

# National Meeting and Expo 2018

# CHICAGO

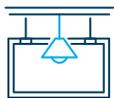
ILLINOIS

## Exhibitor Prospectus

**The 2018 Innovatix + Essensa National Meeting & Expo is the only event that provides access to Innovatix and Essensa's most engaged and active members, our member-facing staff, and leaders from Premier's Alternate Site Programs –**

**ALL IN ONE PLACE!**

Make plans to join us in Chicago from October 10 – 12, for this exclusive annual event held for our members. From pharmacists to purchasing directors, business owners to administrators, all Innovatix and Essensa markets will be represented in force, along with leaders from Premier's expansive Alternate Site Programs.



## More than just a trade show!

The Innovatix + Essensa National Meeting & Expo is truly unique when it comes to the exhibitor experience. That's because we know that business relationships cannot be established exclusively on the trade show floor. We encourage exhibitor participation throughout the conference, including our welcome lunch, educational sessions, and evening networking events. Our reverse trade show offers suppliers valuable interaction with member-facing staff, and our team also plays an active role by facilitating introductions and conversations between members and suppliers throughout the meeting.

Don't miss this exclusive opportunity to connect with the Innovatix and Essensa membership base!



For more details, visit: [www.innovatix.com/nationalmeeting](http://www.innovatix.com/nationalmeeting)



## New and Improved

We've listened to feedback from exhibitors and made numerous improvements for this year:

- › Exhibits spread out over two days
  - Day one cocktail reception
  - Day two lunch
- › Longer total Exhibition Hall hours than previous years
- › Lists of attendees provided to exhibitors in advance
- › Meeting rooms available for one-on-one meetings with attendees
- › Reverse trade show featuring access to additional member-facing Innovatix and Essensa staff
- › App challenge incentive for members to visit all exhibit booths
- › Attendance by leaders from Premier's expansive Alternate Site Programs (representing a total annual purchasing volume of \$13.8 billion)



## About Innovatix and Essensa

Innovatix and Essensa are national group purchasing organizations (GPOs) that have evolved to provide strategic procurement solutions and operational support to help non-acute healthcare providers, businesses, and other commercial markets thrive. Our combined 60,000 members represent an annual purchasing volume of over \$9 billion. Innovatix and Essensa are wholly-owned by Premier.

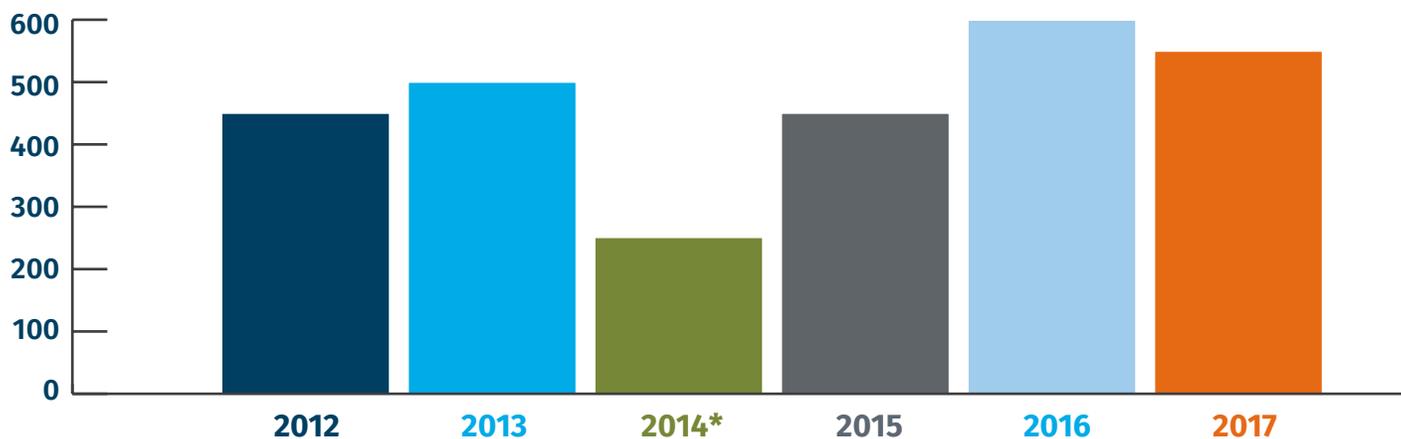


## 2017 National Meeting & Expo BY THE NUMBERS

- › Total attendees: **550**
- › Exhibiting companies: **120**
- › Combined annual purchasing volume of members in attendance through Innovatix and Essensa: **\$1 Billion +**



