



## **EXPRESSION OF INTEREST**

To exhibit on the NSW Stand

AusBiotech 2010 Conference

Melbourne VICTORIA

**19 - 22 October 2010**

**CLOSING DATE FOR APPLICATIONS: Friday 13 August 2010**

The NSW Government, through *Industry and Investment NSW (I&INSW)* is providing subsidised access for NSW biotechnology companies to exhibit on the NSW stand at the AusBiotech 2010 Conference held in Melbourne, Victoria.

The information contained in this form is required by I & I NSW and AusBiotech to assess your place on the NSW stand at AusBiotech 2010 and assess business opportunities for your products/services.

Please complete **all sections** of this form and return it to:

Ms Nicole Greenwell  
Events Manager  
T: (03) 9828 1450  
E: [ngreenwell@ausbiotech.org](mailto:ngreenwell@ausbiotech.org)

or fax back : (03) 9824 5188

I&INSW will assess the EOI applications and provide notification of the outcome to the awarded companies

If you have any questions, please contact Nicole on (03) 9828 1450

The personal information you provide to I&INSW is protected by the *Privacy and Personal Information Protection Act 1998 (NSW)*. The provision of your personal information is voluntary, but is necessary to determine your suitability for participation in the program. Your personal information may also be used to send you our newsletters, other business related brochures, organise special business related workshops and events. If you would like to have access to your personal information, please call the Office for Science and Medical Research, Industry and Investment NSW on (02) 9338 6700. For more information on the I&INSW privacy policy please go to [www.business.nsw.gov.au](http://www.business.nsw.gov.au).

## AUSBIOTECH NATIONAL CONFERENCE 2010

The NSW Government is pleased to be supporting the State's biotechnology industry and is providing significant financial and other resources towards this event.

Thank you for your interest in the NSW stand at AusBiotech 2010 in Melbourne, Victoria.

[www.ausbiotech2010.com.au](http://www.ausbiotech2010.com.au)

The annual AusBiotech Conference is Australia's largest international biotechnology conference and has four components, including:

- § **Conference:** with a program extending over three days with plenary and concurrent sessions;
- § **BioIndustry Exhibition:** where participants have the opportunity to physically promote their businesses and products. This area is also the venue for all network functions and event catering, such as morning/afternoon teas and lunches;
- § **Business Matching Program:** giving delegates the opportunity to update their company profile in the biopartnering system and request appointment with other delegates/company representatives/researchers attending the event ;
- § **Satellite Events:** where organisations will have the opportunity to cooperatively partner with AusBiotech and provide delegates and the industry with one-on-one and specifically focused seminars and workshops.

**VENUE:** Melbourne Convention & Exhibition Centre, Clarendon Street, Melbourne  
**DATES:** 19 – 22 October 2010

Monday 18 October:	Exhibitor Registration and Bump In
Tuesday 19 October:	AusBiotech Life Science Investment Summit, Satellite Events, Delegate Registration & Welcome Reception
Wednesday 20 October:	Conference, Exhibition, Business Matching Program & International Reception
Thursday 21 October:	Conference, Exhibition, Business Matching Program & Conference Dinner
Friday 22 October:	Conference, Exhibition, Business Matching Program & Closing Reception

### NSW EXHIBITION STAND

The NSW stand will be 12 X 6 metres and will be divided into 6 (3X3 metres) booths.

Your exhibition package on the NSW pavilion will include:

Syma display booth package, size 3x3 metres

- § Walls 2.5m high matt anodised aluminium frame with white laminated infills
- § Fascia matt anodised aluminium frame 38 cm high with corflute or similar infill
- § Signage; computer cut vinyl lettering on primary colour infill per aisle frontage with booth number (maximum 26 characters)
- § Lighting; two 150-watt spotlights per booth mounted on light track inside fascia
- § Power; one 240 volts/1000 watt/ 4 amp general-purpose outlet per booth

Other package benefits:

- § Two (2) conference registrations
- § One (1) exhibitor pass
- § Listed as an exhibitor with a link on the conference website
- § 25 word company profile in the delegate handbook
- § Mentioned as an exhibitor in the Australasian Biotechnology Journal leading up to the conference

## **ELIGIBILITY CRITERIA**

In order to be eligible to receive funding, organisations must meet the following criteria. Organisations must:

- § be incorporated in NSW and/or have the majority of their workforce in NSW;
- § have fewer than 200 employees;
- § have less than AUD\$30 million in turnover;
- § have been in operation for at least one year; and
- § able to deliver a product

Each application for financial assistance is considered on its individual merits. I&I NSW reserves the right to determine eligibility for financial assistance based on information provided in the application form and all other pertinent information.

## **FEES**

The cost per exhibitor will be the subsidised amount of \$4,000 (inc GST) to exhibit on the NSW stand at the AusBiotech 2010 Conference held in Melbourne, Victoria , in lieu of the AusBiotech full cost of \$5,500 (exclusive of GST).

Participants will be solely liable for all fit out costs incurred in excess of the basic fit out that is included in the subsidised fee e.g. furniture hire, posters, etc.

