and the Malaysian Association for the Study of Pain. This will be the second time that an AOSRA-PM meeting is held in Malaysia.

This meeting will incorporate the Annual Scientific Meetings of all the three societies. In addition, MSA will be celebrating its Golden Anniversary in 2013. This meeting will be a premier event in Anaesthesiology and Pain Medicine and will focus on advancing the science and practice of both these specialties not only in the Asia Oceanic region but throughout the world. We hope to bring together, over 1,000 delegates for this meeting. The Organising Committee is in the process of inviting an eminent faculty of speakers who are leaders in their respective fields.

The main meeting will be held over two and a half days. Pre-Congress Workshops are also being planned.

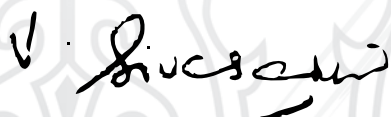
The AOSRA-PM 2013 will not be possible without your support and participation.

The conference will provide an ideal platform for you to:

- Be part of the premier conference in the region for anaesthetic and pain medicine products, services, equipment and apparatus.
- Reach out to the anaesthetic and pain medicine community including the key opinion leaders in the region.
- Be part of the exhibition to promote and market your innovations, technologies or services.
- Use this opportunity to position your business within the Asia Oceanic region.
- Network with various business professionals from different countries, meet new prospects and strengthen business relationships.
- Share your expertise with a wide audience and medical professionals.
- Launch your products and establish your corporate presence in the region.
- Know your competitors and update developments within the global and local industry.

We cordially invite you to come and join us for the conference.

Your support and contribution will be very much appreciated.



Datin Dr V Sivasakthi
Chairperson
Organising Committee



Assoc Prof Datin Norsidah Abd Manap
Co-Chairperson
Organising Committee



Prof Ramani Vijayan
Co-Chairperson
Organising Committee

WHY YOU SHOULD PARTICIPATE IN THE AOSRA-PM CONGRESS IN 2013?

1. The AOSRA-PM 2013 is the premier biennial scientific meeting in the Asia Oceanic region for Regional Anaesthesia and Pain Medicine.
2. Top class scientific programme encompassing key areas in Regional Anaesthesia and Pain Medicine.
3. Projected delegate attendance of 1,000 delegates.
4. Unmatchable platform to showcase your products.
5. Kuching, Sarawak is an interesting destination with rich cultural diversity and many attractions.

ORGANISING COMMITTEE

Chairperson	Datin Dr V Sivasakthi
Co-Chairpersons	Assoc Prof Datin Norsidah Abdul Manap Prof Ramani Vijayan
Secretary	Dr R Raveenthiran
Treasurer	Datuk Dr V Kathiresan
Business Managers	Dato' Dr Subrahmanyam Balan Prof Choy Yin Choy
Scientific Committee	Prof Marzida Mansor (<i>Chairperson</i>) Dr Shahridan Mohd Fathil (<i>Co-Chairperson</i>)
Social	Dr Sushila Sivasubramaniam Dr Shireen Jayan
Publications	Dr Kok Meng Sum
Publicity	Prof Dato' Wang Chew Yin
Audio-Visual	Assoc Prof Azlina Abbas

AOSRA-PM 2013 PARTNERSHIP PACKAGE

PREMIER PARTNERSHIP

The sponsorship can be in the form of outright contributions to the Congress or cumulative to the respective amounts or higher. Premier partners can choose to take the various options to make up to the sponsorship amount.

