HIMSS20 Sponsorship Webinar

All Things Exhibit Hall:
Specialty Pavilions and Exhibition Hall Branding

Tuesday, October 8, 2019
A couple reminders

Your line was muted when you joined the call
If you have any questions throughout the presentation, please use the chat box in the bottom right of your screen.

This webinar will be recorded
The recording will be sent to all attendees via email within a few hours after the presentation.

This webinar is covering Specialty Pavilions and branding opportunities on the exhibition floor
To view ALL available exhibit and sponsorship opportunities please visit: www.himssconference.org/exhibit2020
Webinar Agenda

• 2020 Global Health Conference & Exhibition at a Glance
• Upcoming Exhibitor Deadlines/Dates
• Floor Plan Tour
• Specialty Pavilions
• Exhibition Hall Branding
• Corporate Membership
• Questions / Frequently Asked Questions
• Future Webinar Dates
• Closing/Contact Information
Schedule at a Glance

• Global Health Conference Dates:
  • March 9-13, 2020 (Monday - Friday)
    • Orange County Convention Center, Orlando, FL

• Preconference Sessions, Opening Reception
  • Monday, March 9, 2020

• Exhibition Dates:
  • March 10-12, 2020 (Tuesday - Thursday)

• Exhibition Hours:
  • Tuesday, March 10: 10:00 am - 6:00 pm
  • Wednesday, March 11: 9:30 am - 6:00 pm
  • Thursday, March 12: 9:30 am - 4:00 pm
# Upcoming Exhibitor Deadlines/Dates

<table>
<thead>
<tr>
<th>Date Due</th>
<th>To Do</th>
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</thead>
<tbody>
<tr>
<td>10/15/19</td>
<td>Exhibitor Registration Opens</td>
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<tr>
<td>10/15/19</td>
<td>Webinar with Freeman, Freeman AV, Orange County Convention Center and HIMSS</td>
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<tr>
<td>10/15/19</td>
<td>Housing Opens for all exhibitors (non HIMSS Corporate Members)</td>
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<tr>
<td>11/1/19</td>
<td>Marketing Toolkit becomes available on the 2020 HIMSS Website</td>
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<tr>
<td>11/4/19</td>
<td>Hotel Suite request form due</td>
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<tr>
<td>11/5/19</td>
<td>Learn how to manage your housing block online webinar</td>
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<tr>
<td>11/7/19</td>
<td>Sponsorship Webinar: Branding and Networking Opportunities</td>
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<tr>
<td>11/12/19</td>
<td>Monthly Logistics and Cost Savings Tips Webinar</td>
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<tr>
<td>11/19/19</td>
<td>Managing Media Relations at 2020 HIMSS Webinar</td>
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<tr>
<td>12/3/19</td>
<td>Exhibitor Registration Process and Lead Retrieval Webinar</td>
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</tbody>
</table>
Exhibit Hall Overview

- Consumerism/ Patient Engagement
- Value of Healthcare
- Federal Health Pavilion
- Interoperability Showcase
- Global Pavilion
- Innovation Live
- Lightning Sessions
- Meeting Place Rooms
- Healthcare of the Future
- Living Room
- Cybersecurity Command Center

Meeting Place
Rooms

HIMSS20 SPONSORSHIP WEBINAR: ALL THINGS EXHIBIT HALL
**Specialty Pavilions**

Find your niche in one of the HIMSS20 Specialty Exhibit Areas located throughout the exhibition floor. Benefits include turnkey exhibit space and a thought leadership speaking opportunity.

- Consumerism/Patient Engagement
- Value of Healthcare
- Cybersecurity Command Center
- Global
- Innovation Live
- Developer Innovation Lab
- Interoperability Showcase
- Healthcare of the Future
- Lightning Sessions
The Consumerism/Patient Engagement Pavilion will showcase person-centric technologies and strategies that enable organizations to meet increasing consumer demands for more convenient care. Solutions in this area will demonstrate how individuals can engage in their healthcare decisions beyond the provider setting. Technology using person-generated health data (PGHD) will be featured.

