

addiction practitioners' association aotearoa new zealand (dapaanz)

24th Cutting Edge Conference



Looking back, moving forward

Partner and Exhibitor Prospectus

Cordis Hotel, Auckland

18th – 21st September 2019

www.cuttingedgeconference.org.nz

Invitation to partners and exhibitors

On behalf of the Addiction Practitioners' Association Aotearoa New Zealand (dapaanz) it is my pleasure to invite you to join us for the 24th annual Cutting Edge – *Looking back, moving forward*. The conference will be held from 19 - 21 September 2019 at the Cordis, Auckland.

Dapaanz is the member association representing the professional interests of people working in addiction practice. Membership of dapaanz is held by most addiction practitioners in New Zealand from a range of disciplines including, addictions, counselling, nursing, social work, and psychology. A key role of dapaanz is to promote, maintain, and uphold ethical and competent addiction practice.

Cutting Edge is New Zealand's key addiction treatment gathering. It presents an excellent opportunity for the addiction sector to get together, network, learn about and embrace innovative thinking and practice. Your involvement as a partner, sponsor, or exhibitor provides you the opportunity to participate; generates important exposure for your organisation; and gives you access to health professionals working in the addiction sector.

Last year, Cutting Edge attracted nearly 600 attendees, and we are seeing this number increase yearly. Your presence at this event, will help you to build and strengthen relationships with this hard to reach target audience and increase their exposure to your products and/or services and information. It also provides opportunity for you to be at the cutting edge of developments in the addiction sector and identify opportunities for collaboration and building your business.

The following pages detail opportunities for partnership and exhibition at Cutting Edge 2019. More information about the event is available at www.cuttingedgeconference.org.nz

If you have previously supported Cutting Edge, thank you! We really appreciate your support and look forward to welcoming you back.

If you have any questions regarding the enclosed packages available, please contact Lu@cmnzl.co.nz or call +64 21 407 158

I hope to see you in September.

Noho ora mai,



Sue Paton

Executive Director

Addiction Practitioners' Association Aotearoa New Zealand

2019 Organising Committee

Dr Vicki Macfarlane
Sue Paton
Ben Birks Ang
Takurua Tawera
Maikali (Mike) Kiloni
Klare Braye
Sinead McCathy
Ken Kerehoma
Suzy Morrison
Lu Budden

Waitemata DHB
dapaanz
Odyssey House
Moana House
Private Practice
Ministry of Health
Heath Promotion Agency
Odyssey House
Matua Raki
Convention Management

Local Chairperson CE2019
Executive Director
Chair dapaanz
Dapaanz Pou Whakarae
Dapaanz Board

Event manager

Venue

We are excited to hold this year's Cutting Edge at the Cordis Hotel in the heart of Auckland's lively uptown. The Cordis is a beautiful and elegant venue that will help set the scene for a very memorable and atmospheric 2019 conference.



Programme Outline

Wednesday 18 September *(pre-conference meetings)*

Māori Hui
DRUA Fono

Thursday 19 September

Programme sessions begin
Oscarz Awards dinner

Friday 20 September

Programme sessions
Official closing

Saturday 21 September

Skills-based workshops

Confirmed Keynote Speakers

Laura Porter

Laura has more than a decade of experience leading successful implementation of ACE Study concepts in Washington State in partnership with over 30 communities and nine Tribes. In addition to her work in Washington, Laura works with leaders in over 20 states, providing education, facilitation, and empowerment strategies for building self-healing communities. Laura provides support and services to a wide range of groups... from parents and youth who are convening neighborhood conversations, to philanthropic leaders and government officials who are using ACE science in investment and policy decisions. She and Dr. Robert Anda founded ACE Interface to help leaders to use ACE concepts to build Self-Healing Communities. Laura loves to travel, garden, learn, and play with her children and grandchildren.



Dr Hinemoa Elder

Dr Hinemoa Elder is of Ngāti Kuri, Te Aupouri, Te Rarawa and Ngāpuhi descent. She is a Fellow of the Royal Australia and New Zealand College of Psychiatrists and has been a consultant child and adolescent psychiatrist for over 10 years.

Dr Elder is the Professor of Indigenous Health Research at Te Whare Wānanga o Awanuiārangi and was a recipient of the Eru Pomare Post-Doctoral Fellow, Health Research Council of New Zealand 2014-2018. She is the Māori Strategic Leader for the Centre of Research Excellence (CoRE) for the Ageing Brain.

