2022 Exhibitor Prospectus
HOME CARE AND HOSPICE CONFERENCE AND EXPO

October 23 – 25
St. Louis, MO | America’s Center Convention Complex
Welcome

_St. Louis_ will become the epicenter of home care and hospice education and innovation October 23-25, when the industry’s largest and most forward-thinking conference and EXPO comes to the city that is the gateway to the West. Owners, executives, and decision-makers from every segment of the home care and hospice provider industry actively seek new products, services, and cutting-edge technologies, that can assist their companies achieve greater efficiency, profitability and market share.

Whatever your company’s position in the industry — startup, midsized or long-established multinational corporation — exhibiting means you’re counted among the industry’s category leaders and top influencers.

Attending the 2022 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 1,000 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 changes in rules and regulations, rapid growth, and rising demand of their services. Through a relationship with your company, they will have access to the technical, medical, and consultative solutions they desperately need.

I look forward to assisting your team make the most of the 2022 NAHC Conference and EXPO!

See you in St. Louis!

Christopher Adams
Director of Business Partner Relations
National Association for Home Care and Hospice
Phone: (202) 547-7424 | Email: cta@nahc.org
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. The EXPO features over 175 companies represented each year, offering a wide variety of products, services and cutting-edge technologies. During the conference, Expo participants will have over 8 hours to educate, engage, and network with both prospective and current clients, while building relationships through face-to-face interaction.

It’s important to note, that the 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 or schedule a learning lab session, which will be promoted to all attendees.
Benefits of Exhibiting

Exhibiting at the 2022 Home Care and Hospice Conference and Expo will allow you to:

- Connect with agency decision-makers and leaders
- Generate qualified new leads and sales
- Host Learning Labs to educate attendees
- 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 1,000 industry peers

"We’ve been attending NAHC’s annual conference and Expo for over 20 years and it’s always a great success for our team. We can always count on steady traffic and quality leads, delivering significant ROI for us year over year."

– Steve Molinari
Chief Revenue Officer, Corridor

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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.
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!

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 2022 Home Care and Hospice 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.

WHAT PRODUCTS & SERVICES ARE ATTENDEES LOOKING FOR:

1. Education and Training
2. Telehealth/Technology
3. Data Performance Measurement
4. Data Analytics Benchmarking Software
5. Wound Care
6. Recruitment and Staffing
7. Medical Devices and Supplies
8. Marketing
9. Electronic Medical Records
10. Consulting

WHAT DECISION-MAKING ROLES DO ATTENDEES HAVE?

- Administrator, Operations: 27%
- Owner, CEO, President: 21%
- Other: 13%
- Clinical: 10%
- Finance Manager, Accountant, Director: 7%
- Chief Operating Officer: 6%
- Quality: 5%
- Marketing or Sales: 4%
- Chief Financial Officer, Controller: 3%
- Government Relations, Compliance: 2%
- Technology: 2%

WHAT IS THE TYPICAL AGENCY SIZE OF NAHC EXPO ATTENDEES?

- 1-150 employees: 51%
- 150-500 employees: 23%
- 500-1,500 employees: 15%
- 1,500-2,500 employees: 6%
- 2,500+ employees: 5%

WHAT JOB TITLES DO NAHC EXPO ATTENDEES HOLD?

- Administrator, Operations: 27%
- Owner, CEO, President: 21%
- Other: 13%
- Clinical: 10%
- Finance Manager, Accountant, Director: 7%
- Chief Operating Officer: 6%
- Quality: 5%
- Marketing or Sales: 4%
- Chief Financial Officer, Controller: 3%
- Government Relations, Compliance: 2%
- Technology: 2%
RENTAL OF EXHIBIT SPACE
INCLUDES:

● Conference badges (2 per 10’x10’ booth)
● 8 hours of exclusive exhibit hall time
● Company listing and logo in the Mobile App
● Company listing on the NAHC website
● Opportunity to participate in EXPO gamification activities designed to drive attendee traffic to participating exhibitors
● Access to meals and networking events

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Exhibit Booth Rates

Early Bird

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<tr>
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<th>Early Bird registration rates expire: December 31, 2021</th>
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<tbody>
<tr>
<td>REGULAR BOOTH (10’x10’)</td>
<td>Member $2,600</td>
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Regular

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<th>Regular registration rates begin: January 3, 2022</th>
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<tr>
<td>REGULAR BOOTH (10’x10’)</td>
<td>Member $2,800</td>
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<tr>
<td>CORNER BOOTH</td>
<td>Member $2,900</td>
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Larger Booth

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.

Reserve Your Booth Today!

“I have been attending the NAHC Annual Conference for more than ten years, and as our industry evolves, NAHC continues to play an important role. Learning about the latest and greatest in our industry while meeting with our customers, prospects, and partners at the annual conference accounts for the main ROI. KanTime will continue to support our industry through membership and sponsorship of NAHC events.”

– Kristen Duell
Executive Vice President, KanTime, Inc
Exhibit Hall
Dates & Hours

"NAHC’s annual conference is a great opportunity to get your business in front of home care and hospice industry leaders. We always look forward to participating as an exhibitor because we know we can rely on NAHC to make sure top-level decision-makers are in the room. When we talk to attendees about what we do, we know our message is getting across to the people who really need to hear it and have the ability to take action."

