

SPONSORSHIP OPPORTUNITIES



2021 EDPMA SOLUTIONS SUMMIT

BEYOND RESILIENCE

★ RESTORING ORDER IN A POST-PANDEMIC WORLD ★

OMNI FORT WORTH, TX ★ SEPTEMBER 26 - 29



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PROFILE

Formed in 1997, EDPMA represents emergency physician groups of all sizes, including national emergency physician groups and independent emergency groups working with hospitals across many states. Additionally, EDPMA members include the business partners to these emergency physician groups that provide technical and professional support services such as billing and coding services, scribe services, documentation tools, EHR/EMR services, legal, and other consulting services.

OUR MISSION

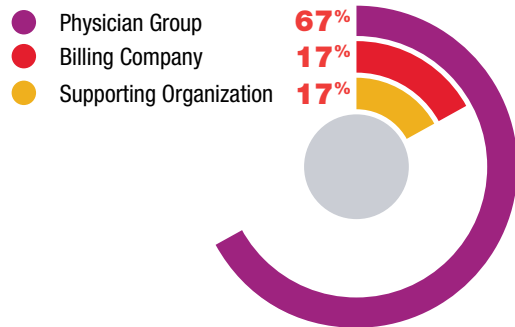
**is to advocate and educate for
Emergency Department physician
groups and their business partners
to enhance quality patient care
through operational excellence and
financial stability.**



