



ACA VICTORIA EXCELLENCE IN ECEC CONFERENCE

17 & 18 AUGUST

• 2018 •

SPONSORSHIP PROSPECTUS

Conference & Exhibition — Crown Conference Centre

Join us in Melbourne for the 2018 ACAV Excellence in ECEC Conference

A message from our President

The Australian Childcare Alliance Victoria (ACA Victoria) is the peak membership association for long day care services in Victoria. Our vision is to support and be the voice of service providers in the provision of high quality, affordable, sustainable and accessible early childhood education and care.

Our annual conference is now the largest annual early childhood Conference in Victoria and provides significant access to Centre operators from Victoria and across Australia. Our 2018 Excellence in Early Childhood Education and Care Conference will be held on 17 and 18 August at Melbourne's stunning Crown Conference Centre.

We would welcome your business as a Sponsor of our Conference, enhancing the delegate experience and creating business development opportunities for you. We differentiate our Conference from other early childhood events in one critical way - we understand the need for you as Sponsors to achieve a positive return on your investment.

We work directly with you to achieve this outcome, by:

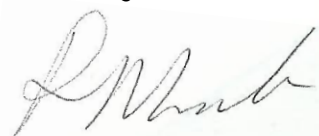
- Attracting service operators as delegates by offering education sessions dedicated to their needs and interests
- Providing access to a conference mobile app with lead capture capability
- Ensuring ongoing multi-channel advertising of sponsors
- Providing opportunities for sponsors to present to delegates
- Capping the number of exhibition booths
- 1:1 access to the ACA Victoria CEO to assist with Conference planning and decision making
- Fostering ongoing partnerships with sponsors and exhibitors that extend beyond the Conference
- Encouraging unique and diverse exhibitors that attract delegates
- Providing choice of exhibition booth locations

We encourage you to consider the sponsorship packages contained in this brochure. If you would like to discuss the opportunities further, please contact our CEO as follows:

✉ david.worland@childcarealliance.org.au

☎ 03 9532 2017

Kind regards



Paul Mondo

2018 ACAV Excellence in ECEC Conference

The Facts

The Dates

Friday 17 & Saturday 18 August 2018

The Venue

The Conference will be held at the Crown Conference Centre, Melbourne. Located in the heart of Melbourne's vibrant Southbank precinct, the venue provides the perfect backdrop for high quality networking and in-depth discussion.

Address: 8 Whiteman Street, Southbank, Melbourne.

The Exhibition

The Exhibition will be at the heart of the 2018 ACAV Excellence in ECEC Conference. Catering (including coffee cart, tea breaks and lunches) will be located amongst the Exhibition, guaranteeing footfall and maximising delegate traffic to trade stands.

Exhibitor booths will be capped, creating an exclusive and uncluttered environment for you to profile your brand and for your team to network with participants throughout the event.

The Networking

The Conference program is carefully curated to maximise networking opportunities.

The program will include breaks for morning tea, lunch and afternoon tea amongst the Exhibition; maximising facetime between exhibitors and delegates.

Our Speakers in 2018 Include

Dr Justin Coulson

Leading parenting expert, author and Honorary Fellow at the Centre for Positive Psychology, University of Melbourne's Graduate School of Education

Fabian Dattner

Founding partner of Dattner Grant, 3 three times finalist in the Telstra Business Women's awards and one of the NAB 2016 100 Women of Influence

Professor Ann Farrell

Head of the School of Early Childhood and Inclusive Education in the Faculty of Education at Queensland University of Technology

Dr Anne Kennedy

Consultant, Trainer, Writer, Advocate & Researcher in Early Childhood Education & Care

Anthony Semann

Director & Founder of Semann & Slattery

Louise Dorrat

Early Childhood Consultant

Join the Conversation

🐦 @ChildcareVic

f ACAVicConference

#acavconf

The Stats



Over 930 delegates attended the 2017 Excellence in ECEC Conference



Presentations and panel discussions with over 20 Australian speakers & innovators



High quality networking opportunities and discussion

- In 2017, delegates were asked how they would rate the Conference in relation to their overall expectations, 90% rated the Conference very good to excellent.
- Dedicated sessions to attract the key decision makers including centre owners, directors and educators.
- In 2017, delegates were asked to rate the quality of the presentations and speakers. A total of 90% rated the quality of the presentations and speakers, very good to excellent.
- In 2017, exhibitors were asked to rate the event and 100% rated the Conference as very good to excellent.

