



## 6<sup>th</sup> annual IES Quality Summit Friday, March 01, 2019

**Irving Convention Center**  
**500 West Las Colinas Boulevard**  
**Irving, TX 75039**

# Exhibitor Prospectus

**Exhibitor Registration:** <https://ies.healthcare/6th-annual-ies-quality-summit/>  
**Quality Summit Highlights:** <https://www.youtube.com/watch?v=gwuoG8o38l8>

### Exhibitor Subcommittee Contact Information

<u>Company</u>	<u>Point of Contact</u>	<u>Email</u>	<u>Direct Number</u>
A-C	JoAnne Watson	<a href="mailto:jwatson@ies.healthcare">jwatson@ies.healthcare</a>	469.420.5548
D-H	Jernai Armstrong	<a href="mailto:jarmstrong@ies.healthcare">jarmstrong@ies.healthcare</a>	469.420.5540
I-M	Stephen Fish	<a href="mailto:sfish@ies.healthcare">sfish@ies.healthcare</a>	469.420.5505
N-S	Susan Slovak	<a href="mailto:sslovak@ies.healthcare">sslovak@ies.healthcare</a>	469.843.5048
T-Z	Jennifer Bullard	<a href="mailto:jbullard@ies.healthcare">jbullard@ies.healthcare</a>	469.420.5503
NEW	Cassie Saldivar	<a href="mailto:csaldivar@ies.healthcare">csaldivar@ies.healthcare</a>	469.814.3170



Dear Exhibitor,

We are pleased to announce our upcoming 6th annual IES Quality Summit to be held on Friday, March 01, 2019 at the Irving Convention Center.

As a valued partner, we are soliciting your support for this premier medical education and training event. As an exhibiting sponsor, you will have the opportunity to promote your company brand, products, and services to the approximately 400 key emergency medicine providers, leaders, and decision-makers who attend annually. In addition to the exposure that the Summit provides our sponsors and exhibitors, your participation in this event demonstrates your commitment to the support of the continuing education of emergency medicine practitioners. The support of our partnering exhibitors and sponsors helps us to develop more knowledgeable healthcare providers; ***your support directly impacts the more than one million patients that our healthcare providers serve annually.***

Celebrating our 6<sup>th</sup> consecutive year, this year's Summit will focus on **the reduction of non-beneficial variation of care** with an emphasis on the leadership it takes to accomplish this goal. We believe that some variation in healthcare is beneficial, as it can lead to new ideas and mechanisms to improve care. We also know, however, when best practices are uniformly employed, significant improvements in care can result.

The keynote address will feature **Robert S. Kaplan, President, and CEO of the Dallas Federal Reserve**. As an expert on leadership, Kaplan will share real-life stories from his own experience of working with various types of leaders seeking to improve their effectiveness and make their organizations more successful. He asks probing questions, provides exercises, and suggests concrete follow-up steps that will help you develop your skills, create new habits, and move you toward reaching your unique leadership potential.

The details regarding the different exhibitor opportunity levels, setup and breakdown, payment instructions and registration information can be found in the prospectus. The exhibition space is limited, so please register early.

Thank you in advance for your support. We are looking forward to seeing you at the 6<sup>th</sup> annual IES Quality Summit!

**Cassie Saldivar**  
Practice Administrator  
Integrative Emergency Services  
4835 LBJ Freeway, Suite 900  
Dallas, TX 75244  
Direct: 469.814.3170  
Email: csaldivar@ies.healthcare

