



AVETRA 2017

20TH ANNUAL CONFERENCE

William Angliss Institute of TAFE, Melbourne

18-20 April 2016

SPONSORSHIP & EXHIBITION Prospectus

Renovate or Rebuild?: Exploring the architecture of VET

ABOUT AVETRA

AVETRA is Australia's only national, independent association of researchers in vocational education and training (VET). It was established in 1997 with initial financial assistance from the Australian National Training Authority Research Advisory Council. Today AVETRA is a thriving, independent organisation that has close linkages with a number of significant entities in VET in Australia including the National Centre for Vocational Education Research (NCVER).

The Australian Vocational Education and Training Research Association (AVETRA) aims to promote quality VET research, build capacity to undertake VET research and evaluation, and provide opportunities to exchange information and ideas. AVETRA members include TAFE and university-based researchers, training managers, industry-based trainers and managers, and VET decision-makers.

With a substantial and growing membership, AVETRA is committed to:

- furthering the contribution of VET research to the development of Australian VET policy;
- promoting independent and significant research in VET, with due regard for the intellectual property rights of researchers;
- raising the profile of VET research with the academy and wider community - particularly industry and other key groups who have a stake in the health and development of the VET sector both nationally and internationally;
- promoting professional learning to develop the research capability of people working in or with the VET sector; and
- providing a platform for the dissemination of research findings.

ABOUT THE AVETRA 2017 CONFERENCE

The AVETRA 2017 Conference theme is: ***“Renovate or Rebuild?: Exploring the architecture of VET”***

The VET sector in Australia is undergoing yet another period of significant reform. However, unlike more recent changes, these reforms are being driven by questions that go to the heart of the shape and operation of the sector. Questions are being asked about the best ways to organise VET, how it might be funded and the most effective ways to prepare and support those who deliver and assess VET and the leadership that best supports this work. There are questions being asked about whether training packages are still the most useful ways of organising the delivery and assessment strategies/curriculum that will produce workers with the requisite skills for changing the economic times in which we live. This conference will provide a platform for research which can inform these deliberations to be presented and debated and for delegates to explore the ways in which these insights from research might be translated into policy and actions which will contribute to renovating – or rebuilding - VET in Australia.

WHY BECOME A SPONSOR?

- Exposure to a local, national and international audience before, during and after the AVETRA Conference
- Draw your target market to you in one place at one time
- Align your company profile with the Australian Vocational Education & Training Research Association and have the benefits of a large national consumer base
- Network with delegates in the exhibition area with the opportunity to maintain relationships with existing clients

AVETRA offers a number of sponsorship opportunities. If you would like to talk about these and how they might be tailored to suit your needs, please contact the AVETRA 2017 Secretariat on 02 9431 8600 or avetra2017@theassociationspecialists.com.au

SPONSORSHIP OPPORTUNITIES

amounts are inclusive of GST

Platinum Sponsor *Only one platinum sponsorship available*

\$9,900

- Logo on all publications, including a hyperlink on the AVETRA website
- Sponsor profile in the final program book
- Three (3) full delegate registrations to the conference
- One (1) full page advertisement in the final program book
- Acknowledgement in the opening and closing of the conference
- One (1) Exhibition Trade Table in a preferred location
- Sponsorship of a session- including an opportunity to hand out flyers during the session (at sponsor cost), prominent signage and a company logo displayed on the session slide.
- Short opportunity to address conference delegates at the beginning of your sponsored session (limited to 5 minutes).



Gold Sponsor *Only two gold sponsorships available*

\$6,600

- Logo on all publications, including a hyperlink on the AVETRA website
- Sponsor profile in the final program book
- Two (2) full delegate registrations to the conference
- One (1) full page advertisement in the final program book
- One (1) Exhibition Trade Table in a preferred location
- Opportunity to sponsor the Gala Dinner or Delegate Lanyards (at sponsor cost)

Silver Sponsor *Only two silver sponsorships available*

\$4,400

- Logo on all publications, including a hyperlink on the AVETRA website
- Sponsor profile in the final program book
- One (1) full delegate registration to the conference
- One (1) full page advertisement in the final program book
- 50% discount on exhibition trade table display
- Opportunity to sponsor a breakfast session (at sponsor cost)

Bronze Sponsor

\$3,300

- Logo on all publications, including a hyperlink on the AVETRA website
- Sponsor profile in the final program book
- One (1) full delegate registration to the conference
- One (1) full page advertisement in the final program book
- 25% discount on exhibition trade table display
- Opportunity to sponsor a keynote speaker or merchandise item (at sponsor cost)

Coffee Cart Sponsor *The centre of any exhibition is the coffee cart*

\$5,500

- Logo on all publications, including a hyperlink on the AVETRA website
- Sponsor profile in the final program book
- One (1) full delegate registration to the conference
- Marketing collateral and up to two banners displayed with coffee cart (banners to be supplied by sponsor)
- Opportunity to provide branded coffee cups/ napkins (at sponsor cost)

Please note that the coffee cart is not included

Exhibition Opportunities

\$1,500

- Logo on all publications, including a hyperlink on the AVETRA website
- Sponsor profile in the final program book
- One (1) exhibition trade display table
- One (1) complimentary exhibition pass

Advertisement in Final Program Book

\$880

- Full page advertisement in final program book



CONFIRMATION FORM _
20th Annual Conference
William Angliss Institute of TAFE, Melbourne

