Sponsorship & Exhibition Prospectus

The 2019 conference is presented by Disability Employment Australia’s Centre of Excellence
About Disability Employment Australia

Disability Employment Australia (DEA) is the peak industry body for Australia's Disability Employment Services (DES). We are recognised internationally as the pre-eminent organisation representing, supporting and resourcing the disability employment sector throughout Australia.

As a membership organisation, we exist to represent the interests of Disability Employment Services at a national level to government and a range of other stakeholders, such as consumer and employer groups. Disability Employment Australia supports the Australian Government to deliver high quality employment support to people with disability in Australia.

We have a unique responsibility to foster innovation and flexibility of service within the Disability Employment Services program. We support our members to achieve best practice service provision in their role to find employment outcomes for people with disability. We advise, advocate, train, inform and undertake events to strengthen and promote the sector.

We believe in the right of every member of society to be included fully in the community, and to have control over their own life choices. Participation in the open labour market is a crucial factor in realising this goal.

We strive to inspire, challenge and celebrate the Disability Employment Services sector.
Sponsorship and exhibition opportunities

Position your brand at the forefront of the disability employment sector

Disability Employment Australia’s Conference is Australia’s foremost disability employment event, attracting senior leaders, practitioners and academics working in or within the Disability Employment Services (DES) sector.

In 2019, Disability Employment Australia's Conference will be presented by our newly-launched Centre of Excellence. This is a major year to get on board, with recent conferences attracting upwards of 400 delegates.

The conference boasts informative and engaging plenary sessions, panel discussions and an impressive variety of expert breakout presentations. Our diverse program ensures delegates receive the most current material from national and international industry leaders.

The conference offers a once-a-year opportunity to put your brand at the centre of Australia's Disability Employment Services sector, as well as the broader community of interest.

“It was a great chance for us to meet with existing partners and create new opportunities”
- conference sponsor
Benefits of sponsorship and exhibition

Our sponsorship packages are a fantastic opportunity for your organisation to associate your brand with Australia’s pre-eminent disability employment peak body.

Sponsorship and exhibiting allows your organisation to strategically position itself at the sector’s high profile annual event and provides you with access to a receptive niche market. The conference offers high exposure of your brand, your products and/or services to Australia’s Disability Employment Services sector.

Hosting an exhibition stand at the conference puts your brand and key services at the centre of delegates representing over 150 organisations around Australia.

The conference is designed to allow for a multitude of formal and informal networking opportunities. You will be able to interact with delegates and exchange ideas in a relaxed environment.

Benefits include:

• Connect with sector leaders and decision makers
• Position and enhance your brand
• Gain a greater understanding of current thinking within the sector
• Showcase your organisation in an innovative way
• Leverage existing and develop new relationships with customers
• Launch new initiatives and products
• Demonstrate your expertise
• Enhance your profile through association with Australasia’s premier disability employment conference, and preeminent industry peak body.

There are a range of sponsorship options to fit different budgets and requirements. Packages can be tailored to better suit the needs of your organisation. Sponsorship packages, exhibitor stands and other promotional opportunities are outlined on page 9.

About the conference

The conference dedicated to significantly increasing open employment outcomes for people with disability

Our 2019 national conference is the ideal gathering of those central and significant to the future planning and future proofing of disability employment policy, design, model and practice.

We know that the key to the future of disability employment is the DES program, the DES sector, and DES expertise. However, DEA, as a national leader in this dialogue, asks its members, committed stakeholders, and conference delegates to look well beyond thinking about a DSS-commissioned iterative program and into what you know as evidence-based best practice. What works to get significantly more people with disability into sustainable employment?

As always there will be a focus on starting with the person, the employer, and the DES provider. We want to hear more about working with families, community, departments and governments. We also want to bring more universities to the table, and to look beyond Australia for good ideas. Very quickly 2019 will turn into 2022. In light of this want to be able to stand proud with you knowing that the workforce participation rate for people with disability has risen and that we have played our part.

The 2019 DEA conference is focused on the future of disability employment in Australia. It is the only conference in Australasia dedicated to bringing the best of the best together to continue to improve on significantly increasing open employment outcomes for people with disability.

