

National Association for Home Care & Hospice

# 2017 ANNUAL MEETING & EXPOSITION EXHIBITOR PROSPECTUS

Long Beach Convention Center | Long Beach, CA | October 15 - 17, 2017



  
**HOMECARE & HOSPICE**  
National Association for Home Care & Hospice

# 2017 ANNUAL MEETING EXHIBITOR PROSPECTUS

The 2017 NAHC Annual Meeting & Exposition consistently draws an audience of over 2,000 professionals who have dedicated themselves to serving the needs of the home care and hospice community. Baby boomers are submitting their applications for Medicare and over the next 20 years there will be approximately 4 million baby boomers applying each year. Home care and hospice professionals will be at the forefront of patient care.

How can these nurses and therapists keep up with the rapid growth of their industry? Through a relationship with your company that can provide the technical, medical, and consultative solutions they will desperately need.

At the 2017 Annual Meeting & Exposition, you'll have over 16.5 hours to meet with prospective clients, catch up with current clients, and create a relationship through face-to-face interaction. You should also note that 8.5 of the 16.5 hours 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 attendees.

By exhibiting at the 2017 Annual Meeting & Exposition you can:

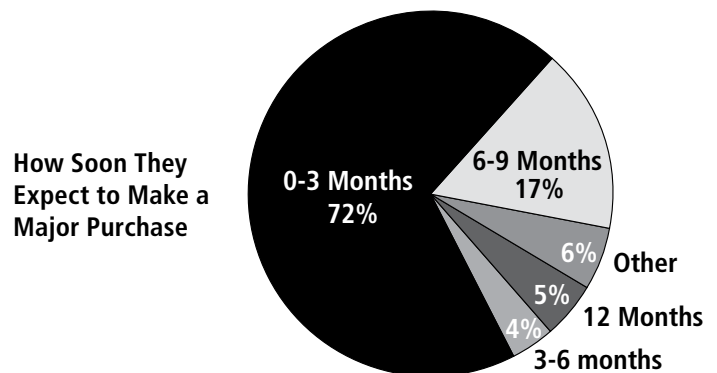
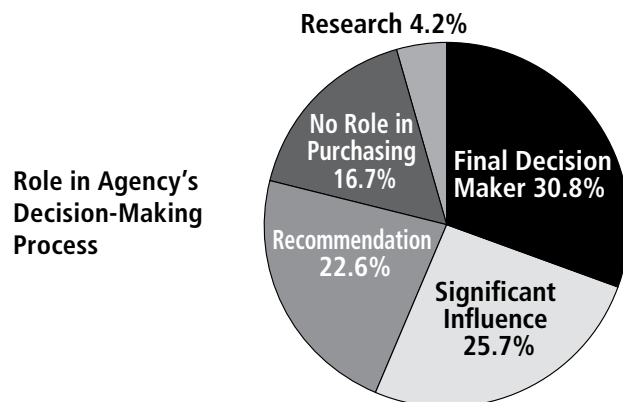
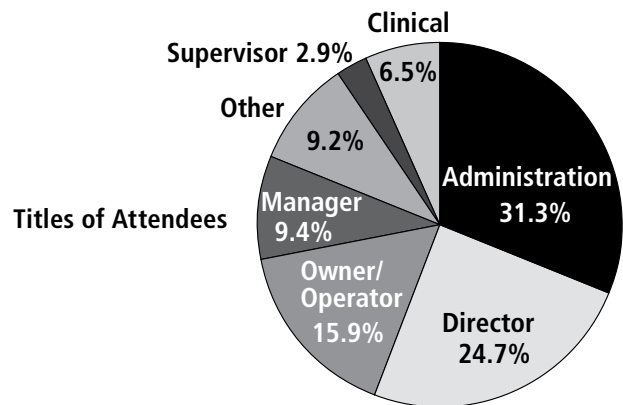
- Reach agency decision makers who authorize purchases
- Generate new leads and sales
- Introduce new products and services
- Conduct informative user-group meetings about your products and services
- Survey current and potential customers on their needs
- Access outstanding educational sessions
- Show your support for home care and hospice by becoming an official sponsor
- See what the competition is doing
- Thank existing customers for their continued business
- Network with more than 2,000 industry peers

## Who attends?

The NAHC 2017 Annual Meeting & Exposition will draw attendees from the largest to the smallest home care and hospice agencies in the U.S. Meet with organizations that include Gentiva, Amedisys, LHC Group, Interim, Rescare, and Sutter VNA. Meet with organizations that include home care agencies, integrated delivery systems, managed care organizations, long-term care facilities, accounting and consulting firms, and so much more!

