

PREMIER HOME CARE & HOSPICE EXPO



2019 Home Care and Hospice Conference and Expo

EXHIBITOR PROSPECTUS

October 13-15, 2019
Washington State Convention Center
Seattle, Washington



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By the year 2020, there will be over 84 million Americans over the age of 65. A silver tsunami is on its way and over the next 20 years there will be approximately four million Baby Boomers applying for Medicare each year. It is essential that home care and hospice professionals remain vigilant and informed as they anticipate this aging demographic.

Attending the 2019 Home Care and Hospice Conference and Expo as an exhibitor will put you front and center of those who will have the biggest impact on this growing population of older adults. This conference consistently draws an audience of over 2,000 professionals who have dedicated themselves to serving the needs of the home care and hospice community.

It is imperative that providers be able to keep up with the rapid growth and rising demand. Through a relationship with your company, they will have access to the technical, medical, and consultative solutions they desperately need.

CONFERENCE OVERVIEW

The Home Care and Hospice Conference and Expo is hosted by the National Association for Home Care & Hospice (NAHC). NAHC is a nonprofit organization that represents the nation's 33,000 home care and hospice organizations. NAHC also advocates for the more than two million nurses, therapists, aides and other caregivers employed by such organizations to provide in-home services to some 12 million Americans each year who are infirm, chronically ill, and disabled.



The Home Care and Hospice Conference and Expo is the premier and largest educational and networking event for home care and hospice providers, owners, and industry leaders. Our Expo features over 185 companies represented each year, offering a wide variety of products and services. During the conference, Expo participants will have over **16.5** hours to engage and network with both prospective and current clients, while building relationships through face-to-face interaction.

It's important to note, that **8.5 of the 16.5** hours in the Expo are exclusive, meaning attendees will be able to focus solely on meeting with you and learning more about your products and services. You can also offer a more in-depth look at your products and services by hosting a demonstration, which will be promoted to all attendees.

Company Categories

Accounting	Data Performance Measurement	Marketing
Accreditation	Education and Training	Medical Devices and Supplies
Business Services	Electronic Medical Records	Pharmaceutical
Communications Technology	Healthcare Provider	Publisher
Computer Software/Hardware	Home Care Provider	Recruitment and Staffing
Consulting	Hospice Provider	Telehealth/Technology
Data Analytics Benchmarking Software	Insurance Services	Wound Care

BENEFITS OF EXHIBITING

Exhibiting at the 2019 Home Care and Hospice Conference and Expo will allow you to:

- Connect with agency decision-makers and leaders
- Generate qualified new leads and sales
- Survey current and potential customers on their needs
- Launch new products and services
- Conduct user-group meetings about your products and services
- Identify what your competition is offering
- Network with more than 1,500 industry peers



You're an attendee too!

All exhibitor registrations grant you access to a multitude of education sessions. This means in addition to exhibiting and attending the opening and closing networking events, you will be able to learn more about the latest in home care and hospice alongside our attendees. What better way to connect with prospective customers than to interact and engage with them throughout the day? Note: Exhibitors will not receive CEU credits for attending education sessions.



CONFERENCE ATTENDEES

Who Attends the Conference?

The Home Care and Hospice Conference and Expo draws attendees from a variety of home care and hospice agencies across the United States. Typical attendees include: home care and hospice professionals, CEOs, CFOs, CCOs, CIOs, controllers, vice presidents, business offices, directors of reimbursement, DME professionals, IT professionals, clinical professionals, managers, supervisors, nurses, and many more!

What Products and Services Are They Looking For?

- Education and Training
- Telehealth/Technology
- Communications Technology
- Computer Software/ Hardware
- Business Services, Consulting
- Recruitment and Staffing
- Medical Devices and Supplies
- Accreditation
- Insurance
- Pharmaceuticals
- and much more!

During our three day event, you have the opportunity to reach more than 2,000 home care and hospice leaders. This is a perfect opportunity to reach your target market and showcase your brand, all in one place.

Ways to Promote & Connect

This is your opportunity to connect with home care and hospice leaders who have the authority to make final decisions for their organization. The 2019 Home Care and Hospice Annual Conference and Expo is your direct link to being seen by the people who are most interested and are in need of what you have to offer.