The conference program will include relevant debates, research and innovative practices across the following areas:

Stream 1: The new DES: change, compliance, contract impacts
• The new guidelines: impacts of latest changes
• Program assurance
• The new DES performance framework
• Outcomes, quality service and participant expectations
• Targeted compliance framework
• Attracting participants – the untapped referral pool – where and how?
• Impacts of the DES funding level tool
• Choice and control and empowering participants
• Innovation and working effectively in a competitive market model
• Engaging frontline staff: Person-centered approach, employer engagement and community

Stream 2: Engaging employers
• Innovate practices in working with employers
• Working with large employers
• Marketing and branding in your community
• Building disability employer confidence
• Challenging perspectives: how the employer, jobseeker, provider can better walk the talk
• Marketing of DES services to employers –what works?
• Provider collaboration and employer engagement

Stream 3: NDIS – Employment supports as the pathway to independence
• Supports to connect young people to the workforce that are evidence-based, innovative, capacity building and outcomes-focused
• The role of School Leaver Employment Supports and proposed Youth Employment Supports
• Improving NDIS employment supports:
  1. Understanding barriers to employment throughout a participant’s life
  2. Exploring opportunities with participants, families and the sector
  3. Planning the right supports that lead to more confident entry to work
  4. Focusing on older participants re-joining, entering or leaving the workforce

Stream 4: Future proofing disability employment policy and practice
• How does the future of disability employment fit within the larger future of work policy
• Programs vs. individual supports
• Collaboration is not a dirty word
• Jobactive reforms and people with disability
• Where can/does employment fit in the national mental health reforms?
• The role of state, territory and local government in disability employment
• Training as the pathway to improved employment opportunities
• Are we ready to talk careers rather than 52 week outcomes?
• The role of research: The sector as a leader or follower
Networking events

Welcome Reception

The Welcome Reception is always a highlight of the conference. Conference registration is inclusive of the Welcome Reception; 80% of guests attend the event.

This is a perfect opportunity to network with your existing customers and make new ones in a relaxed and engaging environment.

The Welcome Reception is the first official opportunity for all delegates to meet with one another and enjoy informal networking. The Welcome Reception is expected to attract the majority of conference delegates.

Gala Dinner

The annual Gala Dinner is a much anticipated event throughout the Disability Employment Services sector. Guests will enjoy fine food at a formal three-course sit-down dinner, drinks and a band to dance the night away to.

The evening will also feature the Hall of Fame Award Ceremony, acknowledging excellence, innovation and long-term commitment to the evolution of disability employment in Australia. Following last year’s sell out event, we expect to enjoy the evening with up to 200 guests.
Conference venue

Crown Perth
Great Eastern Hwy,
Burswood WA 6100

Situated on the banks of the Swan River overlooking the Perth city skyline, Crown Metropol Perth offers modern and stylish accommodation within a 15 minutes’ drive from Perth’s international and domestic Airports. Perth city centre is a five-minute drive away.

Each spacious guest room features natural light, high-tech entertainment facilities, plush furnishings, a large executive desk area and large private bathrooms.

With everything the city has to offer including premium shopping, entertainment and dining nearby, Crown Perth will provide the perfect backdrop for Disability Employment Australia’s Conference 2019.

Who attends?

In recent years upwards of 400 Disability Employment Services professionals and other specialists have attended Disability Employment Australia’s Conference. Attendees are predominately sector leaders, decision makers, management and practitioners of the Disability Employment Services (DES). Delegates include:

- Disability Employment Services
- jobactive
- People with disability
- Advocates
- Training organisations
- Policy makers
- Researchers
- Employers and their representatives
- Academics

Important Dates

<table>
<thead>
<tr>
<th>Date</th>
<th>Event</th>
</tr>
</thead>
<tbody>
<tr>
<td>April 2019</td>
<td>Conference registrations open</td>
</tr>
<tr>
<td>19 July 2019</td>
<td>Deadline for sponsorship and exhibition bookings</td>
</tr>
<tr>
<td>27 July 2019</td>
<td>Deadline for all publicity material from sponsors and exhibitors</td>
</tr>
<tr>
<td>27 August 2019</td>
<td>Welcome Reception (5.30pm - 7.30pm)</td>
</tr>
</tbody>
</table>
| 28 August 2019 | Registration (8am - 9am)  
|              | Conference Day One (9am - 5pm)             
|              | Gala Dinner (7pm - 11pm)                    |
| 29 August 2019 | Registration (8.30am - 9am)  
|              | Conference Day Two (9am - 4pm)               |

“...the conference targeted our audience and allowed us to introduce [our company] to DES providers and related organisations from around Australia.”
- conference sponsor
Represented organisations at the 2018 conference

Disability Employment Australia’s Conference 2018, held at Hilton Adelaide attracted key representatives from over 130 industry organisations, including:

- Ability Options
- Activework Placement Services
- Aimbig Employment Services
- alffie
- Anasight
- Angus Knight Group
- APM
- ARC Group
- Atwork Australia
- Auslan Services
- Australian Federation of Disability Organisations
- Australian Labor Party
- Australian National University
- Australian Red Cross
- Back2work Health Specialists
- Barkuma Employment
- Bec Jackson Consulting
- BEST Employment Ltd
- Beyondblue
- Box Hill Institute
- Bravo Consulting
- breakthru
- Campbell Page
- Centacare
- Centre For Disability Employment Research And Practice
- Chocolate Moments
- CIM Employment
- Community Bridging Services Inc
- Community Grants Hub - Department Of Social Services
- Conference Works
- Counselling Appraisal Consultants
- Culturise and The Difference Collective
- CVGT Australia Ltd
- Deaf Can Do
- Department of Social Services
- The Department of Health and Human Services
- Disability Services Australia
- Down Syndrome Australia
- Edge Employment Solutions
- E-focus
- EML
- EPIC Assist
- Etc Enterprise And Training
- Evolution Research
- Evolution Research Pty Ltd
- Flourish Australia
- Forrest Personnel
- Freelance
- genU
- Gforce Employment Solutions
- Great Southern Personnel
- Greenlight Human Capital
- Hart Wellbeing
- Headspace Youth Mental Health Foundation
- Help Enterprises
- HESTA
- Hivetec Australia
- Hootville Communications
- Ingersoll Consulting
- Job Centre Australia
- JobAccess
- Jobfind Centres Australia
- Jobmatch Employment
- JobReady
- Jobs Australia
- Key Employment Assoc. Ltd.
- Kimberley Personnel Inc
- Konekt Employment
- KPMG
- KV Interactive
- LEAD
- Leading Directions
- Life Business Consultancy
- Lifetime Support Authority
- Lowes
- Matchworks
- Max Solutions
- Mental Health Australia
- Mission Australia
- MUP Employment Services
- MS Society / Multiple Solutions
- My Pathway
- My Place
- Mylestones Employment
- National Disability Insurance Agency
- NQ Employment
- NSW Aboriginal Land Council
- Octec Limited
- ON-Q Human Resources
- Open Minds
- Ostara Australia
- One Door Mental Health
- Outlook Employment
- Jobedge
- Peopleplus Australia
- Pure Insights
- Red Cross First Aid And Mental Health
- Sarina Russo Job Acces
- Scope Global
- Scope Workplace Solutions
- Sign For Work
- SoNET
- Specialisterne Australia
- Spinal Life Australia
- St John Of God Accord
- Sureway Employment & Training
- SYC
- The Adelaide Tree Surgery
- The Disability Trust
- The Maxima Group Inc
- The ORS Group
- The Personnel Group
- The Salvation Army Employment Plus
- Transport Accident Commission
- Tursa Employment & Training
- Unitingcare Community
- University Of Melbourne
- University Of Queensland
- University Of South Australia
- Visicase
- WDEA Works
- Westgate Community Initiatives Group Inc
- Wise Employment
- Work Health Group
- Work Solutions Gippsland
- Worklink
- Workways Australia Ltd
- Your Employment Success
What was the most valuable aspect of the sponsorship for you?

“Networking—we received a lot of contacts from people who thought [our company] was something their organisations would benefit from.”

— conference sponsor

NB: This is a draft floor plan and is subject to change.
# Sponsorship & Exhibition Packages

<table>
<thead>
<tr>
<th>Sponsorship Package</th>
<th>Price (Incl GST)</th>
<th>Level</th>
</tr>
</thead>
<tbody>
<tr>
<td>Platinum Sponsor</td>
<td>$19,800</td>
<td>SPONSOR</td>
</tr>
<tr>
<td>Hall of Fame Sponsor</td>
<td>$13,200</td>
<td></td>
</tr>
<tr>
<td>International Keynote Speaker</td>
<td>$12,100</td>
<td></td>
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<tr>
<td>Keynote Speaker</td>
<td>$11,000</td>
<td></td>
</tr>
<tr>
<td>Gold Sponsor</td>
<td>$9,900</td>
<td></td>
</tr>
<tr>
<td>Juice Bar Sponsor</td>
<td>$9,350</td>
<td></td>
</tr>
<tr>
<td>Coffee Cart Sponsor</td>
<td>$9,350</td>
<td></td>
</tr>
<tr>
<td>Satchel Sponsor</td>
<td>$4,400</td>
<td></td>
</tr>
<tr>
<td>Exhibition Stand (Affiliate Member price $2,200)</td>
<td>$3,300</td>
<td>EXHIBITOR</td>
</tr>
<tr>
<td>Satchel Insert</td>
<td>$880</td>
<td>PROMOTER</td>
</tr>
<tr>
<td>A5 Handbook Advertisement</td>
<td>$770</td>
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## SPONSORSHIP PACKAGE