## Who will be purchasing your product in Long Beach, CA?

Home Care and Hospice Professionals: CEOs, CFOs, CCOs, CIOs, controllers, vice presidents, business offices, directors, directors of reimbursement, DME professionals, IT professionals, clinical professionals, managers, supervisors, nurses, and many more!



## What 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 more!

You can reach more than 2,000 home care and hospice leaders in three days. This is a prime sales opportunity to hit your target market. Please contact Exhibit Department at (202) 547-7424 or via email at ree@nahc.org to confirm a booth!

# EXHIBIT BOOTH RATES

## Exhibit Booth RATES

EARLY BIRD	Early Bird Registration Rates Expire: 12-31-2016.		
	Regular Booth (10'x10')		
	Member	\$2,500	
	Nonmember	\$2,950	Allied* \$1,450
	Corner Booth		
	Member	\$2,600	
	Nonmember	\$3,050	Allied* \$1,575
REGULAR	Regular Registration Rates Begin: 01-01-2017		
	Regular Booth (10'x10')		
	Member	\$2,700	
	Nonmember	\$3,050	Allied* \$1,550
	Corner Booth		
	Member	\$2,800	
	Nonmember	\$3,150	Allied* \$1,650

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.*

### You're an attendee too!

All exhibitor registrations allow you to attend educational sessions. This means you get to attend the opening and closing events, as well as choose from dozens of educational sessions and general sessions alongside attendees. Ticketed events are not included but can be added to your registration for a nominal fee. We feel the best way to get the most out of your exhibiting experience is to interact and network with attendees all day, every day of the conference! Exhibitor registrations do not qualify for CEU credits.

### Be a part of the meeting

NAHC would like to invite you to get involved with the educational programming offered at the meeting. All prospective faculty members can submit a presentation for the 2017 Annual Meeting & Exposition, October 15 – 17, 2017. To submit a session proposal online, please visit [www.nahc.org](http://www.nahc.org).

# EXHIBIT HALL DATES AND HOURS

## Long Beach Convention Center

<b>Installation</b>	<b>Friday, October 13</b>	<b>8:00 am to 5:00 pm</b>
	<b>Saturday, October 14</b>	<b>8:00 am to 5:00 pm</b>
	<b>Sunday, October 15</b>	<b>8:00 am to 3:00 pm</b>
Exhibit Hall Grand Opening Reception	Sunday, October 15	6:00 pm to 8:30 pm
Exhibit Hall Open	Monday, October 16	8:00 am to 3:30 pm
Breakfast in Exhibit Hall	Monday, October 16	8:00 am to 9:00 am
Lunch in the Exhibit Hall	Monday, October 16	12:30 pm to 2:30 pm
Exhibit Hall Open	Tuesday, October 17	8:00 am to 2:30 pm
Breakfast in Exhibit Hall	Tuesday, October 17	8:00 am to 9:00 am
Lunch in the Exhibit Hall	Tuesday, October 17	12:30 pm to 2:30 pm
<b>Dismantle</b>	<b>Tuesday, October 17</b>	<b>2:31 pm to 8:00 pm</b>
	<b>Wednesday, October 18</b>	<b>8:00 am to Noon</b>
<b>Schedule is subjected to change.</b>		
<i>The 2018 Booth Selection will take place on Monday, October 16, 2017 and Tuesday, October 17, 2017 by appointment.</i>		

## Take advantage of our exhibitor benefits!

The following benefits have been designed to offer you additional ways to maximize your presence on the show floor as well as offer you a greater return on investment.