Reach Your Target Decision Makers

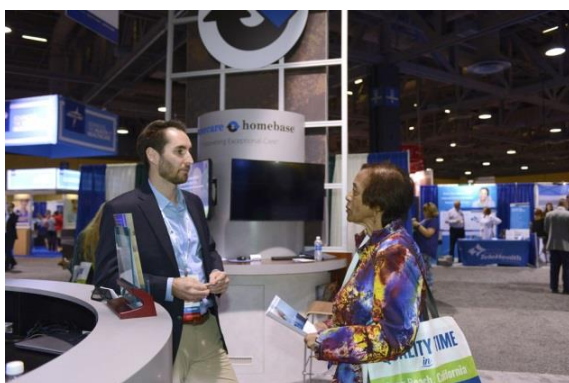
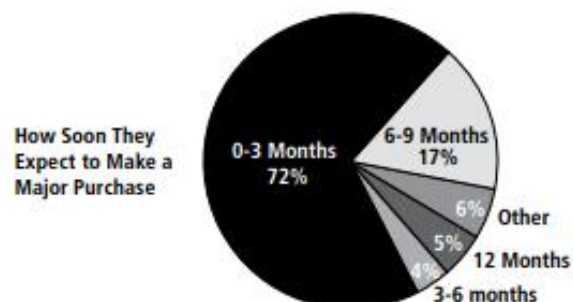
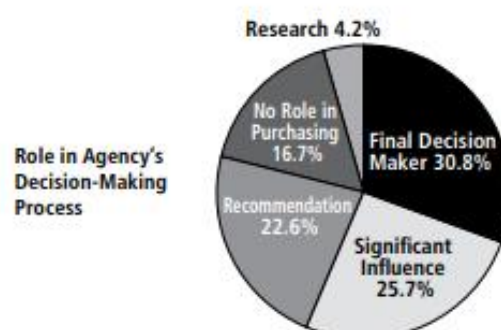
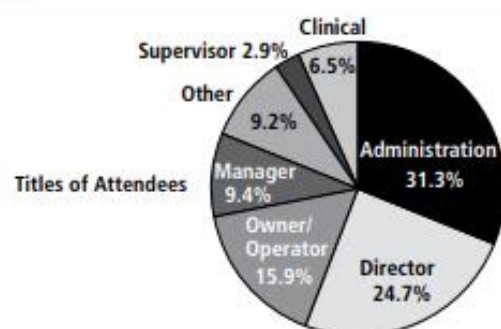


EXHIBIT BOOTH RATES

EARLY BIRD

Early Bird registration rates expire: 12-31-2018

Regular Booth (10'x10')	Member \$2,600	Allied* \$1,550
	Nonmember \$3,050	
Corner Booth	Member \$2,700	Allied* \$1,650
	Nonmember \$3,150	

REGULAR

Regular registration rates begin: 01-01-2019

Regular Booth (10'x10')	Member \$2,800	Allied* \$1,650
	Nonmember \$3,250	
Corner Booth	Member \$2,900	Allied* \$1,750
	Nonmember \$3,350	

Two or more booths are priced by adding the prices of each booth being purchased.

* Allied Rate applies to nonprofit industry associations, state home care or hospice associations, government agencies, and schools of nursing. These groups must also be NAHC Allied Members to exhibit at the Allied Rate

Rental of exhibit space includes:

- Conference badges (2 per 10'x10' booth)
- 8.5 hours of exclusive exhibit hall time
- Company listing in the 2019 Home Care and Hospice Conference and Expo Guide
- Company listing and logo in the Mobile App
- Company listing on the NAHC website
- Opportunity to participate in Expo activities designed to drive attendee traffic to participating booth
- Access to meals and networking events

RESERVE YOUR BOOTH TODAY!

