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Dear Exhibitor,

I am pleased to share exhibitor sponsorship opportunities for the 2016 North Country Telemedicine Conference. Last year was a big success with nearly 100 key stakeholders representing a variety of health care organizations in the North Country attended. This year promises to be an even bigger achievement as supplemental event promotion will be provided by the Northeast Telehealth Resource Center.

**2016 North Country Telemedicine Conference**  
**November 3, 2016**  
**8:30am-4:30pm**  
**Crowne Plaza, Lake Placid, NY**

There are new **sponsorship opportunities** this year including a year-long course sponsorship. Please see the attached description and contract. Complete and remit the signed contract and fee no later than August 15, 2016. Once again, we are **only accepting checks - no credit cards**. Space is limited!

**If you are shipping any products, please follow these instructions:**

If a shipment is more than 60 lbs., the Crowne Plaza must be notified one week in advance. The shipment must arrive between 8 am and 3 pm. If assistance is needed, the Crowne Plaza must be notified one week prior and a labor fee of \$35 per person, per hour (M-F, 8 am-4 pm) and \$50 per person, per hour (M-F before 8 am or after 4 pm, Saturdays and Sundays) will be charged. The Crowne Plaza will not accept any shipments more than five (5) days prior to the conference.

**Ship items:**

From: Exhibitor's Organization Name, Address, Contact Name  
To: Crowne Plaza Resort & Golf Club  
AHI – Adirondack Health Institute, North Country Telemedicine Conference  
101 Olympic Drive  
Lake Placid, NY 12946

We look forward to another successful North Country Telemedicine Conference! If you have any questions please contact me at [chuntington@ahihealth.org](mailto:chuntington@ahihealth.org).

Sincerely,

Caitlyn Huntington, MPH, CHES  
Telemedicine Project Coordinator  
[chuntington@ahihealth.org](mailto:chuntington@ahihealth.org)  
518-480-0111 x411

P.S. There is a **room block** reserved at the Crowne Plaza for \$109 the night before the event. Please call the Crowne Plaza directly at 518-523-2556.

**Set up:** The conference room will be available for set up starting at 5pm on November 2 and November 3 from 7am-8am



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## Exhibit Sponsorship Opportunities for North Country Telemedicine Conference

November 3, 2016  
8:30 am-4:30 pm  
Crowne Plaza Lake Placid, NY

Multiple sponsorship opportunities can be purchased.

### Telehealth Basics Course Sponsorship\*

Cost: \$2,500

Available spots: 2

Package includes:

- Announcement in conference guide
- Use of your demo equipment during classes
- Acknowledgement on AHI website
- Exhibit space\*\*
- Year-long sponsorship of course starting on November 3, 2016

### Tiered Levels

#### Platinum

Cost: \$2,000

Package includes:

- Acknowledgement on AHI website
- Mention on attendee list
- Information included in bags
- Full-page ad in conference guide
- Acknowledgement at conference
- Exhibit space\*\*

#### Gold

Cost: \$1,000

Package includes:

- ½-page ad in conference guide
- Acknowledgement at conference
- Acknowledgement on AHI website
- Exhibit space\*\*

#### Silver

Cost: \$500

Package includes:

- Acknowledgement at conference
- Announcement in conference guide
- Split exhibit space\*\*\*

#### Bronze

Cost: \$150

Package includes:

- Announcement in conference guide

#### Food and Beverage

##### Lunch

Cost: \$1,000

Package includes:

- ½-page ad in conference guide
- Acknowledgement at conference
- Exhibit space\*\*
- Signage announcing sponsorship at food location

#### Afternoon Break

Cost: \$500

Package includes:

- Acknowledgement at conference
- Split exhibit space\*\*\*
- Signage announcing sponsorship at food location

\*\*Exhibit space: 1 six-foot table with cloth, 1 internet connection, 1 extension cord/power strip, 2 chairs, 1 wastebasket.

