

OCTOBER 6-9, 2020



MAMES

MAMES

2020

**VIRTUAL
CONFERENCE**

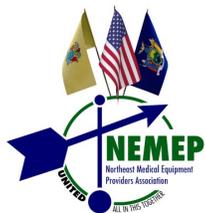
*CONNECTING
THE SPACE
BETWEEN US*



**Don't miss your
opportunity to connect with
leaders of the
DME community!**

Reach hundreds of owners, upper
management, and decision-makers
selling and using your products and services.

MAMES is proud to partner with these DME Associations on this Premier Virtual Event!



Alabama Durable Medical Equipment Association



Pacific Association of Medical Equipment Services

Midwest Association for Medical Equipment Services PO Box 3007 Duluth, MN 55803 651-351-5395 info@mames.com



MAMES 2020 VIRTUAL CONFERENCE

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We're going virtual!

Since 1990 MAMES has gathered the best DME Providers in the Midwest each fall to network, learn from one another, and build our businesses together. Over the past 30 years, this conference has grown into one of the most popular events of its kind in the country, and in 2020 we are moving into an entirely new arena by going virtual due to the COVID-19 pandemic.

By moving to a virtual event, not only will we protect attendees from potential harm and illness, our reach will go even further, as we are now able to open this premier online event to DME Providers from across the country! Our DME Provider registration revenue share program will allow state DME associations that lack the resources of MAMES to invite their members to our event and share in the revenue.

While we will miss seeing our wonderful members in person, our pledge to you remains the same: MAMES will do everything in our power to make this the "Gold Standard" of exhibitor events, providing you the best return on your investment. We thank you for your continued support!

Warmest Regards,
Rose and Jim Schafhauser, and the MAMES Executive Team

MAMES is proud to partner with these DME associations for this event:



Pacific Association of Medical Equipment Services



Alabama Durable Medical Equipment Association

MEETING YOUR CUSTOMERS WHERE THEY ARE



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What's included in your Virtual eBooth?

Your customers who are transforming our industry are not only surviving, but thriving in this ever-changing DME world. We need to do the same! MAMES has made a significant investment in the state-of-the-art **EventTechGroup Virtual Platform**, allowing us to bring you a premier online event that offers the best in education, networking, and leads generation.

eBooth benefits

- “Virtual Floors” allow attendees to easily find your eBooth based on Sponsorship level, matching category interests, and other parameters
- Upload 7 promotional materials, including videos, links, documents, podcasts, images, and giveaways
- Message boards, live 1:1 or group text chat (multiple staffers can engage in chats simultaneously)
- Schedule 1:1 video chats and private demos
- Detailed reporting of conference activity, including registered attendee and visitor information
- Add-ons, such as pre-event email ads, are available on a limited basis; see Sponsorships on pages 4-5 for details.

Technical support

New to eBooths? Event management will provide end-to-end support with user guides and best practices for building your eBooth. 24/7 phone and email support will be available immediately prior to and during the event.

Already registered to exhibit?

If you previously registered for an exhibitor booth, your payment will be fully applied toward your virtual eBooth with all previously promised benefits, including:

- 2-6 virtual “badges,” based on sponsorship level
- Pre-show attendee list
- Sponsor recognition and special placement
- Digital program ads and logo placement

Please be aware the event takes place over the same dates as originally planned; however, the eBooth exhibit times have been expanded to enhance interaction with attendees.

Conference Agenda (Tentative)

with eBooth exhibit time

All times are Central Time

Tuesday, October 6

- 1:00 – 2:30p Pre-recorded & live Q&A session
- 2:45 – 4:15p Pre-recorded & live Q&A session
- 12:00 – 5:30p eBooth exhibit hall open**
- 4:15 – 5:30p Dedicated eBooth exhibit time**

Wednesday, October 7

- 9:00 – 10:30a Pre-recorded & live Q&A session
- 10:45a – 12:15p Pre-recorded & live Q&A session
- 8:00a – 1:15p eBooth exhibit hall open**
- 12:15 – 1:15p Dedicated eBooth exhibit time**

