

risk management: the road to resilience

6th Annual Conference 22 - 25 November 2009
Cairns, Great Barrier Reef, North Queensland, Australia



Partnership Program 2009
Prospectus and Commercial Offer

Presented proudly in association with:



International
FEDERATION of
Risk and
Insurance
Management
Associations, Inc



Federation of
Asian
Pacific &
African
Risk
Management
Organisations



The conference / delegate profile

The RMIA Annual Conference is the pre-eminent learning and professional development event for risk management professionals in the Asia Pacific region. The RMIA Conference attracts more than 600 delegates from Australia, New Zealand and the Pacific Islands as well as South East Asia. The delegates represent a broad cross section of Government and private sector commerce and industry with risk management practitioners attending from many of Australia's leading corporations.

Typical delegates attending RMIA 2009 will include:

- Strategic risk management executives and practitioners
- Operational risk management technicians
- Senior business managers
- National and multi-national private sector enterprises
- Commonwealth and State owned corporations and agencies and Local Government
- Risk management service providers.

RMIA 2009 provides all commercial partners with an excellent opportunity to consolidate or further penetrate the emerging risk management marketplace throughout the Asia Pacific region. RMIA 2009 provides our partners with an outreach into the risk management industry that is unsurpassed in the region.

Once again, RMIA is proud to acknowledge the endorsement of the International Federation of Risk and Insurance Management Associations Inc (IFRIMA) and the Federation of Asian Pacific & African Risk Management Organisations (FAPARMO) and its support to RMIA 2009.



With the proximity of Cairns to the Pacific Rim countries, RMIA 2009 promises to attract a larger contingent of international delegates, increasing partners and exhibitors brand exposure and maximising opportunities through:

- Network with key decision makers
- Enhance brand recognition
- Improve customers' knowledge of brand, products or services
- Leverage existing key customer relationships and strengthen ties
- Mass exposure of your brand to more than 10, 000 practitioners.

The Risk Management Institution of Australasia Limited (RMIA) is the peak professional body for risk management practitioners throughout the Asia Pacific Region with its' membership now approaching 2000 worldwide. Members of RMIA cover every sector of the economy and all levels of government.

RMIA's members are located predominantly throughout Australasia, but there is a growing membership beyond the region into other Asian and Pacific Rim Countries.

RMIA operates as a not-for-profit company; it seeks to keep member fees affordable by relying on the generous support of various partners. This document provides details about some of the many opportunities. RMIA is always happy to discuss other partnership ideas.

RMIA is committed to best practice in risk management for its own sake and as a means of maximising members' career opportunities. It does this through encouraging members to keep up-to-date and to extend their knowledge. RMIA provides many opportunities in professional development throughout the year, but its premier event is the annual conference which attracts a very large number of attendees. It is a key opportunity for attendees to become aware of new concepts and to receive updates on current practices and trends, to mix with significant industry players and service providers and to make connections of mutual benefit. The professional updates can provide pathways into RMIA accreditation and further education.



RMIA 2009 Conference will be held in Cairns, North Queensland, Australia from Sunday 22nd November through to Wednesday 25th November, 2009 at the -

Cairns Convention Centre
Cairns, Queensland, Australia 4870

RMIA is excited to be able to offer our new 2009 Partnership Program benefits to both existing and potential partners.

Special brand promotional packages, designed to meet your corporate objectives can be arranged in consultation with RMIA.





Partnership and brand recognition opportunities

Due to unprecedented demand, all partnership and brand recognition opportunities are limited and subject to availability. RMIA's existing partners from 2008 retain preferential status and therefore have first right of refusal (until 30 April 2009) for partnership program components they supported in 2008. RMIA encourages all partners to make an early commitment to avoid disappointment.

Business Sessions

KEYNOTE SESSIONS

The Keynote sessions are scheduled from Sunday 22nd November to Tuesday 24th November and include high profile national and international keynote and plenary session speakers. Partners brand exposure during keynote presentation is guaranteed, as no concurrent conference sessions will run during this time.