A)	PLATINUM PARTNERS	RM 150,000 (to include four exhibition booths in a premium location + maximum of sponsorship of two overseas speakers + sponsorship of delegate registration fees of not less than RM 30,000)
B)	GOLD PARTNERS	RM 120,000 (to include two exhibition booths in a premium location + maximum of sponsorship of one overseas speaker + sponsorship of delegate registration fees of not less than RM 25,000)
C)	SILVER PARTNERS	RM 90,000 (to include one exhibition booth in a premium location + sponsorship of one overseas speaker + sponsorship of delegate registration fees of not less than RM 20,000)

PARTNERSHIP OPPORTUNITIES

PREMIER PARTNERSHIP

Premier partners will enjoy exclusive privileges listed below at no extra costs. The partners will be provided with the following depending on the amount of contributions:

A) PLATINUM PARTNERS RM 150,000 (per partner)

Benefits - The partners will be provided with the following:

- Naming rights to the sponsored event.
- Acknowledgement on the backdrop in the main lecture hall.
- Acknowledgement on all the directional signage at the Congress venue.
- Acknowledgement in the Final Announcement and Souvenir Programme.
- Acknowledgement in the Congress website (links to partner's homepage).
- Ten complimentary registrations for company personnel for the conference. These will include invitations to the Congress Dinner.
- Complimentary insertion of one printed material (Contents must be approved by the Organising Committee) into the Congress satchels. The materials must reach the Congress Secretariat by 15th May 2013.
- Right to use the endorsement "Platinum Partner of the AOSRA-PM Congress 2013".
- Enjoy priority selection of up to four of the following sponsorship items:
 - a. Priority in the selection of exhibition space at a prime location.
 - b. Priority to sponsor the Satellite Lunch Symposium on the preferred date.
 - c. Priority to sponsor the Faculty Dinner.
 - d. Priority to sponsor the Congress Lanyards.
 - e. Priority to sponsor the Congress Satchels.
 - f. Priority to sponsor the Pocket Programme.
 - g. Priority to sponsor the Daily Newsletter.
 - h. Priority to buy the advertisement space on the Back Outside Cover, Front Inside Cover or Back Inside Cover of the Final Announcement (if there is no exclusive partner).
 - i. Priority to buy the advertisement space on the Back Outside Cover, Front Inside Cover or Back Inside Cover of the Souvenir Programme.

B) GOLD PARTNERS RM 120,000 (per partner)

Benefits - The partners will be provided with the following:

- Naming rights to the sponsored event.
- Acknowledgement on the backdrop in the main lecture hall.
- Acknowledgement on all the directional signage at the Congress venue.
- Acknowledgement in the Final Announcement and Souvenir Programme.
- Acknowledgement in the Congress website (links to partner's homepage).
- Seven registrations for company personnel for the conference.
These will include invitations to the Welcome Reception and the Congress Dinner.
- Complimentary insertion of one printed material (Contents to be approved by the Organising Committee) into the Congress satchels. The materials must reach the Congress Secretariat by 15th May 2013.
- Right to use the endorsement "Gold Partner of the AOSRA-PM Congress 2013".
- Enjoy priority selection of up to three of the following sponsorship items:
 - a. Priority in the selection of exhibition space at a prime location.
 - b. Priority to sponsor the Satellite Lunch Symposium on the preferred date.
 - c. Priority to sponsor the Faculty Dinner.
 - d. Priority to sponsor the Congress Lanyards.
 - e. Priority to sponsor the Congress Satchels.
 - f. Priority to sponsor the Pocket Programme.
 - g. Priority to sponsor the Daily Newsletter.
 - h. Priority to buy the advertisement space on the Back Outside Cover, Front Inside Cover or Back Inside Cover of the Final Announcement (if there is no exclusive partner).
 - i. Priority to buy the advertisement space on the Back Outside Cover, Front Inside Cover or Back Inside Cover of the Souvenir Programme

C) SILVER SPONSORS RM 90,000 (per partner)

Benefits - The partners will be provided with the following:

- Naming rights to the sponsored event.
- Acknowledgement on the backdrop in the main ballroom.
- Acknowledgement on all the directional signage at the Congress venue.
- Acknowledgement in the Final Announcement and Souvenir Programme.
- Acknowledgement in the Congress website (links to partner's homepage).
- Four registrations for company personnel for the conference.
These will include invitations to the Welcome Reception and the Congress Dinner.
- Complimentary insertion of one printed material (Contents to be approved by the Organising Committee) into the Congress satchels. The materials must reach the Congress Secretariat by 15th May 2013.
- Right to use the endorsement "Silver Partner of the AOSRA-PM Congress 2013".
- Enjoy priority selection of up to two of the following items:
 - a. Priority in the selection of exhibition space at a prime location.
 - b. Priority to sponsor the Satellite Lunch Symposium on the preferred date.
 - c. Priority to sponsor a Plenary or Symposium session.
 - d. Priority to sponsor the Opening Ceremony cum Reception.
 - e. Priority to sponsor the Congress Satchels.
 - f. Priority to sponsor the Pocket Programme.
 - g. Priority to buy the advertisement space on the Back Outside Cover, Front Inside Cover or Back Inside Cover of the Final Announcement (if there is no exclusive partner).
 - h. Priority to buy the advertisement space on the Back Outside Cover, Front Inside Cover or Back Inside Cover of the Souvenir Programme.

FUNCTION / EVENT SPONSORSHIP ITEMS

Disclaimer

The Organising Committee reserves the right to change the rates as given in this prospectus.

1. PRE-CONGRESS WORKSHOP RM 5,000 (*per HALF day*)

Topics and speakers are to be specified by the Organising Committee, independent of the sponsoring company.

The partners will be provided with the following:

- specific acknowledgement – “Workshop supported by an educational grant from (Company)” in the programme in the Final Announcement (if confirmed at the time of printing) and Souvenir Programme.
- acknowledgement on the signage at the entrance of the workshop venue.
- acknowledgement of partners in the Final Announcement (if confirmed at the time of printing) and Souvenir Programme.

2. LUNCH SATELLITE SYMPOSIUM RM 40,000 (*per symposium slot*)

(Including lunch for 400 pax. Additional lunch to be charged at RM 100 per pax)

Maximum two concurrent sessions per day. Topics and speakers must be approved by the Organising Committee.

The partners will be provided with the following:

- use of lecture hall in the Congress venue with standard audio-visual equipment – one LCD projector, up to three microphones, one screen and one notebook.
- access to speakers’ preparation room.
- inclusion of the symposium title, schedule and programme in the Final Announcement, website and Souvenir Programme after endorsement by Organising Committee (if confirmed at the time of printing).
- use of Congress logo on the invitation cards after submission for endorsement by Organising Committee.
- complimentary insertion of invitation cards into the Congress satchels if the cards reach the Congress Secretariat before 15th May 2013. The cost of design and printing of the cards is borne by sponsor.
- table for display of materials at the entrance of the hall during the session.
- acknowledgement of partner in the Final Announcement (if confirmed at the time of printing) and Souvenir Programme.

The sponsoring company will bear the costs of organising the symposium, speakers’ travel expenses, hotel accommodation, registration fees and honorarium (if any).

3. FACULTY NIGHT (EXCLUSIVE PARTNERSHIP) RM 25,000

This is the major social and networking event of Congress for the invited faculty of the congress, key international and regional speakers and the Organising Committee Members. The cost is to cover the food, beverage and entertainment for up to 100 invitees.

The partner will be provided with the following:

- ten invitation cards for the Faculty Night
- announcement of partner by the Emcee during the reception
- acknowledgement of the partnership
 - a. in the Final Announcement (if known at the time of printing)
 - b. in the Souvenir Programme
 - c. on the signage at the entrance of the venue
 - d. on the invitation card for the Faculty Night

4. HOSPITALITY SUITES (LIMITED TO THREE SPONSORS) RM 15,000

This will provide a very good venue for the delegates to relax. It is open to all the delegates and their accompanying persons. The sponsor would have to bear the cost of a minimum guaranteed number of food and beverage of 70 pax with a minimum of RM 54 per person (subject to 10% service charge and 6% government tax) for three days.

5. BORNEO GALA NIGHT RM 100,000

This is a major social and networking event for the Congress. It will be open to all delegates and their accompanying persons. The cost is for food, beverage and entertainment for up to 700 delegates.