**Crystal Hawkins**  
Communications and Events Manager

**Nick Zenarosa, MD, FACEP**  
Founder

## Exhibitor Opportunities

6<sup>th</sup> annual IES Quality Summit

Friday, March 1, 2019

Exhibitor Levels			
Silver (\$1000)	Gold (\$1500)	Platinum (\$2500)	Diamond (\$5000)
One six-foot table with two (2) banquet chairs	One six-foot table with two (2) banquet chairs	One six-foot table with two (2) banquet chairs	One six-foot table with two (2) banquet chairs
Booth assigned by conference organizer	Third selection of booth location	Second selection of booth location	<i>First</i> selection of booth location
Two (2) complimentary badges	Up to three (3) complimentary badges	Up to four (4) complimentary badges	Up to five (5) complimentary badges
	Verbal acknowledgement at closing remarks	Verbal acknowledgement at opening remarks	Verbal acknowledgement at <i>opening &amp; closing</i> remarks
	Reserved seating at luncheon & awards ceremony	Premier seating at luncheon & awards ceremony	Premier seating at luncheon & awards ceremony
		Verbal acknowledgement at the luncheon & awards ceremony	Verbal and <i>visual display</i> acknowledgement at the luncheon & awards ceremony
		Promotional opportunity on program listing in the IES Quality Summit App	Promotional opportunity on program listing in the IES Quality Summit App
		Post conference attendee list	Post conference attendee list
			Promotional opportunity with a visual display on the IES website - Quality Summit Event Listing
			Promotional opportunity with a visual display on the conference handout at the conference

### Included with Booth Space

#### Exhibitor Space

One six-foot table with two banquet chairs and electrical outlets. Please note exhibitors will be responsible for providing their own extension cords, power strips and electrical tape for securing loose cords.

#### Program Listing

For Diamond and Platinum Level Exhibitors, please provide a logo and a brief (60 words or less) description of the organization's product(s) or service(s) to be included in the event application promotional opportunity on the IES Quality Summit App. The App is free of charge and is available to all attendees via smart phone or device. Diamond exhibitors will be featured on the IES website events listings page.

#### Exhibitor Badges

Exhibitor badges must always be worn and will allow access to the exhibitor hall, education sessions and all meals. Exhibiting companies receive complimentary badges according to their purchased exhibitor sponsorship level. Any additional exhibitor badges needed after that will be available at an additional fee.

#### Punch Cards

The punch cards that were an addition to last year's event, will be returning this year based on the positive feedback from the exhibitors.

## **Dates & Deadlines**

### **6<sup>th</sup> annual IES Quality Summit**

### **Friday, March 1, 2019**

#### **Important Dates**

Exhibitor Registration / Application Due	January 14, 2019
Exhibitor Booth Fee Due	February 14, 2019
Exhibitor Company Name and Logo Due	February 1, 2019
Exhibitor Sponsorship Giveaway Due	February 1, 2019

#### **Exhibitor Installation**

February 28, 2019	1:00pm – 4:00pm
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#### **Exhibitor Event Registration / Booth Set-up**

March 1, 2019	6:00am – 7:30am
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#### **Exhibit Hall Hours**

March 1, 2019	7:30am – 5:00pm
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#### **Exhibit Hall Dismantling**

March 1, 2019	5:00pm – 6:00pm
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## Demographics

6<sup>th</sup> annual IES Quality Summit  
Friday, March 1, 2019

### 1st annual IES Quality Summit

The Omni Dallas Hotel  
Total Attendance: 215  
Exhibiting Companies: 15

### 2nd annual IES Quality Summit

The Omni Dallas Hotel  
Total Attendance: 314  
Exhibiting Companies: 24

### 3rd annual IES Quality Summit

The Irving Convention Center  
Total Attendance: 315  
Exhibiting Companies: 21

### 4th annual IES Quality Summit

The Irving Convention Center  
Total Attendance: 300  
Exhibiting Companies: 25

### 5th annual IES Quality Summit

The Irving Convention Center  
Total Attendance: 371  
Exhibiting Companies: 18

### 5th Annual Quality Summit Exhibitors

○ <i>American National Bank of Texas</i>	2
○ <i>Boehringer Ingelheim Pharmaceuticals</i>	3
○ <i>Enterhealth</i>	1
○ <i>Frost Realtors</i>	4
○ <i>FujiFilm SonoSite</i>	5
○ <i>HealthSouth Rehabilitation Hospitals</i>	5
○ <i>Janssen Pharmaceuticals</i>	5
○ <i>Medical Protective Group / Lockton</i>	2
○ <i>Mindray</i>	3
○ <i>Nanosonic</i>	2
○ <i>Pfizer</i>	5
○ <i>PhysioControl</i>	5
○ <i>Scribe.ology</i>	4
○ <i>Smith &amp; Nephew</i>	3
○ <i>Stryker</i>	3
○ <i>Texas Department of State Health Services HIV/STD Prevention</i>	5
○ <i>Zoll</i>	3

### Years Exhibited

## Exhibitor Instructions

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### General Event Information

Visit: <https://ies.healthcare/6th-annual-ies-quality-summit/>

### Event Parking

On-site parking is provided free of charge.