“ I just wanted to compliment you and your colleagues for taking the lead in regards, to your Conference this year. In terms of managing leads and interactions with members, you stood out as the leader due to the usage of the App. It seemed to increase the number of visitors on stand, and also gave us those lists so that we can build better relationships with your members.

– Jasmine Callan, Edex

“ All aspects of the exhibition are well thought out to maximise exposure for our business. Engagement with key decision makers and consumers is constant throughout both days and the single-day delegates add fresh interest in our stand. The ability to liaise with delegates via the app provided another touchpoint and meant we could have more meaningful conversations about our offering. ACAV membership is an essential contributor to our success and we appreciate the hard work put in to make this such a great conference each year.

– Nick D, 2018 Exhibitor

Past Sponsors Include



Sponsorship & Exhibition Opportunities

2018 ACAV Excellence in ECEC Conference
sponsors can enjoy marketing benefits
and business results in three core areas:

Positioning & Industry Leadership

Showcase your expertise and profile your organisation through targeted speaking opportunities. Be acknowledged as an industry leader.

Attendance

Complimentary and discounted registrations for your team – save money and enjoy outstanding education and networking opportunities.

Profile, Branding & Exposure

Promote your products, services and expertise with an exhibition booth. Plus profile your company in print, online and on-site during the Conference.

The Australian Childcare Alliance Victoria works closely with all of our sponsors before, during and after the event to ensure your Excellence in ECEC Conference experience ticks all the boxes.



Sponsorship Opportunities

Platinum Sponsorship

2 Only – \$25,000 (incl GST) each

A premium sponsorship package, Platinum Sponsors receive maximum recognition and profile throughout the Conference development, marketing process and at the event itself.

- Acknowledgement as a sponsor on the ACA Victoria Conference landing page & sponsor page
- Company logo posted on ACA Victoria LinkedIn and Conference Facebook page
- Acknowledgement as a sponsor in the Conference App
- Company profile with logo with link to company website in the Conference App
- Acknowledgement as a sponsor in the ACA Victoria member e-newsletter Building Blocks
- Company logo will feature on the official sponsorship acknowledgment holding slides on-site during the Conference
- Acknowledgment of your support in opening and closing plenary sessions
- Push notification on Conference App prior to & during the event (total 2)
- Supplier membership of ACA Victoria
- Senior company representative to deliver a 10-minute Presentation closely aligned with the Conference theme, subject to ACA Victoria Board agreement on the topic
- Satchel access for two (2) items plus an A4 promotional brochure

Exhibition:

- Two (2) complimentary Exhibition booths

Registrations:

- Four (4) complimentary Exhibitor Staff registrations

Gold Sponsorship

2 Only – \$20,000 (incl GST) each

- Acknowledgement as a sponsor on the ACA Victoria Conference landing page & sponsor page
- Company logo posted on ACA Victoria LinkedIn and Conference Facebook page
- Acknowledgement as a sponsor in the Conference App
- Company profile with logo with link to company website in the Conference App
- Acknowledgement as a sponsor in the ACA Victoria member e-newsletter Building Blocks
- Company logo will feature on the official sponsorship acknowledgment holding slides onsite during the Conference
- Acknowledgment of your support in opening and closing plenary sessions
- Supplier membership of ACA Victoria
- Senior company representative to deliver a 5-minute Presentation closely aligned with the Conference theme, subject to ACA Victoria Board agreement on the topic
- Satchel access for one (1) item plus an A4 promotional brochure

Exhibition:

- Two (2) complimentary Exhibition booths

Registrations:

- Two (2) complimentary Exhibitor Staff registrations



Financial Partner

1 Only – \$15,000 (incl GST)

- Acknowledgement as a sponsor on the ACA Victoria Conference sponsor page
- Company logo posted on ACA Victoria LinkedIn and Conference Facebook page
- Acknowledgement as a sponsor in the Conference App
- Company profile with logo with link to company website in the Conference App
- Acknowledgement as a sponsor in the ACA Victoria member e-newsletter Building Blocks
- Company logo will feature on the official sponsorship acknowledgment holding slides onsite during the Conference
- Acknowledgment of your support in opening and closing plenary sessions
- Supplier membership of ACA Victoria
- Satchel access for one (1) item plus an A4 promotional brochure

Exhibition:

- One (1) complimentary Exhibition booth

Registrations:

- Two (2) complimentary Exhibitor Staff registrations

Silver Sponsorship

2 Only – \$15,000 (incl GST) each

- Acknowledgement as a sponsor on the ACA Victoria Conference sponsor page
- Company logo posted on ACA Victoria LinkedIn and Conference Facebook page
- Acknowledgement as a sponsor in the Conference App
- Company profile with logo with link to company website in the Conference App
- Acknowledgement as a sponsor in the ACA Victoria member e-newsletter Building Blocks
- Company logo will feature on the official sponsorship acknowledgment holding slides onsite during the Conference
- Acknowledgment of your support in opening and closing plenary sessions
- Supplier membership of ACA Victoria
- Satchel access for one (1) item plus an A4 promotional brochure

Exhibition:

- One (1) complimentary Exhibition booth

Registrations:

- Two (2) complimentary Exhibitor Staff registrations

Sponsorship Opportunities

Bronze Sponsorship

2 Only – \$10,000 (incl GST) each

- Acknowledgement as a sponsor on the ACA Victoria Conference sponsor page
- Company logo posted on ACA Victoria LinkedIn and Conference Facebook page
- Acknowledgement as a sponsor in the Conference App
- Company profile with logo with link to company website in the Conference App
- Acknowledgement as a sponsor in the ACA Victoria member e-newsletter Building Blocks
- Company logo will feature on the official sponsorship acknowledgment holding slides onsite during the Conference
- Acknowledgment of your support in opening and closing plenary sessions
- Supplier membership of ACA Victoria
- Satchel access for one (1) item plus an A4 promotional brochure

Exhibition:

- One (1) complimentary Exhibition booth

Registrations:

- Two (2) complimentary Exhibitor Staff registrations

Education Sponsorship

1 Only – \$6,500 (incl GST)

- Acknowledgement as a sponsor on the ACA Victoria Conference sponsor page
- Company logo posted on ACA Victoria LinkedIn and Conference Facebook page
- Acknowledgement as a sponsor in the Conference App
- Company profile with logo with link to company website in the Conference App
- Acknowledgement as a sponsor in the ACA Victoria member e-newsletter Building Blocks
- Company logo will feature on the official sponsorship acknowledgment holding slides onsite during the Conference
- Acknowledgment of your support in opening and closing plenary sessions
- Supplier membership of ACA Victoria
- Satchel access for one (1) item plus an A4 promotional brochure

Exhibition:

- One (1) complimentary Exhibition booth

Registration:

- One (1) complimentary Exhibitor Staff registration

Lunch Sponsorship

2 Only – \$6,500 (incl GST)

- Acknowledgement as a sponsor on the ACA Victoria Conference sponsor page
- Company logo posted on ACA Victoria LinkedIn and Conference Facebook page
- Acknowledgement as a sponsor in the Conference App
- Company profile with logo with link to company website in the Conference App
- Acknowledgement as a sponsor in the ACA Victoria member e-newsletter Building Blocks
- Company logo will feature on the official sponsorship acknowledgment holding slides onsite during the Conference
- Acknowledgment of your support in opening and closing plenary sessions
- Supplier membership of ACA Victoria
- Satchel access for one (1) item plus an A4 promotional brochure
- Four (4) promotional banners (supplied by you) to be placed near the catering stations at one lunch break