The partner will be provided with the following:

- ten invitation cards for the Faculty Night.
- announcement of partner by the Emcee during the dinner.
- acknowledgement of the partnership.
 - a. in the Final Announcement (if known at the time of printing).
 - b. in the Souvenir Programme.
 - c. on the signage at the entrance of the venue.
 - d. on the invitation card for the Borneo Gala Night.

6. PRINTING OF SECOND ANNOUNCEMENT (EXCLUSIVE PARTNERSHIP) RM 10,000

The partner will be provided with the following:

- exclusive acknowledgement in the Second Announcement.
- advertisement space on Back Outside Cover and Back Inside Cover.
- acknowledgement of the partnership in the Souvenir Programme.

The Front Inside Cover shall be reserved for the announcement of the list of Premier Partners.

Circulation: 5,000 copies

7. PRINTING OF FINAL ANNOUNCEMENT (EXCLUSIVE PARTNERSHIP) RM 10,000

The partner will be provided with the following:

- exclusive acknowledgement in the Final Announcement.
- advertisement space on Back Outside Cover and Back Inside Cover.
- acknowledgement of the partnership in the Souvenir Programme.

The Front Inside Cover shall be reserved for the announcement of the list of Premier Partners.

Circulation: 5,000 copies

8. POCKET PROGRAMME (EXCLUSIVE SPONSORSHIP) RM 10,000

The partner will be provided with the following:

- exclusive acknowledgement of the sponsor's status in the Pocket Programme.
- exclusive advertisement space.
- acknowledgement of the partnership in the Souvenir Programme.

Circulation: 2,000 copies

9. ADVERTISEMENTS IN THE SOUVENIR PROGRAMME

Circulation: 2,000 copies

- Back Outside Cover RM 5,000
- Front Inside Cover RM 4,000
- Back Inside Cover RM 3,500
- Full Ordinary Page RM 3,000

Advertisers for the Souvenir Programme are required to supply the colour separations and progressive proofs to the Congress Secretariat by 30th April 2013.

10. CONGRESS SACHELS (EXCLUSIVE SPONSORSHIP) RM 50,000

The type and design of the satchels will be selected by the Organising Committee. An initial estimate of 1,500 satchels will be required.

The partner will be provided with the following:

- recognition of the partner's status with the company name and logo on the satchels.
- acknowledgement of the partnership in the Souvenir Programme.

11. CONGRESS LANYARDS RM 15,000

The type and design of the lanyards will be selected by the Organising Committee. An initial estimate of 2,000 lanyards will be required.

The partner will be provided with the following:

- acknowledgement of the partner's status with the company name or logo on the lanyards.
- acknowledgement of the partnership in the Souvenir Programme.

12. REGISTRATION AREA (EXCLUSIVE SPONSORSHIP) RM 10,000

The partner will be provided with the following:

- partner's company logo will be prominently displayed at the Registration Area.
- acknowledgement of the partnership in the Souvenir Programme.

13. DAILY NEWSLETTER (DURING THE CONFERENCE) RM 40,000

Three issues will be printed. The partner will be provided with the following:

- a full page of advertisement in each issue.
- acknowledgement of the partnership in the Souvenir Programme.

14. SACHEL INSERT RM 3,000 (per insert)

To allow the advertisers an opportunity to publicise their product to the delegates, they may insert up to two A4 pages leaflet into the Congress Satchels. The leaflets are provided by the advertisers. Contents and format of the A4 leaflet must be approved by the Organising Committee. It should be in English with an initial distribution of 2,000 copies which must reach the Secretariat by 15th May 2013.

15. DELEGATES' REGISTRATION FEES

Airfares, accommodation and incidentals are borne by the sponsors.

The registration fees are as follows:

Category	Before or On 31 st December 2012	1 st January 2013 to 10 th June 2013	On-Site
Delegate	USD 450	USD 500	USD 600
Resident / Allied Health Professional	USD 350	USD 400	USD 500

16. EXHIBITION

There will be a biomedical exhibition area adjoining the main convention hall during the Congress. By participating in this mega event as an exhibitor, your organisation will get an opportunity to showcase the latest technology, new products and a chance to interact with more than 1,500 participants including renowned doctors, researchers & medical professionals at one place.