Thursday, October 8

- 1:00 – 2:30p Pre-recorded & live Q&A session
- 2:45 – 4:15p Pre-recorded & live Q&A session
- 12:00 – 5:30p eBooth exhibit hall open**
- 4:15 – 5:30p Dedicated eBooth exhibit time**

Friday, October 9

- 9:00 – 10:30a Pre-recorded & live Q&A session
- 10:45a – 12:15p Closing Key note

PLEASE NOTE: The exhibit hall is open for attendees to visit throughout the event, allowing them to drop a “virtual business card” that lets you know they stopped by. During “Dedicated eBooth exhibit times,” we recommend your staff monitor your eBooth so you can interact with visitors via the Live Chat feature. Sponsors are invited to attend all conference online educational sessions.

Please note: Approximately 60 virtual eBooths will be available. One exhibit per associate member is offered. The location of your eBooth will be determined by MAMES Administration, based on Annual and Event Sponsorship levels **and is subject to change**. \$30 from each eBooth fee will be used to purchase gift card door prizes to be given away to attendees during exhibit hours.

MEETING YOUR CUSTOMERS WHERE THEY ARE



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Sponsorships

Please choose the sponsorship that works best for you and your company by checking the appropriate box on your Conference Registration Form.



Diamond Sponsor - \$695

Includes:

Customizable Exhibitor eBooth with ability to upload 7 promotional materials, including videos, links, documents, podcasts, images, giveaways, and more

Basic Sponsor Benefits Package:

- Company name/logo in both digital Attendee Registration Brochure and Event Program
- Invited to attend all conference online educational sessions
- Post-event attendee list
- Keyword search (Exhibitor, Company, Attendee) to easily identify leads
- Ability to request and schedule 1:1 video chat during conference

PLUS Diamond-specific benefits:

- Fifth and Sixth “Floor” placement in virtual exhibit hall – **based on space**
- 15 “Gamification Points” (4th highest level) to drive traffic to your eBooth
- 3 virtual badges to log into eBooth (contact Jim if more are needed)
- Diamond Sponsor recognition on Vendor Display Listing

Current Diamond Sponsors include:

- Acuity Billing & Consulting
- BASYS Processing
- Bemis Mfg
- Broda
- CAIRE
- Essity
- HQAA
- First Quality Products
- Medline Industries
- MK Battery
- Orthozone
- PediFix Footcare
- Pharmacist Mutual Insurance Group
- Pride Mobility Corporation
- ResMed
- VGM Forbin
- VGM Insurance



Silver Sponsor - \$995

Includes:

Customizable Exhibitor eBooth, Basic Sponsor Benefits Package (see Diamond Sponsor for details), PLUS Silver-specific benefits:

- Fourth and Fifth “Floor” placement in virtual exhibit hall – **based on space**
- 25 “Gamification Points” (3rd highest level) to drive traffic to your eBooth
- 4 virtual badges to log into eBooth (contact Jim if more are needed)
- Silver Sponsor recognition on Vendor Display Listing
- 1/2-page ad in digital Attendee Registration Brochure and Event Program
- Lead reporting
- Emails and FYI Ads to members based on previously set schedule

Current Silver Sponsors include:

- Breathe
- Golden Technologies
- Health Mobius, LLC
- O2-Concepts
- Sigvaris

Payments received for sponsorships before August 31 guarantee eBooth space!

See additional Sponsorship tiers on next page

MEETING YOUR CUSTOMERS WHERE THEY ARE



Sponsorships (continued)

Please choose the sponsorship that works best for you and your company by checking the appropriate box on your Conference Registration Form.