Exhibit Benefits: The following items are included in the cost of your exhibit space:

- Access to up to 1,500 home care and hospice professionals
- 8.5 hours of exclusive exhibit hall time for attendees to focus on your products and services
- Two complimentary meeting badges per 10'x10' booth
- FREE networking opportunities at social events such as the NAHC party and membership receptions
- FREE 8'high, two-color, draped back wall and 3' high, one-color side rail drape
- 100 square feet of exhibit space (10' wide by 10' deep) per booth
- Company listing in the NAHC 2017 Annual Meeting & Exposition Advance and Final Program, and NAHC website – up to one year prior to the meeting
- Expand your visibility with multifaceted advertising opportunities listed in the NAHC 2017 Media Kit
- Exclusive rights to purchase pre-and post-conference attendee lists

### Special Events in the Exposition Hall

- Grand Opening Reception
- Two Breakfasts
- Two Lunches



# ASSOCIATE MEMBERSHIP

## Associate Membership

It's a value you can't afford to pass up — NAHC's Associate Membership is designed with you and your organization's needs in mind. We strive to help the home care and hospice community access essential services and products, grow, and experience a greater return on investment (ROI). Gain recognition and prestige among your 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 educational gatherings.

Associate Member Benefits Include:

- Discounts on exhibit booth rates
- Discounts on advertising rates
- Discount on list rental - 50%
- Information and in-depth industry analysis
- Networking opportunities
- Access to teleconferences
- Expert legal advice from the NAHC's attorneys and team of experts
- Discounts on all NAHC meetings & conferences
- Advice from NAHC's legislative and regulatory staff, who fight on your behalf before Congress, the White House, and regulatory authorities
- Access to research that allows you to operate more efficiently
- Opportunity to help set NAHC's future course and shape the destiny of the entire community
- Access to the NAHC membership body at meetings and conferences
- A listing in NAHC's Annual Membership Directory
- A listing on NAHC's Vendor Mall where provider members shop

