

EXHIBIT & SPONSORSHIP PROSPECTUS



THE 36TH INTERNATIONAL **SEATING SYMPOSIUM** ACROSS THE LIFESPAN



PRESENTED BY



THE WESTIN BAYSHORE
VANCOUVER, BC, CANADA

MARCH 3-6, 2020



“The courses are exceptional. If for some reason my company said I could only go to one conference a year it would be ISS.”

- Equipment Supplier/
Manufacturer, ISS 2018

Hosts of the Symposium

The symposium is hosted by Sunny Hill Health Centre for Children and UBC Interprofessional Continuing Education (IPCE).



Sunny Hill works with families and communities as partners to better understand every child’s needs, and to develop tailored recommendations and services.



For three decades, IPCE has been committed to a multidisciplinary learning approach where several professions come together to exchange ideas about various health issues.

ABOUT ISS | Page 3 - 5

The International Seating Symposium	3
The 34 th International Seating Symposium	4

EXHIBITORS | Page 6 - 9

The Success of ISS 2018 Exhibitors	6
ISS 2020 Exhibitor Information	6
Exhibit Fees	7
Deposit/Payment Information	7
Cancellation Policy	7
Exhibit Application Process	8
Additional Exhibit Passes	8
Exhibit Booth Selection and placement Process	8
Hotel Accommodation	8
Venue Floorplan & ISS 2020 Exhibitors Timeline	9
Regulations Governing Exhibits	10

SPONSORS | Page 10 - 11

ISS 2020 Sponsorship Information	11
Sponsorship Opportunities	11
Why Sponsor?	12
Sponsors of ISS 2018	13

APPLICATION INSTRUCTIONS | Page 14

general information

The International Seating Symposium (ISS) is considered one of the premier meetings in the world of dedicated clinicians, researchers, manufacturers, and others who work to improve seating and mobility among people with disabilities.

Vancouver’s Sunny Hill Health Centre for Children (SHHC) and the University of British Columbia celebrated the 32nd International Seating Symposium in Vancouver in March 2016. It was a journey that started in 1982. The members of the Vancouver Seating Special Interest group had a desire to learn more about this intriguing subject of seating and mobility. They decided that the best way of learning more about seating and mobility was to bring the experts to them. Getting funding to host the first conference was a challenge but the BC Kinsmen Foundation took the risk. Sunny Hill Health Centre for Children took the lead in organizing the first symposium. The initial organizers, Lori Roxborough, Daphne Neen, Maureen Story, Bob Gobert, Elaine Liao and Dr. Stephen Tredwell brought clinicians, researchers and exhibitors together to develop resources, and create a forum that fostered an exchange of ideas and created a network focused on seating and mobility.

In 1986 Sunny Hill Health Centre for Children was approached by Doug Hobson of the University of Tennessee, Memphis with the proposal of forming a partnership. The 3rd ISS was held in Memphis in 1987. Our partnership has continued, with ISS being held in Vancouver on the even years and in the USA (initially at the University of Memphis and later at the University of Pittsburgh) on the odd years.

This initial meeting in 1983 had 98 participants and 11 exhibitors with a real focus on “seating the disabled”. In 2018 we’ve grown to 1032 participants from 21 countries. ISS is also partnered around the world with the U.S., Ireland, Latin America, Oceania, Asia, and the Mediterranean, where they all hold their own symposia.

learning objectives

- 1. Identify and compare new and existing positioning and mobility equipment
- 2. Discuss the emerging research evidence supporting seating and mobility practices
- 3. Identify resources for seating and mobility practice
- 4. Compare and discuss new seating and mobility techniques and interventions
- 5. Explain the advantages and disadvantages of a number of innovative service delivery models

2018's international seating symposium

The 34th International Seating Symposium (ISS 2018) was the premier setting for discourse and learning as over 1032 occupational therapists, physiotherapists, and equipment suppliers gathered in Vancouver, BC, Canada in March 6 – 9, 2018 at the Westin Bayshore. The Westin Bayshore the epicenter for addressing current and future developments in the areas of seating, positioning and mobility. Each year, this symposium continues to grow and expand its impact. ISS 2018 again surpassed previous number of record high delegates, as we achieved the highest number in total attendees and the highest overall rating since its inception. The gamut of educational sessions (over 90) ensured that there would be a relevant session for all professions. In addition, over 80 exhibitors showcased their unique products and nascent innovations from North America and around the world.

