

IHM Scotland Conference 2010

'Leading in Challenging Times'

5th & 6th October 2010

Airth Castle

Get Connected

Get Educated

Get Informed

The IHM is the leading professional body for healthcare managers in Scotland with a high profile and reputation amongst members, partner organisations and influential decision makers. With membership ranging from trainees to Chief Executives (90% of CEs in the NHS in Scotland are IHM Members), the Conference attracts people from all sectors with one aim in common – to be the best and to provide the best possible healthcare for the people of Scotland.

The 2010 conference, **Leading in Challenging Times**, will have a number of eminent speakers, including senior politicians and guests from abroad, and a host of workshops to inspire and meet the professional development needs of managers and leaders at all levels. Through presentations, debate, informal discussions and networking, participants will have superb opportunities to learn of new ideas and practical tips that will help them in their day to day practice.

The Awards Dinner on Tuesday 5th October, (which is always over subscribed) is a very popular event. This year for the first time, it will include the **IHM Scotland Top Manager Award** to recognise those who go above and beyond professional standards to ensure that their practice as an excellent healthcare manager is the best it can be.

There is no other conference in Scotland quite like it! We look forward to welcoming you to this year's conference.

Delegate & Sponsor Feedback from 2009 –‘Preparing for the Future’

Here’s what participants told us about last year’s conference:-

- *“Very encouraging to have so many Chief Executives in attendance and mingling/networking and speaking at the conference”*
- *“Very good speakers.....great networking and good to hear what is going on in other areas”*
- *“24 hour conference excellent, action packed and no rush hour traffic”*
- *“Awards dinner excellent, enjoyed the food and the networking”*
- *“Speakers were very motivational”*

Conference Sponsors last year included:-

AstraZeneca	Kelvin Connect
Atos Origin Alliance	Nycomed UK Ltd
Boehringer Ingelheim	Solus UK Ltd
MiP Health	Scottish Centre for Telehealth
NHS 24	The Grange Group
NHS National Services Scotland	Wyeth Pharmaceuticals
Partnership Improvement and Outcomes Division	

Conference Marketing Information

This year’s event is being promoted through the following routes to thousands of healthcare Leaders and Managers across Scotland, with targeting of specific groups, and is also being showcased at various NHS events prior to October:-

- IHM Scotland members (IHM newsletter/website)
- ‘Health and Care Management’ – professional magazine
- Chairman/Chief Executives of all NHS Health Boards
- Medical Directors
- Public Health Directors
- IHM Scotland/NES Managers’ Development Network
- 2009 Conference Participants
- General Managers of all Community Health and Care Partnerships

- Practice Managers
- E Health Networks
- Strategic Planning Networks
- Organisational Development Leads
- NHS Allied Professional Leads
- NHS Senior Pharmacists
- Managed Clinical Networks
- Royal College of Speech & Language Therapists
- Directors of Social Work
- IHM Partners

Sponsorship Opportunities

<u>Package</u>	<u>Benefits</u>	<u>Sponsorship</u>
Package A	IHM Scotland Top Managers Award A seat on the judging panel 2 Complimentary places at the awards dinner Logo printed on conference programme and dinner menus	£2,500
Package B	Pre Dinner Drinks Reception Exhibition space within the pre-dinner drinks reception area 2 Complimentary places at the awards dinner Acknowledgement/ logo on final programme	£2,150
Package C	A4 Delegate Folders Branded with company logo next to IHM Scotland Conference title and logo	£2,150
Package D	Chillout Zone Logo on all signage relating to Chillout Zone A5 advert within delegate pack	£2,150

Package E	Logo on Conference Flyer Logo on Final Programme Flyer in delegate bag 2 Full Conference Passes* (or 4 day passes) 3 sq m x 2 sq m Exhibit Space 75 word Exhibition Entry in Programme	£2,150
Package F	Logo on Final Programme 1 Full Conference Pass* (or 2 day passes) 3 sq m x 2 sq m Exhibit Space 75 word Exhibition Entry in Programme	£1,850
Package G	3 sqm x 2 sqm Exhibit Space 75 word Exhibition Entry in Programme Tea/Coffee and Lunch for 2 Staff each day**	£1250
Package H	Table top display in public area Tea/Coffee and Lunch for 1 staff each day**	£900

** Conference pass includes attendance at all conference sessions, a place at the conference dinner on Tuesday 5th, overnight accommodation and breakfast on Wednesday 6th.*

***This package does not include entry to any conference sessions*

Please Note: All sponsorship is subject to VAT at 17.5%.

Exhibition Spaces

Exhibition stands will be located in the Glasshouse, where coffee and lunch will be served to all participants during all breaks. The drinks reception prior to the Awards Dinner will also be held in the Glasshouse.

All exhibition stands comprise a space of 3m x 2m and will include a display table and two chairs. Sponsors should bring their own stands and display materials. We would ask exhibitors to respect the above dimensions, as larger stands may infringe upon a neighbouring exhibitor's space.

Exhibition Hours

Tuesday 5th October 12.15pm – 5.30pm

Wednesday 6th October 8.30am – 1.30 pm

Stands may be set up from 10.00 am to 12.15pm on Tuesday 5th October.

All stands must be cleared by 2.00pm Wednesday 6th October.

Please note these are provisional timings subject to the final programme.

Costs and Terms

On receipt of your sponsorship booking form an invoice will be sent which must be settled within 28 days.

All exhibition space will be allocated by the IHM Scotland Events Team.

All cancellations must be notified in writing to:-

Hilary Iannotti

Education & Business Manager

IHM Scotland

40 Newark Crescent

Ayr KA7 4JD

Cancellations received prior to 1st September will be subject to a cancellation charge of 50% of the total sponsorship package. Cancellations received after 1st September will be subject to a 100% cancellation charge.

Further information on all sponsorship packages can be obtained from:

Hilary Iannotti

Business Manager

IHM Scotland

Tel/Fax: 01292 440395 Mobile: 07866 251053

Email: hilary.iannotti@btopenworld.com

Sponsorship Booking Form

IHM Scotland Conference

'Leading in Challenging Times' 5th & 6th October 2010 Airth Castle

Our organisation would like to support this year's IHM Scotland Conference & Exhibition

Name

Organisation

Address

.....

Postcode

Tel

Fax

E-mail

Authorised Signature

Please tick the sponsorship package required:

- | | | |
|-----------|--------------------------|---------------------------------------|
| PACKAGE A | <input type="checkbox"/> | £2,500 plus VAT (£437.50) = £2,937.50 |
| PACKAGE B | <input type="checkbox"/> | £2,150 plus VAT (£376.25) = £2,526.25 |
| PACKAGE C | <input type="checkbox"/> | £2,150 plus VAT (£376.25) = £2,526.25 |
| PACKAGE D | <input type="checkbox"/> | £2,150 plus VAT (£376.25) = 2,526.25 |

PACKAGE E	<input type="checkbox"/>	£2,150 plus VAT (£376.25) = £2,526.25
PACKAGE F	<input type="checkbox"/>	£1,850 plus VAT (£323.75) = £2,173.75
PACKAGE G	<input type="checkbox"/>	£1,250 plus VAT (£218.75)= £1,468.75
PACKAGE H	<input type="checkbox"/>	£900 plus VAT (£157.50) = £1,057.50

In order to secure your space this form must be completed and returned by Wednesday 1st September and payment must be settled in full within 28days.

Please return the sponsorship booking form to Hilary Iannotti, Education & Business Manager
 E: hilary.iannotti@btopenworld.com F: 01292 440395

IHM Scotland 40 Newark Crescent Ayr KA7 4JD