Christopher Adams

Director of Business Partner Relations

National Association for Home Care & Hospice

Phone: (202) 547-7424 | Email: cta@nahc.org

EXPO HALL DATES AND HOURS

WASHINGTON STATE CONVENTION CENTER

705 Pike Street
Seattle, Washington 98101



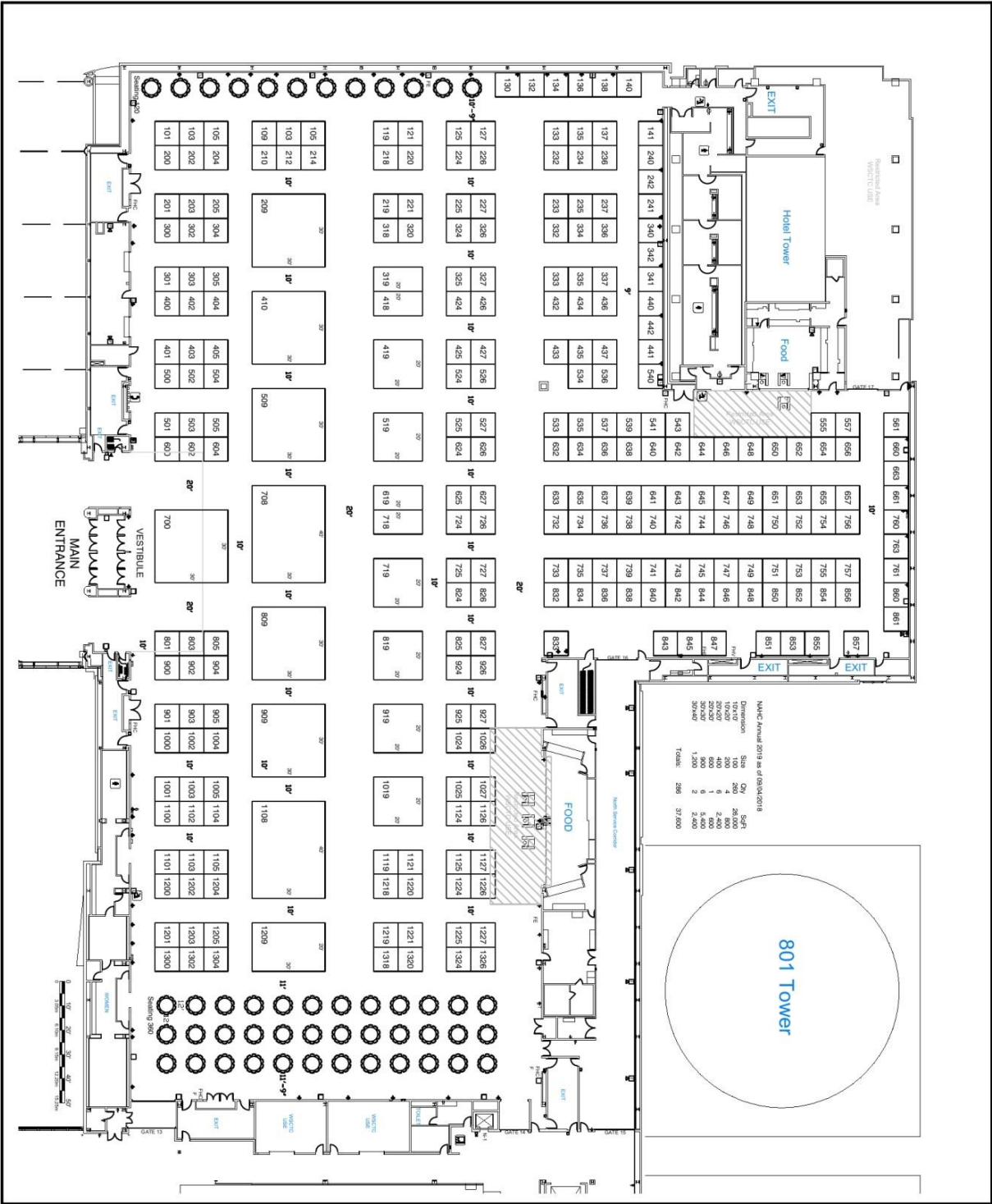
Installation	Friday, October 11	8:00am - 5:00pm
	Saturday, October 12	8:00am - 5:00pm
	Sunday, October 13	8:00am - 3:00pm
Expo Grand Opening Reception	Sunday, October 13	5:00pm - 7:00pm
Expo Open	Monday, October 14	8:00am - 3:30pm
Breakfast in Expo	Monday, October 14	8:30am - 9:30am
Lunch in Expo	Monday, October 14	12:30pm - 2:30pm
Expo Open	Tuesday, October 15	8:00am - 2:30pm
Breakfast in Expo	Tuesday, October 15	8:30am - 9:30am
Lunch in Expo	Tuesday, October 15	12:30pm - 2:30pm
Dismantle	Tuesday, October 15	2:31pm - 8:00pm
	Wednesday, October 16	8:00am - 11:00am

Schedule is subject to change.

The 2020 Booth Selection will take place on Monday, October 14, 2019 and Tuesday, October 15, 2019 by appointment.