Topic areas included service delivery, product development, research and outcomes. The format for the symposium included 3-hour and 6-hour pre-symposium sessions, a keynote, panel, and other plenary sessions, as well as instructional, paper and poster sessions.

Shortly after the success of ISS 2018, the first Gold Apple for the Dianna Mah-Jones Award of Excellence in Person-Centred Care was given to the Positioning and Mobility Team at Sunny Hill Health Centre for Children for The International Seating Symposium.



ISS 2018 delegates said...

Very relevant and informative sessions that I will be incorporating into my future practice in seating and mobility.
- Physiotherapist

Learning about pressure management, deformation and shear and assistive technology was so valuable. It's always great to see what new seating products are out there as well. I also loved the keynote speakers and personal stories... all good!
- Equipment Supplier/Manufacturer

So many exhibits, with tons of info to gain. Overall, it was great. Vendors and reps were knowledgeable and available, even at busy times.
-Occupational Therapist

All aspects were very worthwhile, quality and content of most presentations was excellent. Caught up with colleagues, met some great new innovative people.
- Academic/Researcher

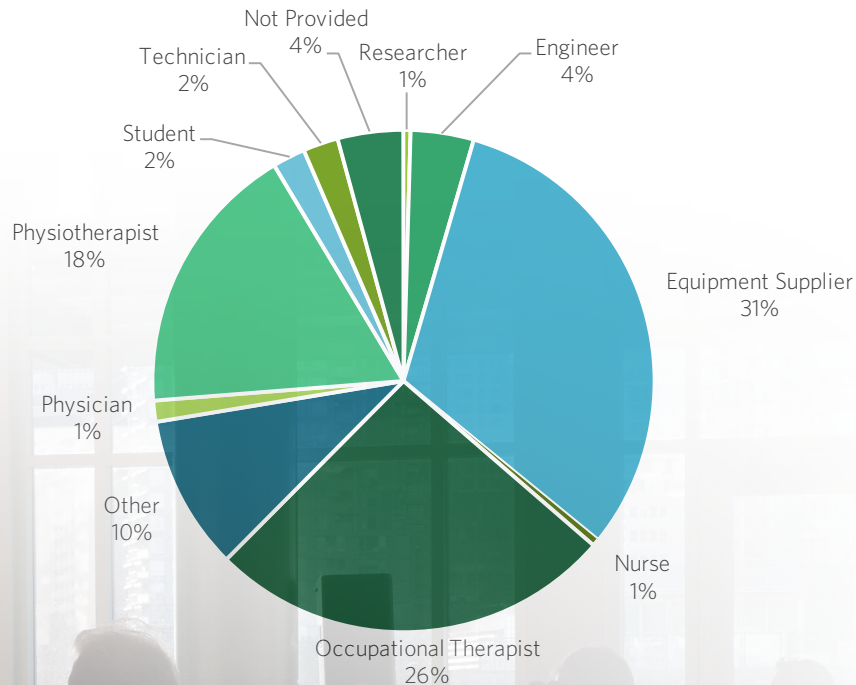
I love the overarching themes that are selected each year, and I find so much value in the contributions of the end users. I also greatly appreciate contributions from people in the technology and engineering fields, although sometimes it is challenging for their content to be delivered in a comprehensible way for us therapists to understand and apply.

- Physiotherapist, ISS 2018 Attendee

Similar to previous years, there was roughly an even split between representation from Canada and USA. ISS 2018 featured 201 international countries*. The feedback in the evaluation of the symposium reflected the delegates' appreciation for the opportunity to network and collaborate with colleagues from across the globe.

The pie chart below shows the average of the past ISS demographics broken down into professions for all the main symposium attendees, including those who had exhibit hall passes.