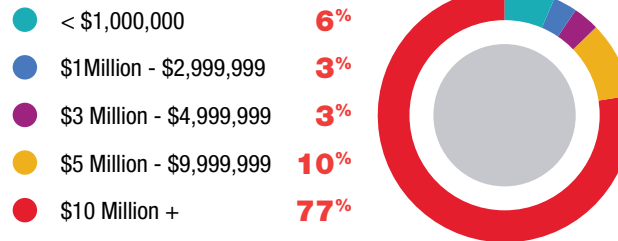
DEMOGRAPHICS

Access to Key Decision-Makers

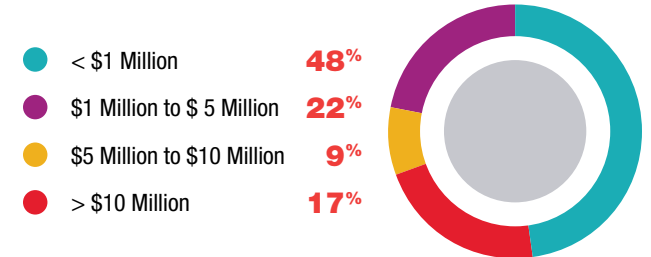
TYPE OF ORGANIZATION



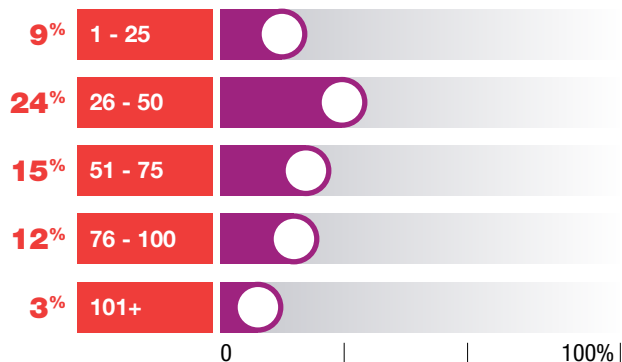
ANNUAL GROSS REVENUE



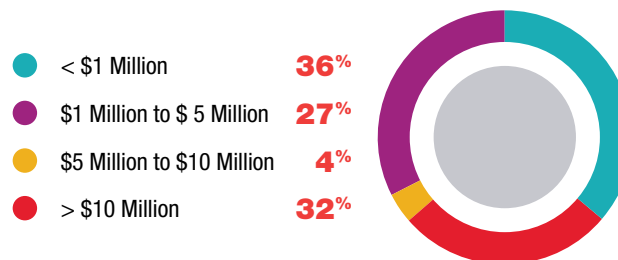
TECHNOLOGY & SOFTWARE EXPENDITURES



STAFF SIZE



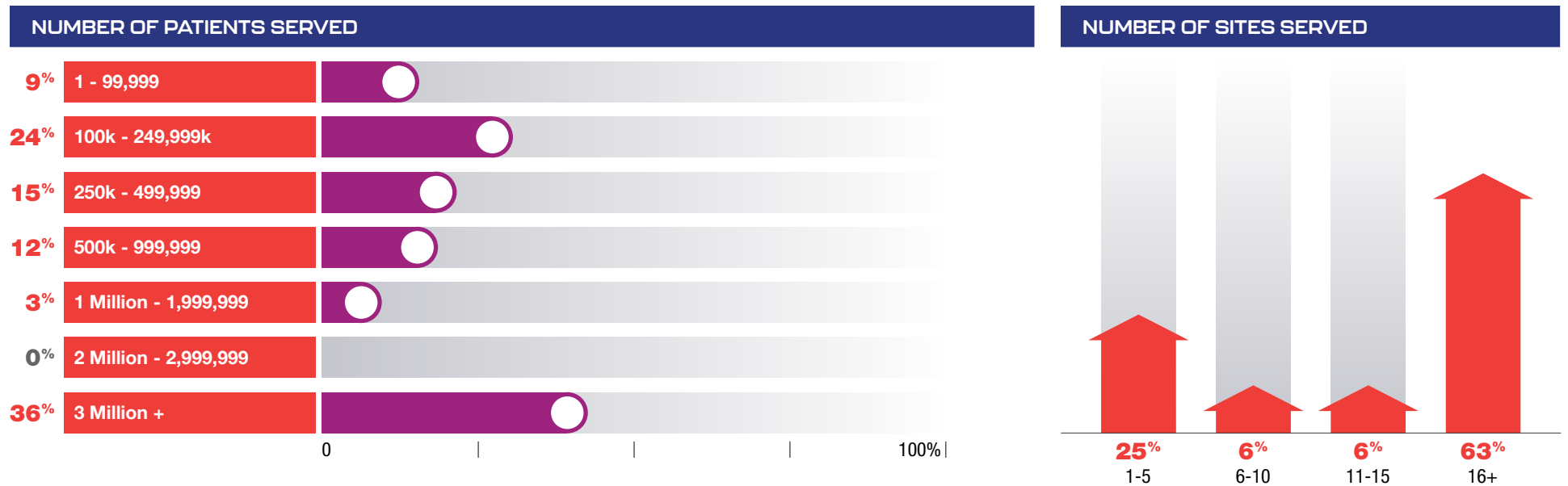
ANNUAL EXPENDITURES ON BUSINESS/MEDICAL SERVICES





DEMOGRAPHICS

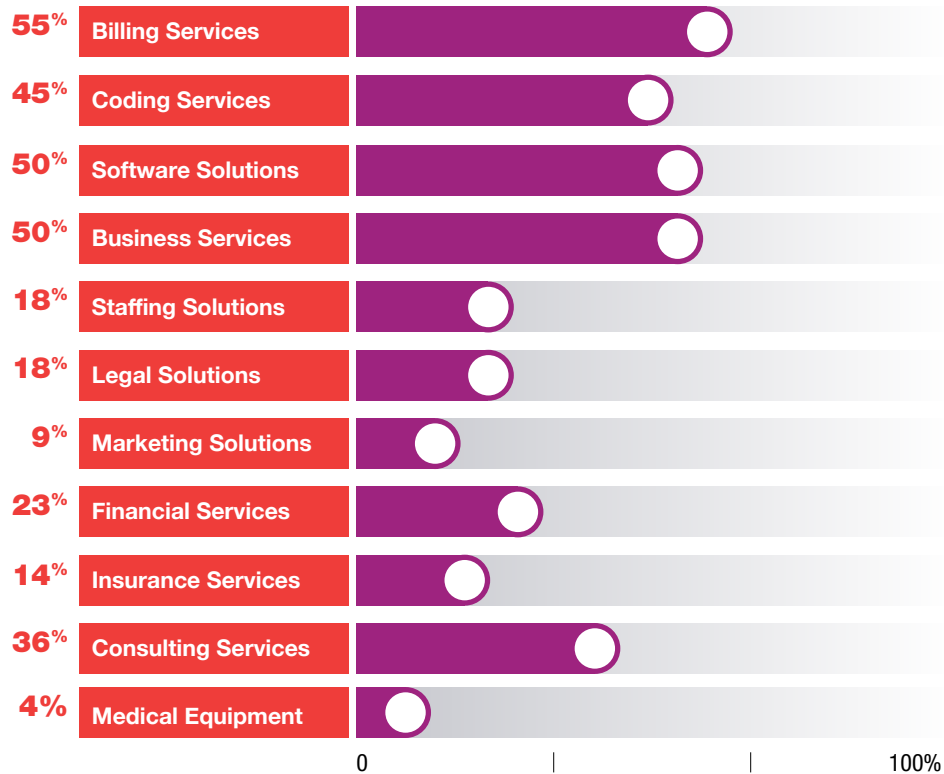
Learn More about our Physician Group and Billing Company Attendees





