



OHMC2011

Operational Hospital Management Conference™

Improving performance, delivering better value & transforming the patient experience

WEDNESDAY 5TH TO FRIDAY 7TH OCTOBER 2011
SANDTON CONVENTION CENTRE, SANDTON, JOHANNESBURG

IN DEPTH HOSPITAL TOUR

The **Operational Hospital Management Conference** is the healthcare sector's premier hospital management conference and has emerged as the leading conference in South Africa. It is specifically aimed at improving performance and the quality of services at public hospitals.

The conference offers a tangible learning and sharing opportunity for all management levels within our public hospitals and health care sector and has effectively achieved this for the past five years through identifying real challenges

DEDICATED 2 DAY OHM CONFERENCE

and problems that are faced by management in the Public Health Sector.

The Operational Hospital Management Conference aims at assisting healthcare management with practical solutions to meet the ever-increasing demands being placed on services, clinical and hospital resources.

Now part of the Fair Consultants stable, this event will provide all participants in the industry with the opportunity of interacting directly with their market and peers.

This is a
**FAIR CONSULTANTS SA
AND PROMOCORP (PTY) LTD**
Event

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AIRPORTS COMPANY SOUTH AFRICA
**DISABILITY TRADE AND LIFESTYLE
EXPO & CONFERENCE**

IN ASSOCIATION WITH THE SOUTH AFRICAN DISABILITY ALLIANCE



**PAN AFRICAN HEALTH
EXPO and CONFERENCE 2011**
The Premier Healthcare Expo &
Conference for Southern Africa

About the Operational Hospital Management Conference

This is the healthcare sector's premier hospital management conference and has emerged as the leading conference in South Africa aimed at improving performance and the quality of services at public hospitals. The conference offers a tangible learning and sharing opportunity for all management levels within our public hospitals and health care sector and has effectively achieved this for the past five years through identifying real challenges and problems that are faced by management in the Public Health Sector.

The Operational Hospital Management Conference aims at assisting healthcare management with practical solutions to meet the ever-increasing demands being placed on services, clinical and hospital resources.



Conference Programme

Determined by continuous research, the programme explores the key aspects and issues that Healthcare Management are faced with today. The programme provides a robust agenda of keynote and case study presentations and panel discussions. The conference will focus on key industry issues presented in a combination of keynote presentations and panel discussions.

Keynote Presentations offer a motivational and entertaining perspective on fundamental issues challenging management. The achievements of our Keynotes and their pioneering endeavours, directly influence your job today. Delivering thought provoking and frank accounts of their experiences, our Keynote presenters give you the drive to develop forward-thinking ideas and strategies for your organisation. In addition to the traditional session format, Panel Discussions have been organised to give you multiple perspectives on a topic. The panel is composed of industry practitioners ready to share their ideas and debate strategic issues.

As an attendee, you are encouraged to put forward your ideas, opinions and opposing arguments, creating a truly interactive conference.

2011 OHMC Delegates

The Delegates

To ensure the conference maintains a high level of relevance and maximises on the time and opportunity for those attending, delegates are selected from a list of pre-registrants according to specific criteria, which include budget and sign-off authority and influence. Delegates of the conference are from all management levels including: CEO's, GM's, Nursing Managers, Financial Managers and HR Managers from all over South Africa. This results in a guest list consisting of senior decision-makers only.



Attendance

Attendance varied between 150-300 delegates from 2003 – 2008 with delegates consisting of:

- Medical/ Clinical Managers
- Admin Managers
- Chief Executive Officers
- Hospital Managers
- Nursing Directors
- IT and Finance Managers
- District Managers
- Various Senior Managers e.g. Procurement, Facilities Managers, EMS etc
- Provincial and National Department of Health Officials

The balance was made up of delegates from NGO's, private companies and education institutions

Sponsorships & Opportunities

Partners and Sponsors

To ensure the success of the Operational Hospital Management Conference, each year "365 Projects" partner with a limited number of companies offering valuable solutions and expertise. The solutions providers are leaders in the provision of services, technology and information to senior healthcare executives within Public and Private Healthcare. They provide state of the art solutions to forward-thinking institutions, individuals and hospitals interested in staying ahead of the market.



Past Sponsors Comments

“As a leading multinational pharmaceutical company in South Africa, sanofi-aventis identified this as an opportunity to align itself with the Operational Hospital Management Conference as the leading conference in South Africa that seeks to address pertinent issues within the public hospitals and health sector. As sanofi-aventis, we are a force for social change, specifically, improved healthcare and access to medicines for all South Africans. For this reason we strive to align our strategies with national health imperatives by working closely with the government and to utilise the conference platform to find practical ways to make healthcare and medicine more affordable and accessible to all. Being part of the conference for us meant that we were able to interact with stakeholders from the public and private sectors and draw ideologies from both.”