### Booth Locations

The exhibitor hall will be located on the fourth floor, outside of the Grand Ballroom. The company name will be listed on exhibitor tables. Closer to the event updated diagrams will be accessible via the IES website and “Quality Through Education” Application, select “More Info”. As the date to the event approaches a team member will reach out to you for your booth selection (if included with your exhibitor sponsorship level) and placement.

### Suggested Items to Bring

- Computer(s) and or monitor(s)
- Decorations for booth
- Extension cord(s), power strip(s)
- Electrical tape to secure loose cords for safety purposes
- Handouts or other materials for attendees

### Payment

- *Check payment*
  - Made payable to Integrative Emergency Services, LLC:
  - Mailing:
    - Integrative Emergency Services
    - Attention: Cassie Saldivar / Crystal Hawkins
    - 4835 LBJ Freeway, Suite 900
    - Dallas, TX 75244
  - We recommend sending payments via FedEx with a signature confirmation
- *Credit card payment*
  - Please select the credit card payment option during registration  
For questions contact: Cassie Saldivar at 469.814.3170
  - Please note: *Payments made by credit card will incur a **processing fee of 3.5%** in addition to the exhibitor fee*

### W-9

Available upon request from your IES point of contact.

## Exhibitor Rules & Regulations

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**Exhibitor Registration** – Exhibitor information and registration link will be made available to all exhibitors via email and through the following link. <https://ies.healthcare/6th-annual-ies-quality-summit/> Each exhibiting organization will receive complimentary representative badges for each booth (according to exhibitor sponsorship level), which will allow entry to all sessions and all meals. Any extra exhibitor badges needed after that will be available at an additional cost.

**Booth Assignment & Sign Identification** – Booth spaces are selected on a tiered basis of "first come, first served" and by receipt of a completed Exhibitor Application & Contract with full payment for space. The Summit Director reserves the right to make final decisions concerning booth assignment and exhibit layout in the best interest of the overall exhibit and the annual meeting.

**Subletting Exhibit Space** – Subletting or sharing any part of the exhibit space by an exhibitor is prohibited.

**Security** – Exhibiting companies are solely responsible for, and are strongly encouraged to insure, their exhibits, promotional items, and display materials, and other items against theft, fire, etc. at their own expense. No security will be provided by the event venue; however, doors will be locked overnight. Locking doors overnight is not to be implied or interpreted as a guarantee against loss, theft, or damage of any kind, unless specified by a separate agreement.

**Non-Contracted Exhibit Space** – Persons, companies or organizations that are not contracted to occupy space in the Exhibit Hall will not be permitted to display or demonstrate products, processes, or services, solicit orders, or distribute advertising materials in the official meeting spaces, exhibit areas, parking lots or in any space near the event.

**Promotional Items & Activities** – Exhibiting companies are permitted to distribute promotional materials (giveaways) and other items at their assigned exhibit booth location only. All items distributed must be useful to the professional activities of the meeting attendees and must be made available to all meeting attendees as long as supplies last.

**Sale of Goods** – The sale of goods or services of any kind in the Exhibit Hall in connection with the Annual Meeting is prohibited. Order taking is permitted.

**Payment Terms** – Full payment for booth space must be received by Thursday, February 14, 2019.

**Use of Attendee List** - After the event, the organizer will provide all Diamond and Platinum Level Exhibitors a post-convention attendee list. The list contains confidential information, and exhibitors may not disclose the list or its contents to any third party. Any other lists obtained from anyone other than the event organizer, must be disclosed immediately.