Sponsorship features include:

- Logo on screen at the beginning and end of the sponsored keynote session
- Acknowledgment at the commencement of the session including a prepared 100 word script provided by you.
- Acknowledgment in the conference handbook and pocket program for the keynote session/s
- Presentation of a memento to the speaker at the end of the session.

INTENSIVE WORKSHOPS

A number of Intensive Workshops, up to three hours duration, will be conducted during the conference and will provide delegates with an interactive and state-of-the-art learning where they will apply the outcomes in practical scenarios.

Sponsorship features include:

- Logo on screen at the beginning and end of the sponsored workshop session
- Chairmanship of the workshop session
- Acknowledgement in the conference handbook and pocket program for the workshop session.
- Presentation of a memento to the speaker at the end of the session

CONCURRENT PRESENTATIONS

Concurrent presentations are scheduled from Sunday 22nd November to Tuesday 24th November.

Sponsorship features include:

- Logo on screen at the beginning and end of the sponsored session
- Opportunity to supply a freestanding banner for display inside or outside the session room
- Acknowledgment in the conference program book and pocket program for the sponsored session.

ADDITIONAL PROFESSIONAL DEVELOPMENT OPPORTUNITIES

Professional development seminars / workshops for the following groups will be held on Wednesday 25 November:

- Local Government Risk Management up to 100 participants
- CPRM PD Master Class – up to 50 participants

Sponsorship features include:

- Logo on screen at the beginning and end of the sponsored seminar
- Opportunity to supply a freestanding banner for display inside or outside the session room.

Communications

INTERNET LOUNGE

The internet lounge will be located within the RMIA 2009 exhibition area and will be used regularly by delegates, speakers and exhibitors. It will be open from Sunday 22nd November through to Tuesday 24th November during exhibition opening hours.

Sponsorship features include:

- Your company logo as a screensaver on terminal monitors at the Internet lounge
- Opportunity to display freestanding banner/s in the Internet lounge
- Opportunity to supply company branded mouse mats, refreshments, pens and notepaper at the Internet lounge (at sponsor's expense).

Publications

POCKET PROGRAM

The pocket program is provided to all delegates as an easily accessible and ready source of reference.

Sponsorship feature:

- Your company logo (mono) on the cover of the pocket program and an 80 word message on the inside cover (subject to copy approval and deadlines).

INDUSTRY EXHIBITION PASSPORT

The industry exhibition passport is provided to all delegates and will be used by them throughout the conference to obtain stamps from each exhibitor in order to go into a major prize draw.

Sponsorship features include:

- Your company logo (mono) on the back cover of the industry exhibition passport
- Opportunity for your representative to draw the passport prize during the conference.

Delegate Support Services

CONFERENCE POLO SHIRT

The traditional RMIA signature conference polo shirt is provided to all delegates at the conference. The shirt will include the RMIA logo as the primary feature.

Sponsorship feature:

- Company logo(s) on the sleeve of each polo shirt.

NOTEPADS / PENS / WATER BOTTLES

Notepads, pens and water bottles will be distributed to each registered delegate in their conference satchel.

Sponsorship feature:

- Company logo or name on the selected item being either the notepad, pen or water bottle (logo placement and size at the discretion of RMIA).



Partnership and brand recognition opportunities



Social Program

WELCOME RECEPTION

The welcome reception will be a memorable experience as we take delegates to a mystery location offsite for some informal fun and frivolity. The reception and buffet dinner is open to all delegates and is included in the fulltime delegate registration fee. An attendance of more than 300 is expected

Sponsorship features include:

- Naming rights to the Welcome Reception buffet dinner
- Opportunity to place signage within the dinner venue
- Four tickets to the dinner
- Acknowledgement of your sponsorship on the dinner tickets
- Opportunity to emphasise involvement through RMIA approved additional activities

CONFERENCE DINNER

As in previous years, the social highlight of RMIA 2009 will be the conference Gala Dinner. The dinner promises to be a festive evening of intrigue, mystery and fantasy. Delegates will be requested to bring a venetian mask and wear it well, so their true identity no one can tell. We expect that more than 500 will attend the premier social event on the Australasian risk management calendar. The dinner is included in each fulltime registration fee.