### Consumerism/Patient Engagement

**Accelerator Hub**
The Accelerator Hub showcases corporate venture investment, strategic partnerships/pilots as well as programs aimed at accelerating solutions in healthcare.

- 20’ x 20’ turnkey branded booth
- Electrical, internet, monitors and chairs
- 20-minute thought leadership speaking session
- Exhibitor/Client Badges - 23
- Priority Points - 9

$25,700 - $28,300

**Kiosk with Speaking Session**
Available to companies focusing on person-centric, consumer-facing technology, services and solutions.

- Turnkey kiosk with logo/graphics on graphic wall
- Electrical, internet, monitor and chairs
- 20-minute thought leadership speaking session
- Exhibitor/Client Badges - 5
- Priority Points – 2

$7,900 - $8,700

**Start-Up Package**
The Start-up area supports qualified emerging and new healthcare companies seeking funding, visibility, networking and growth opportunities for consumer-focused products and services.

- Turnkey kiosk with logo/graphics on sign
- Electrical, internet, chair
- Exhibitor/Client Badges - 2
- Priority Points – 1

$2,800 - $3,100
**Value of Healthcare – NEW for HIMSS20!**

New to the exhibit floor, this destination will showcase solutions, technology services, education and real-world examples of how providers, payers, employers and pharma are creating value in the provisioning of healthcare delivery. Topics will address both the outcomes and business of care delivery.

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<thead>
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</tr>
<tr>
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# Cybersecurity Command Center

Be a part of this high-demand, high-excitement area at HIMSS Global Health Conference & Exhibition. Position yourself as a thought leader in the cybersecurity discussion as attendees explore the latest products and services.

<table>
<thead>
<tr>
<th>Challenge and Speaking Session - SOLD OUT!!!</th>
<th>Kiosk with Speaking Session</th>
<th>Start-Up Package</th>
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<tr>
<td>Turnkey kiosk with logo/graphics on graphic wall</td>
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<td>20-minute thought leadership speaking session</td>
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<td>Exhibitor/Client Badges - 2</td>
</tr>
<tr>
<td>Design/sponsor a challenge</td>
<td>Exhibitor/Client Badges - 5</td>
<td>Priority Points - 1</td>
</tr>
<tr>
<td>15x20 Challenge space with choice of predesigned structural layout; electrical; internet; A/V</td>
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<td>Listing in onsite guides, on the website and mobile app</td>
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<tr>
<td>Company name or logo listed in promotional communications</td>
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<tr>
<td>Exhibitor/Client Badges - 7</td>
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<tr>
<td>Full Conference Badges - 3</td>
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$26,500 - $29,600 | $7,900 - $8,700 | $2,800 - $3,100

HIMSS20 SPONSORSHIP WEBINAR: ALL THINGS EXHIBIT HALL
Global Pavilion – NEW for HIMSS20!

HIMSS20 will feature a global pavilion hosting many international countries and companies as well as a theater with speaking sessions highlighting international healthcare speakers.

<table>
<thead>
<tr>
<th>2m x 2m Turnkey Package</th>
<th>3m x 6m Turnkey Package</th>
<th>6m x 6m Turnkey Package</th>
</tr>
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<tbody>
<tr>
<td>2mx2m shell scheme</td>
<td>3m x 6m (10 x 20) booth (ability to choose 1 of 4 shell scheme designs)</td>
<td>6m x 6m (20 x 20) booth (ability to choose 1 of 4 booth designs)</td>
</tr>
<tr>
<td>Includes electrical, hard wire internet line, a 24” monitor, graphic production for 4 inside panels of stand and front panel of counter, 2 stools, counter, nightly vacuuming, 200 lbs show site crated materials, waste can</td>
<td>Includes electrical, hard wire internet line, up to (5) 24” monitors, graphic production, nightly vacuuming, 250 lbs show site crated materials, waste can</td>
<td>Includes electrical, hard wire internet line, up to (7) 24” monitors, graphic production, nightly vacuuming, 500 lbs show site crated materials, waste can</td>
</tr>
<tr>
<td>One twenty minute speaking session in global pavilion theater</td>
<td>One (1) twenty minute speaking session in global pavilion theater</td>
<td>Up to 6 additional companies present within booth</td>
</tr>
<tr>
<td>Complimentary marketing on website, print, and mobile app</td>
<td>Complimentary marketing of all companies in booth on website, print, and mobile app</td>
<td>One (1) twenty minute speaking session in global pavilion theater</td>
</tr>
<tr>
<td>HIMSS will market booth and booth number when promoting International presence (website, print, mobile app)</td>
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<td>5 exhibitor badges</td>
<td>12 badges (4 for main company, 2 per each company exhibiting within booth)</td>
<td>HIMSS will market booth and booth number when promoting International presence (website, print, mobile app)</td>
</tr>
</tbody>
</table>