DEMOGRAPHICS

Products/Services of Interest



DISCOVER

practical and proven solutions for the business of emergency medicine to take home and implement immediately.

LEARN

more about the pressing issues facing emergency department management, get legislative and regulatory updates, and learn of important matters impacting health care today.

NETWORK

with C-Suite and other high level executive EDPMA members and non-members and identify business partners who will support your ED practice.



DEMOGRAPHICS

Who Should Exhibit and Sponsor?

EDPMA's Solution Summit offers high-level contacts with C-Suite executives and other decision makers (80% of attendees are decision makers) in a relatively intimate setting (approximately 400 attendees and exhibitors). EDPMA understands the importance of meeting your goals, getting your message noticed, and maximizing your return on investment. If your company offers any of these products or services, you will find a buyer's market at the Summit:

Industry Specific

- Medical Billing
- Revenue Cycle Management
- Coding/Charting Services
- Healthcare Consulting Services
- Medical Staffing
- Financial/Insurance Services
- Training Systems
- Medical Supply
- Industry-Related Associations
- Scheduling
- Practice Management

Business Services

- Scribe Services
- Software Providers
- Technology/Computing Systems
- Marketing Services
- Website Developer Services
- Promotional Products
- Office Products/Supply
- Legal Services





OVERVIEW

Why be a Sponsor of the Solutions Summit?

At the Solutions Summit, you will have an opportunity to meet hundreds of top-level medical professionals in emergency department practice management. As indicated in our demographics section, the majority of attendees are decision-makers or influencers in upper-level administration. Where could you meet a few hundred hard-to-reach medical professionals in three days on your own? It is well worth the investment to become a sponsor of the Solutions Summit.

On average, 30% of attendees at trade shows are management personnel. At Solutions Summit, it is **OVER 80%!**





SUMMIT BENEFITS

Key Benefits of Marketing through EDPMA Events, Advertising, and Sponsorships:

- Promotion, recognition, customer networking, and new business contact generation
- Integrated promotional and marketing geared toward the emergency department practice industry
- Targeted brand, product promotions, and customer marketing directed to decision makers
- Marketing your products and services directly to users and buyers





SUMMIT BENEFITS

How Your Company Will Benefit:

- Increase company exposure and visibility to this hard-to-reach audience of decision makers
- Connect directly with decision makers in the medical industry
- Reach a targeted audience in a cost-effective way
- Position your company as an industry leader
- Promote brands and products
- Develop new business contacts





SUMMIT BENEFITS

Highlights

- Qualified and targeted audience – top level decision-makers in a networking environment
- Full Conference Registration for Exhibitors – to allow networking at educational sessions
- Food & Beverage Functions for Top-Level Networking – most events are held in the Exhibit Hall
- Attendee Lists – pre and post-show





EXHIBITING COMPANIES

Sample of Exhibiting Companies at the Solutions Summit

athenahealth, Inc.

Brault

Capio

Cascade Capital

d2i

Data Media Associates, Inc.

Duva*Sawko

EPOWERdoc, Inc.

Gottlieb

HealthChannels

ImagineSoftware

Innovative Healthcare Systems, Inc.

Keystone Healthcare Management

Lightspeed Technology Group

LogixHealth

Nicka & Associates, Inc.

Pettigrew Medical Business Services

PhyCon Incorporated

Physicians' Choice, LLC

ProScribe

R1 RCM Inc.