**Argentina, Australia, Belgium, Cocos (Keeling) Islands, Denmark, Ethiopia, Germany, Hong Kong, Ireland, Israel, Italy, Japan, Mexico, Nepal, Netherlands, New Zealand, Portugal, Singapore, Spain, Sweden, Taiwan, Tanzania, United Kingdom*



ISS 2020 exhibitor information

Sunny Hill Health Centre and UBC Interprofessional Continuing Education would like to invite your organization to participate as an exhibitor at the 36th International Seating Symposium (ISS 2020). It is one of the largest of its kind, dealing specifically with specialized seating and mobility for individuals with neuromotor and orthopaedic conditions.

exhibit dates

- Tuesday, March 3, 2020 (after lunch)
- Wednesday, March 4, 2020 (including welcome reception)
- Thursday, March 5, 2020

new for 2020

Each year, the ISS Program Committee review the valuable feedback submitted by all attendees and evaluate any suggestions that are viable and would improve future symposia. To this effect, we have added two new policies in regards to our exhibit area:

1. We will be reserving **8 booths for NEW exhibitors** (those who have not exhibited in the past two ISS Vancouver symposia). This is due to the valuable suggestions of having a variety of companies and allowing newcomers to showcase their products.
2. We will be treating each conglomerate as one entity and ensure that conglomerates cannot have more booth space than the maximum allocation (3-4 for each company, depending on sponsorship level; please see page 11 for more information). This means that all booths of the subsidiary companies must be part of the conglomerate and no conglomerate can have more than four booths.



EXHIBIT FEE

Please see the floor plans on page 9.
Exhibit Fee per Booth (Either 10' x 10' or 10' x 8')

On or before November 4 th	\$2,650 CAD* (including tax)
After November 4 th , 2019	\$2,950 CAD* (including tax)

*Please check our website for the USD exchange rate as we will update it on a weekly basis:
www.seatingsymposium.com/exhibitors-prospectus/general-information.php

Please note that booths #87 - #89 and #92 - #93 on the lower floor as well as booths #101 - #112 and #115 - #116 on the upper floor are subject to a strict 10' height restriction.

- *The following is included in the cost of each booth space:
- one covered and skirted 6' x 2' skirted display table (2 chairs)
 - 8' high back wall drape; 4' high drape side wings
 - one 120 volt, 750 watt electrical outlet
 - one full symposium registration (includes educational sessions)
 - one exhibit pass (access to the exhibit areas only)

deposit and payment information

Payment of at least 50% is required within ten (10) business days of allocation confirmation to guarantee your exhibit booth location. The payment remaining is required by November 4th, 2019*. Booths reserved after November 3rd will require full payment within five (5) business days.

*If full payment has not been received by November 4th, 2019, your booth reservation will be cancelled.

cancellation policy

The exhibitor may cancel this contract provided that written notice is received by UBC Interprofessional Continuing Education on or before December 1st, 2019. A 25% handling fee will be charged for cancellations. For cancellations after December 1st, 2019, the organizer reserves the right to withhold the entire exhibit fee if the space is not filled by another exhibitor.

exhibit application process

All potential exhibitors will need to complete the exhibitor application form via online. Please last page for instructions.

Each exhibit space is entitled to two passes to the exhibit areas. One of these two passes will provide access to the entire symposium, including the educational sessions; the other will give access to the exhibit areas only. The program brochure will be available early fall 2019. We will email you when the registration for the exhibit hall and educational sessions are open.

additional exhibit passes

If you wish to have more than two representatives attending with your booth you must purchase additional exhibit passes. Information about how to purchase additional exhibit passes will be forthcoming in late summer/early fall. The cost of the exhibit passes are as follows:

\$100 CAD/person/day (including tax)

exhibit booth selection and placement process

Exhibit booth selection and placement are on a first-come, first-serve basis **with the first right of refusal** *given to **past exhibitors of ISS 2018 up until Wednesday, May 1**. For past exhibitors, booth location preference is also on a first-come basis; booths may or may not be in the same location as ISS 2018.

If space is available after the first right of refusals have been given to the past exhibitors, new exhibitors will have the opportunity to reserve exhibit booths. Prior to May 1st, 2019, a waitlist for new exhibitors will be created in priority sequence—based on the order the organizer receives completed exhibit application forms so it is imperative that new exhibitors also submit at their earliest convenience.

