

# SPONSORS & EXHIBITORS MANUAL

23RD EUROPEAN  
PRESSURE ULCER  
ADVISORY PANEL  
ANNUAL MEETING

13 - 15 SEPTEMBER, 2023  
LEEDS, UNITED KINGDOM



## CONTACT INFO

+420 251 019 379  
office@epuap.org  
www.epuap2023.org



# KEY INFORMATION

## CONFERENCE WEBSITE

[www.epuap2023.org](http://www.epuap2023.org)

## ESTIMATED NUMBER OF PARTICIPANTS

600 - 700

## LANGUAGE

English

## FORM OF CONFERENCE ONSITE



## EPUAP BUSINESS OFFICE

**c/o Codan Consulting**

### Contact person:

**Bára Sýkorová**

[office@epuap.org](mailto:office@epuap.org);

[bara@codan-consulting.com](mailto:bara@codan-consulting.com)

Tel.: +420 251 019 379

## ABSTRACT SUBMISSION DEADLINE

16 April 2023

## REVIEW NOTIFICATION DEADLINE

31 May 2023

## EARLY REGISTRATION DEADLINE

30 June 2023



# EUROPEAN LEADING EVENT ON PRESSURE ULCER PREVENTION AND TREATMENT

## EPUAP 2023 CHAIR

**Dr. Susanne Coleman**

University of Leeds  
United Kingdom



**INNOVATIONS IN  
PRESSURE ULCER  
PREVENTION AND  
TREATMENT**

## EPUAP 2023 LOCAL ORGANISING COMMITTEE

- **Jane Nixon**, University of Leeds
- **Isabelle Smith**, University of Leeds
- **Delia Muir**, University of Leeds
- **Clare Greenwood**, Leeds Teaching Hospitals Trust
- **Kate Williams**, Senior Lecturer, Tissue Viability – University of Huddersfield, Leeds Community Healthcare Trust
- **Jacqui Fletcher**, National Wound Care Strategy, NHS England and NHS Improvement
- **Pete Worsley**, University of Southampton



# EPUAP EXECUTIVE BOARD

Jan Kottner, President (Germany)

Andrea Pokorná, President elect (Czech Republic)

Alison Porter-Armstrong, Treasurer (United Kingdom)

Lucie Charbonneau, Scientific Committee Chair (Switzerland)

Jane Nixon, Guidelines Committee Co-chair (UK)

Pierre-Yves Rohan, Research Committee Chair (France)

Beata Gress Halasz, Education Committee Chair (Slovakia)

Susanne Coleman, EPUAP 2023 Annual Meeting Chair (UK)

# EPUAP TRUSTEES

Kirsti Ahmajärvi (Finland)

Maarit Ahtiala (Finland)

Paulo Alves (Portugal)

Carina Bååth (Sweden)

Dimitri Beeckman (Belgium)

Ida Marie Bredesen (Norway)

Lucie Charbonneau (Switzerland)

Guido Ciprandi (Italy)

Serena Crucianelli (Italy)

Marie-Line Gaubert-Dahan (France)

Amit Gefen (Israel)

Britt Hansen (Denmark)

Beáta Grešš Halász (Slovakia)

Jan Kottner (Germany)

Jane Nixon (UK)

Tom O'Connor (Ireland)

Andrea Pokorná (Czech Republic)

Alison Porter-Armstrong (UK)

Pierre-Yves Rohan (France)

Steven Smet (UK)

Knaerke Soegaard (Denmark)

Camilla L.M. Sørensen (Denmark)

Helen Strapp (Ireland)

Joan-Enric Torra i Bou (Spain)

Peter Worsley (UK)



# CONFERENCE VENUE

## ROYAL ARMOURIES



**ARMOURIES DR,  
LEEDS LS10 1LT,  
UNITED KINGDOM**



# MAIN TOPICS

- Involving service users in pressure ulcer research and priorities
- Ensuring person centredness in pressure ulcer prevention and treatment
- The role of risk assessment in pressure ulcer prevention
- New technologies to support care delivery for prevention and treatment
- Care pathways to improve processes of care and patient outcome across healthcare settings
- Quality improvement and patient safety initiatives
- New innovations in pressure ulcer treatment
- Surgical interventions for pressure ulcer treatment
- Challenges in pressure ulcer research
- Writing for scientific journals
- Accessible pressure ulcer education for the multi-disciplinary team and service users
- Medical device related pressure ulcers

# WHY ATTEND THE EPUAP 2023?



- Support pressure ulcer prevention and treatment in Europe
- Gain access to your target market
- Target new clients and launch new products
- Promote your company image & build your brand
- Ample networking opportunities with direct access to Key Opinion Leaders
- Establish strategic partnerships
- Demonstrate innovative products
- Build opportunities with existing clients