Sheppard Mullin

Shift Administrators, LLC

ZOLL Data Systems

Zotec Partners



SUMMIT ATTENDEES

Sample of Solutions Summit Attendees

Acute Care
Alteon Health
American Physician Partners
ApolloMD, Inc
Bayside Emergency Physicians
BlueWater Emergency Physicians
CIPROMS Medical Billing
Concord Medical Group
ConsensioHealth
Core Clinical Partners
Emergency Care Specialists
Emergency Services
Emergency Physicians Professional Association (EPPA)
Envision Healthcare
Flagstaff Emergency Physicians
Georgia Emergency Dept. Services
Independent Emergency Physicians
Progressive Emergency Physicians
Sarasota Emergency Associates
SCP Health
South Miami Criticare
Sound Physicians
St. Vincent's Emergency Physicians
TeamHealth
Tower Health
U.S. Acute Care Solutions
Vituity



CORPORATE PARTNERSHIPS

Year-Round EDPMA Corporate Partnership Opportunities

Partnership provides a great means of broadening your competitive edge by improving your company's image, prestige, and credibility by supporting events that your target market finds attractive. EDPMA offers a number of different corporate partnership packages.

Take your organizational visibility to the next level and obtain premier year-round benefits by becoming a Corporate Partner. The Corporate Partner program offers organizations that support EDPMA's mission a premier package of benefits and opportunities that enable maximum exposure to our members. EDPMA works to promote our relationship with our Corporate Partners through year-round visibility and recognition.

To see how EDPMA's corporate level partnerships compare, please review the chart provided on page 17.





CORPORATE PARTNERSHIPS

PLATINUM CORPORATE PARTNERSHIP	COST	GOLD CORPORATE PARTNERSHIP	COST
BENEFITS	\$25,000	BENEFITS	\$15,000
<ul style="list-style-type: none"> • Opening Reception, Tuesday Night Reception, Keynote Session or Premier Advertising Opportunity • Four complimentary registrations to the 2021 EDPMA Solutions Summit • 6-foot Exhibit Table and two chairs • Full-page color ad in the Onsite Guide • Free banner ad in two EDPMA Newsletters • Free banner ad in 3 EDPMA emails advertising the Summit to both members and nonmembers • Pre and post conference registration mailing lists (which can be used twice with EDPMA approval) • Logo recognition on the Solutions Summit website • “Thank You” recognition in an EDPMA exclusive member newsletter • Verbal recognition by EDPMA’s Leadership at Solutions Summit • Logo on signage recognizing Solutions Summit sponsors • Logo recognition in the Onsite Guide • 50-word description of your organization in the Onsite Guide • Basic listing on conference app • Opportunity to include one piece of marketing material in Summit attendees’ conference folder • Complimentary listing on EDPMA’s Vendor Showcase page on EDPMA’s website until April 1, 2022 • Your company’s logo hyperlinked to your website on EDPMA’s home page until April 1, 2022 • “Webinar Plus” Sponsorship which allows you to pick the topic and speaker (upon EDPMA’s approval). 		<ul style="list-style-type: none"> • Three complimentary registrations to the 2021 EDPMA Solutions Summit • 6-foot Exhibit Table and two chairs • Full-page color ad in the Onsite Guide • Free banner ad in an EDPMA newsletter • Free banner ad in one EDPMA email advertising the Summit to both members and nonmembers • Pre and post conference registration mailing lists (which can be used twice with EDPMA approval) • Logo recognition on the Solutions Summit website • “Thank You” recognition in an EDPMA exclusive member newsletter • Verbal recognition by EDPMA’s Leadership at Solutions Summit • Logo on signage recognizing Solutions Summit sponsors • Logo recognition in the Onsite Guide • 50-word description of your organization in the Onsite Guide • Basic listing on conference app • Opportunity to include one piece of marketing material in attendees’ conference folder • Complimentary listing on EDPMA’s Vendor Showcase page on EDPMA’s website until April 1, 2022 • Your company’s logo hyperlinked to your website on EDPMA’s home page until April 1, 2022 	



CORPORATE PARTNERSHIPS

SILVER CORPORATE PARTNERSHIP	COST
BENEFITS	\$10,000
<ul style="list-style-type: none"> • Two complimentary conference registrations to the 2021 EDPMA Solutions Summit • 6-foot Exhibit Table and two chairs • Half-page color ad in the Onsite Guide • Pre and post conference registration mailing lists (which can be used twice with EDPMA approval) • Logo recognition on the Solutions Summit website • “Thank You” recognition in EDPMA’s exclusive member newsletter • Verbal recognition by EDPMA’s Leadership at Solutions Summit • Logo on signage recognizing Solutions Summit sponsors • Logo recognition in the Onsite Guide • 50-word description of your organization in the Onsite Guide • Basic listing on conference app • Opportunity to include one piece of marketing material in attendees’ conference folder • Complimentary listing on EDPMA’s Vendor Showcase for two months • Your company’s logo hyperlinked to your website on EDPMA’s home page until April 1, 2022 	