**minus the eight (8) booths that we have reserved for new exhibitors only (those who have not exhibited in the past two Vancouver ISS).*

hotel accommodation: book now

Exhibitors and sponsors are required to arrange their own accommodation. A block of rooms has been set aside at a special rate of CDN \$182.00 (plus tax) for a standard guest room (single/double) available for conference delegates, and will be held based on availability. The cut off date for this rate will be February 5, 2018.

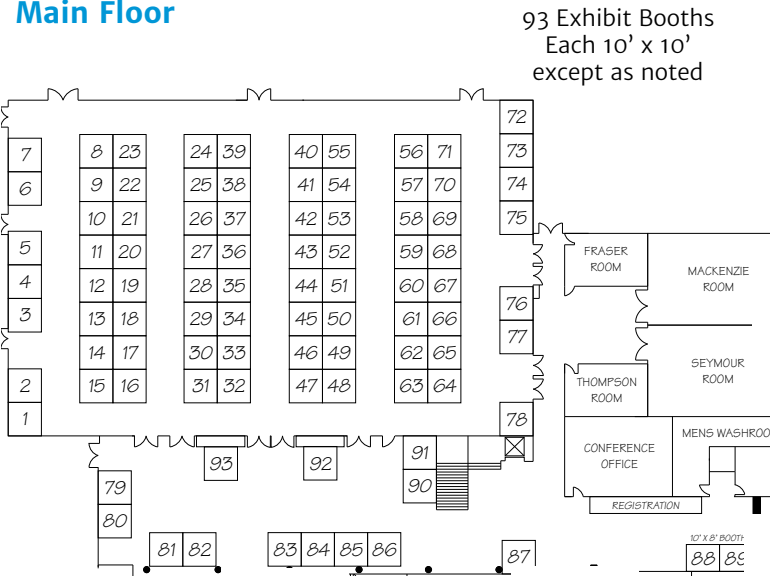
Book your room by clicking **here**. You can also reserve by calling toll-free: 1.800.WESTIN.1 or local: 604.682.3377 or by emailing: bayshore.reservations@westin.com. Please specify that you are booking under "ISS 2020." Rooms have sold out for previous symposiums, so reserve early to avoid disappointment.

"I like that there is access to the hall during the sessions as well as in the breaks. It makes for a long day but allows meetings and contact relationships to build as many people attend to visit the booths or visit with manufacturers that they rep.