– Rich Tinsley
CEO & President, Stoneridge Partners

LOCATION
America’s Center Convention Complex
701 Convention Plaza, Suite 300
St. Louis, MO 63101
www.explorestlouis.com/meetings-conventions/americas-center/

INSTALLATION
Friday, October 21 8:00 AM – 5:00 PM
Saturday, October 22 8:00 AM – 5:00 PM
Sunday, October 23 8:00 AM – 3:00 PM

EXPO GRAND OPENING RECEPTION
Sunday, October 23 5:00 PM – 7:30 PM

EXPO OPEN
Monday, October 24 12:00 PM – 3:30 PM
Tuesday, October 25 11:30 PM – 2:30 PM

DISMANTLE
Tuesday, October 25 2:31 PM – 8:00 PM
Wednesday, October 26 8:00 AM – 11:00 AM

Schedule is subject to change.

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Exhibiting at the 2022 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 branding outreach stop there! NAHC’s Business Partner 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 and vital industry, receive valuable discounts on your marketing tools, and network at our conferences.

BUSINESS PARTNER MEMBER BENEFITS INCLUDE:
- Discounted rates on exhibit booth and advertising rates
- Discounted rates on NAHC conferences
- Commercial support opportunities of NAHC-hosted webinars
- Prominent listing in the NAHC Business Partner Marketplace
- Expert advice from NAHC’s legislative, regulatory, and legal staff
- Up-to-the-minute news provided by the daily NAHC Report
- Exclusive access to member-only resources and in-depth industry analysis

Learn more about our Business Partner Membership
join today!
www.nahc.org/membership
For additional information contact National Association for Home Care & Hospice Membership Department
Phone: (202) 547-7424
Email: membership@nahc.org
List of Recent Exhibitors

3M Health Care
AARP
ABILITY Network
Acclivity Health Solutions
Accreditation Commission for Health Care (ACHC)
Accurata
Acquisition Services
Acuity Professional Placement Solutions
Acurata
Advanced TeleHealth Solutions
Aegis Therapies
AgencyData
Aging With Dignity
AlayaCare
AlertMedia
Allheart
Alora Healthcare Systems
Amazon Business
American HealthCare Capital
American Occupational Therapy Association
American Time and Labor Co.
AmWINS Program Underwriters
AppliedVR
AxisCare
Axess
BKD
Braff Group (The)
Briggs Healthcare
Brightree
Brink's Business Expense Card
Brother Mobile Solutions
Byram Healthcare
Calmsense
Cardinal Healthcare at Home Care Kit / Home Health Analytics
CaryVoyant
Casamba
CClariti.com
CellTrak Technologies
Center to Advance Palliative Care
CHAP, Inc.
CheckWriters
Cincinnati Insurance Co.
CipherHealth, LLC
Client Sidekick LLC
ClinLogica
Codes Correct
Coloplast Corporation
Connect America Medical Alert
Corridor
Dale Medical Products
Data Soft Logic Corporation
Decision Health
Delta Health Technologies
DermaRite
Doctor Alliance
DrFirst
Elsevier
Enclera Pharmacia
Enterprise Fleet Management
Essensa
Eventium
Forcura
Foundation Management Services
Gemino Healthcare Finance, LLC
Gideons International (The) Hamilton CapTel
Health First Careers
Health Group (The)
Health Recovery Solutions
HealthCare ConsultLink
Healthcare Provider Solutions
HealthCare Synergy
HEALTHCAREFirst
HealthPRO Heritage
Home Care Answers
Home Health Notify
Home Healthcare Solutions, A Cardinal Health company
Homecare Homebase
HomeCare Magazine
Hopkins Medical Products
Hospice Cloud
Hospice Pharmacy Solutions
Hospice Source
HospiceLink
HospiceRX
IDWholesaler
Institute for Professional Care Education
Intalere
Iota
Isoratec Corporation
Jobalogn
Joint Commission Resources
Kantime
KitoTech Medical
Kronos, Inc.
LexisNexis
Lighten Group (The)
MAC Legacy
Manchester Specialty Programs Insurance
MatrixCare
Maxwell Healthcare Associates
Mazda North America
Mckesson Medical-Surgical Home Care
Medalogix LLC
MedBridge
MedForms
Mendi USA / Circaid
Medical Information Technology (MEDITECH)
Medline Industries, Home Care Division
Medocy
MED-PASS
MEDsys
Mertz Taggart
Molnlycke Health Care
Motus LLC
Mueller Prost
myHRresults
National Council of Certified Dementia Practitioners
National Government Services
National Home Infusion Association
Netsmart
Net Health
Nissan
Note-E-Fied Inc.
NurseLine
NurseTel
Nursing Oasis Consulting
Oasis Answers, Inc.
Oasis Audits LLC
Oncopark
OperaCare
Optima Healthcare Solutions
Optum Hospice Pharmacy Services
Palmetto GBA
Paradigm Claim Services
ParoRobots US
PatientPoint
Peel Away Labs
Philadelphia Insurance Companies
Physio-Control / Sansio
HomeSolutions.NET
Physiotech
PlayMaker Health
PointClickCare
Precision Medical Billing
RCTCLEARN.NET
Relias Learning
ReligHealth Technologies
ResponseNew Medical Alert Systems
S.M.A.R.T. Compliance Resources, LLC
Salesforce
Sandata Technologies
Select Data
Selman-Holman & Associates
Sharps Assure
SimiTree Healthcare Consultants
Skedulo
SoloProtect
SONO
Stat Technologies
Stoneridge Partners
Strategic Healthcare Programs
Surescripts
SutureHealth
Synzi
Tellus
Total Triage
Trella Health
TRIDENTUSA Health Services
Trusaic
UI Medical
United Ostomy Association of America
Ventec Life Systems
Verisys Corporation
VGM Insurance
Vivify Health
VRI - Valued Relationships
WellSky
Wise Hospice Options
Wolters Kluwer
WorldView
Wound Ostomy and Continence