Participants will be responsible for their freight costs to and from the conference centre.

If you would like to discuss any of the above, please contact Mr Christopher Elasi, Senior Policy Officer, Office for Science and Medical Research, Industry and Investment NSW on (02) 9338 6764 or [christopher.elasi@business.nsw.gov.au](mailto:christopher.elasi@business.nsw.gov.au).

## PART A – CONTACT INFORMATION

Name of Organisation \_\_\_\_\_

ABN No. (essential) \_\_\_\_\_

Trading Name \_\_\_\_\_

Address \_\_\_\_\_

Suburb / Postcode \_\_\_\_\_

Contact Person \_\_\_\_\_

Position \_\_\_\_\_

Telephone Number \_\_\_\_\_

Fax Number \_\_\_\_\_

Email address \_\_\_\_\_

Website \_\_\_\_\_

If you have an existing relationship with a I&INSW Business Development Manager or Export Adviser please give their name \_\_\_\_\_

## PART B – EXHIBITION OBJECTIVES

§ Has your organisation exhibited at the AusBiotech before?:  yes or  no

§ Company Profile : Please profile a short profile of your organisation (no more than 25 words)

--

§ What Products/Services will you promote at AusBiotech 2010?  
(for additional information, please attach another sheet).

1.
2.
3.
4.

Please indicate your business objective/s for the exhibition by order of priority (1 ,2, 3, etc)

BUSINESS OBJECTIVE	PRIORITY
Identify new customers or end users	
Identify an agent, distributor or representative	
Launch a new product to the market	
Market research and competitive intelligence	
Raising awareness of products and services	
Build research contacts	
Develop international network, etc	
Other (please specify)	

## PART C –DECLARATION EXHIBITOR TERMS AND CONDITIONS OF SALE

It is a condition of participation in the AusBiotech 2010 Conference (“the Event”) in Melbourne Victoria, that you agree to the terms and conditions set out in this application form and all of AusBiotech terms and conditions for participation and exhibiting at the AusBiotech 2010 Conference in Melbourne Victoria .

Participants acknowledge and agree that I&NSW will have general control over the NSW stand including the appearance of exhibitors’ spaces and their activities generally in the course of the Event. Participants will be required to observe all I&NSW requirements concerning the fitting out and maintenance of their exhibition space and their activities generally during or in connection with the Event. Participants must be present at the NSW Stand on all days of the exhibition and attend all official networking receptions and briefings organised for the benefit of the exhibition members.

Upon acceptance of your application by I&NSW, you must pay the registration fee in full by Friday, 3 September 2010.

Cancellations will not be accepted after Friday 3 September 2010.

Participants will be solely liable for the costs of dismantling and disposing of their fit out at the conclusion of the Event, including freight.

The Participant is solely responsible for installing, operating and dismantling its exhibit in accordance with all relevant legislation, codes, policies and standards and with the requirements of any of the State, I&NSW or of the Venue and for the safety and security of its exhibit.

Please note that spaces are limited and cannot be confirmed until 100% of the registration fee is paid.

The information provided in and supporting this application forms part of the agreement of performance with I&I NSW in respect of any assistance provided.

In offering assistance, the I&I NSW reserves the right for such assistance to be the subject of publicity and/or used for case studies and the Participant hereby consents to the use of the information, that may include a limited amount of the Participant’s personal information, concerning the assistance provided by I&I NSW as a case study for publication.

The Participant organisation will participate in any program evaluation conducted by I&I NSW.

It is a condition of any assistance that the Participant provide to I &I NSW with a completed Participant’s Report at its conclusion detailing the results achieved or anticipated as a result of the participation and that the company agree to periodic contact by the I&I NSW for up to two years following AusBiotech 2010.

**Disclaimer and indemnity:** The Participant acknowledges and agrees that the NSW Department of Industry and Investment (I&NSW) accepts no liability for any loss or damage suffered by any individual or company arising from or in any way connected with acts, incidents and occurrences happening in the lead up to, during or after the Event . The Participant hereby holds harmless and indemnifies I&NSW, its employees, agents and contractors in respect of any such claim which arises in any way from the Participant’s registration or participation in the Event..

**Participants are required as a condition of participation in the Event to take out public liability insurance for a minimum sum of \$10 million** and other insurances that he or she may deem necessary to cover them for any accident, ill health, loss or damage which may occur during the Event. I&NSW may require written evidence of such insurance at any time.

The Participant agrees to collect, use and store any personal information strictly in compliance with the Privacy and Personal Information Protection Act 1998 (NSW) and the Privacy Act 1988 (Cth).

**Cancellation:** I&NSW shall not be held responsible for any claim or action should the Trade Fair not proceed as scheduled.

**PART D – PLEASE SIGN**

*The application is to be signed by the CEO or his/her nominee.*

**I have read, acknowledge and agree to the above declaration and I certify that the information provided in and supporting this application form is accurate and complete. I am signing this application as a legally authorised representative of the participant organisation and as a legally binding Deed.**

**Name (Please print):** \_\_\_\_\_

**Signature:** \_\_\_\_\_

**Date:** \_\_\_\_\_