Exhibition:

- One (1) complimentary Exhibition booth

Registration:

- One (1) complimentary Exhibitor Staff registration

Keynote Speaker Sponsorship

3 Only – \$6,000 (incl GST) each

- Acknowledgement as a sponsor on the ACA Victoria Conference sponsor page
- Company logo posted on ACA Victoria LinkedIn and Conference Facebook page
- Acknowledgement as a sponsor in the Conference App
- Company profile with logo with link to company website in the Conference App
- Acknowledgement as a sponsor in the ACA Victoria member e-newsletter Building Blocks
- Company logo will feature on the official sponsorship acknowledgment holding slides onsite during the Conference
- Acknowledgment of your support in opening and closing plenary sessions
- Supplier membership of ACA Victoria
- Acknowledgement as Keynote Speaker sponsor at the beginning of the session
- A senior company representative to thank the speaker at the end of the session
- Logo recognition on the screen at the beginning and end of the relevant Keynote session

Exhibition:

- One (1) complimentary Exhibition booth

Registration:

- One (1) complimentary Exhibitor Staff registration

Sponsorship Opportunities

Lanyard Sponsorship

1 Only – \$5,000 (incl GST)

- Acknowledgement as a sponsor on the ACA Victoria Conference sponsor page
- Company logo posted on ACA Victoria LinkedIn and Conference Facebook page
- Acknowledgement as a sponsor in the Conference App
- Company profile with logo with link to company website in the Conference App
- Acknowledgement as a sponsor in the ACA Victoria member e-newsletter Building Blocks
- Company logo will feature on the official sponsorship acknowledgment holding slides onsite during the Conference
- Acknowledgment of your support in opening and closing plenary sessions
- Supplier membership of ACA Victoria
- Lanyards with your logo (supplied by and paid for by you) for conference delegates (quantity 700)

Exhibition:

- One (1) complimentary Exhibition booth

Registration:

- One (1) complimentary Exhibitor Staff registration

Conference App Sponsorship

1 Only – \$5,000 (incl GST)

- Acknowledgement as a sponsor on the ACA Victoria Conference sponsor page
- Company logo posted on ACA Victoria LinkedIn and Conference Facebook page
- Acknowledgement as a sponsor in the Conference App
- Company profile with logo with link to company website in the Conference App
- Acknowledgement as a sponsor in the ACA Victoria member e-newsletter Building Blocks
- Company logo will feature on the official sponsorship acknowledgment holding slides onsite during the Conference
- Acknowledgment of your support in opening and closing plenary sessions
- Push notification on Conference App prior to & during the event (total 2)

Exhibition:

- One (1) complimentary Exhibition booth

Registrations:

- One (1) complimentary Exhibitor Staff registration

Conference Notebook Sponsor

1 Only – \$1,500 (incl GST)

- Acknowledgement as a sponsor on the ACA Victoria Conference sponsor page
- Company logo posted on ACA Victoria LinkedIn and Conference Facebook page
- Acknowledgement as a sponsor in the Conference App
- Company profile with logo with link to company website in the Conference App
- Acknowledgement as a sponsor in the ACA Victoria member e-newsletter Building Blocks
- Company logo will feature on the official sponsorship acknowledgment holding slides onsite during the Conference
- Notepads with your logo (supplied by you) to be placed on each seat in the main Conference hall at the start of each day (quantity 700)

We would be happy to discuss a tailored package to suit you and your business, in order to maximise your return on investment.