\*\*\* Split exhibit space you will have half of the six-foot table, both exhibitors will receive internet connection



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**APPLICATION AND CONTRACT FOR EXHIBIT SPACE  
NORTH COUNTRY TELEMEDICINE CONFERENCE  
NOVEMBER 03, 2016  
CROWNE PLAZA LAKE PLACID, NY**

**Contact Information**

Company Name \_\_\_\_\_

Contact \_\_\_\_\_ Title \_\_\_\_\_

Tel \_\_\_\_\_ E-mail \_\_\_\_\_

Address \_\_\_\_\_

City \_\_\_\_\_ State \_\_\_\_\_ Zip \_\_\_\_\_

Please check exhibit sponsorship level (you can pick up to 2)

- |  |   |
|--|---|
| <input type="checkbox"/> 1. Telehealth Basics Course (\$2,500), <i>see attached.</i> | <input type="checkbox"/> 5. Bronze (\$150)          |
| <input type="checkbox"/> 2. Platinum (\$2,000)                                       | <input type="checkbox"/> 6. Lunch (\$1000)          |
| <input type="checkbox"/> 3. Gold (\$1,000)   | <input type="checkbox"/> 7. Afternoon Break (\$500) |
| <input type="checkbox"/> 4. Silver (\$500)   |   |

**Payment Information**

All payments are due with contract by October 5, 2015.

Check enclosed     PO# \_\_\_\_\_

Payable to: AHI  
Sorry, no credit cards. We are only accepting checks.

**Payment Summary**

Exhibit level \_\_\_\_\_

Booth rate \$ \_\_\_\_\_

Total due with contract \$ \_\_\_\_\_

**Cancellation Policy**

Cancellation on or before October 3, 2016 - Refund 50% of total cost. Cancellation after October 3, 2016 - no refund

All application must be signed in order to confirm booth reservations. Acceptance of this application by show management constitutes a contract.

Exhibitor Signature \_\_\_\_\_ Date \_\_\_\_\_

Company \_\_\_\_\_ Telephone \_\_\_\_\_

**Return this contract along with payment to:**

AHI, c/o Finance Department, 101 Ridge Street, Glens Falls, NY 12801

Phone: 518.480.0111; Fax: 518.793.5396

Email Caitlyn with questions: chuntington@ahihealth.org



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### **\*Sponsorship Opportunity: Telehealth Basics Course**

This course is a day-long train-the-trainer course for health care professionals who will be using telemedicine equipment at their jobs. The course will cover:

- How to use telemedicine equipment;
- How to present a patient;
- Proper video conferencing etiquette;
- How to set up for a telemedicine encounter;
- Basic terminology and history of telemedicine.

This course will allow nurses to earn CNEs and health care professionals to become comfortable with using telemedicine equipment. The train-the-trainer model will allow these participants to go back into their organizations with the knowledge needed to educate their co-workers on equipment.

We intend to offer this course three or more times at locations across the North Country.

#### **Sponsorship level \$2,500**

Sponsoring this course for the year means that your company will be able to have the participants train on your equipment and bring that information back into their organizations. The course will cover all aspects of telemedicine including remote patient monitoring.

For more information, contact Caitlyn Huntington, [chuntington@ahihealth.org](mailto:chuntington@ahihealth.org).



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## 2015 North Country Telemedicine Conference Attendees

- 1199 SEIU
- Adirondack Foundation
- Adirondack Health
- Alice Hyde Medical Center
- Behavioral Health Services North
- Can Am Youth Services Inc. dba Rose Hill
- Children's Home of Jefferson
- Citizen Advocates, Inc.
- Community Clinic of Jefferson County
- Credo Community Center
- eHealth Systems & Solutions
- Ellis Medicine
- Essex County Mental Health
- Fort Drum Regional Health Planning Organization
- Fort Hudson Health System
- Four Winds Saratoga
- Glens Falls Hospital
- Hamilton County
- Healthcare Association of New York State
- High Peaks Hospice & Palliative Care, Inc.
- Himformatics
- Hudson Headwaters Health Network
- Lowville Medical Associates
- Massena Memorial Hospital
- MedTec InterLinx, LLC
- Nathan Littauer Hospital
- North Country Family Health Center
- North Country Life Flight, Inc.
- OneVision Solutions
- Oswego Health
- Parsons Child and Family Center
- Planned Parenthood Mohawk Hudson
- Planned Parenthood of the North Country New York
- Psychological HealthCare, PLLC
- Regional Medical Management
- River Hospital
- St Joseph's Addiction Treatment and Recovery Centers
- St. Lawrence Health System – Canton-Potsdam Hospital
- Twinstare
- UVMHN - Elizabethtown Community Hospital
- UVMHN - Champlain Valley Physicians Hospital
- Warren County Health Services