# EPUAP ANNUAL MEETING DELEGATE STATISTICS

## Scientific Highlights 2022

<b>12 key sessions</b>
<b>32 key presentations</b>
<b>7 workshops</b>
<b>9 free paper sessions</b>
<b>2 student free paper sessions</b>
<b>Czech Symposium</b>
<b>STINTS Symposium</b>
<b>EPUAP Prague walk</b>
<b>119 accepted abstracts</b>
<b>50 oral presentations</b>
<b>52 poster presentations</b>
<b>13 CME credits granted by the EACCME</b>

## EPUAP Participants vs. Year

<b>Year</b>	<b>Location</b>	<b>Participant number</b>
<b>2022</b>	Prague 2022	480
<b>2019</b>	Lyon 2019	603
<b>2018</b>	Rome 2018	566
<b>2017</b>	Belfast 2017	708
<b>2015</b>	Ghent 2015	729
<b>2014</b>	Stockholm 2014	675
<b>2013</b>	Vienna 2013	431
<b>2012</b>	Cardiff 2012	600



The majority of attendees are usually expected to come from Europe with large participation from the United Kingdom, Belgium, the Netherlands, France, Scandinavia and countries in Central Europe. We also expect participants from the United States, Asia, the Middle East, Central and South America.

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**Delegates by occupation:**

Nurse – 35%

Doctor – 17%

Biomedical engineer – 12%

Industry – 21%

Other – 15%

# INDUSTRY PACKAGES GENERAL OVERVIEW

	Platinum Sponsor	Gold Sponsor	Silver Sponsor	Exhibitor	Start-up*
	€ <b>19,000</b> /year	€ <b>12,000</b> /year	€ <b>5,000</b> /year	€ <b>550</b> /sq.m.	€ <b>1,800</b> /4 sq.m.

Discount on satellite symposia	1 free + 10% discount	20%	10%	✗	✗
Exhibition space	12 sq.m.	9 sq.m.	10% discount	✗	4 sq.m.
Discount on additional exhibition space	15%	10%	n/a	✗	✗
Free delegate registrations	4	4	1	✗	✗
Free exhibitor registrations (no access to the scientific programme)	4	2	1	2 up to 9 sq.m.	2
Additional registration at EPUAP member fee	✓	✓	✗	✗	✗

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Insert in conference bags	✓	500 €	750 €	1,000 €	500 €
Acknowledgement in the official programme	✓	✓	✓	✓	✓
Logo on conference website	✓	✓	✓	✓	✓
Logo on association website	✓	✓	✓	✗	✗
Discount on branding items	20%	10%	✗	✗	✗
Choice of exhibition space	1st	2nd	3rd	After sponsors choose	After sponsors choose
Choice of industry slot in programme	1st	2nd	3rd	After sponsors choose	After sponsors choose

## General benefits:

- Logo and acknowledgement of platinum sponsorship on all EPUAP materials
- Large logo on conference and association website linking to a company website
- Appointment as “Platinum Sponsor” of EPUAP
- Invitation to one sponsor meeting a year (8th February, Leeds, UK)
- Regular information on EPUAP activities



## Benefits related to the annual meeting of EPUAP:

- 12 sq. m. of exhibition space at the EPUAP annual meeting included
- 1st choice of space in the exhibition area
- 1 industry symposium is included, then a 10% reduction on a general fee for satellite symposia
- 1st option on satellite symposium
- 15% reduction on the cost of additional sq. m. of exhibition space at the annual meeting
- 4 free exhibitors at the annual EPUAP conference
- 1 ex. badge for each additional 3 sq. m. can be purchased
- 4 free delegates at the annual EPUAP conference
- Option to register more delegates at EPUAP membership rates
- Insert in conference bags
- 20% discount on branding items



## General benefits:

- Logo and acknowledgement of gold sponsorship on all EPUAP materials
- Logo on conference and association website linking to a company website
- Appointment as “Gold Sponsor” of EPUAP
- Invitation to one sponsor meeting a year (8th February, Leeds, UK)
- Regular information on EPUAP activities



## Benefits related to the annual meeting of EPUAP:

- 9 sq. m. of exhibition space at the EPUAP annual meeting included
- 2nd choice of space in the exhibition area
- 10% reduction on the cost of additional sq. m. of exhibition space
- 2nd option on satellite symposium
- 20% reduction on a general fee for satellite symposia
- 2 free exhibitors at the annual EPUAP conference
- 1 ex. badge for each additional 3 sq. m. can be purchased
- 2 free delegates at the annual EPUAP conference
- Option to register more delegates at EPUAP membership rates
- 10% discount on branding items

## General benefits:

- Logo and acknowledgement of silver sponsorship on all EPUAP materials
- Small logos on conference and association website linking to a company website
- Appointment as “Silver Sponsor” of EPUAP
- Regular information on EPUAP activities



## Benefits related to the annual meeting of EPUAP:

- 3rd choice of space in the exhibition area at the EPUAP annual meeting
- 10% reduction on the cost of sq. m. of exhibition space
- 3rd option on satellite symposium
- 10% reduction on a general fee for satellite symposia
- 1 free exhibitor badge
- 1 ex. badge for each additional 3 sq. m. can be purchased
- 1 free delegate badge

# START-UP PACKAGE

# 1.800 EUR/4 SQM

## Benefits:

- 4 sq. m. of exhibition space at the EPUAP annual meeting for a reduced price
- 2 free exhibitor badges
- Acknowledgement in the official programme
- Logo on conference website

- Start-up is defined as a company no older than 5 years.
- Each start-up needs to submit a proof confirming this fact.