Mpumi Sithole: Head of Communications, sanofi-aventis South Africa (Pty) Ltd

“Our main rationale for sponsoring the conference is that the conference provides an opportunity to interact with stakeholders in the Public sector as well as a cross pollination of ideas between the Public and Private sector.”

Phillip Mavundla, Group Product Manager: Internal Medicine for sanofi-aventis South Africa

“Our objectives of sponsoring the OHMC is to expose and receive feedback on health sector strategies and models developed by KPMG to stakeholders in the sector, to support initiatives that facilitate sharing of current thinking and planning in the health sector, to keep in touch with service delivery needs in the Department of Health and to support and participate in the development of networks and relationships within and between public and private health sector role players”

Kathy Tyacke, Accounts Manager for KPMG

“We have made a strategic decision to sponsor the OHMC as part of our drive into the South African healthcare market. Fujitsu bring global experience and local presence to South Africa and look forward to presenting this broad experience to the OHMC audience. Fujitsu Services are committed to assisting South Africa in many areas of health and as such look forward to sharing our in-depth knowledge of the market at the OHMC”

Nikki Carnegie-Floyd, Marketing head for Fujitsu Services South Africa.

Sponsorship and Exhibition Stand Packages

- Platinum Sponsorship - R 105 000 excl VAT
- Gold Sponsorship - R 75 000 excl VAT
- Silver Sponsorship - R 50 000 excl VAT
- Delegate Bag Sponsor - R 33 000 excl VAT
- Folder Sponsor - R 25 000 excl VAT
- Notepad Sponsor - R 19 360 excl VAT
- Badge Sponsor - R 6 050 excl VAT
- Delegate Sponsor - R 6 050 excl VAT

Platinum Sponsorship Package - R 105 000 excl VAT

- You will be promoted as a Platinum Sponsor of the Conference.
- You will have a prime speaker slot.
- Access for 2 days to decision makers, in the public health care sector.
- 4 Conference Tickets.
- 4 Hospital Tour Tickets
- 1 9m2 exhibition stand (shell scheme, 2 spot lights, table,
- 2 chairs and a table cloth, 1 plug point, fascia with company name)
- 4 questions that you can include in the hospital questionnaire.
- Your logo on the brochures distributed to 15000 key management in Public Hospitals.
- Your logo on emails shots distributed to 15000 key management in Public Hospitals (per send).
- Your logo and link to your website from the OHMC and Pan African website for the duration of one year.
- Logo on all Pan African Health and OHMC advertising. Logo on Pan African Health complimentary ticket.
- Pop up signage in Conference restaurant, Exhibition Coffee shop/bar.
- Branding at entrance to Conference Registration and at Pan African Health Expo registration.
- Joint headline branding at the conference with sponsors, logo double the size of other sponsors.
- Results and analysis of the questionnaires in a database
- Branding at the Conference (proportionate as the first tier sponsor)
- Details of all delegates that attend the conference.
- 1 full page FC advert in Pan African Health catalogue

Exhibition Opportunities

Pan African Health Expo attracts all medical professionals including doctors, specialists, hospitals, pharmacists and government. Pan African Health is a healthcare technology expo for South Africa and this is the 7th year that it will take place.

Pan African Health 2010 attracted between 2000 and 3000 quality visitors.

Stand Pricing

- 9m² Exhibition Stand
- at Pan African Health Expo - **R18 315 excl VAT**
- 6m² Exhibition Stand
- at Pan African Health Expo - **R12 210 excl VAT**



Gold Sponsorship Package - R 75 000 excl VAT

Promotion as Gold Sponsor of the Conference.
 Speaker slot.
 Access for 2 days to decision makers, in the public health care sector
 2 Conference tickets
 2 Hospital Tour Tickets
 1 6m2 exhibition stand in Pan African Health Expo (shell scheme, fascia with company name, table, 2 chairs and a table cloth, 1 plug point, 2 spot lights)
 2 Questions that you can include in the hospital questionnaire
 Your logo will appear on email shots distributed to 15000 people per send
 Your logo and link to your website from the OHMC website for the duration of one year.
 Results and analysis of the questionnaires in an Access database
 Branding at the Conference (proportionate as the second tier sponsor)
 Details of all delegates that attend the conference.
 Half page full colour ad in Pan African Health catalogue.
 Logo on all OHMC and Pan African Health advertising.
 Pop up signage in Conference Restaurant, Conference Room and in expo hall.
 Secondary branding at entrance to OHMC conference registration and the expo registration at Pan African Health.
 Your logo will appear on email shots distributed to 15000 people per send
 Joint headline branding at the conference with sponsors
 Your logo and link to your website from the OHMC website for the duration of one year.
 Results and analysis of the questionnaires in an Access database
 Branding at the Conference (proportionate as the second tier sponsor)
 Details of all delegates that attend the conference.