EXPO HALL FLOOR PLAN



NAHC Annual Meeting 2019
October 2019
Washington State CC/Exhibit Halls 4E & 4F/Seattle, WA

DRAWN BY: Tony Harris

REVISION DATE: 09/04/18

ALLIANCE
nationwide exposition

NAHC ASSOCIATE MEMBERSHIPS – AN ENDURING PARTNERSHIP

Exhibiting at the 2019 Home Care and Hospice Annual Conference and Expo will enable you to reach the largest number of industry providers, owners, and operators in the country, but don't let your outreach stop there! NAHC's Associate Membership is designed with your organization in mind.

We strive to help the home care and hospice community access essential products and services, grow, and experience a greater return on investment (ROI). Your company will gain recognition and prestige among its peers in home care and hospice, learn from the business leaders of this growing industry, receive valuable discounts on your marketing tools, and network at our conferences.

Associate Member Benefits Include:

- Discounted rates on exhibit booth and advertising rates
- Discounted rates on NAHC conferences and events
- Expert advice from NAHC's legislative, regulatory, and legal staff
- Up-to-the-minute news provided by the daily NAHC Report and specialized listservs
- Exclusive access to member-only resources and in-depth industry analysis
- Networking opportunities
- Prominent listing in the Associate Marketplace and annual membership directory
- Intimate access to home care and hospice professionals looking for the products and services you provide



EXHIBITOR TESTIMONIALS

Hear from a few of our exhibitors



"Exhibiting at the NAHC Conference allows Axxess to connect with and empower the entire industry. It is a unique opportunity to forge partnerships that have helped Axxess grow."
– Adrian Killebrew, Axxess

"It's the biggest in the home care world in terms of attendees. It's good to see a lot of familiar faces, see a lot of our clients, the networking has been phenomenal, and, as always, the education has been very strong, as well."
– Nick Seabrook, BlackTree Healthcare Consulting



"It's been exceptional. Great speakers. A lot of motivation and a lot of great information to take back to share with my colleagues. Really focused on patient-centeredness...Exciting stuff."
– Diane Graham, Amedisys

The NAHC Conference is the place to be if you are in the home care and hospice space. Since the 1980s, NAHC has gathered this focused audience for invaluable networking opportunities. This is a must attend show for newcomers and home care veterans alike.
– Jennie Perrelli, Simone Healthcare Consultants