BRONZE CORPORATE PARTNERSHIP	COST
BENEFITS	\$7,500
<ul style="list-style-type: none"> • One complimentary conference registration to the 2021 EDPMA Solutions Summit • Half-page color ad in Solutions Summit onsite program • Pre and post conference registration mailing lists (which can be used twice with EDPMA approval) • Logo recognition on the Solutions Summit website • “Thank You” recognition in EDPMA’s exclusive member newsletter • Verbal recognition by EDPMA’s Leadership at Solutions Summit • Logo on signage recognizing Solutions Summit sponsors • Logo recognition in conference in the Onsite Guide • 50-word description of your organization in the Onsite Guide • Basic listing on conference app • Opportunity to include one piece of marketing material in attendees’ conference folder 	



CORPORATE PARTNERSHIPS

2021 COMPARISON OF EDPMA'S CORPORATE PARTNERSHIPS	PLATINUM	GOLD	SILVER	BRONZE
BENEFITS	\$25,000	\$15,000	\$10,000	\$7,500
Sponsorship of One of the Following: Opening Reception, Tuesday Night Reception, Keynote, Premier Advertising Opportunity	✓	NA	NA	NA
Complimentary Registrations to the 2021 Solutions Summit	4	3	2	1
6-foot exhibit table and two chairs	✓	✓	✓	NA
Ad in Solutions Summit Onsite Guide	Full-Page Color Ad	Full-Page Color Ad	Half-Page Color Ad	Half-Page Color Ad
Complimentary Listing on EDPMA's Vendor Showcase on the EDPMA website	Until April 1, 2022	Until April 1, 2022	2 Months	NA
Banner Ad in EDPMA Membership Newsletter	2 Ads	1 Ad	NA	NA
Banner Ad(s) in EDPMA emails to members and non-members	3 Emails	1 Email	NA	NA
Webinar Plus Sponsorship which allows you to choose the topic and speaker (must be educational and EDPMA approved)	One Webinar Plus Sponsorship	NA	NA	NA
Your company's logo hyperlinked to your website on EDPMA's home page until April 1, 2022	✓	✓	✓	✓
Pre- and Post-Summit Registration list (which can be used twice with EDPMA approval)	✓	✓	✓	✓
Logo recognition on the Solutions Summit Website	✓	✓	✓	✓
"Thank You" recognition in EDPMA's Member Newsletter	✓	✓	✓	✓
Verbal recognition of EDPMA's Leadership at Solutions Summit	✓	✓	✓	✓
Logo on Signage recognizing EDPMA's Solutions Summit sponsors	✓	✓	✓	✓
Logo recognition in Onsite Guide	✓	✓	✓	✓
50-word description of your organization in the Onsite Guide	✓	✓	✓	✓
Basic Listing on Conference App	✓	✓	✓	✓
Opportunity to include one piece of marketing material in the Summit conference attendees' folder	✓	✓	✓	✓



SUMMIT SPONSORSHIPS

Solutions Summit Sponsorship Opportunities

Maximize your exposure and reach your target audience by showcasing your products and services at the EDPMA's Solutions Summit. Sponsorship puts your company's name prominently in front of each attendee. Capitalize on the intimate environment, increase your name recognition, and meet face-to-face with high-level decision-makers in a collegial setting. We offer a wide range of marketing opportunities that enable your organization to stand out and gain a competitive edge.

All Solutions Summit Sponsorship opportunities include:

- Logo recognition on the Solutions Summit website and the Onsite Guide
- Logo prominently featured on special signage during the conference
- Two time use of conference registration mailing lists, which are provided pre- and post-conference (EDPMA to approve each mailing).
- 50-word description of your organization in the Onsite Guide
- Opportunity to insert one promotional item in the conference portfolio
- Basic listing on conference app





SUMMIT SPONSORSHIPS

SOLUTIONS SUMMIT OPENING NIGHT PARTY (SUNDAY)	COST
EXCLUSIVE OPPORTUNITY	\$15,000

Support EDPMA's long tradition of a special membership mixer in the Exhibit Hall during the Solutions Summit. A special opportunity to kick off the conference and bring attendees together - this sponsorship helps you stand out as a premier supporter of EDPMA's members.