Contact: _____

Position: _____

Company: _____

Address: _____

Suburb: _____ State: _____ Postcode: _____

Telephone: _____ Mobile: _____

Email: _____

Signed: _____ Date: _____

SPONSORSHIP OPPORTUNITIES All pricing listed are inclusive of GST

Platinum Sponsor	\$9,900.00	<input type="checkbox"/>
Gold Sponsor	\$6,600.00	<input type="checkbox"/>
Silver Sponsor	\$4,400.00	<input type="checkbox"/>
Bronze Sponsor	\$3,300.00	<input type="checkbox"/>
Coffee Cart Sponsor	\$5,500.00	<input type="checkbox"/>
Exhibition Trade Table	\$1,500.00	<input type="checkbox"/>
Speaker Gift Sponsor	\$1,100.00	<input type="checkbox"/>
Advert	\$ 880.00	<input type="checkbox"/>

Payment terms are 100% pre-payment in full by 14 days of issued invoice. Please note that no space has been secured until the deposit has been paid. The contract may be cancelled by either party provided written notice is received at least 60 days prior to the first day of the Exhibition, in which case a full refund will apply if the exhibition booth/trade display table can be re-sold. If the Exhibitor cancels within 59 days of the first day of the Exhibition, the Exhibitor will be liable for 100% of the total contracted cost.

Exhibition Contract

1. For the purpose of this contract, the term Management shall include the Organising Committee of the Australian Vocational Education and Training Research Association (AVETRA) 2017 Conference.
2. Management agrees to provide the Exhibitor with the agreed inclusions as outlined in the original Exhibition and Sponsorship Prospectus and Exhibition Manual. Any additional requirements will be at the Exhibitor's expense.
3. The Exhibitor agrees to abide by all rules and regulations adopted by the Management in the best interests of the Exhibition and agree that Management shall have the final decision in adopting any rule or regulation deemed necessary prior to, during or after the Exhibition.
4. The Exhibitor agrees to abide by the payment schedule as outlined by Management.
5. The Exhibitor will be liable for and will indemnify and hold Management harmless from any loss or damages whatsoever directly or indirectly occurring to or suffered by any person or company, including, without limiting the generality of the foregoing, the Exhibitor, other Exhibitors and members of the public attending the Exhibition, either on the said space or elsewhere if said loss or damage arose from or was in any way directly or indirectly connected with the Exhibitor's occupancy of the said space.
6. Management reserves the right, at its sole discretion, to change the date or dates upon which the Exhibition is to be held and shall not be liable in damages or otherwise by reason of any such change. In addition, Management shall not be liable in damages or otherwise for failure to carry out the terms of the Agreement in whole or in any part where caused directly or indirectly by or in consequence of fire, flood, storm, war, rebellion, insurrection, riot, strike or any cause whatever beyond the control of Management whether similar or dissimilar from the causes enumerated herein. In the event that the exhibit space to be used by the Exhibitor should be in any way rendered unusable, this contract shall not be binding.
7. The contract may be cancelled by either party provided written notice is received at least 60 days prior to the first day of the Exhibition, in which case a full refund will apply if the exhibition booth/trade display table can be re-sold. If the Exhibitor cancels within 59 days of the first day of the Exhibition, the Exhibitor will be liable for 100% of the total contracted cost. Space abandoned or not occupied at the start of the Exhibition may be repossessed without indemnity and reassigned by Management for exhibits and other uses.
8. Management reserves the right to alter or change the space assigned to the Exhibitor, and the exhibition floor plan.
9. Management reserves the right to alter or remove exhibits or part thereof and to expel Exhibitors or their personnel if, in Management's opinion, their conduct or presentation is objectionable to other Exhibition participants.
10. The Exhibitor agrees to confine their presentation within the contracted space only and to maintain staff in the booth space during Exhibition hours.
11. The Exhibitor agrees that any contract with the Press on Exhibition premises shall be by arrangement with Management officials.
12. The Exhibitor is responsible for the placement and cost of insurance related to his/her participation in the Exhibition.
13. There will be limited provisions for storing materials at the Perth Convention and Exhibition Centre prior to the Exhibition. Exhibitors are strongly encouraged to make arrangements with the official company handling storage and shipping for the exhibition.
14. The Exhibitor agrees to observe all union contracts and labour relations in force, agreements between Management, official contractors serving companies and the building in which the Exhibition will take place and according to the labour laws of the jurisdiction in which the building is located.
15. The Exhibitor agrees that no display may be dismantled or goods removed during the entire run of the Exhibition, but must remain intact until the closing hour of the last day of the Exhibition. The Exhibitor also agrees to be entirely responsible for the moving-in, assembly, maintenance, disassembly and removal of the exhibit, equipment and belongings to and from the Exhibition building, or in the event of failure to do so, the Exhibitor agrees to pay for such additional costs as may be incurred.
16. The Exhibitor agrees not to cause any damage to the walls, floors and ceilings in connection with the erection of the exhibition stand or the utilisation of the exhibited products.
17. The Exhibition area will be secured during off-hours. Exhibitors with special security needs should contact the Management. Every precaution will be made to prevent losses due to pilfering, but the Management will not accept liability for losses of any kind.
18. The Exhibitor agrees to obtain any necessary permits or approvals required from any Federal, State or Local Government for the display of products.

I agree to abide by the said Contractual Obligations as written above.

Company name: _____

Signed by: _____

Signature: _____

Date: ____ / ____ / ____