<table>
<thead>
<tr>
<th>PRICE (Incl. GST)</th>
<th>Platinum</th>
<th>$19,800</th>
<th>Hall of Fame</th>
<th>$13,200</th>
<th>Gold</th>
<th>$9,900</th>
</tr>
</thead>
</table>

**Inclusions**

| Acknowledgement as sponsor during the event, and in conference marketing activities | □ | □ | □ |
| Acknowledged as Platinum Sponsor | Acknowledged as Gala Dinner Sponsor | Acknowledged as Gold Sponsor |
| Access to delegate app including sponsor page, logo and delegate messaging features | □ | □ | □ |
| Opportunity to place free-standing banners through the catering and registration area | □ | □ | □ |
| Up to 5 banners | Up to 4 banners | Up to 2 banners |
| Opportunity to address delegates | □ | □ | □ |
| A 5 minute presentation during a conference plenary session | A 5 minute presentation during the Gala Dinner and Hall of Fame awards | A 5 minute presentation during the Welcome Reception |
| Corporate logo included on conference holding slides | □ | □ | □ |
| In Platinum Sponsor position | In Gala Dinner Sponsor position | In Gold Sponsor position |
| Promotional banner on footer of conference website homepage | □ | □ | □ |
| Artwork must be supplied (180x600px) | | |
| One hosted table at the Gala Dinner – opportunity to invite Gala Dinner guests to sit at hosted table | □ | □ | □ |
| Ten seats available | | |
| Opportunity to have promotional/branded items on show | □ | □ | □ |
| Complimentary full conference registrations, including access to the Welcome Reception | □ | □ | □ |
| Four tickets included | Two tickets included | Two tickets included |
| Complimentary Gala Dinner tickets | □ | □ | □ |
| Four tickets included | Five tickets included | Two tickets included |
| Editorial in pre-conference newsletter | □ | □ | □ |
| 200 words + 1 image/logo | 150 words + 1 image/logo | 150 words + 1 image/logo |
| Corporate logo and website URL linked on the DEA conference website | □ | □ | □ |
| Artwork must be supplied | Artwork must be supplied | Artwork must be supplied |
| Organisation’s profile featured in the conference handbook | □ | □ | □ |
| 200 words, 1 logo | 150 words, 1 logo | 150 words, 1 logo |
| One advertisement for conference handbook | □ | □ | □ |
| A5 landscape. Artwork must be supplied | A6 landscape. Artwork must be supplied | A5 landscape. Artwork must be supplied |
| Inserts for the conference satchel | □ | □ | □ |
| Two inserts. Up to A4 size, two-leafed | Two inserts. Up to A4 size, two-leafed | Two inserts. Up to A4 size, two-leafed |
| Opportunity to place a corporate gift | □ | □ | □ |
| In the conference satchel | On the Gala Dinner tables | |
| Receipt of the list of registered participants’ contact details for post-conference marketing | □ | □ | □ |
| Exhibition stand (Additional Exhibitor Passes are available for purchase, excludes access to conference) | □ | □ | □ |
| 4 x exhibitor passes (inc. Welcome Reception access) | 2 x exhibitor passes (inc. Welcome Reception access) | 2 x exhibitor passes (inc. Welcome Reception access) |
| 1 x “company name/logo” banner (200cmx85cm) | 1 x “company name/logo” banner (200cmx85cm) | 1 x “company name/logo” banner (200cmx85cm) |
| 1 x single power outlet | 1 x single power outlet | 1 x single power outlet |
| 2 conference satchels per stand | 2 conference satchels per stand | 1 conference satchels per stand |
| Opportunity to network with delegates | □ | □ | □ |
## Sponsorship Package

<table>
<thead>
<tr>
<th>SPONSORSHIP PACKAGE</th>
<th>Coffee Cart/ Juice Bar</th>
<th>Int. / Keynote Speaker</th>
<th>Satchel</th>
</tr>
</thead>
<tbody>
<tr>
<td>PRICE (incl. GST)</td>
<td>$9,350</td>
<td>$12,100 / $11,000</td>
<td>$4,400</td>
</tr>
</tbody>
</table>