Gold Sponsor - \$1,495

Includes:

Includes Customizable Exhibitor eBooth, Basic Sponsor Benefits Package (see Diamond Sponsor for details), PLUS Gold-specific benefits:

- Third and Fourth “Floor” placement in virtual exhibit hall – **based on space**
- 35 “Gamification Points” (2nd highest level) to drive traffic to your eBooth
- 4 virtual badges to log into eBooth (contact Jim if more are needed)
- Gold Sponsor recognition on Vendor Display Listing
- ½-page ad in digital Attendee Registration Brochure and Event Program
- Lead reporting
- Emails and FYI Ads to members based on previously set schedule

Current Gold Sponsors include:

- Abena
- ACHC
- Brightree
- Cardinal Health at-Home
- Compass Health Brands
- Drive DeVilliss Healthcare
- Fisher & Paykel
- Gemco
- Medequip Service Solutions
- Sleep8
- PlayMaker Health
- Precisions Medical
- Stander
- Universal Software Solutions
- Western Medical



Platinum Sponsor - \$1,995

Includes:

Includes Customizable Exhibitor eBooth, Basic Sponsor Benefits Package (see Diamond Sponsor for details), PLUS Platinum-specific benefits:

- First and Second “Floor” placement in virtual exhibit hall
- 50 “Gamification Points” (highest level) to drive traffic to your eBooth
- 6 virtual badges to log into eBooth (contact Jim if more are needed)
- Platinum Sponsor recognition on Vendor Display Listing
- Pre-event attendee list
- ½-page ad in digital Attendee Registration Brochure and Event Program
- Lead reporting
- Emails and FYI Ads to members based on previously set schedule

Current Platinum Sponsors include:

- Acu-Serve
- Allegiance Group
- Atlas Enterprise Software
- Coloplast
- CU/Tims
- Invacare
- McKesson
- Medical Alliances
- Merits
- OxyGo
- Philips Respironics
- Prochant
- Professional Medical
- SoClean
- Telehealth Mobility Evals
- The Compliance Team
- Ventec Life Systems
- VGM Group



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eBooth Exhibitor Only

Please choose the “eBooth Exhibitor Only” option on your Conference Registration Form.