## Total Attendees: 2012 – 2017



*\*Smaller meeting, limited to Advisory Group members only*



## Typical Attendee Breakdown

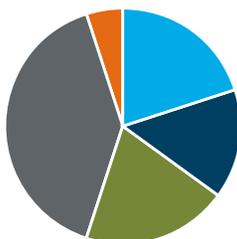
**20%** C-Suite/Owner

**15%** Pharmacist/Director of Pharmacy

**20%** Purchasing/Operations

**40%** Business Roles

**5%** Other Clinical Roles



## Top Classes of Trade REPRESENTED BY ATTENDEES

- › Long-Term Care Pharmacy
- › Home Infusion Provider
- › Senior Living (ALF, CCRC, IL, SNF)
- › Retail Pharmacy
- › Ambulatory Care Center
- › Business & Industry
- › Home Medical Equipment / Durable Medical Equipment
- › Hospitality

## 2018 Meeting Location\*

Sheraton Grand Chicago  
301 E North Water St.  
Chicago, IL 60611

*\*Please do not contact the hotel directly to reserve a room or you will not receive our special negotiated rates. Exhibitors will receive details about booking through the Innovatix + Essensa room block upon registration.*



## Feedback from 2017 Exhibitors:\*

- › 70% participated in one or more networking event
- › 70% reported receiving exceptional value for time and money invested
- › More than 90% plan to exhibit again in 2018!  
*\*Based on responses to post-meeting exhibitor survey*
- › Overall, this is a good meeting and a better value for my time than others I have attended. I look forward to next year.

*- Pharmaceutical supplier and first-time exhibitor*

- › We value this show because Innovatix members are an important user of our products and services.

*- Foodservice supplier*

- › Great opportunity to engage with the members of the Innovatix and Essensa team that help generate business between our organizations.

*- Facilities and maintenance supplier*

## Feedback from 2017 Attendees:\*

- › 83% rated the overall quality of suppliers in the exhibition hall as 'above average' or 'excellent'
- › 85% spent at least one hour in the exhibition hall, with many spending two to three hours  
*\*Based on responses to post-meeting attendee survey*

- › I thought it was absolutely fantastic. I have been to other meetings of this size, but this is the best one I have ever been to. The organization was second to none.

*- Essensa hospitality member and first-time attendee*

- › The meeting was great. The networking with colleagues was most valuable, as usual. The meetings were informative and helpful, and the topics were varied and engaging.

*- Innovatix senior living member*



## Booth Pricing and Information

Exhibit booths are available to all Innovatix, Essensa, and Premier contracted suppliers based on the following fee schedule:

**Opening of registration through July 12: \$5,000**  
**July 13 – October 2 (until space sells out): \$5,500**

All exhibit booths will be a uniform size and the fee includes one exhibiting attendee registration. Additional representatives from your company are also welcome to attend for an additional registration fee based on the following schedule:

**Opening of registration through July 12: \$500 per additional exhibiting attendee**  
**July 13 – October 2: \$625 per additional exhibiting attendee**  
**October 3 – October 12 (including onsite registration): \$1,250 per additional exhibiting attendee**

**REGISTER EARLY AND SAVE!**



## Exhibition Hall Hours & Exhibitor Schedule\*

### WEDNESDAY, OCTOBER 10:

- › Exhibition Hall Setup: 12:00 — 5:00 p.m.
- › Exhibition Hall Hours: 6:00 — 8:00 p.m. (cocktail reception)

### THURSDAY, OCTOBER 11:

- › Exhibition Hall Hours: 12:30 — 2:00 p.m. (lunch provided)
- › Exhibition Hall Teardown: 2:00 — 3:30 p.m.
- › Reverse Tradeshow: 3:30 — 6:00 p.m.

*\*Working schedule subject to change*



## Reverse Tradeshow

Don't miss this opportunity to interact with member-facing Innovatix and Essensa sales, customer care, and contracting teams. Also included will be staff responsible for managing relationships with leaders from Premier Alternate Site Program sponsors who create contract awareness and drive uptake with thousands of affiliated members.

Based on exhibitor feedback, this year's reverse tradeshow will feature more time, additional staff, and a larger room than in 2017. It will occur after the Exhibition Hall hours so that exhibitors can work together with staff on follow-up strategies after meeting with members.