| $7,900-$8,700 | $20,200 - $22,500 | $40,500 - $42,500 |
Innovation Live

Co-located with the HIMSS Interoperability Showcase™, this popular destination will again feature startups, accelerators and innovative companies at HIMSS Global Health Conference & Exhibition. Be part of a high-traffic area where attendees come to see the latest technologies in healthcare—from AI, blockchain and bioengineering to next-generation voice applications and more.

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<td>Available to companies changing healthcare delivery through technology, process or structural innovation.</td>
<td>The Start-up area supports qualified emerging and new healthcare companies seeking funding, visibility, networking and growth opportunities.</td>
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<td></td>
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$25,700 - $28,300 | $7,900 - $8,700 | $2,800 - $3,100
**Developer Innovation Lab**

Immersive, collaborative, organic – that’s the Developer Innovation Lab. Hosted within Innovation Live, the lab will offer hands-on workshops, tech talks and networking. Attendees will get their questions answered by leading developer experts, data scientists, entrepreneurs and innovators who are changing healthcare.

- Sponsor logo displayed prominently in the Developer Lab (at entrance and within Developer Lab)
- Sponsor logo inclusion on HIMSS20 Developer Lab website with Sponsor branded event page.
- Sponsor created three leadership sessions per day (Tuesday, Wednesday & Thursday) in Lab – developed & presented by Sponsor Team, with approval from HIMSS SME. Session length TBD, approx. 40 minutes guaranteed.
- Sponsor SME invited to shape Developer Lab agenda and identify additional content and suggested speakers with HIMSS SME; all content submissions adhere to HIMSS marketing deadlines
- HIMSS will market “Developer Lab in partnership with (Sponsor name)” in onsite, electronic and social media vehicles.
- Daily coffee service provided in Developer Lab
- List of all HIMSS20 Developer’s Lab attendees scanned badge information

Investment: $35,000 - $38,500
The HIMSS Interoperability Showcase™ is an exhibition space that displays, in real time, the exchange and use of data through interoperability profiles and standards with live products currently in the marketplace. Thousands of stakeholders witness seamless, secure, interoperable health information exchange via Connected Demonstrations, the Education Theater and Marketplace.

**Premier Sponsor**

Share your commitment to standards-based interoperability, demonstrate up to six technologies (e.g., platforms, systems, APIs, etc.) that deliver in multiple environments and create a unique story that leverages solutions to address the complex care ecosystem.

**Connected Demonstration**

The backbone of the HIMSS Interoperability Showcase. Including 6-8 organizations, these live collaborations leverage interoperability standards to exchange information, creating a storyline of a patient, caregiver or provider that contextualizes the value of the demonstration.

**Marketplace**

This active area within the Interoperability Showcase facilitates business discussions, product demonstrations, solution offerings and lead generation.