Additional Information

Sponsorship Packages

Sponsorship	Number Available	Price Incl. GST	Exhibitor Booth/s	Exhibitor Staff Registrations	Conference App Push Notifications	Satchel Inserts	Supplier Membership of ACA Vic	Presentation to Delegates	Logo & Site Link in Conference App
Platinum Sponsor	2	\$25,000	2	4	2	3	✓	10 min	✓
Gold Sponsor	2	\$20,000	2	2	2	2	✓	5 min	✓
Financial Partner	1	\$15,000	1	1	2	2	✓		✓
Silver Sponsor	2	\$15,000	1	2	2	2	✓		✓
Bronze Sponsor	2	\$10,000	1	2		2	✓		✓
Education Sponsor	1	\$6,500	1	1		2	✓		✓
Lunch Sponsor	2	\$6,500	1	1		2	✓		✓
Keynote Sponsor	3	\$6,000	1	1			✓		✓
Lanyard Sponsor	1	\$5,000	1	1			✓		✓
Conference App Sponsor	1	\$5,000	1	1					✓
Notepad Sponsor	1	\$1,500							✓

Sponsor Staff

Due to security and occupational health & safety requirements all sponsor staff attending the Conference will need to be registered (Exhibitor Staff registration) and wear a name badge to gain access into the conference and or Exhibition area.

An Exhibitor Staff registration included in sponsor packages has the following entitlements;

- Access to the 2018 ACA Victoria Exhibition
- Catering (morning tea, lunch and afternoon tea on Friday and Saturday)
- Access to the 2018 ACA Victoria Conference app
- Name badge

Additional Registrations

Extra personnel required to staff the exhibition stand must purchase additional Exhibitor Staff registrations at \$165 per person.

Full Delegate Registrations for the conference can also be purchased at \$650 per person which includes access to conference sessions and daily catering (morning tea, lunch and afternoon tea on Friday and Saturday).

Exhibition

A single Exhibition Booth will be a 3m x 2m stand with fascia signage (up to 30 characters), power and 2 x spot lights.

A double Exhibition Booth will be 6m x 2m with fascia signage (up to 30 characters), power and 4 spot lights.

A half trestle with 2 chairs can be provided but must be pre-booked (limited quantity available).

In the lead-up to the event, you will receive details of furniture hire options from our Exhibition Build company. Furniture hire will be at your own expense.

Custom Stands

If you wish to customise your exhibition booth, please contact the Professional Conference Organiser (PCO), Sue Ryman-Kiernan, Wise Connections on aca-victoria@wiseconnections.com.au or 03 9885 6566.

Exhibition Floor Plan

Please note that booth allocation and placement will be confirmed by ACA Victoria approximately 4 weeks prior to the Conference, at which time a floor plan will be provided.

Booking Policy

Please complete the sponsorship registration details on the Sponsor Application form on pages 13 & 14.

ACA Victoria reserves the exclusive right to exclude any person or organisation from participation in the sponsorship, marketing or exhibitor options in this prospectus at the Conference.

Cancellation Policy

Cancellations will only be accepted in writing via email. Cancellations received before 30 April 2018 will be refundable less a \$150 administration fee (unless other contractual obligations apply).

Cancellations received between 1 May - 30 June 2018 will receive a 50% refund.

Cancellations after 1 July 2018 will not receive a refund.

Terms and Conditions

Security

It is suggested that no valuable items be left at your booth, especially overnight. No responsibility can be taken for any loss or damage to equipment and display materials.

Insurance

Sponsors who are exhibiting must take out insurance coverage for their own protection and indemnity. Sponsors will be liable for any damage caused by them or their employees, contractors, agents and invitees, to any other exhibitors or any common property or third party within the exhibition.

Liability

Sponsors who are exhibiting must cover their public risk by ensuring an appropriate public liability policy for a minimum cover of \$10,000,000 is in place. A copy of the relevant insurance certificate of currency must be forwarded to our Professional Conference Organiser at least 4 weeks prior to the Conference. No sponsors will be permitted to participate in the Exhibition unless proof of public liability insurance has been provided.

The organisers will not be responsible for any loss or injury that may occur to the exhibitor, exhibitor's employees, delegates or property from any cause

whatsoever, prior to, during and the subsequent period of the Conference. Sponsors shall indemnify and hold harmless ACA Victoria and Wise Connections from all liability (damage or accident) that might ensue from any cause resulting to or connected with the transportation, placing, removal or display of exhibits.