## Additional Meeting Highlights\*

**\*\*\* ALL EVENTS OPEN TO EXHIBITORS \*\*\***

- › Wednesday, October 10 (Afternoon): Welcome Lunch and Feature Presentations
- › Wednesday, October 10 (Evening): Onsite Member Appreciation Celebration (directly following the Exhibition Hall)
- › Thursday, October 11 (Evening): Offsite Dinner and Networking Reception

*\*Working schedule subject to change*



For more details, visit: [www.innovatix.com/nationalmeeting](http://www.innovatix.com/nationalmeeting)



## Advertising and Awareness Opportunities (NEW!)

Increase your visibility to directly reach your target audience and improve brand awareness. Don't miss this opportunity to showcase your company and reach the non-acute healthcare and business leaders who make purchasing decisions.

See our Advertising and Awareness Opportunities sheet for more details, or visit:

[www.innovatix.com/nationalmeeting](http://www.innovatix.com/nationalmeeting)

# CHICAGO

★ I L L I N O I S ★

## 2017 Exhibitors

Abbott  
 ACADIA Pharmaceuticals  
 Akorn  
 Akrimax (Mist Pharmaceuticals)  
 Alkermes  
 Allergan  
 American Express  
 AmerisourceBergen  
 Amneal Pharmaceuticals  
 Astellas Pharma US  
 AstraZeneca  
 Athenex Pharmaceutical Division  
 AuroMedics Pharma  
 AvKARE  
 Baxter Healthcare  
 Becton Dickinson  
 Best Buy  
 BioCARE  
 Boehringer Ingelheim  
 Pharmaceuticals  
 Breckenridge Pharmaceutical  
 Capsa Healthcare  
 Cardinal Health  
 Carlisle Foodservice  
 Carter-Health  
 CDW Healthcare  
 Commcare and Acro  
 Specialty Pharmacy  
 Concordance Healthcare Solutions  
 Connection  
 Coshatt Co.  
 Cubex MedBank Medical Solutions  
 Daniels Health  
 Diversey  
 Dr. Reddy's Laboratories  
 Dr. Scholl's (Caleres)  
 Easy Meal  
 Eisai  
 Eli Lilly  
 FedEx Healthcare Solutions  
 FFF Enterprises  
 Fisher HealthCare

Forbo Flooring Systems  
 Fresenius Kabi  
 GeriScriptRx  
 Glenmark Pharmaceuticals  
 Grifols USA  
 H. D. Smith  
 HD Supply Facilities Maintenance  
 Health Care Logistics  
 Henry Schein  
 Heritage Bag Company  
 Heritage Pharmaceuticals  
 IMS – Integrated Medical Systems  
 Integra LTC Solutions  
 Janssen Pharmaceuticals  
 KCI, an Acelity Company  
 Ken's Foods  
 Konica Minolta Healthcare  
 M.D.M Commercial Enterprises  
 Major Pharmaceuticals  
 Manchac Technologies/DOSIS  
 Mayne Pharma  
 McKesson  
 MDofficeManager  
 Medefil  
 Mediware  
 Medtronic  
 Merck & Co.  
 Michael Foods  
 Nestle Health Science  
 Northfield Medical Manufacturing  
 Novo Nordisk  
 Octapharma  
 Office Depot  
 OmegaLTC  
 Par Pharmaceutical  
 PDI  
 Performance Health  
 Perrigo  
 Pfizer  
 Phoenix Textile  
 Positive Promotions  
 Procter & Gamble Distributing

Purdue Pharma  
 QS/1  
 R&S Northeast  
 Rhodes Pharmaceuticals  
 S2S Global  
 SAGENT Pharmaceuticals  
 Samsung NeuroLogica Corp.  
 Sandoz  
 Sanofi  
 Sanofi Pasteur  
 SCA  
 Shire  
 Siemens Medical Solutions USA  
 SimplyThick  
 Smith & Nephew  
 Smith Drug Company  
 Smiths Medical  
 Smucker's Away From Home  
 SOAR Life Products  
 Sonu Satellite  
 Spartan Chemical Company  
 Sprint  
 Staples Business Advantage  
 State Cleaning Solutions  
 SteriGear  
 Sunovion Pharmaceuticals  
 Supply America  
 Teva  
 TRIOSE  
 Tyson Foods  
 Upsher-Smith Laboratories  
 US Foods  
 US WorldMeds  
 USPAY Group  
 Vesco Medical  
 Virtus Pharmaceuticals  
 West-Ward Pharmaceuticals  
 WG critical Care  
 X-GEN Pharmaceuticals  
 Zydus Pharmaceuticals USA