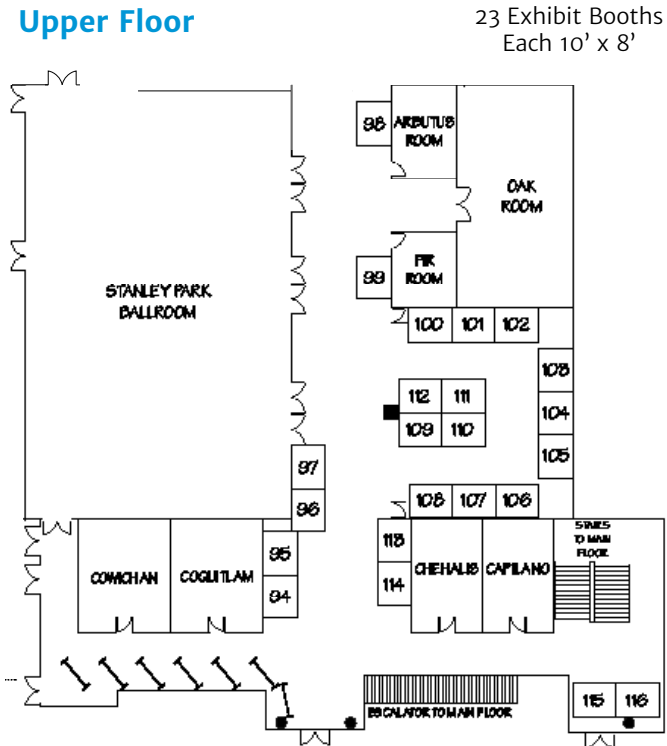
- ISS 2018 Exhibitor

venue floorplan & ISS 2020 exhibitor timeline

Main Floor



Upper Floor



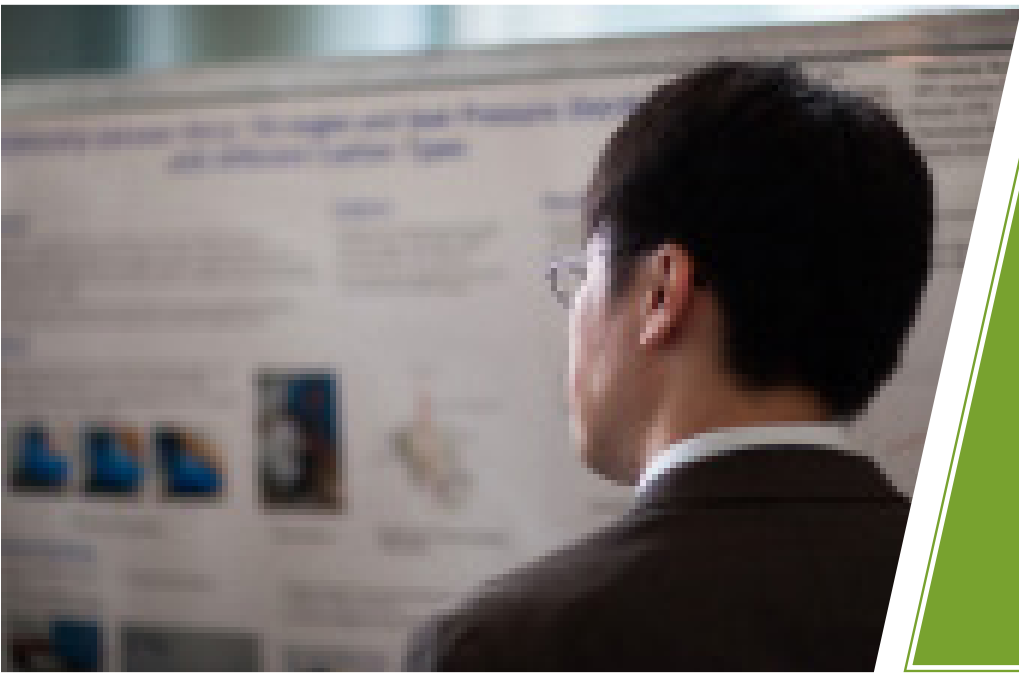
Thursday, April 11, 10am PST / 1pm EST, 2019	Exhibitor & Sponsor Prospectus invitations sent via email
April - June 2020 , 2019	Allocate and confirm sponsorship and booth locations. A minimum of 50% of the cost must be paid to confirm booth(s).
Wednesday, May 1, 2019	Deadline for ISS 2018 exhibitors for their first right of refusal.
November 2019	Exhibitor Guidelines sent to all ISS 2020 exhibitors, including information regarding show service and customs information.
November 4, 2019	Full payment due
December 1, 2019	Deadline for cancelation of booth(s) (25% handling fee will be charged)
January 13, 2020	Deadline for exhibitors to register their representatives
March 3 - 6, 2020	ISS 2020 in Vancouver, BC, Canada

regulations governing exhibits

- 1. While every effort will be made to ensure that exhibits are secured at the symposium hotel, neither the Symposium Organizing Committee (SOC) nor the University of British Columbia nor The Westin Bayshore Vancouver will assume responsibility for loss or damage to exhibits or other exhibition property.
- 2. Each exhibit is responsible for complying with all laws, ordinances and regulations pertaining to health, fire prevention and public safety. If an inspection indicates that an exhibit is neglecting to comply with these regulations, the SOC may cancel all or some parts of a display that may be irregular at the exhibitor's expense.
- 3. Please note that no outside food or beverage may be served at the conference or exhibit area. All food and beverage must be purchased, prepared and served by the Westin Bayshore Vancouver in compliance with the BC Food Safe Handling Regulations. Please contact the SOC if you are planning to serve any food or beverage from the hotel.
- 4. The SOC reserves the right to restrict displays which, because of noise, methods of operation, materials or any other reason, have become objectionable, and to prohibit or remove any displays which, in the opinion of the SOC, detract from the general character of the symposium.