- One (1) one-hour education session in the Interoperability Showcase Theater
- Success story presentation on a HIMSS Interoperability & HIE Community webinar
- Co-sponsorship of networking events hosted in the Showcase exhibit space.
- Hosted customer VIP Showcase tour
- Choice of Marketplace kiosk or meeting room
- Includes all additional Connected Demonstration level benefits
- Participation in a turnkey, shared demonstration area with graphics
- Onsite distribution of one (1) success story or white paper
- Invitation to author a blog post
- Inclusion in attendee print and electronic onsite materials
- Post-conference list of scanned exhibit attendees
- Press release templates access
- Exhibitor/Client Badges – 2
- Full Conference Badges – 1
- Priority Points - 1

$54,000 - $60,000

$10,350 - $11,500

$6,700 - $7,500
Interoperability Showcase
HIMSS19 Accomplishments

• More than 85 organizations and 127 demonstrating systems and initiatives participated.
• Participants demonstrated 450+ times to attendees.
• Over 3 months, 16 new live demonstrations were developed and documented in detail.
• 17 blogs and 21 whitepapers were published by participants.
• 2,000 visitors engaged in our education theater, which hosted 20 hot topics.
• Attendees gave the exhibit the highest satisfaction rating on the show floor.
• On average, visitors spent nearly 40 minutes at a time within the Interoperability Showcase.
VISITORS | BY THE NUMBERS

INNOVATION LIVE and HIMSS INTEROPERABILITY SHOWCASE™

Leads are aggregated between adjoining locations

VISITORS BY WORKSITE

- GOVERNMENT: 7%
- ACADEMIA: 8%
- PAYER/FINANCIAL: 10%
- CONSULTANT: 20%
- PROVIDER: 30%
- OTHER: 25%

VISITORS BY PROFESSIONAL TITLE

- GOVERNMENT: 4%
- ACADEMIC: 4%
- SENIOR MANAGEMENT: 16%
- C-SUITE: 25%
- IT PROFESSIONAL: 24%
- CLINICIAN: 3%
- OTHER: 24%
Healthcare of the Future

Returning for a second year, the Healthcare of the Future Pavilion is designed to showcase these cutting-edge innovations before they become mainstream. The pavilion will occupy more than 2,600 square feet of prime real estate on the exhibition floor. Demonstrate your technologies in a hands-on and engaging forum where attendees can see firsthand the innovation that is primed to transform their industry in the next decade.

<table>
<thead>
<tr>
<th>Beta Alley (Limit 4)</th>
<th>Stealth Mode (Limit 4)</th>
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<tbody>
<tr>
<td>Located in the center of the pavilion, the Beta Alley is reserved for unfunded startups, academic institutions and non-profits that are developing futuristic technology.</td>
<td>Have you been operating in stealth mode? Are you ready to showcase your tech to the world? This is your chance to have 100 square feet of prime real estate to interact with the thousands of attendees and media members that will walk the exhibit floor. We will provide an open-concept space for attendees to experience your technology.</td>
</tr>
</tbody>
</table>

- Turnkey kiosk with graphic wall
- Electrical, Internet, chairs
- 20-minute thought leadership speaking session
- Exhibitor/Client Badges - 2
- Priority Points - 1

| | 10’ x 10’ turnkey space with graphic wall |
| | Electrical, Internet, carpeting |
| | Additional exhibition components can be produced by HIMSS for a fee |
| | Two 20-minute speaking sessions |
| | Exhibitor/Client Badges – 5 |
| | Priority Points – 3 |

$5,500 – $6,000

$15,000 – $16,000
**Lightning Sessions – Limited Availability!**

The Lightning Session area offers an energetic and dynamic opportunity for companies to share thought leadership with the HIMSS Global Conference audience through 20-minute case study presentations.

**Benefits**

- One (1) 20 minute thought leadership session
- Lightning session 20 minute information will be listed in printed guides onsite, HIMSS Global Conference website and mobile app
- One (1) exhibitor priority point

**Lightning Session Area Includes:**

- Confidence monitor, microphone, laptop

**Investment:** $3,900 - $4,200
VISITORS BY WORKSITE

- Provider: 37%
- Consultant: 16%
- Academic: 10%
- Other: 26%
- Payer/Financial: 8%
- Government: 3%

VISITORS BY PROFESSIONAL TITLE

- Senior Management: 17%
- C-Suite: 21%
- IT Professional: 31%
- Other: 24%
- Government: 1%
- Academic: 4%
- Clinician: 2%
Exhibition Hall Branding

- Exhibit Hall Entrance Unit
- Banners
- Column Wraps
- Floor Stickers
- Aisle Sign Extensions
- Message Panels
- “You are Here” Kiosks
- Passport
- Water Stations
- Exhibit Hall Social Hour
Exhibit Hall Entrance Unit

Share your message with a video on the entrance units to the HIMSS Global Health Conference Exhibit Hall! With this high-impact opportunity, your 10 second video, with sound, will be played every 3 minutes for attendees as the enter and exit. Space is limited, so reserve your spot today!