### Inclusions

| Acknowledgement as sponsor during the event, and in conference marketing activities | Acknowledged as Coffee Cart or Juice Bar Sponsor | Acknowledged as the International Speaker Sponsor | Acknowledged as Satchel Sponsor |
| Access to delegate app including sponsor page, logo and delegate messaging features | ✓ | ✓ | ✓ |
| Opportunity to place free-standing banners through the catering and registration area | ✓ | Up to 2 promotional items placed next to the cart | |
| Opportunity to address delegates | | | |
| Corporate logo included on conference holding slides | ✓ | ✓ | |
| Promotional banner on footer of conference website homepage | | | |
| One hosted table at the Gala Dinner – opportunity to invite Gala Dinner guests to sit at hosted table | | | |
| Opportunity to have promotional/branded items on show | | ✓ | Corporate branding on conference satchets (co-branded with DEA) |
| Complimentary full conference registrations, including access to the Welcome Reception | ✓ | ✓ | ✓ One ticket to Welcome Reception only |
| Complimentary Gala Dinner tickets | | | |
| Editorial in pre-conference newsletter | | | |
| Corporate logo and website URL linked on the DEA conference website | ✓ | ✓ | ✓ |
| Organisation’s profile featured in the conference handbook | ✓ | 150 words, 1 logo | 150 words, 1 logo |
| One advertisement for conference handbook | | | |
| Inserts for the conference satchel | ✓ | Two inserts. Up to A4 size, two-leafed | One insert. Up to A4 size, two-leafed |
| Opportunity to place a corporate gift | | | |
| Receipt of the list of registered participants’ contact details for post-conference marketing | ✓ | ✓ | ✓ |
| Exhibition stand (Additional Exhibitor Passes are available for purchase, excludes access to conference) | ✓ 2 x exhibitor passes (inc. Welcome Reception access) | ✓ 1 x “company name/logo” banner (200cmx85cm) | ✓ 1 x single power outlets |
| Opportunity to network with delegates | ✓ | ✓ | ✓ |
## LEVEL

<table>
<thead>
<tr>
<th>EXHIBITOR</th>
<th>PROMOTER</th>
</tr>
</thead>
<tbody>
<tr>
<td>Exhibition Stand</td>
<td>Satchel Insert</td>
</tr>
<tr>
<td>PACKAGE</td>
<td>展览摊位</td>
</tr>
<tr>
<td>PRICE (incl. GST)</td>
<td>$3,300</td>
</tr>
</tbody>
</table>

### Inclusions
- 1 x “company name/logo” banner (200cmx85cm) (see example right)
- 1 x single power outlets
- Two exhibitor passes, including access to the Welcome Reception (excludes conference access)
- Corporate logo and website URL linked on the conference website
- Organisation’s profile featured in the conference handbook (100 words, 1 logo)
- Receipt of the list of registered participants’ contact details for post-conference marketing
- Additional Exhibitor Passes are available for purchase, excludes access to conference
- Full conference registration is available at member rates

### Advertisement
- One insert (any size up to A4, two leafed) in the conference satchel
- One A5 size advertisement (landscape orientation, artwork must be supplied) in the conference handbook
- One A6 advertisement (portrait orientation, artwork must be supplied) in the conference handbook

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**Additional Sponsorship Options**

Disability Employment Australia offers a range of long-term partnership options, please contact us for more information. Additional sponsor opportunities and ‘add-value’ options are available to suit all budgets, including:

- Co-branded notepads
- Branded pens
- Corporate gifts

Please contact Meaghan at Conference Works on 03 9870 2611 to discuss options.

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**How valuable was this conference as a tool for reaching your customers?**

“We were able to cover a large amount of potential business prospects in a fun/interactive setting.”

- conference sponsor
Application

To enquire about sponsorship and other promotional opportunities, please contact

**Meaghan Warner**  
Senior Event Producer,  
Conference Works  
**Email:** meaghan@conferenceworks.com.au  
**Phone:** 03 9870 2611  
**Mobile:** 0430 289 553

**George Lambrou**  
Finance Manager,  
Disability Employment Australia  
**Email:** George.Lambrou@disabilityemployment.org.au

How valuable was this conference as a tool for reaching your customers?

“The conference brings together the right people at the right time all interested in similar issues so half the work is done.”  
- conference sponsor