Payment

Payment is due strictly 14 days from date of invoice. Sponsorship & Exhibition Booths will not be considered confirmed until payment has been received.

All prices are in AUD and include GST.

Please note:

- All logos must be provided in hi-res .jpg and .eps format by the sponsor to:
ACA-Victoria@wiseconnections.com.au
- Logos will be displayed on printed and online material subject to specific sponsorship entitlements
- All company profiles must be no longer than 150 words. The organisers reserve the right to edit company profiles that exceed the maximum word limit
- All sponsors will receive a delegate list (soft copy) after the Conference (name & company only, subject to privacy laws and individual delegate approval)
- All signage is subject to approval and must be supplied by the sponsor

Sponsorship Application

Sponsorship Opportunities

Please indicate your preferred option(s):

All prices are in A\$ and include GST



Platinum Sponsor	\$25,000	
Gold Sponsor	\$20,000	
Financial Partner	\$15,000	
Silver Sponsor	\$15,000	
Bronze Sponsor	\$10,000	
Education Sponsor	\$6,500	
Lunch Sponsor	\$6,500	
Keynote Sponsor	\$6,000	
Lanyard Sponsor	\$5,000	
Conference App Sponsor	\$5,000	
Notepad Sponsor	\$1,500	
TOTAL	\$	

Extras

Qty.

Additional Booth (3m x 2m)	\$2,700 ea	
Exhibitor Staff	\$165 ea	
Half Trestle with 2 Chairs (Must be pre-booked, limited quantity available)	\$0 ea	
TOTAL	\$	

Company Details

Company Name <small>for use in marketing / exhibition fascia</small>			
Company Name <small>for invoicing purposes</small>			
Address			
City	Postcode	State	ABN

Contact details for sponsor liaison. *The Wise team will liaise with this contact on all matters relating to sponsorship including exhibition logistics, registrations, branding etc.*

Name	Position
Email	Telephone

Exhibitor Staff Registration

Includes catering on Friday & Saturday, but does not include access to the Conference sessions. If you wish to add any additional exhibitor staff to assist at your booth, registrations will be charged at \$165 per person to cover exhibitor catering charges from the venue (morning tea, lunch & afternoon tea on Friday & Saturday).

Exhibitor Staff 1

Surname	
First Name	
Telephone	Mobile
Email	
Dietary Allergies	

Exhibitor Staff 2

Surname	
First Name	
Telephone	Mobile
Email	
Dietary Allergies	

Exhibitor Staff 3

Surname	
First Name	
Telephone	Mobile
Email	
Dietary Allergies	

Exhibitor Staff 4

Surname	
First Name	
Telephone	Mobile
Email	
Dietary Allergies	

Payment

We wish to pay by:

VISA		Mastercard		EFT		For Total Amount	\$
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Credit Card

A service charge of 2.5% will be applied to all credit card payments.

Please charge to the following:

Name on Card	
Card Number	
Expiry Date	CCV
Cardholder Signature	

EFT

Please pay "Australian Childcare Alliance Victoria"

Bankwest
BSB: 302162
ACC: 0916302

Please include the name of your organisation with your remittance.

Please forward a copy of the remittance advice to
ACA-Victoria@wiseconnections.com.au

Note: Your sponsorship will not be considered confirmed and you will not be permitted to exhibit until full payment has been received.
Upon receipt of this signed agreement form our Professional Conference Organiser (Wise Connections) will issue you with a Tax Invoice.

☐ Please tick here to confirm acceptance of terms and condition (refer to page 11 & 12) for participation in the 2018 ACAV Excellence in ECEC Conference.

Authorisation

Authorised Signatory for and on behalf of the Sponsor (*please print full name*):

Name	Position
Signature	Date



Australian Childcare Alliance
Victoria

2018 ACA VICTORIA EXCELLENCE IN ECEC CONFERENCE
Professional Conference Organiser **Wise Connections**
ACA-Victoria@wiseconnections.com.au (03) 9885 6566