Delegate Bag Sponsor: R33 00.00 excl VAT

Logo & website on conference delegate bag
 1 Free conference ticket
 List of delegates that attend the conference
 Feedback from delegate questionnaires.

Delegate Folder Sponsor: R25 00.00 excl VAT

Logo & website on conference delegate folder
 1 Free conference ticket
 List of delegates that attend the conference
 Feedback from delegate questionnaire
 Feedback from delegate questionnaires

Silver Sponsorship Package - R 50 000 excl VAT

You will be promoted as a Silver Sponsor of the Conference.
 Access for 2 days to decision makers, in the public health care sector.
 1 Free Conference Ticket
 1 question that you can include in the hospital questionnaire.
 Your logo on the brochures distributed to 8000 key management in Public Hospitals.
 Your logo on emails shots distributed to 8000 key management in Public Hospitals (per send).
 Your logo and link to your website from the OHMC website for the duration of one year.
 Joint headline branding at the conference with sponsors.
 Results and analysis of the questionnaires in a database
 Branding at the Conference (proportionate as the second tier sponsor)
 Details of all delegates that attend the conference.
 Quarter page ad in Pan African Health catalogue.
 Branding in expo hall at registration.

Delegate Notepad Sponsor R 19 360.00 excl VAT

1 Free conference ticket
 Your logo and details on an 80 Page A4 notepad (Full cover cover, 1 colour on pages)
 1 Conference Ticket
 Details of all delegates that attend the conference
 Feedback from delegate questionnaire

USB Flash Drive sponsorship Sponsor R8 000.00

Each delegate gets a USB Flash Drive with copies of all presentations.
 Sponsor gets logo on all USB Flash Drives and Company logo on delegate/speaker badge.
 Company brochure given to all delegates.

Delegate Badge Sponsor R 6 050.00 excl VAT

Company logo on delegate/speaker badge (which everyone receives)
 Company brochure given to all delegates

Payment

You will be required to sign a contract indicating your commitment to the type of sponsorship/exhibition stand you have selected. An invoice will be issued upon signature of the agreement.

Payment to be made within 2 weeks of receiving the invoice.



Conference Registration Form

Complete and fax to +27 (0)86 543-8243
Or +27 (0)21 713-3366

Title & First Name	Surname	Position	Cell no	E-mail
Organisation:		VAT No:		
Postal Address:				
Physical Address:				
Organisation Activity:				
Fax No:		Tel No:		
Rates	Hospital Visit R 1076 per delegate excl VAT *		No of Delegates:	
	2 Day Conference R 6000 per delegate excl VAT *		No of Delegates:	
	Amount Due:			
NOTE:				
A booking for 3 or more delegates from the same organisation qualifies for a discount of 10%. Please note - only one discount can apply. SA VAT applies to registrations. Space is limited to 200 places. Lunches & one networking cocktail party are included.				
<input type="checkbox"/> Please invoice our organisation		<input type="checkbox"/> Order Number / Reference		
<input type="checkbox"/> Payment for the delegate/s fee is enclosed. Bankers draft or cheque made to Fair Consultants SA cc. An invoice will be sent automatically.				
<input type="checkbox"/> A direct bank payment will be made to: Fair Consultants SA cc, First National Bank, Claremont (code 200-109) Account No: 62051503798 . Swift: FIRNZAJJ Fax confirmation to +27 (0) 86 543 8243 . An invoice will be sent automatically.				
Credit Card No:		Visa <input type="checkbox"/>		Mastercard <input type="checkbox"/>
Expiry date:				
CVV (Security No):				
Name on Credit Card:				

Conditions of Registration

Delegates will be allocated places on a strictly first-come basis. All delegate fees must be paid in full before the conference. There will be a 20% administration charge on all cancellations received before 20 August 2011. There will be no refund on cancellations received thereafter but substitutes may be made. A delegate folder will be provided, but speaker papers will only be available if written papers are provided by speakers. The conference program is published in good faith but substitutions of speakers and/or papers may be necessary due to circumstances beyond the organiser's control.

Name :	Signature:	Date:
Position :		