Sponsorship features include:

- Naming rights to the dinner
- Opportunity to place signage within the dinner venue
- Opportunity to address delegates at the Gala Dinner (maximum time limit three minutes)
- Opportunity to host a VIP table at the Gala Dinner
- Four Gala Dinner tickets
- Acknowledgement of your sponsorship on the dinner tickets
- Acknowledgement on all print material produced for the Gala Dinner (eg. menus).

LUNCHESES – MONDAY AND TUESDAY

New initiative in 2009. Lunches provide valuable networking and sponsorship opportunities. In response to suggestions by exhibitors, luncheon sessions at RMIA 2009 will be held within the Exhibition trade area. The buffet style will encourage delegates to casually visit exhibit booths creating additional brand exposure opportunities. Attendance at the lunches is included in the fulltime delegate registration fee.

Sponsorship features include:

- Opportunity to display freestanding banner/s in the lunch area
- Opportunity to sponsor roving entertainers in the Exhibition area during the luncheon break (maximum of 15 minutes and subject to organising committee approval)
- Verbal acknowledgement of your involvement during the lunch. Your company representative will have the opportunity to respond.
- Acknowledgement of your sponsorship on the lunch tickets
- Four lunch tickets
- The opportunity to provide merchandising material featuring your corporate colour and logo (at sponsor's own expense).

DAILY REFRESHMENTS – SUNDAY, MONDAY, TUESDAY

Morning and afternoon refreshment breaks provide excellent networking opportunities throughout the conference. Refreshment breaks are included in the fulltime registration fee. Sponsors may select one refreshment break on Sunday, Monday or Tuesday.

Sponsorship features:

- Opportunity to provide signage in the exhibition area during the sponsored break (subject to organising committee approval)
- Opportunity to provide branded take-away cups for use during your sponsored break (at sponsor's expense).

HAPPY HOURS – SUNDAY, MONDAY, TUESDAY

The conference happy hours (which are a minimum of 60 minutes each) will provide a wonderful opportunity for an organisation to network and reach out to target markets in a relaxed and friendly atmosphere. The happy hours will be held in the Exhibition trade area on Sunday, Monday and Tuesday. Attendance at happy hours is included in the fulltime conference registration fee.

Sponsorship features include:

- Naming rights to a happy hour
- Opportunity to place signage within the stage area of the hour
- Opportunity to address delegates at the happy hour (maximum time limit five minutes)
- Opportunity to provide entertainment during the hour (subject to organising committee approval)
- Four happy hour tickets.

Terms and Conditions

All Partnership Program packages will be subject to RMIA's Terms and Conditions, which include:

- Placement and size of logos on all conference collateral, the website and signage will be at the discretion of RMIA
- The size and content of all satchel inserts will be approved by RMIA
- Sponsors agree to meet time frames and specifications for all promotional opportunities being provided as RMIA 2009
- Details in this document are correct at the time of printing. RMIA does not accept responsibility for any changes that may occur in sponsorship packages prior to agreement between RMIA and its Partner.





Partnership Opportunities

Platinum Package		AUD30,000 (ex GST)
Print:	Presence:	
Logo and promotional paragraph in conference registration brochure distributed to more than 10,000 practitioners	28.8m ² of exhibition space.	
Logo, promotional paragraph and hyperlink on conference web site	Three full time complimentary conference registrations	
Logo, promotional paragraph and hyperlink on CD ROM of proceedings	One full page colour advertisement in program	
Logo on conference satchel	Delegate listing pre and post event subject to the spirit of privacy law provisions (not including email addresses)	
Acknowledgement in post conference edition of Risk Profession	Satchel insert (one item of promotional material)	
Access to conference photographs to leverage your participation.	A gift for delegates (sponsor provided)	
Acknowledgement in post conference edition of Risk Management magazine	Permission to use the following endorsement phrase until 31 March 2010: "Platinum Sponsor of RMIA 2009 Conference" and "RMIA Partner in Risk Management 2009"	