Dr Elder is also an advocate for use of Te Reo Māori and is a graduate of Te Pnakitanga ki te Reo Kairangi, rangapū tuarima.

In addition to her medical qualifications she has a PhD (Massey University, 2012) that developed theory and a novel recovery approach grounded in Te Ao Māori, for Māori with traumatic brain injury, a condition recognized locally and internationally as over represented in incarcerated populations. These resources are now being used in community rehabilitation services. Hinemoa continues to work clinically as a neuropsychiatrist and in youth forensic psychiatry writing reports for the adult, youth and family courts.



Professor Doug Sellman

Doug Sellman, MBChB, PhD, FRANZCP, FACHAM, is a psychiatrist and addiction medicine specialist who has been working in the addiction treatment field in New Zealand since 1985. He was the inaugural Director of the National Addiction Centre (NAC), University of Otago, Christchurch, from 1996-2017 and has held a Personal Chair in Psychiatry & Addiction Medicine within the University since 2005. His main work focus is alcohol and food from addiction and public health advocacy perspectives. He is one of the medical spokespeople for Alcohol Action NZ.



Why you should partner with Cutting Edge

Build your brand

An organisation's credibility and brand is built on its public reputation and reputation with key target audiences and prospective clients. Who and what you associate your brand with speaks volumes about your organisation and its core values. Cutting Edge has a track record as New Zealand's leading addiction sector event that gathers high numbers of leaders and diverse delegates across the broader addiction sector.

Partnering with Cutting Edge allows you to target your market area. The delegates consist of leaders in addiction services, practitioners, primary care workers, policy makers, academics, and professionals from other allied professions. Your involvement, commitment, and support for Cutting Edge 2019 will be widely acknowledged as outlined in the prospectus.

Partnership primarily provides you with the opportunity to engage key decision-makers over each day of the event; specifically,

- promote your name and support your brands. Maintain a high profile among specialists, before, during, and after the event.
- improve your credibility. Delegates are keen to improve their knowledge and skills; aligning your company with this powerful educational experience shows your commitment to assisting their development at a personal level thus increasing positive brand perception and word of mouth marketing.
- support the development (knowledge, skills, and practice) of those working to improve outcomes for those affected by addiction including improving outcomes for children and communities. Aligning your organisation with this powerful educational experience shows your commitment at a deeply personal level and may help to strengthen brand loyalty.
- ensure your products, tools and services have full exposure to a valuable and often hard-to-reach target market – leaders, practitioners, policy makers, academics, and researchers.
- benefit from an interested, relevant, and influential audience in an educational and social setting away from the competition of everyday distraction.
- provide an opportunity for your staff to network with addiction professionals in a unique environment.
- contribute to the quality of the event and reduce costs for participants, thus enabling a higher level of delegate participation.

Cutting Edge Partner and Sponsorship Options

Below is a summary of packages available. We would be pleased to discuss these options and other opportunities that will benefit both your company and our delegates. Please note that all pricing is GST exclusive.

Tailored Partnership – Contact [Lu Budden 021 407 158 / Lu@cmnzl.co.nz](mailto:Lu@cmnzl.co.nz)

Headline Partner (premium exhibit)	\$30,000	1 option available
Principle Partners (premium exhibit)	\$20,000	1 option available
Major Partners (premium exhibit)	\$10,000	1 option available

Distinct Sponsorship

Oscarz Awards Dinner Partner	\$10,000	1 option available
Satchel Sponsor	\$8,000	1 option available
Handbook Sponsor	\$7,000	1 option available
Coffee Cart Sponsor	\$6,000	1 option available
Entertainment Sponsor	\$5,000	1 option available
Catering Sponsor	\$5,000	1 option available

Associate Sponsorship

Lanyard / Name badge Sponsor	\$4,000	1 option available
Poster Sponsor	\$3,000	1 option available
Retreat Sponsor	\$3,000	1 option available
Speaker Sponsor	\$2,500	
Award Sponsor	\$1,000	

Cutting Edge Partnership

The following prices are in NZD and are GST exclusive.