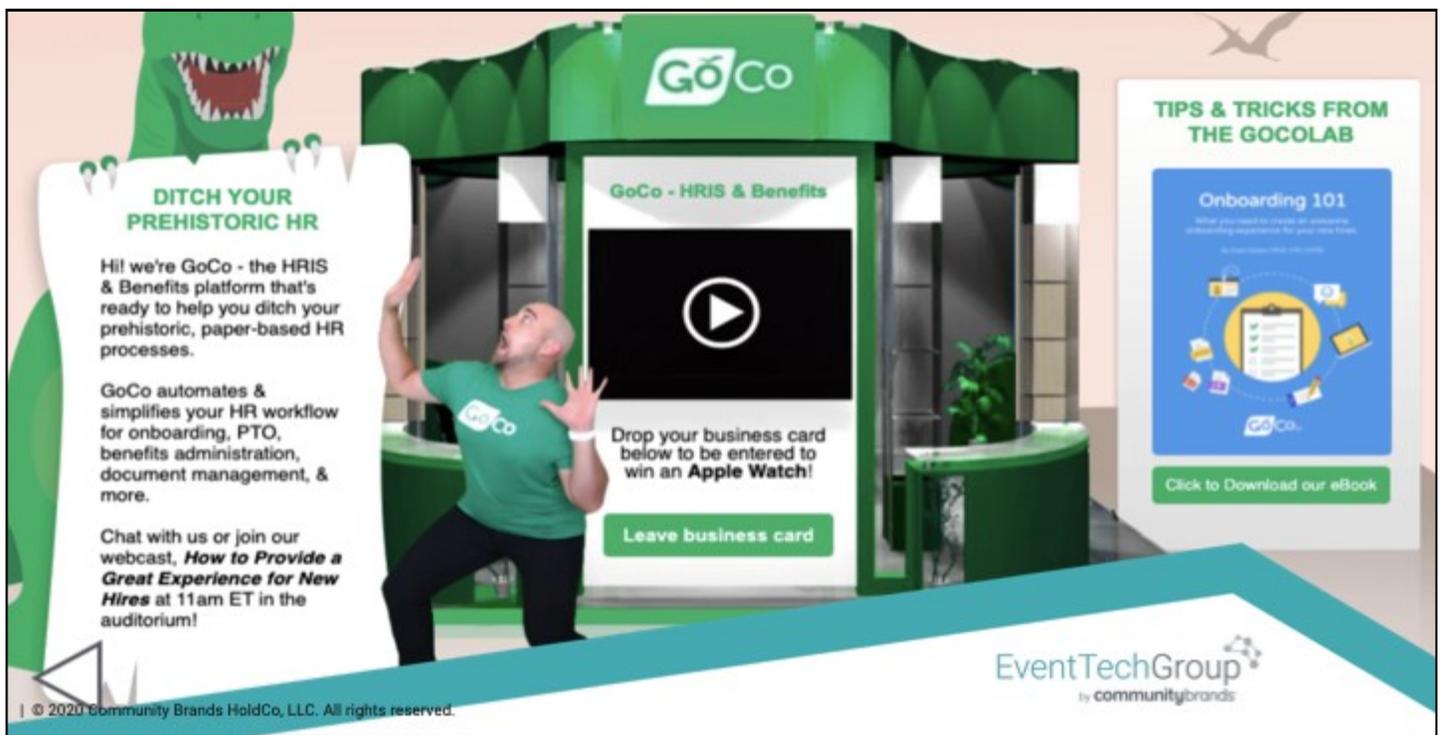
eBooth Exhibitor Only - \$395

Includes:

Customizable Exhibitor eBooth with ability to upload 7 promotional materials, including videos, links, documents, podcasts, images, giveaways, and more

Plus:

- Placement in virtual exhibit hall
- Keyword search (Exhibitor, Company, Attendee) to easily identify leads
- Ability to request and schedule 1:1 video chat during conference
- 10 “Gamification Points” (lowest level) to drive traffic to your eBooth
- 2 virtual badges to log into eBooth (contact Jim if more are needed)



Branded eBooths display product videos and other materials, and offer live chat and video options with customers.

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Midwest Association for Medical Equipment Services PO Box 3007 Duluth, MN 55803 651-351-5395 info@mames.com



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eBooth Exhibitor and Sponsorship Form

Registration is open for eBooth exhibitors and event sponsorship until **August 31**. You are NOT registered for this event until payment has been received. Confirmations will be sent via email upon receipt of payment. A completed form is required for registration.

Registration Information

Company Name: _____
 Contact Person: _____ Contact Person Email: _____
 Contact Person Phone: _____ Ext: _____
 Company Address: _____ City, St, Zip: _____
 First Attendee Name: _____ First Attendee Email: _____
 Second Attendee Name: _____ Second Attendee Email: _____

Sponsorship (See pages 4-5 for details Note: all sponsorships include cost of eBooth)

Check desired sponsorship level:

___ Diamond (\$695) ___ Silver (\$995) ___ Gold (\$1,495) ___ Platinum (\$1,995)

Total Sponsorship Amount Due: \$ _____

eBooth Exhibitor Only (See page 6 for details)

___ eBooth Exhibitor (\$395)

Note: eBooth Exhibitor Only registrations will not be processed until August 31 and will be processed in order of receipt **IF** eBooth Exhibit slots are available. **Event Sponsors are guaranteed an eBooth slot.**

Total Booth Exhibitor Amount Due: \$ _____

Total Amount Due: \$ _____

Method of Payment

Check #: _____ Credit Card: ___ Visa ___ Master Card ___ American Express
 Credit Card #: _____ Expiration Date: _____
 Name on Credit Card: _____ Security Code: _____
 Credit Card Billing Address: _____
 Signature: _____ Email: _____

Cancellation Policy: Cancellations prior to August 15, 2020 will be refunded minus a \$40.00 processing fee. ***There will be no refunds after August 19 2020.***

If paying by check: please remit this registration form and make payment to: MAMES, PO Box 3007, Duluth MN 55803.

If paying by credit card: please fax this form to: 218-216-8139, email to: info@mames.com; or contact Jim Schafhauser at the MAMES office (612-282-9821 direct) for immediate payment processing.

MEETING YOUR CUSTOMERS WHERE THEY ARE