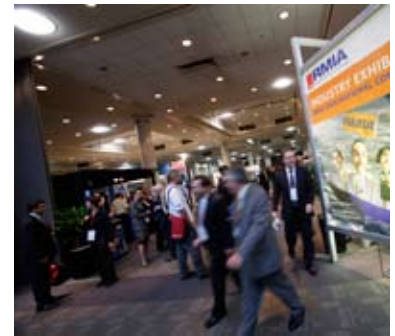
Plus your partnership includes naming rights for one of the functions (subject to availability):

- Conference Dinner
- Welcome Dinner

Or choose any two of the following (subject to availability):

- Keynote session
- Intensive workshop
- Happy hour
- Conference shirt
- Internet lounge
- Lunch
- Conference satchel

Gold Package		AUD24,000 (ex GST)
Print:	Presence:	
Logo in conference registration brochure distributed to more than 10,000 practitioners	14.4m ² of exhibition space.	
Logo and hyperlink on conference web site	Two full time complimentary conference registrations	
Logo and hyperlink on CD ROM of proceedings	Half page mono advertisement in program	
Logo on conference satchel	Delegate listing pre and post event subject to the spirit of privacy law provisions (not including email addresses)	
Acknowledgement in post conference edition of Risk Profession	Satchel insert (one item of promotional material)	
Access to conference photographs to leverage your participation.	A gift for delegates (sponsor provided)	
Acknowledgement in post conference edition of Risk Management magazine	Permission to use the following endorsement phrase until 31 March 2010: "Gold Sponsor of RMIA 2009 Conference" and "RMIA Partner in Risk Management 2009"	



Gold Package - continued

AUD24,000 (ex GST)

Plus your partnership includes naming rights for one of the functions (subject to availability):

- Keynote Presentation
- Intensive workshop
- Happy hour session
- Conference shirt
- Name badge & lanyards
- Internet lounge
- Conference Satchel
- Lunch

Or choose any two of the following (subject to availability):

- Concurrent session
- Daily refreshment break
- Delegate pen
- Exhibition passport
- Delegate note pad
- Water Bottle
- Additional professional development opportunities sessions

Silver Package

AUD14,500 (ex GST)

Print:

Logo in conference registration brochure distributed to more than 10,000 practitioners

Logo and hyperlink on conference web site

Logo and hyperlink on CD ROM of proceedings

Logo on conference satchel

Acknowledgement in post conference edition of Risk Profession

Presence:

7.2m² of exhibition space.

One full time complimentary conference registration

Quarter page mono advertisement in program

Delegate listing pre and post event subject to the spirit of privacy law provisions (not including email addresses)

Satchel insert (one item of promotional material)

A gift for delegates (sponsor provided)

Permission to use the following endorsement phrase until 31 March 2010: "Silver Sponsor of RMIA 2009 Conference" and "RMIA Partner in Risk Management 2009"

Plus your partnership includes naming rights for one of the functions (subject to availability):

- Keynote Presentation
- Intensive workshop
- Happy hour session
- Conference shirt
- Conference satchel
- Namebadge & lanyard
- Lunch

Or choose any two of the following (subject to availability):

- Concurrent session
- Daily refreshment break
- Delegate pen
- Exhibition passport
- Delegate note pad
- Water Bottle

Risk Management Opportunities



The award winning Cairns Convention Centre is only ten minutes from the Cairns International Airport which is Australia's gateway to the Asia Pacific. The Centre is renowned for its unique environmental design and is surrounded by the Great Barrier Reef and ancient tropical rainforests.

The RMIA 2009 exhibition will provide 1,470 square metres of floor space and will be the networking hub of the conference, incorporating refreshment breaks, lunches and happy hours. Organisations are strongly encouraged to make their commitment early to secure their place in this rapidly expanding exhibition as places will be limited.

A major component of the conference, RMIA 2009 industry exhibition will feature market leaders from the risk management sector. The conference program has been specifically designed to maximise the opportunity for delegates to visit the exhibition.

With an internet lounge, refreshment breaks, main lunches and happy hours being held in the exhibition area, it is set to be the prime networking arena for both delegates and exhibitors.

WHO SHOULD EXHIBIT?