Benefits	Headline Partner \$30,000	Principle Partners \$20,000	Major Partners \$10,000
Exhibition space	Premium Exhibit	Premium Exhibit	Premium Exhibit
Name on holding slides	first tier	second tier	third tier
Registrations	x 4	x 3	x 2
Oscarz dinner tickets	x 4	x 3	x 2
Listed as	Headline Partner	Principle Partners	Major Partners
Company logo on website with hyperlink to your website and blurb about your organisation	200 words	150 words	100 words
Colour advertisement in handbook	Full page	Half page	Quarter page
Provide branded gift for delegate satchels	yes	yes	yes
Promotional satchel insert	x 3	x 2	x 1
Logo on satchel	yes	no	no
Sponsored content on dapaanz social platforms	Facebook and Twitter – June/July/August	Facebook and Twitter - July	Facebook and Twitter - August
Direct marketing to dapaanz members via e-newsletter*	June/July/August	July	August

*content pre-approval by dapaanz office

Distinct Sponsorship

Oscarz Awards Dinner Partner

Investment \$10,000

Be associated with the addiction practitioners' prestige event of the year, the Oscarz Awards dinner. Partner with us as we celebrate our sector and acknowledge stand out individuals and their incredible work.

benefits

pre-event promotion

Listed as Distinct Sponsor with full colour logo on conference website with hyperlink to your website and 50 word description of your organisation

Menu with logo announced across dapaanz social media platforms (Facebook and Twitter) and dapaanz member e-newsletter (3 posts total, September)

Onsite promotion

Logo on menu, order of evening, and dinner tickets

Listed as Distinct Sponsor in handbook

2 complimentary tickets to the Oscarz Awards dinner

Opportunity to place one-page flyer or gift in conference satchels (sponsor to supply items, pre-approval by dapaanz office)

Acknowledgement of support by MC throughout the dinner

Opportunity for your representative to give a 3-minute address at the dinner

Logo exclusivity on holding slides displayed throughout Oscarz Awards dinner (during presentation of Awards, Award Sponsor brands will be shown on holding slides)

Satchel Sponsor

Investment \$8,000

The delegate satchel is highly anticipated by delegates. Satchels are received upon arrival to the venue and delegates place high value on them as part of attending the conference. Satchel Sponsorship gives you the chance to show delegates your brand values the work they do in the sector and strengthens positive brand perception as they use their satchels throughout the year. .

benefits

pre-event promotion

Listed as Distinct Sponsor with full colour logo on conference website with hyperlink to your website and 50 word description of your organization

Pre-conference sneak peek photo with small part of satchel showing your logo posted across dapaanz social media platforms (Facebook and Twitter) and dapaanz member e-newsletter (3 posts total)

onsite promotion

Listed as Distinct Sponsor in handbook

Full colour logo on front of satchel (with event logo, host logo and headline partner logo)

Opportunity to place one-page flyer or gift in conference satchels (sponsor to supply items, pre-approval by dapaanz office)

Logo on sponsor holding slides displayed in main room

Ongoing benefits

Logo on satchels, taken with over 500 delegates after the conference has ended and used throughout the year.

Handbook Sponsor

Investment \$7,000

As the handbook sponsor your company logo secures its position of making it into the hands of every delegate. The handbook acts as the main guide for delegates, referred to constantly throughout the conference, offering a valuable proposition for those wanting to increase their brands top-of-mind awareness amongst delegates.

benefits

pre-event promotion

Listed as Distinct Sponsor with full colour logo on conference website with hyperlink to your website and 50 word description of your organisation

Promotion of handbook on conference website (week before the conference)

Onsite promotion

Full colour logo on cover of handbook as footer (other key contributors and event logo sit above this)

Full colour advert on back cover of handbook

Listed as Distinct Sponsor in handbook

Opportunity to place one-page flyer or gift in conference satchels (sponsor to supply items, pre-approval by dapaanz office)

Logo on sponsor holding slides displayed in main room

Ongoing benefits

Each delegate takes away a copy of handbook with your logo on the front page and back cover.