"I think the layout flowed really well and allowed good traffic to each booth."

—ISS Exhibitor 2018



"I thoroughly enjoyed every aspect of ISS and look forward to it being in Vancouver every two years!"

– ISS 2018 attendee

ISS 2020 sponsorship information

We invite your organization to sponsor the 36th International Seating Symposium: Across the Lifespan through various levels of financial support opportunities. Sponsorship contributions through unrestricted educational grants are available in the following levels listed below.

Please see the last page for the sponsor application form. Please note that sponsorship opportunities are on a first-come, first-serve basis and the first right of refusal will be given to past sponsors from ISS 2018.

Sponsorship Opportunities	Diamond \$20 000	Platinum \$10 000	Gold \$7 500	Silver \$5 000	Bronze \$1 500
Acknowledgment of sponsorship on screens in conference foyer	Maximum	Maximum	✓	✓	✓
Acknowledgment of sponsorship on the 36 th ISS website	Maximum	Most Prominent	✓	✓	✓
Acknowledgment of sponsorship on symposium print materials	Maximum	Most Prominent	✓	✓	✓
Acknowledgment from the podium	✓	✓	✓	✓	✓
Option to buy 3-4 booths (we will get in touch with you upon reviewing all applications)	✓	✓			

why sponsor?

Over 1000 OTs, PTs, and equipment suppliers will gather in Vancouver, BC ensuring that this city will truly be at the epicenter for addressing current and future developments in the areas of seating, positioning and mobility. Continuing the highly successful series, the 36th International Seating Symposium will be the premier setting for discourse and learning in topic areas such as service delivery, product development, research and outcomes. Sponsorship packages ensure excellent exposure to this key audience before, during and after the conference.

Our sponsorship packages are listed below. If it is crossed out, it means we already have a sponsor for that item. If you have a sponsorship idea you don't see on our list, we may be able to create a custom package for your company. Contact Jo at jo.ipce@ubc.ca to discuss how we can help promote your organization.

<div>Diamond \$20,000 CAD</div>	<div>Diamond sponsorship will be recognized for one of the following:<ul style="list-style-type: none">◦ WiFi (the wifi password given to each delegate will be ISS <your company name>).◦ Program Booklet◦ Evening Event on Thursday, March 5th (can be up to three sponsors)</div>
<div>Platinum \$10,000 CAD</div>	<div>Platinum sponsorship will be recognized for one of the following:<ul style="list-style-type: none">◦ Symposium Bag◦ Free Consumer Day (March 3)◦ Aluminum Water Bottles</div>
<div>Gold \$7,500 CAD</div>	<div>Gold sponsorship will be recognized for one of the following:<ul style="list-style-type: none">◦ Lanyards◦ Clinician or Student Bursaries◦ Lunch (March 8)◦ Drink tickets for official ISS reception (March 4)</div>
<div>Silver \$5,000 CAD</div>	<div>Silver sponsorship will be recognized for coffee breaks.</div>
<div>Bronze \$1,500 CAD</div>	<div>Bronze sponsorship will be recognized for water coolers.</div>

ISS 2018 sponsors

DIAMOND



WI-FI



PROGRAM BOOKLET



Yes, you can.®



EVENING EVENT



EVENING EVENT

PLATINUM



BAG



CONSUMER DAY (MARCH 6)



CONSUMER DAY (MARCH 6)



WATER BOTTLE

GOLD



LUNCH (MARCH 7)



LANYARDS



WATER COOLER SPONSORS

IN-KIND CONTRIBUTION



CLICK [HERE](https://ubc.ca1.qualtrics.com/jfe/form/SV_eD4aTGHDbtXRHCZ) TO APPLY
OR USE:

[https://ubc.ca1.qualtrics.
com/jfe/form/SV_
eD4aTGHDbtXRHCZ](https://ubc.ca1.qualtrics.com/jfe/form/SV_eD4aTGHDbtXRHCZ)

CONTACT

If you have any sponsorship related questions, or general enquiries about the symposium, please contact:

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Interprofessional Continuing Education
University of British Columbia



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www.seatingsymposium.com