# EXHIBITOR

- 1 – 9 sq. m. floor space: 550 € per sq. m.
- Additional sq. m.: 500 €
- After purchasing 18 sq. m., the additional sq. m. is: 450 €

## Basic hiring of floor space includes:

- Exhibition space (floor space only)
- Acknowledgement as an exhibitor in the programme with logo and contact information
- Acknowledgement as an exhibitor on the conference website with logo and contact information
- One conference bag with the programme
- Participant list before the start of the conference
- Security and technical supervision
- Two exhibitor badges up to 9 sq. m., one more badge for each additional 3 sq. m.

The maximum number of extra exhibitor badges you can register on top of what is already included in your package is 2.



# INDUSTRY SESSIONS

## SYMPOSIUM (90 MINS)

5.000 EUR

The rate includes:

- 90 minutes time slot
- Meeting room capacity: 340 seats (theatre style) or 130 seats (workshop style)
- Space for two roll-up banners
- Flyer invite in the conference bags (A5 format)
- 1x email boost to registered delegates (shared mailing with other industry sessions)

## HANDS-ON WORKSHOP (60 MINS)

3.500 EUR

The rate includes:

- 60 minutes time slot
- Meeting room capacity: 130 seats (theatre style) or 90 seats (workshop style)
- Space for one roll-up banner
- 1x email boost to registered delegates (shared mailing with other industry workshops)

# INDUSTRY SESSION SPEAKERS FIXED FEE

All speakers must be registered for the conference.

Registration, accommodation, and travelling costs must be covered by the company for any invited speaker or chairperson.

If the speaker is also an invited speaker at the EPUAP scientific programme or EPUAP Executive Board Member/EPUAP Trustee, the company must pay a fixed fee to EPUAP. The fixed fee covers the speaker's hotel room for 3 nights, the registration fee, and travel expenses.

The fee is €1,400 for speakers from outside the UK and €1,100 for speakers from the UK. If there are more companies inviting the same speaker, the costs will be split evenly between all of them. Companies will be invoiced the fixed fee just before or just after the conference.

EPUAP holds the right to invite speakers until the time of the conference and can therefore not provide a full list of speakers during the planning of the event.

# QUALITY IMPROVEMENT PROJECT AWARDS SPONSORSHIP

6.000 EUR

## Focus:

This award aims to recognize and acknowledge innovative quality improvement projects relating to the prevention of skin breakdown. The award winners will be presenting their projects at the EPUAP 2023 Annual Meeting in Leeds, United Kingdom.

## Industry benefits:

- For future reference, promotion of the award will be included in the call for abstracts promotional piece, conference-focused emails, social media post, and printed annual conference promotional materials
- Group photo with all recipients, representatives from EPUAP leadership in the exhibit hall, at the sponsor's stand
- All winning abstracts will be presented in the EPUAP main programme in a session dedicated to the Quality Improvement Awards



\*example from previous edition

# BRANDING OPPORTUNITIES

<b>Conference bags</b>	<b>3,000 €</b>
<b>Lanyards</b>	<b>3,000 €</b>
<b>Notepads &amp; pens</b>	<b>2,000 €</b>
<b>Wi-Fi landing page</b>	<b>3,000 €</b>
<b>EPUAP 2023 App</b>	<b>4,000 €</b>
<b>Rehydration station and water bottles</b>	<b>3,000 €</b>
<b>Self-print registration</b>	<b>5,000 €</b>
<b>AV sponsorship</b>	<b>3,000 €</b>
<b>Pocket programme</b>	<b>3,000 €</b>
<b>Advert in the final programme</b>	<b>2,000 €</b>
<b>Banners or other printed materials</b>	<b>price on request</b>
<b>Hand sanitizers</b>	<b>2,000 €</b>
<b>Insert in conference bags:</b>	
<b>Platinum free   Gold 500 €   Silver 750 €   Others 1,000€   Start-up 500 €</b>	
<b>Delegates email blast:</b>	
<b>Sponsors 500 €   Exhibitors 750 €   Others 1,000 €</b>	



**DETAILED DESCRIPTIONS OF ALL BRANDING OPPORTUNITIES CAN BE FOUND IN OUR BRANDING BROCHURE.**





# EPUAP<sup>2023</sup>

**13–15 September 2023**  
Leeds, United Kingdom

**BOOKING: [OFFICE@EPUAP.ORG](mailto:OFFICE@EPUAP.ORG)**



**WEBSITE: [WWW.EPUAP.ORG](http://WWW.EPUAP.ORG)**

**CONFERENCE WEBSITE: [WWW.EPUAP2023.ORG](http://WWW.EPUAP2023.ORG)**