Coffee Cart Sponsor

Investment \$6,000

One of the most popular sponsorship opportunities of the event. Have your brand acknowledged as the Coffee Cart Sponsor and use this time to network with delegates as they queue for complimentary coffee.

benefits

pre-event promotion

Listed as Distinct Sponsor with full colour logo on conference website with hyperlink to your website and 50 word description of your organization

Coffee Cart sponsorship announced across dapaanz social media platforms (Facebook and Twitter) and dapaanz member e-newsletter as Coffee Cart sponsor (x 3 posts total)

Onsite promotion

Listed as Distinct Sponsor in handbook

Branding around coffee cart (supplied by sponsor, opportunities include branding coffee cart, bringing own branded cups, x 2 pull up banners / promotional materials)

Opportunity to place one-page flyer or gift in conference satchels (sponsor to supply items, pre-approval by dapaanz office)

Logo on Sponsor holding slides displayed in main room

Entertainment Sponsor

Investment \$5,000

As Entertainment Sponsor, you will be providing the conference atmosphere during meal breaks throughout both days and the Oscarz Awards dinner. We would like to showcase local artists and talent in support of the New Zealand music industry.

benefits

pre-event promotion

Listed as Distinct Sponsor with full colour logo on conference website with hyperlink to your website and 50 word description of your organisation

Onsite promotion

Listed as Distinct Sponsor in handbook

Banners set up beside/behind the entertainment (supplied by sponsor, max x2 pull-up banners)

Opportunity to place one-page flyer or gift in conference satchels (sponsor to supply items, pre-approval by dapaanz office)

Logo on sponsor holding slides displayed in main room

Catering Sponsor

Investment \$5,000

Show your support as the Catering Sponsor and be part of the five meal breaks where everyone comes together to mix, mingle and network. Your brand is on show in support of this amazing sector

benefits

pre-event promotion

Listed as Distinct Sponsor with full colour logo on conference website with hyperlink to your website and 50 word description of your organisation

Onsite promotion

Listed as Distinct Sponsor in handbook

Acknowledged in conference programme

Opportunity to supply 10 double sided (A5) Catering Sponsor signs with your logo for the 5 catering tables

Opportunity to place one-page flyer or gift in conference satchels (sponsor to supply items, pre-approval by dapaanz office)

Logo on Sponsor holding slides displayed in main room

Associate Sponsorship

Lanyard and Name Badge Sponsor

Investment \$4,000

All delegates are required to wear their personalized lanyard for the duration of the conference. This is a new sponsorship opportunity which offers a prime location for your logo to be displayed. Your full colour logo will be located on all delegate name tags. *Please note beaded lanyards have already been pre-chosen by dapaanz

benefits

pre-event promotion

Listed as Associate Sponsor with full colour logo on conference website with hyperlink to your website and 50 word description of your organisation

Onsite promotion

Listed as Associate Sponsor in handbook

Poster Sponsor

Investment \$3,000

Partner with us and support the poster display area and award for the best poster contribution to clinical practice. The poster area attracts many attendees who then vote for the best poster which is awarded on the last day of the conference.

benefits

pre-event promotion

Listed as Associate Sponsor with full colour logo on conference website with hyperlink to your website and 50 word description of your organisation

Onsite promotion

Listed as Associate Sponsor in handbook

Opportunity to provide 2 branded pull up banners for display entrance, branded ballot box and prize

Retreat Sponsor

Investment \$3,000

Another popular destination for delegates is the retreat massage space where a team of three masseurs provide a complimentary 10min shoulder massage for delegates during lunch breaks (Thursday and Friday). As Retreat Sponsor you provide a relaxed space for delegates to find a moment of rest while also having the opportunity to network and promote your brand.

benefits

pre-event promotion

Listed as Associate Sponsor with full colour logo on conference website with hyperlink to your website and 50 word description of your organisation

Onsite promotion

Listed as Associate Sponsor in handbook

Opportunity to provide x 2 branded pull-up banners, posters, company name sign, branded products/services, promotional materials (to be displayed in the retreat area only)

Speaker Sponsor

Investment from \$2,500

Speakers make the conference and are key to attracting delegates from around the country. Sponsor a subject expert and align your brand with the best. Talk to us to find out more.

Award sponsor

Investment \$1,000

Align your brand with the dapaanz prestige awards, acknowledging the best in the sector, presented at the Oscarz Awards dinner. You are acknowledged in the conference handbook, on the website and by MC during the Oscarz Awards dinner.