# A LIST OF RECENT EXHIBITORS

21st Century Health Care Consultants  
 3M Health Care  
 5 Star Consultants, LLC  
 Abbey Press Publications  
 ABILITY Network  
 Accreditation Commission for Health Care, Inc. (ACHC)  
 Acuity Professional Placement Solutions  
 Advanced TeleHealth Solutions (sister company of Oxford Healthcare)  
 Aegis Therapies  
 AfterHours Triage  
 AlayaCare Software  
 All City Communications  
 Alleon Healthcare Capital LLC  
 Alora Healthcare Systems  
 American Physical Therapy Association - Home Health Section  
 Avant Healthcare Professionals  
 Axxess  
 Barbara Karnes Books, Inc.  
 Benefits in a Card  
 BKD LLP  
 BlackTree Healthcare Consulting, LLC  
 Braff Group,The  
 Briggs Healthcare  
 Brightree  
 Brookdale Healthcare Services  
 Brother Mobile Solutions, Inc.  
 Byram Healthcare  
 Calmoseptine, Inc.  
 Canon U.S.A., Inc.  
 CareVoyant, Inc.  
 CareWatch, Inc.  
 CellTrak Technologies, Inc.  
 Center to Advance Palliative Care  
 Centurion Medical Products  
 CEU Concepts  
 CGS Administrators, LLC  
 CHAP, Inc.  
 Chetu Inc  
 CipherHealth, LLC  
 Code-It-Consulting  
 Codes Correct  
 Communications Science, Inc. makers of Care Kits  
 Complia Health  
 Connect America.com, LLC  
 Corridor  
 Data Soft Logic Corporation  
 DataSource, Inc.  
 Decision Health  
 Delta Health Technologies, LLC  
 DeVero, Inc.  
 Doctor Alliance  
 ECS Billing & Consulting North  
 Edelman Financial Services  
 Elder Pages Online, LLC  
 Elsevier  
 Enclara Pharmacia  
 Enterprise Fleet Management  
 Entra Health Systems LLC  
 ePassing  
 eSolutions, Inc.  
 Essential Cares Supplies, Inc.  
 Eventium  
 Exact Recruiting Solutions, Inc.  
 Excel Health Group  
 Fazzi Associates, Inc.  
 Feel Good, Inc.  
 First Healthcare Compliance  
 Forcura  
 Foundation Management Services Inc.  
 Freeus, LLC  
 Fujitsu America, Inc.  
 Furtek & Associates LLC  
 Getac  
 Gideons International,The  
 Hamilton CapTel  
 Hawaiian Moon  
 Health Outcomes Worldwide  
 Health Recovery Solutions  
 Healthcare Concepts, Inc.  
 Healthcare Market Resources  
 Healthcare Provider Solutions, Inc.  
 HealthCare Synergy, Inc.  
 HEALTHCAREfirst, Inc.  
 HealthMEDX, LLC  
 HealthWyse, LLC  
 Home Care Answers  
 Home Care Institute  
 Home Health Gold  
 Home Health Selection Solutions  
 Home Healthcare Solutions, Inc. a Cardinal Health Company  
 Homecare Homebase  
 Honeywell Life Care Solutions  
 Hopkins Medical Products  
 Hospice Cloud  
 Hospicelink  
 Imark Consulting, Inc.  
 Information Age Technologies, Inc.  
 Institute for Professional Care  
 Education  
 J. Cohens Consulting, Inc.  
 Joint Commission Resources  
 Joint Commission, The  
 Kantime (dba Kanrad Technologies, Inc.)  
 Kinnser Software, Inc.  
 Kirton Healthcare  
 Kornetti & Krafft Health Care Solutions  
 Kronos Incorporated  
 Lee Memorial Health System  
 LexisNexis  
 LG CNS  
 Lincoln Healthcare Leadership  
 Manchester Specialty Programs Insurance  
 Marcum, LLP  
 MatrixCare (formerly Stratis Business Systems, Inc.)  
 McBee Associates, Inc.  
 McKesson Connected Care & Analytics  
 McKesson Medical-Surgical Home Care  
 MED-PASS, INC.  
 Medalogix, LLC  
 Medela, Inc.  
 Medforce Technologies, Inc.  
 MedForms, Inc.  
 Medi USA / Circaid  
 Medical Information Technology, Inc. (MEDITECH)  
 Medline Industries, Inc. Home Care Division  
 Medline/Drug Buster  
 Medtronic (Cardiacom)  
 Mertz Taggart  
 Micro Distributing  
 Mid-State Communications  
 MobileHelp  
 MobilexUSA  
 Molnlycke Health Care (Advanced Wound Care)  
 Mueller Prost  
 myCNAjobs  
 MyPal4Life Inc.  
 Netsmart (formerly Allscripts)  
 Nortek Security Control  
 Nurse Licensure Compact  
 Nurses Service Organization ( NSO)  
 Oasis Answers Inc.  
 OHEN Consulting, LLC  
 Omni Medical Supply,Inc.  
 Optima Healthcare Solutions  
 Optum Hospice Pharmacy Services  
 Otto Trading Inc.  
 Palmetto GBA  
 Panasonic  
 Pathway Health  
 Philips Hospital to Home  
 Physio-Control / Sansio - HomeSolutions.NET  
 PlayMaker CRM  
 PointClickCare  
 PointClickCare Pixel Lounge  
 PPS Plus Software  
 Precision Medical Billing  
 ProCare HospiceCare  
 Provista  
 Quality In Real Time  
 RCTCLEARN.NET  
 Reliable Life Products  
 Relias Learning, LLC  
 Retractable Technologies, Inc  
 RMI-Medical Devices  
 Rowan Consulting Associates, Inc.  
 Safe n Simple  
 Sandata Technologies, LLC  
 Scrypt, Inc.  
 Select Data  
 Selman-Holman & Associates, LLC  
 SigmaCare  
 Simone Healthcare Consultants, LLC  
 Smith, Bell & Thompson, Inc. smith&nephew  
 SoloProtect  
 StateServ Medical  
 Stericycle  
 Stoneridge Partners  
 Strategic Healthcare Programs  
 Stratus Video  
 SutureHealth  
 Tactio Health Group  
 Transpirus, LLC  
 Tunstall Americas  
 VAIRKKO  
 Vaporstream  
 Veteran's Home Care, LLC  
 VGM Advantage  
 VRI - Valued Relationships, Inc.  
 Weatherbee Resources, Inc.  
 Woodrow Healthcare Consulting, LLC  
 WorldView, Ltd.  
 Wound Care Education Institute  
 Zinc  
 Zirmed