RECENT EXHIBITORS

3M Health Care	Corridor	LexisNexis	Physiotec
5 Star Consultants	CPA Solvers	LifeStation	PlayMaker Health
ABENA North AMERICA	Data Soft Logic Corporation	LOGA Recruitment	PointClickCare
ABILITY Network	DB HealthTech Consulting	LS&S	PPS Plus Software
Acclivity Health Solutions	Decision Health	Lua	Precision Medical Billing
Accreditation Commission for Health Care (ACHC)	Delta Health Technologies	Manchester Specialty Programs Insurance	PreparedHealth
Acquisition Services	DermaRite	Marrelli and Associates/ Innovative Caregiving Solutions	QliqSOFT
Acuity Professional Placement Solutions	DFW Business Exchange	MatrixCare	Quality In Real Time
Advanced TeleHealth Solutions	Doctor Alliance	Maxwell Healthcare Associates	RCTCLEARN.NET
Aegis Therapies	Duke HomeCare and Hospice	McBee Associates	Relias Learning
AgencyData	Elsevier	McKesson Medical-Surgical Home Care	ReliqHealth Technologies
Aging With Dignity	Enclara Pharmacia	MedBridge	RHINO Fleet Tracking
AlertMedia	Enterprise Fleet Management	MedForms	RiverSoft
Allegheny Answering Service	eSolutions	Medi USA / Circaid	Salesforce
Allheart	Eventium	Medical Information Technology (MEDITECH)	Sandata Technologies
Alora Healthcare Systems	Excel Health Group	Medline Industries, Home Care Division	Select Data
American HealthCare Capital	Fazzi Associates	Medocity	Selman-Holman & Associates
American Occupational Therapy Association	Forcura	MED-PASS	Sharps Assure
AmWINS Program Underwriters	Foundation Management Services	MEDsys	Simione Healthcare Consultants
Aspen Global Solutions	Gideons International (The)	Mertz Taggart	snap40
Axxess	Hamilton CapTel	Mueller Prost	SoloProtect
Barrow Group (The)	Health First Careers	National Council of Certified Dementia Practitioners	SONO
BKD	Health Recovery Solutions	National Government Services Association	STANLEY Security
BlackTree Healthcare Consulting	HealthCare ConsultLink	Netsmart	Stat Technologies
Braff Group (The)	Healthcare Provider Solutions	Nexlink Communications	Stoneridge Partners
Briggs Healthcare	HealthCare Synergy	Note-E-fied Inc.	Strategic Healthcare Programs
Brightree	HEALTHCAREfirst	NurseLine	Surescripts
Brink's Business Expense Card	HealthPRO Heritage	Nursing Oasis Consulting	SutureHealth
Brother Mobile Solutions	Hollister	Oasis Answers	SVF Accounting
Byram Healthcare	Home Care Answers	OHEN Consulting	Synzi
Calmoseptine	Home Health Care Survey (Columbia University)	On-Board Communications	Tellus
Care Kit / Home Health Analytics	Home Health Gold	Oncospark	The Health Group
Caretime	Home Healthcare Solutions, A Cardinal Health company	OperaCare	Total Triage
CareVoyant	Homecare Homebase	Optima Healthcare Solutions	Trace Medical
Casamba	HomeCare Magazine	Optum Hospice Pharmacy Services	TRIDENTUSA Health Services dba MobilexUSA and DL Tunstall Americas
CellTrak Technologies	Hopkins Medical Products	Orabrite	UI Medical
Center to Advance Palliative Care	Hospice Source	Palmetto GBA	United Ostomy Association of America
CHAP, Inc.	Hospice Cloud	Paradigm Claim Services	Ventec Life Systems
CipherHealth, LLC	Hospicelink	Partner Plus Media	Verisys Corporation
ClinLogica	HospiceRX	Peel Away Labs	VGM Insurance
Codes Correct	Institute for Professional Care Education	Philadelphia Insurance Companies	VRI - Valued Relationships
Coloplast Corporation	Intalere	Physio-Control / Sansio HomeSolutions.NET	WellSky
Complia Health	Iota		Wise Hospice Options
Connect America Medical Alert	Isoratec Corporation		Wolters Kluwer
	Joint Commission Resources		WorldView
	Juzo		Wound Ostomy and Continence Nurses Society
	Kantime (dba Kanrad Technologies)		Zoom Solutions
	Kronos, Inc.		

ADD YOUR NAME TO THIS LIST

Contact Christopher Adams, Director of Business Partner Relations to reserve your booth today!
 Phone: (202) 547-7424
 Email: cta@nahc.org



RULES AND REGULATIONS GOVERNING USE OF SPACE BY EXHIBITORS

National Association for Home Care & Hospice • 2019 Home Care and Hospice Conference and Expo
October 13-15, 2019 • Seattle, WA

GENERAL INFORMATION

The information contained in the 2019 Exhibitor Prospectus and Booth Selection Agreement, is Formal Notification of Assignment constitute a contract between the National Association for Home Care & Hospice (hereinafter referred to as "NAHC" or "the Association") and the exhibitor for the right to use the space allotted. The following rules are part of the contract. Any point not specifically covered in these rules is subject to the decision of the Association, whose decision shall be final. In the event of fire, strikes, acts of God, or other unavoidable occurrence rendering the exhibit space unfit for use, provisions will be made for the exhibit to be held elsewhere at the discretion of the Association, or a refund of the exhibit booth cost, less 25% for advertising and set-up expenses incurred by the Association, will be made to the exhibitor. In holding the NAHC Annual Conference and Expo (hereinafter referred to as "Conference and Expo"), the Association does not act as the agent of the exhibitor, the facility, the general show contractor, or any other party. Claims against any party other than the Association are to be submitted directly to the party involved. The Association shall not in any manner or for any cause be liable or responsible to any exhibitor or any other person for any injury or damage to any person, business, or property in any way related to or arising in connection with Exhibitors actions or omissions. Any and all claims for such injuries or damages are hereby waived and the exhibitor agrees to indemnify and hold harmless the convention facility, the general service contractor, the Association and their directors, officers, employees, and agents (the "Indemnified Parties") against any and all claims, liabilities, losses, and expenses, including reasonable attorney's fees imposed on, incurred by, or asserted against the Indemnified Parties caused by any act or omission of the exhibitor, its agents, or employees, or occurring within the exhibit space leased by the exhibitor or arising in connection with the activities conducted by the exhibitor, its agents, or employees in connection with the NAHC Annual Conference and Expo except for