Registration Sponsor

Investment \$600

Become a registration sponsor and help us bring those who are wanting to attend Cutting Edge who cannot meet financial registration requirements. Help someone in the sector so they can undertake professional development, hear from international speakers, attend workshops and network with peers.

*Registration sponsorship covers conference Registration. Travel, accommodation and other expenses are not included and are the responsibility of the benefactor

Additional Opportunities

Satchel inserts

Investment \$500

Get your flyer to every delegate as a satchel insert. Based on a double sided A4 flyer, you would need to supply approx. 500 flyers (pending organisers' approval)

Advertisement

Investment

Full page: \$1000

Half page: \$750

Quarter page: \$500

Adverts will be published in the Cutting Edge 2019 Handbook (finished artwork to be supplied by partner. Size of the artwork will be available upon partnership application)

Satchel gifts

Who doesn't love gifts! This is an opportunity for you to supply a practical item for each delegate, you supply approx. 500 items branded or unbranded (pending organisers' approval)

Opportunity for involvement does not stop here, should you wish to negotiate benefits, please contact us.

the exhibition gallery

The exhibition gallery will be held in part of the Great Room and foyer of the Cordis Hotel. This is the ideal venue to showcase your range of products and services. Morning tea, lunch, and afternoon tea will be served in the exhibition area to ensure you have ample opportunity to network and demonstrate your products and services to an international audience of multidisciplinary health professionals, suppliers and service users.

Exhibition timetable (subject to change)		
Stand Setup		
Wednesday (<i>exhibitors pack in</i>)	18 September 2019	1.00pm – 5.00pm
Stand Open		
Thursday	19 September 2019	8.00am – 3.30pm
Friday	20 September 2019	8.00am – 2.00pm
Stand Breakdown		
Friday (<i>exhibitors pack out</i>)	20 September 2019	3.30pm – 5.00pm

Exhibition options

standard size: 3.0 m x 1.8m

cost: NZD \$1800 + GST

Note limited spaces available.

Exhibitor Stand includes:

- back and side walls of black frontrunner. Back wall 3.0m, side walls will be 1.2m long
- 10amp power supply
- 2 x 150 watt spotlights
- standard company name sign (maximum 24 letters)
- table 2 x chairs (if required) (no table cloth supplied)
- One exhibitor registration

application for exhibition stand can be made by completing the application form at the end of this document and returning by email to the conference managers. Bookings will be handled strictly on a “first come, first served” basis – though priority will be given to key partners.

additional exhibitor registrations can be purchased for \$350 (plus GST). Note exhibitor registrations are for access to the exhibition hall not to conference sessions, should you wish to attend sessions please register as a delegate.

Design and build options are available. Details for this aspect will be contained within the Exhibition Manual that will be supplied once booth space is purchased.

additional equipment such as design and build facilities, additional sign requirements etc. can be ordered from the exhibit contractors, please contact Cutting Edge 2019 Manager: lu@cmnzi.co.nz for more details.

payment is required upon receipt of your stand application an acknowledgement will be sent to you. Included with this acknowledgement will be an invoice. Payment must be received within 20 working days following receipt of the invoice to guarantee an allocation of space. Initial space allocations will be confirmed only upon receipt of this payment.

security of your individual exhibition site within the confines of the stand itself is the responsibility of the exhibitor. Exhibitors are encouraged to have insurance that covers any valuable items that are to be left on the stand.



Cutting Edge 2019
Te toka tū moana

19 – 20 September

PARTNERSHIP / SPONSORSHIP / EXHIBITION APPLICATION FORM

Company/Organisation: (this name will appear on any printed material / maximum 24 characters for exhibition signage)	
Name of contact:	
Position within company/organisation:	
Address for invoice:	
Telephone:	Mobile:
Email:	@
Partnership / Sponsorship / Exhibitor (please advise which option chosen)	
	\$
Exhibition	(please advise number of booths and additional personnel)
Exhibition booth:	\$
Additional personnel	\$
The CUTTING EDGE 2019 team will confirm your Partnership / Sponsorship / Exhibition Request by sending an invoice. There are a limited number of opportunities, we appreciate your interest and support. In signing this document, you have read and agree to the Terms and Conditions found at www.cuttingedgeconference.org.nz	
Signed:	Date:
<p><i>Please forward to</i></p> <p>Lu Budden CUTTING EDGE 2019 Lu@cmnzl.co.nz</p>	