- Same benefits provided to Bronze Corporate Partnership level
- Premier placement of company logo on reception signage
- Logo on cocktail napkins
- Opportunity to welcome attendees to the Summit
- Complimentary listing on EDPMA's Vendor Showcase for two months

KEYNOTE ADDRESS	COST
MULTIPLE AVAILABLE	\$10,000

EDPMA's keynote speakers set the tone for the Solutions Summit. This sponsorship opportunity gets your name seen and heard by conference attendees when they are fresh and eager to learn. Treat attendees to a stimulating, motivational presentation by a top-rated, nationally-recognized speaker.

- Same Benefits provided to Bronze Corporate Partnership level
- VIP seating – we'll reserve one table at the front of the room for your registered staff and guests
- Opportunity to introduce the speaker
- Complimentary Listing on EDPMA's Vendor Showcase on the EDPMA website for two months

SOLUTIONS SUMMIT TUESDAY NIGHT RECEPTION	COST
EXCLUSIVE OPPORTUNITY	\$15,000

Join us on Tuesday night to celebrate EDPMA and the 2021 Solutions Summit with a fun networking reception. The Summit is not over, so we encourage all attendees, sponsors, and exhibitors to join us for educational sessions the following day.

- Same Benefits provided to Bronze Corporate Partnership level
- Opportunity to thank everyone for attending the Solutions Summit
- Premier placement of company logo on reception signage
- Logo on cocktail napkins
- Complimentary listing on EDPMA's Vendor Showcase for two months

WIFI SPONSORSHIP	COST
EXCLUSIVE OPPORTUNITY	\$10,000

Free WIFI to stay in touch with home and colleagues on site.
Logo on signage and handouts providing directions on accessing WIFI.

- Landing page to be re-directed to a co-branded splash page once connected to the meeting space WIFI.
- Same benefits as Bronze Corporate Supporter level
- Premier placement of company logo on WIFI signage

SOLD



SUMMIT SPONSORSHIPS

CONFERENCE PORTFOLIOS	COST
	\$6,000

Help attendees keep track of what they've learned. Your logo will be printed alongside EDPMA's on the portfolio given out to all attendees at registration. When attendees get back to their office and review what they've learned, your logo will be front and center. Portfolios will also include inserts from other sponsoring companies and EDPMA.

- Logo prominently displayed on the portfolios along with the EDPMA logo.
- Distributed to all attendees with registration materials – including promotional items from others– inside the folder

NEW MEMBER/NEW ATTENDEE BREAKFAST	COST
	\$5,000

Wake up EDPMA's new members and first-time Summit attendees by providing them a delicious breakfast to start their day. Gain exposure to the future leadership and current leadership of EDPMA.

- Premier placement of company logo on breakfast signage
- Beverage napkins printed with company logo
- Prominent table in front of room for your company and guests

MOBILE APP	COST
	\$6,000

Stay in the minds of conference attendees during and after the conference by sponsoring the mobile app containing all the sessions, presentations, schedule and information on the Solutions Summit.

- Logo on app
- Email blast from EDPMA right before the Summit to all attendees promoting the Mobile App and your sponsorship with download instructions co- branded splash page
- Half-page advertisement in the Onsite Guide

HOTEL KEY CARD SPONSOR	COST
	\$5,000

- Sponsor logo (alongside EDPMA's logo) on all EDPMA room key cards
- Half-page advertisement in the Onsite Guide

SOLD

WATER BOTTLES	COST
	\$4,500

A great take-home gift for all attendees featuring your logo along with EDPMA's



SUMMIT SPONSORSHIPS

LANYARDS	COST
LET THE ATTENDEES DO THE ADVERTISING FOR YOU.	\$4,000

- Logo prominently displayed on the lanyard.
- Listing as a Summit Sponsor

SOLD

MORNING JOE	COST
	\$3,500

- Logo on beverage napkins
- Listing as a Solutions Summit Sponsor

LOGO ON CONFIRMATION EMAIL TO ALL REGISTRANTS	COST
NEW THIS YEAR!	\$3,000

Highlight your company and support of EDPMA and emergency medicine with your logo on every registrant's confirmation email.