any act of omission of the convention facility, the general service contractor, the association and their directors, officers, employees and agents. The exhibitor acknowledges that neither NAHC, the convention facility, or the general service contractor maintains insurance covering the exhibitor's property or lost revenue, and it is the sole responsibility of the exhibitor to obtain such insurance. The exhibitor will be responsible for protecting its own property to its full value, either through purchased insurance or self-insurance. The Association will provide 24-hour security service with guards stationed at entrances and exits in the exhibit hall. At no time will an exhibitor be allowed to carry materials out of the hall without Association permission. Removal forms will be provided by the Association. No storage of exhibit materials will be permitted between or behind booth draping. All personnel staffing exhibit space must register as exhibitors. Exhibitor badges will be allocated and are required for admittance to the exhibit hall and all Annual Meeting sessions. The NAHC Board of Directors has approved a no-smoking policy for all meetings and educational programs held in conjunction with the Meeting. As such, smoking is not allowed in the exhibit hall at any time during Meeting hours or booth installation and dismantling.

ELIGIBILITY & EXHIBIT HALL CONDUCT

In accordance with the educational purpose of the Association's Annual Conference and in accordance with the Association's Mission Statement, any exhibitor whose proposed exhibit enhances the educational emphasis is eligible to apply for space. The Association reserves the right to reject any application that it judges does not meet these criteria. Distribution of product/service literature may be made only within the booth space assigned to the exhibitor. Only firms assigned space in the exhibit hall will be allowed to solicit business in the hall. Only customary/descriptive product literature and samples may be distributed to meeting registrants. All promotional items require written approval by the Association prior to distribution. In the assigned booth

space, orders may be taken; cash, credit card, and check/money order sales must be approved by the Association. Exhibitors desiring to hold drawings for trips, merchandise, etc., must advise the Association in writing at least 30 days prior to the exhibition. Compliance with all local, state, and federal laws must be indicated. A list of winners must be submitted to the Association within 30 days of the NAHC Conference and Expo. Subletting or sharing of exhibit space is not permitted unless it is between divisions of the same company. No exhibitor is permitted to promote products, equipment, or services other than its own. If an article of a non-exhibiting firm or business is required for the operation or display of an exhibitor's wares, identification of such article shall be limited to the usual and regular nameplates, imprinting, or trademarks under which the article is sold in the regular course of business. All promotional activities must be confined to the limits of rented space and must not impede traffic or interfere with the activity of other exhibitors. Leaving the exhibit unstaffed before the official close of each day is not permitted, and violation of this policy will result in a forfeiture of any exhibitor points accrued during the Conference and Expo in which the violation occurs. Distribution of helium balloons from booths is not permitted. Exhibitors must have written permission from the Association to use helium balloons for booth decoration. The Association may evict exhibitors who, because of noise, conduct of personnel, methods of operation or for any other reason detract from the general educational character of the Annual Conference and Expo. In this event, the Association will not issue a refund. Only those companies with contracted space in the Conference and Expo may use a suite or function space for hospitality purposes at the host Convention Center and all other officially designated Annual Conference and Expo hotels. All requests must be directed to the Association for approval and assignment. Hospitality suites may not be open during official program hours. Exhibitors planning to use the installation and dismantling (I & D) services of any company other than the official show service contractor must notify the Association at least 30 days

prior to the Conference and Expo and Expo and provide the service company name, address, phone number, and supervisor in attendance. Exhibitor assumes full responsibility for all acts or omissions of any I & D company providing services to exhibitor. Exhibitor will assure that such I & D companies will fully comply with all terms and conditions of the host convention center Rules and Regulations and will be financially responsible for any noncompliance by I & D companies. The exhibitor is responsible for knowledge of, and compliance with, all union requirements and fire and safety codes established by the host city and the host convention center. Booth decorations must be flame-proofed and all hangings must clear the floor. Electrical wiring must conform with all federal, state, and municipal requirements. If inspection indicates negligence in compliance with these regulations or that the exhibitor has otherwise incurred a fire hazard, the Association reserves the right to cancel all or such part of the exhibit as may be irregular, at the exhibitor's expense. Exhibitors shall not deface any part of the exhibit facility. Damages in this regard by the exhibitor, its employees, representatives, or agents to the exhibit hall will be borne by the exhibitor. Nothing will be posted on, tacked, nailed, screwed, or otherwise attached to the columns, walls, floors, ceiling, furniture, or other property of the host convention center. Exhibitor agrees that the person signing the Booth Selection Agreement as the "Authorized Signature" represents that he or she has the authorization to bind the exhibitor's corporation or partnership to all terms and conditions set forth in the 2019 Exhibitor Prospectus and the Booth Selection Agreement.