STALL DETAILS & TARIFFS

Category : Standard Stand

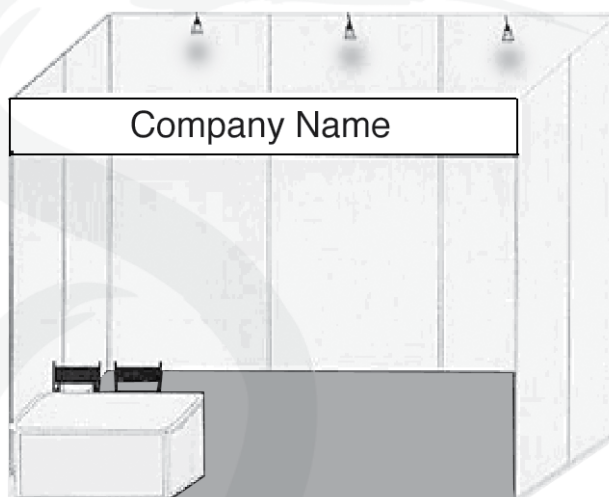
Size : 03m x 03m

Area : 09 sqm

By 31st March 2013 : RM 10,000

From 1st April 2013 : RM 12,000

Perspective View of Stall



Tentative Image of Stall (Size: 03m x 03m)

FACILITIES TO BE PROVIDED TO THE EXHIBITORS

A standard exhibit stall, prime & corner stall (size: 03m x 03m) will be entitled to the following:

- Facia plate with the name of company in vinyl cut out letters.
- Partition wall as per Exhibition layout plan.
- One table (100cm x 50cm).
- Two chairs.
- Three spot lights.
- One plug point.
- Carpet for the stall.

Note: An exhibitor can book standard stall of 09 sqm or a larger area in its multiple stall scheme.

EXHIBITOR BADGE

1. The persons in the exhibition area should be registered and it will be mandatory to wear the exhibitor ID badges provided for security reasons.
2. Registered exhibitor will be given four ID badges per 03 x 03 meter booth which entitle them to the tea/coffee breaks during the congress.
3. Extra exhibitor's ID badges are chargeable @ RM 200 per person per day.

SPACE SELECTION

Space will be assigned in accordance with the total sponsorship of the partners, after which the selection will be on first-come first-served basis.

PRODUCT TO BE EXHIBITED

Exhibits can include pharmaceutical drugs, medical equipment, nutritional products, medical publications, etc.

Note: All exhibits are subject to the approval of the Organising Committee.

TERMS & CONDITIONS (For Sponsors, Exhibitors and Advertisers)

1. All major partnerships will be acknowledged in the Souvenir Programme.
2. The number of representatives of partners at the Congress venue will be limited depending upon the extent and area of sponsorship at the discretion of the Organising Committee.
3. All the partners should register names of their representatives with the Organising Committee one month before the start of Congress and all such persons will be required to wear the ID badges provided.
4. Stalls will be allocated on first-come first-served basis with priority given to the premier sponsors.
5. The Organising Committee reserves the right to rearrange the floor plan or any part thereof at any time. An official receipt towards provisional booking amount shall be issued within three weeks of receipt of payment.
6. The site of the stall shall be made available to the participants a day before the exhibition begins.
7. The Organising Committee reserves the right to change the venue and date of exhibition in case of unavoidable circumstances.
8. The Organising Committee shall in no way be responsible for any tax liability incurred for any sale/booking transaction undertaken by the exhibitors.

CANCELLATION OR REDUCTION OF STALL

Cancellation or reduction of stall space must be made in writing to the Conference Secretariat. 50% of the total cost of stall sponsorship will be deducted if cancellation is made three months prior to the commencement of the Congress. No refund will be made after this date.