PEDOMETERS	COST
NEW THIS YEAR!	\$3,000

- Sponsor logo (alongside EDPMA's logo) on pedometer
- Listing as a Solutions Summit Sponsor

AFTERNOON REFRESHMENT BREAK	COST
	\$2,500

Perk up participants! Gain exposure by treating attendees to a beverage and provide a refreshing "pick me up." Refreshments and snacks will be served in the Exhibit Hall to give attendees that boost to help carry them through the day.

- Premier placement of company logo on break signage
- Beverage napkins printed with your company logo
- Listing as a Solutions Summit sponsor

EMRA RESIDENT SCHOLARSHIP	COST
	\$2,000

Help defray the costs of attending the Solutions Summit for one EMRA Resident awarded an EDPMA Summit scholarship.

SOLD



SUMMIT SPONSORSHIPS

Exhibitors

Network with key decision makers by exhibiting your company or group at Solutions Summit. Secure a tabletop in the Exhibit Hall where attendees have continental breakfasts, refreshment breaks and the opening party.

All exhibitors will receive a 6-foot-long table and two chairs as part of their exhibitor package. This table will be the same height and length for all exhibitors. The exhibit hall this year will be in a foyer.

Booth pop-up exhibits must not exceed the length of the table or exceed 62 inches above the height and length of the table.

TABLE TOP EXHIBIT IN THE EXHIBIT HALL

EDPMA MEMBERS \$2,300

NON-MEMBERS \$2,500

- One complimentary registration. Second registrant is \$500. Any additional registrants are regular price.
- 6-foot Exhibit Table with two chairs.
- Pre and post conference registration mailing lists (which can be used twice with EDPMA approval).
- Exhibitors may attend educational sessions but must be in the Exhibit Hall during breaks and receptions.





ADVERTISEMENTS

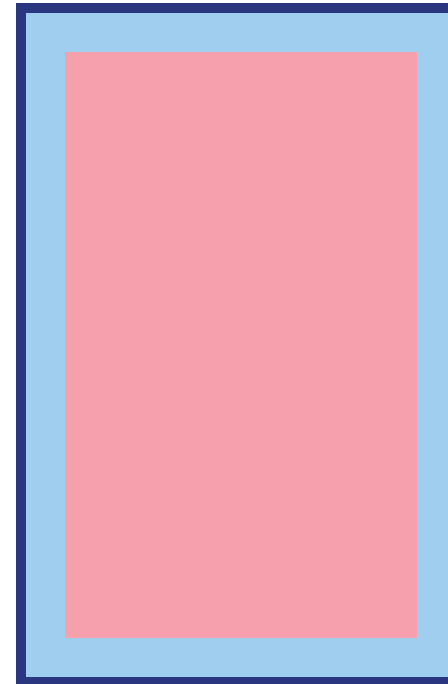
Color Advertisement in Onsite Program

Whether or not you are able to attend the Summit, you can gain exposure by purchasing an ad in the Onsite Guide.

- Hi-Res PDF with crop marks to show bleed
- Art must be in CMYK format
- Other Formats Accepted:
 - EPS files with fonts converted to outlines and images embedded
 - Hi-Res (300 dpi).TIF

Trim line indicates the edge of where the sheet will be trimmed.

Bleed is cut off when the publication is trimmed to the final size. Its purpose is to make sure your design or image reaches the very edge without leaving any unsightly white edges.



**ADVERTISEMENTS DUE:
AUGUST 6, 2021**

-  Bleed Area
-  Trim Area
-  Live Area & No Bleed Area

AD TYPE	AD SPECIFICATIONS	COST
HALF PAGE COLOR	WIDTH X HEIGHT	\$500
	No Bleed: 4.5 x 3.5"	
	Bleed: 5.75 x 4.25"	
	Trim: 5.5 x 4"	
	Live Area: 4.5 x 3.5"	

AD TYPE	AD SPECIFICATIONS	COST
FULL PAGE COLOR	WIDTH X HEIGHT	\$750
	No Bleed: 4.5 x 7.5"	
	Bleed: 5.75 x 8.75"	
	Trim: 5.5 x 8.5"	
	Live Area: 4.5 x 7.5"	



ADVERTISEMENTS

Newsletter/Email

Some of our Corporate Sponsorship packages include ads in newsletters or email blasts. Here is the information you need to provide EDPMA with your ad for those benefits.