BOOTH ASSIGNMENTS

Booth assignments for previous exhibitors will be made in accordance with an on-site Priority Point Space Reservation system in conjunction with a point system as determined by the Association. Points are accrued based on the following: (a) the number of 10-foot booths purchased over the history of the NAHC Conference and Expo for which records are available, (b) the number of tabletop exhibits purchased over the history of all other NAHC Conference and Expos and Region/ Specialty Meetings for which records are available, (c) Associate

Membership in the Association, (d) Sponsorship of Annual Meeting functions, and (e) affinity relationships with NAHC. Point totals are calculated for activities under (a)-(e) through September 21, 2018. A combination of point totals for two or more previous exhibitors shall occur only where a merger or acquisition has been finalized prior to September 21, 2018, with adequate proof of the merger or acquisition provided to NAHC by September 21, 2018. Booth assignments for first-time exhibiting companies will be made based on the date of Booth Selection Agreement for Exhibit Space receipt, preferred location, and the specifications outlined on the contract form. For contracts received on the same date, preference will be given based on the following in order of importance: (a) Associate Membership in NAHC, (b) advertising in NAHC publications, and (c) sponsorship of events and activities during the NAHC Conference and Expo. The Association reserves complete authority regarding assignment of space. Every effort will be made to ensure assignment of the best available space to exhibitors. The Association reserves complete authority to change the floorplan layout or the position of booths at any time.

BOOTH DEPOSIT & CANCELLATION POLICY

Booth deposit and cancellation must be made according to dates and terms of exhibitor's Booth Selection Agreement. By August 23, 2019, full payment of exhibit space cost is required. Companies may still come on board as exhibitors after August 23, 2019; however, exposure in the Conference Guide cannot be guaranteed. NAHC requires that delinquent balances for any service provided by NAHC be paid in full prior to set up of exhibition space. Signed faxes indicating date and time of transmittal are acceptable in lieu of a postmarked letter for purposes of booth cancellation. Also, emails are acceptable with acknowledgement and approval.

BOOTH SPECIFICATIONS

All furniture and accessories, electrical requirements, booth carpeting, and booth cleaning are the responsibility of the exhibitor. Booth carpeting is required. The back wall height of standard in-line booths may not exceed eight feet, and no part of the exhibit or equipment may exceed a height of four feet in the front

half of the booth. Peninsula booths are restricted to a height of 10 feet including the identification sign. Island booths are restricted to a height of 20 feet including the identification sign. No exhibit is permitted to obstruct the view of adjacent booths. The Association reserves the right to direct revision, at the exhibitor's expense, of any exhibit that does not comply with these regulations. Refer to the "Guidelines for U.S. Healthcare Conventions" developed by the Healthcare Convention Exhibitors Association (www.hcea.org) for a detailed interpretation of any questions that may arise.

IMPORTANT DATES & TIMES*

- Exhibitors may begin installing exhibits on Friday, October 11, 2019, at 8:00 am - 5:00 pm and Saturday, October 12, 2019 from 8:00 am - 5:00 pm. Installation continues on Sunday, October 13, 2019 from 8:00 am - 3:00 pm.
- All prefabricated exhibits must be removed from their crates and labeled for removal and storage by the decorator by 12:00 noon on Wednesday, October 16, 2019.
- Noncompliance in this regard may result in additional supervision and labor charges from the decorator at the prevailing hourly rate.
- Exhibitors may continue exhibit installation until 3:00 pm on Sunday, October 13, 2019, at which time all displays must be completed. Exhibitors shall install their exhibit in such a manner as to not cause damage to any other exhibits or booths or to the building. Any such damage so caused by the exhibitor shall be paid for by the exhibitor.
- The official closing time for exhibits is 2:30 pm on Tuesday, October 15, 2019. No packing of equipment or materials may begin until that time.
- All exhibits must be removed by 10:00 pm, Wednesday, October 16, 2019.