The RMIA 2009 Exhibition offers the perfect opportunity to build relationships with the key decision makers on risk management issues:

- Risk management consultants
- Insurance companies
- Third party claims administrators
- Insurance brokers, reinsurers and related consultants
- Government departments/organisations
- Loss adjusters and assessors
- Legal practitioners
- Occupational Health & Safety advisors
- Project engineering and risk consultants
- Investigation services
- Security consultants and providers
- Risk management information suppliers
- Compliance management specialists
- Transport logistics management
- Education and training providers
- Risk related recruitment firms.





Bronze Package

AUD7,500 (ex GST)

Print:	Presence:
Logo in conference registration brochure distributed to more than 10,000 practitioners	15% discount from the cost of exhibition space
Logo and hyperlink on conference web site	Satchel insert (one item of promotional material)
Logo and hyperlink on CD ROM of proceedings	Delegate listing pre and post event subject to the spirit of privacy law provisions (not including email addresses)
Acknowledgement in post conference edition of Risk Profession	Permission to use the following endorsement phrase until 31 March 2010: "Bronze Sponsor of RMIA 2009 Conference" and "RMIA Partner in Risk Management 2009"

Plus choose any two of the following (subject to availability):

• Concurrent session	• Daily refreshment break	• Delegate pen
• Delegate note pad	• Exhibition passport	• Water Bottle

Additional Partnering Opportunities- New in '09

Celebrity moderator package	(2 available)	AUD10,000 (ex GST)
Print:	Presence:	
Logo placement under moderator biography in conference registration brochure distributed to more than 10,000 practitioners	Verbal and visual acknowledgement during the opening & closing of each days proceedings that the "Moderator brought to you by....."	
Logo and hyperlink on conference web site	One full time complimentary conference registration	
Logo and hyperlink on CD ROM of proceedings	Quarter page mono advertisement in program	
Logo on conference satchel	15% discount from the cost of exhibition space	
Acknowledgement in post conference edition of Risk Profession	Satchel insert (one item of promotional material)	
	Delegate listing pre and post event subject to the spirit of privacy law provisions (not including email addresses)	
	Permission to use the following endorsement phrase until 31 March 2010: "Sponsor of RMIA 2009 Conference" and "RMIA Partner in Risk Management 2009"	

Conference Proceedings CD-ROM	AUD10,000 (ex GST)
Print:	Presence:
Logo and promotional paragraph on the inside sleeve of the CD wallet containing the CD-ROM with interactive PDF of presentation papers.	One full time complimentary conference registration.
Logo and hyperlink on conference web site	15% discount from the cost of exhibition space
Logo and hyperlink on CD ROM	Quarter page mono advertisement in program
	Satchel insert (one item of promotional material)
	Delegate listing pre and post event subject to the spirit of privacy law provisions (not including email addresses)

Satchel insert	AUD2,500 (ex GST)
Print:	Presence:
N/A	Satchel insert (one item of promotional material)

Other Opportunities POA
 Contact RMIA on +61 (0)3 8341 1000 or E-mail conference@rmia.org.au for information

EXHIBITION BOOTHS

Exhibitors may purchase either exhibition booths or floor space only.

Exhibition booths and floor space only (for erections of custom designed booths) measure 3 metres by 2.4 metres (i.e. 7.2 m² minimum) and can be purchased in units thereof, with a minimum purchase of 7.2 m²

Standard Package inclusions:

- Carpeted floor space
- One delegate satchel
- Exhibitor name listed in conference handbook
- Two complimentary tickets to each of the following functions: Monday/ Tuesday lunch; Sunday/Monday/ Tuesday happy hour; conference dinner.
- Delegate list provided two weeks prior, and two weeks after the conference subject to the spirit of privacy law provisions (not including email)



Modular Stands

Modular stand cost (per 7.2 m²):
 AUD4,400 (ex GST) if paid by 10 July;
 AUD4,840 (ex GST) if paid after 10 July.

Standard package inclusions plus:

- Back and side walls
- Exhibitor name on fascia panel
- Two spotlights per 7.2 m²
- One power point



Floor space only

Floor space only cost (minimum purchase 7.2 m²):
 AUD450/m² (ex GST) if paid by 10 July;
 AUD495/m² (ex GST) if paid after 10 July.