**NEWSLETTER/EMAIL ADVERTISEMENT DUE:
AUGUST 6, 2021**

AD TYPE	AD SPECIFICATIONS
BANNER AD	WIDTH X HEIGHT
High-Resolution JPEG image	610x150 pixels





CONTACT

Exhibit/Sponsorship/Membership Contact



Joanne Tanner

Membership, Exhibits,
Sponsorship Coordinator
7918 Jones Branch Drive
Suite 300
McLean, VA 22102
301.351.8722
JTanner@edpma.org



Partnership/Sponsor/Exhibitor Contract

CONTACT INFORMATION

Company:		
Contact Name:		
Street Address:		
City:	State:	Postal Code:
Phone:	Email:	

PAYMENT TYPE

Visa MasterCard AMEX Check

Name as it appears on card:

Card Number

Exp. Date:

Security Code:

Please make check payable to EDPMA: **Preferred Payment Option**
Scan/email credit card information to Paul Gerard (pgerard@edpma.org)
EDPMA 7918 Jones Branch Drive Suite 300 | McLean, VA 22102

SOLUTIONS SUMMIT SPONSORSHIP OPPORTUNITIES

<input type="checkbox"/> Opening Night Party (Sunday) Sponsor - \$15,000	<input type="checkbox"/> New Member/New Attendee Breakfast - \$5,000	<input type="checkbox"/> Afternoon Refreshment Break: \$2,500
<input type="checkbox"/> Tuesday Night Reception- \$15,000	<input type="checkbox"/> Water Bottles: \$4,500	<input type="checkbox"/> Table Top Exhibit Hall Space EDPMA Members - \$2,300
<input type="checkbox"/> Keynote Address - \$10,000	<input type="checkbox"/> Lanyards - \$4,000 SOLD	<input type="checkbox"/> Table Top Exhibit Hall Space Non Members - \$2,500
<input type="checkbox"/> WIFI Sponsorship - \$10,000 SOLD	<input type="checkbox"/> Wednesday Morning Joe - \$3,500	<input type="checkbox"/> EMRA Resident Scholarship - \$2,000 SOLD
<input type="checkbox"/> Conference Portfolio - \$6,000	<input type="checkbox"/> Logo on Confirmation Email to all Registrants: \$3,000	<input type="checkbox"/> Half Page Color Ad in Onsite Program - \$500
<input type="checkbox"/> Mobile App - \$6,000	<input type="checkbox"/> Pedometers: \$3,000	<input type="checkbox"/> Full Page Color Ad in Onsite Program - \$750
<input type="checkbox"/> Hotel Key Cards - \$5,000 SOLD		

YEAR-ROUND CORPORATE PARTNERSHIP OPPORTUNITIES

<input type="checkbox"/> Platinum Partnership - \$25,000
<input type="checkbox"/> Gold Partnership - \$15,000
<input type="checkbox"/> Silver Partnership - \$10,000
<input type="checkbox"/> Bronze Partnership - \$7,500

CONTRIBUTOR INFORMATION

Signature must be made by authorized representative of the organization. **All sponsorship requests are final and non-refundable upon execution of contract.** Please print names exactly as you would like them to appear on all materials.

PAYMENT Must be submitted along with this form to reserve the sponsorship(s).

I am authorized by the above-listed company or organization to commit to support in the indicated amount: **TOTAL:**

Signature:

CANCELLATION & PAYMENT POLICY: This document serves as a final contract. Execution of this contract signifies assumption of legal responsibility to pay for all opportunities as stipulated on the contract. Payment must be made in U.S. dollars drawn on a U.S. bank. For tax reporting purposes, EDPMA's Federal tax ID number is 54-1869643 under IRS code 501(c) 6. If EDPMA shifts to a virtual event: Corporate Partnerships will shift to a Copper Partnership; Exhibit Tables will convert to a six-month listing on the EDPMA Vendor Showcase; and the remaining sponsorships will be deferred to the 2022 EDPMA Solutions Summit.