Benefits

• Your 10-second video with sound will be played every 3 minutes
• Video will be played on three (3) entrance tower locations: Outside of entrances to Halls A, B, and D
• Sponsor to provide video
• HIMSS Conference Supporter (Logo listed on conference website with hyperlink to your home page, logo in various HIMSS marketing materials [pocket, resource guide etc.], logo displayed in prominent areas on-site
• Exhibitor/Client Badges - 5
• Full Conference Badges - 2
• Exhibitor Priority Points - 5

Investment: $15,500 - $17,100
Exhibit Hall Banners
Stand out from the crowd and elevate your presence with an exhibit hall banner. Perfect for sharing your message and directing attendees to your booth.

Benefits
- Banner is 30’W x 10’H
- You provide graphics, HIMSS to install and remove
- HIMSS Priority Points - 3
- Client/Exhibitor badges- 2 (You Determine The Mix)

Investment: $7,500 - $8,250
**Exhibit Column Wraps**

Stand out from the crowd and elevate your presence with an exhibit hall column wrap. Perfect for sharing your message and directing attendees to your booth.

**Benefits**

- Sponsor company to provide graphics
- Limit one column wrap per company
- HIMSS to install and remove
- HIMSS priority points - 3
- Exhibitor/Client Badges - 2 (you determine the mix)

**Investment:** $7,500 - $8,250
**Floor Stickers**

Floor stickers are a great way to increase booth traffic at HIMSS Global Health Conference. Each package includes 6 stickers.

**Benefits**

- Each package includes 6 stickers
- Stickers measure 3’ x 3’ in size
- Stickers evenly placed throughout exhibit hall - 2 stickers in each aisle
- You provide graphics, HIMSS to install and remove
- HIMSS Conference Supporter (Logo listed on conference website with hyperlink to your home page, logo in various HIMSS marketing materials [pocket, resource guide etc.], logo displayed in prominent areas on-site
- Exhibitor Priority Points - 4
- Full Conference badges - 1
- Badges (Exhibitor or Client - 4

Investment: $13,000 - $14,300
**Aisle Sign Extensions**

These 30" x 30" double sided panels with your branding is a great way to increase your booth traffic or branding at the show. These signs will be located on the main aisles throughout the exhibit hall. Each opportunity includes 6 double-sided aisle sign danglers for a total of 12 images. The aisle sign will face toward the front of the hall and the sponsorship dangler will face up & down the main aisle.

**Benefits**

- 6 double sided 30" x 30" panels with your branding
- HIMSS to install and remove signs
- You provide branding
- HIMSS Conference Supporter (Logo listed on conference website with hyperlink to your home page, logo in various HIMSS marketing materials [pocket, resource guide etc.], logo displayed in prominent areas on-site
- Exhibitor Priority Points - 4
- Full Conference badges - 1
- Badges (Exhibitor or Client - 4

**Investment:** $13,000 - $14,300
Message Panels
Share your message and direct attendees to your booth with a strategically placed, double-sided meter board in the exhibition hall. You provide the graphics, HIMSS takes care of the rest!

Benefits
• Panel with your marketing message placed in an exhibit hall location you select
• Turnkey package – includes panel production and installation/dismantling

Investment: $2,250 - $2,450
"You are Here" Wayfinder Kiosk

The HIMSS Global Health Conference & Exhibition You Are Here stations are how many attendees orient themselves within the convention center and exhibit floor.