A custom designed exhibition booth must be erected on the floor space, with design subject to approval by the Exhibition Manager and the Cairns Convention Exhibition Centre. Please note that space-only sites do not include fascia sign, power, lights or walling.



WHO EXHIBITED IN 2008 ?

ACE Insurance limited
 AIG Australia
 Allianz Australia Insurance
 AON Risk Services Australia Limited
 Asia Insurance Review
 Blake Dawson
 Business Insurance Europe
 CGU Insurance
 Copyright Agency Limited
 Corporate Fleet Control
 CorProfit Systems
 Cura Software Solutions
 Echelon Australia
 Figtree Systems Pty Ltd
 FM Global
 IComply
 International SOS
 Lumley General Insurance Limited
 Marsh
 MSM Loss Management
 Periscope Consulting
 QBE insurance Australia
 QRMC Risk Management Pty Ltd
 Risk Decisions Pty Ltd
 Risk Software Pty Ltd
 Risk Wizard
 RMSS- Reduce Risk
 Safetrac
 SBC Pty Ltd
 Scott Kirkbride Melanoma Research
 Sparke Helmore Lawyers
 Vanuatu Financial Services Commission

EXHIBITION TIMETABLE

Note the below times are subject to change:

Sunday 22 November
 1000 – 1500 hours exhibitor set up
 1630 - 1730 hours exhibition open
 Monday 23 November
 0800 – 1830 hours exhibition open

Tuesday 24 November
 0800 – 1800 hours exhibition open
 Wednesday 25 November
 0800 - 1200 hours exhibitor dismantle

LOCATION OF EXHIBITION SPACE

A floor plan will be made available as enquiries about exhibiting at RMIA 2009 are received. While every endeavour is made to take account of the views of sponsors and other exhibitors concerning the site of their booth on the exhibition floor plan, RMIA reserves the right to make the final determination on booth location. RMIA 2008 sponsors will be given the first opportunity to indicate their booth location preferences in order of their level of support.

PAYMENT & CANCELLATION CONDITIONS FOR SPONSORSHIP & EXHIBITING

All payments are to be payable to the Risk Management Institution of Australasia Limited (RMIA).

Sponsorship – a 50% deposit is required on receipt of application with final payment due on 1 August 2009

Industry Exhibition – a 50% deposit is required on receipt of application with final payment due on 1 July 2009.

Method of Payment

Tax Invoice - upon request an invoice will be raised for payment.

International bank draft – this should be drawn on an Australian bank and payable in Australian dollars. For all international bank drafts add AUD25 handling fee.

Direct bank transfer - please contact the RMIA 2009 Conference Managers via email at events@rmia.org.au or telephone +61 (0)3 8341 1000 for bank details, add AUD25 handling fee for international transfers. Please forward notification of transfer.

Company cheque - Australian companies only.

Credit Card – Visa and MasterCard accepted.

Cancellations

Sponsorship:

Cancellation of sponsorship must be received by the Conference Manager in writing prior to 15 May 2009. Sponsors seeking to cancel after this date will be liable for 70% of the agreed total sponsorship amount.

Exhibition:

All cancellations of exhibition booths/floor space received by the Conference Manager in writing prior to 30 June 2009 will result in an administration fee of 10% of the total exhibition booth/floor space rate, deducted from the paid deposit and the balance of paid deposit refunded to the company.

For cancellations received in writing by the Conference Manager after 30 June 2009 the exhibiting company will be liable to pay the following fees:

- 50% of the total exhibition rate, if the cancellation request is received by the Conference Manager in writing before 31 August 2009
- 100% exhibition rate, if the cancellation request is received by the Conference Manager in writing after 31 August 2009.

Any refunds of deposits paid will be made after the conference but not later than 31 December 2009. The company will not be entitled to any interest that the organiser may have derived from deposits made by the company. All bank charges, including sender's and receiver's charges, resulting from a refund related to cancellation of a sponsorship/exhibition items will be passed on to the sponsor/exhibitor.

ENQUIRIES

For all queries regarding sponsorship and exhibition, please contact RMIA:

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RMIA Conference & Exhibition Manager

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Peter Napier

Director & RMIA 2009 Conference Chairman

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