FORCE MAJEURE

1. Neither party shall be liable to the other for any loss or damage occasioned by or arising out of Act of God (such as epidemics, floods, volcanic eruption, earthquakes or other convulsions of nature and other acts) and other unprecedented events such as general strike, invasions, hostilities, war, rioting or similar situations which prevent performance of the contract and which could not have been foreseen or avoided by a prudent person / actions.
2. No sale in cash or credit of products and services shall be allowed at the stalls. However, booking could be done for delivery at a later date. The Organising Committee shall in no way be responsible for any tax liability incurred for any sale / booking undertaken by the exhibitors.



PAYMENT SCHEDULE

Please note the payment terms as mentioned below:

1. 50% of the total amount as a deposit at the time of booking.
2. Balance of 50% amount should be paid three months before the Congress.

PAYMENT METHOD

Payment should be made by cheque or telegraphic transfer to:

Name of Account : **AOSRA-PM 2013**

Account No. : **1408-1209217-05-4**

Name and

Address of Bank : Kuala Lumpur Main Branch, No. 11 Jalan Raja Laut, 50350 Kuala Lumpur

Swift code : **CIBBMYKL**

AOSRA 2013 SECRETARIAT

G-1 Medical Academies of Malaysia
210 Jalan Tun Razak, 50400 Kuala Lumpur
TEL 603 40234700, 40254700, 40253700

FAX 603 40238100

EMAIL secretariat@aosra2013.org

www.aosra2013.org


AOSRA 2013 SECRETARIAT

G-1 Medical Academies of Malaysia, 210 Jalan Tun Razak, 50400 Kuala Lumpur, Malaysia

Fax : (603) 4023 8100

PREMIER PARTNERS

- A) ☐ **Platinum Partners** **RM 150,000**
- B) ☐ **Gold Partners** **RM 120,000**
- C) ☐ **Silver Partners** **RM 90,000**

The sponsorship can be in the form of outright contributions to the Congress or cumulative to the respective amounts or higher. Premier partners can choose to take various options to make up to the sponsorship amount.

FUNCTION / EVENT SPONSORSHIP COST (RM)

1. ☐ **Pre-Congress Workshop** _____
RM 5,000 per HALF day
2. ☐ **Lunch Satellite Symposium (x3)** _____
RM 40,000 per symposium slot
(including lunch for 400 pax. Additional lunch to be charged at RM 100 per pax)
- ☐ 20th June 2013
- ☐ 21st June 2013
- ☐ 22nd June 2013
3. ☐ **Faculty Night** (exclusive partnership) _____
RM 25,000
4. ☐ **Hospitality Suites** (limited to 3 sponsors) _____
RM 15,000
5. ☐ **Borneo Gala Night** _____
RM 100,000
6. ☐ **Printing of Second Announcement** _____
(exclusive partnership)
RM 10,000
7. ☐ **Printing of Final Announcement** _____
(exclusive partnership)
RM 10,000

COST (RM)

8. ☐ **Pocket Programme** _____
(exclusive partnership)
RM 10,000
9. ☐ **Advertisements – Souvenir Programme**
- ☐ Back Outside Cover **RM 5,000** _____
- ☐ Front Inside Cover **RM 4,000** _____
- ☐ Back Inside Cover **RM 3,500** _____
- ☐ Full Ordinary Page **RM 3,000** _____
10. ☐ **Congress Satchels** (exclusive sponsorship) _____
RM 50,000
11. ☐ **Congress Lanyards** _____
RM 15,000
12. ☐ **Registration Area** (exclusive sponsorship) _____
RM 10,000
13. ☐ **Daily Newsletter** (During the Conference) _____
RM 40,000
14. ☐ **Satchel Insert** _____
RM 3,000 per insertion
15. ☐ **Delegates' Registration Fees** _____
☐ Delegate _____ delegate(s) x RM _____
16. ☐ **Exhibition** _____
☐ Standard Stand x _____ stand

GRAND TOTAL (RM)

Please issue payment equivalent to 50% deposit to
AOSRA-PM 2013
to confirm the commitment.

Name of Signatory

Company Name

Address

Tel

Fax

Email

Date

Signature