Benefits

- Logo on All You Are Here locators located in the Exhibit Hall
- HIMSS Priority Points - 2
- HIMSS Exhibitor/Client Badges - 2

Investment: $5,500 - $6,500
Passport
The HIMSS Global Health Conference Passport is a great low cost opportunity to increase booth traffic and gain brand exposure to HIMSS attendees. Your logo and booth number will be printed on one spot of the card. Attendees have the opportunity to visit all booths on the card, get a stamp from each booth and enter to win prizes.

Benefits
• Your logo and booth number in one spot on the passport
• Passport located in the Pocket Guide and distributed to attendees at tote bag pickup locations
• Turnkey: You provide logo, HIMSS to design and produce

Investment: $2,000 - $2,200
**Water Stations – NEW for HIMSS20!**

Help attendees stay hydrated and refreshed by sponsoring the water stations - your logo will be placed on signage in **thirty** locations throughout the exhibit hall.

**Benefits**

- Company logo/graphics placed on signage by water bubblers (HIMSS to produce)
  - 7 1/2 x 11 easel back sign
- HIMSS Conference Supporter (Logo listed on conference website with hyperlink to your home page, logo in various HIMSS marketing materials [pocket, resource guide etc.], logo displayed in prominent areas on-site
- Exhibitor Priority Points – 10
- Full Conference badges- 3
- Exhibit/Client Badges - 8

**Investment:** $30,000 - $33,000
**Exhibit Hall Social Hour – NEW!**

Drive traffic to your booth by participating in the HIMSS20 Exhibition Social Hour Wednesday, March 11 from 4:30pm – 6:00 pm. The Exhibition Social Hour is designed to facilitate networking opportunities for attendees and exhibitors during show hours. Participating exhibitor will host hors d’oeuvre and refreshment stations attracting qualified attendees ready to feast on IT products and solutions. HIMSS will also be sponsoring locations throughout the exhibit hall.

**Benefits**

- Logo recognition on Exhibit Hall Entrance Units (logo only) promoting HIMSS20 Exhibition Social Hour
  - Advertising displayed Tuesday and Wednesday (one screen shared amongst all sponsors with logo and booth #, which will rotate every 4 minutes)
- Recognition as supporter of HIMSS20 Exhibition Social Hour including:
  - Conference website, onsite material, pocket guide and Mobile App
  - Contract must be signed by January 8, 2020 to make the print material

**Investment:** $1,500 - $1,650
**Corporate Membership**
Extend your Global Health Conference Investment

**HIMSS Global Health Conference & Exhibition Specific Benefit Highlights:**

- Complimentary Full Conference registration(s) to the HIMSS Global Health Conference
- Exclusive B2B executive networking opportunity
- Save on HIMSS Global Health Conference exhibit space, sponsorships and meeting place options-$800 per 10x10 savings
- Receive preferential exhibitor housing selection for future HIMSS Global Health Conferences
- Diamond, Emerald, and Platinum members are eligible to purchase the Pre and Post Conference Attendee List
- Access to the Corporate Member lounge with semi-private meeting rooms available for sign out
- More opportunities to earn exhibitor priority points (earlier booth selection appointment for HIMSS21). Pick your booth before hundreds of other companies!
- NEW BENEFIT!!! Gold Corporate Members get 1.5 points per $3,000 spent
Frequently Asked Questions

• Q: Where is the Exhibitor Service Manual located?
  • A: The service manual is posted on https://www.himssconference.org/exhibition/information

• Q: How do I earn exhibitor priority points?
  • A: Priority point information can be found here: How to earn priority points

• Q: Where can I find these slides/recording?
  • A: They will be emailed to you after the presentation.

• Q: Where can I find all HIMSS20 Exhibit and Sponsorship Opportunities?
  • A: All opportunities are posted on our Envision site: www.himssconference.org/exhibit2020
Upcoming Sponsorship Webinars

• November 7 - Sponsorship Webinar: Branding and Networking Opportunities
• December 17 - Sponsorship Webinar: Meeting Space and more!
• January 16 - Sponsorship Webinar: Last minute sponsorships are still available!

Past Sponsorship Webinar Recordings can be found here: Webinar Series
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Thank you!