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healthcare design CONFERENCE

# TER CARE HROUGH ER DESIGN

2014 EXHIBITOR & SPONSORSHIP PROSPECTUS

### NOV. 15-18 2014 SAN DIEGO CONVENTION CENTER SAN DIEGO, CALIFORNIA

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FOUNDED AND PRODUCED BY





Academy of Architecture for Health

2014 TITLE SPONSOR



ASSOCIATION PARTNERS





### ABOUT US

The Healthcare Design Conference is devoted to examining how design directly impacts the safety, operations, clinical outcomes, and financial success of healthcare facilities now and into the future. Produced by the industry-leading magazine and with support from the Center for Health Design, the American Institute of Architects, the Health Care Council of IFMA, and the International Interior Design Association, the Healthcare Design Conference is the industry's best-attended and most respected conference on evidence-based design for healthcare.

### WHY EXHIBIT AND SPONSOR?

Exhibitors and sponsors will have numerous opportunities to engage with their peers and prospects through networking receptions, educational sessions, and workshops. Exhibiting and sponsoring companies are encouraged to participate in all aspects of the conference, including educational sessions and the multiple networking events that will be held. By joining us you will not only reach your target market, but forge new relationships, gain new perspectives, and your knowledge of the industry.



With support from eight association partners, we offered **101 educational sessions** at the 2013 Healthcare Design Conference. WIND ATTENDS? ARCHITECTS INTERIOR DESIGNERS **ADMINISTRATORS OPERATIONS EXECUTIVES** CONTRACTORS ENGINEERS FACILITY MANAGERS RESEARCHERS **EDUCATORS** CHIEF ENGINEERS CONSTRUCTION MANAGERS PRESIDENTS CONSULTANTS MEDICAL PLANNERS **PROJECT MANAGERS** PURCHASING EXECUTIVES

BE RECOGNIZED AS AN EXPERT IN YOUR FIELD

ACCESS TO YOUR TARGET MARKET

GAIN NEW PROSPECTS TO FOLLOW UP ON AFTER THE CONFERENCE

MAKE NEW PROFESSIONAL CONNECTIONS

MARKET AND MEDIA EXPOSURE

The Healthcare Design Conference is the preeminent conference for the healthcare built environment. The conference content is devoted to the presentation of research which will improve healthcare delivery and the patient experience. I LEARN MORE AT THIS CONFERENCE THAN ANY OTHER CONFERENCE IN THE COUNTRY and I wouldn't miss it.

Mahmoud Adel Al Madani Senior Consultant Project Manager

A well organized event! From the speakers to the Healthcare Design staff ,everyone is friendly, helpful, and genuinely engaged in the event. Staff was professional, well equipped, skilled, and conveyed information efficiently and effectively. **WE WILL BE ATTENDING 2013 FOR SURE!** 

> Serena Zwanziger Interior Designer

I left Healthcare Design recharged with a new outlook of the healthcare industry. Returning to our firm I had so much to share regarding the **NEW FOUND KNOWLEDGE IMPARTED ON ME**. I cannot wait to implement the inspired initiatives developed on my plane ride home.

> Kim Ondrey Senior Designer

### ATTENDEE BREAKDOWN 70% of our event attendees are **new to** the Healthcare Design 2013 Conference

**45%** of our attendees are **highly engaged with Healthcare Design** across multi-mediums

**36%** of our attendees subscribe to digital platforms\*

\*receive digital edition, weekly enewsletter or content updates, this number does not include Online traffic.

Healthcare Design Conference - **THE PLACE TO BE** if you work in hospital planning and design!

> Sean P. Mendoza Architect

I've found the Healthcare Design Conference to be **ENERGIZING**, **THOUGHT-PROVOKING AND WELL-ATTENDED** by leaders in healthcare design. *Mara Baum Healthcare Sustainable Design Leader* 

The 2012 Healthcare Design Conference gave me a **TREMENDOUS OPPORTUNITY TO NETWORK WITH THE MOST PASSIONATE PROFESSIONALS** 

in the healthcare and design community. I came away with renewed energy about healthcare and design.

President and CEO

# healthcare<br/>designCONFERENCESPONSORSHIP OPPORTUNITIES

NOTE: All sponsorships include the right of first refusal for the 2015 Conference

### SPONSORSHIP MARKETING PACKAGE (SMP)

- Your Company logo in the HCD Preview Guide(s)
- "Spotlight" position in the HCD marketing email blast
- Company logo on the HCD Conference website
- Company logo on Sponsor recognition signage
- Company logo in the Sponsor Recognition section of the HCD Mobile App
- Company logo in the Sponsor Recognition section of the HCD Program Guide

DOUT

#### TITLE SPONSOR (ONE AVAILABLE): \$60,000

- The exclusive title sponsor (Healthcare Design 2014 brought to you by ...)
- 20' x 20' island booth in exhibit hall
- Full contact information of all conference attendees
- Logo on all conference marketing collateral based on deadline of sponsorship submittal (Up to 12 months of promotion possible)
- Keynote sponsor of opening and closing keynotes
- All keynote promotion will be branded with your company logo
- Your company will be highlighted in the introductory comments and your company representative gets to introduce both speakers
- One-on-one meetings with attendees
- Video shoot at your company booth
- Signage throughout conference
- Full-page ad in Healthcare Design's November and December issues (two ads in total)
- Twelve full-conference passes
- One-time pre- and post-conference email blast to conference attendees
- Discounted registration passes for additional attendees
- Enhanced online exhibitor directory listing
- Additional registration passes available with this package at a discounted price

#### NETWORK EVENT SPONSOR (TWO AVAILABLE): \$20,000

- Logo on all special event marketing collateral and signage throughout the event
- One-on-one meetings with select attendees
- Video shoot at your company booth
- Signage and video on each bus to and from event (if transportation necessary)
- Full-page ad in Healthcare Design's November issue
- Additional drink tickets for distribution to clients at event
- Four full-conference passes
- One-time pre- and post-conference email blast to conference attendees
- "Spotlight" position in the HCD marketing email blast
- Your company logo projected on the wall at the Networking Party
- Additional registration passes available with this package at a discounted price

#### ATTENDEE BAG SPONSOR (ONE AVAILABLE): \$15,000

Imagine your logo hanging off the shoulder of everyone who attends the conference! Each attendee will receive a high-quality, durable, environmentally friendly tote to carry with them throughout the conference and take home.

- The exclusive sponsor of the conference attendee bag (given to each attendee as they check-in, containing all necessary conference information, including the Program Guide)
  Sponsorship Marketing Package (SMP)
- Sponsorship Marketing Package (SMP)

#### MOBILE APP SPONSOR (ONE AVAILABLE): \$13,000

The exclusive Mobile App Sponsor keeps attendees connected to important conference updates and social media alerts. Few put their phones down for long at a conference, providing the Mobile App Sponsor consistent on-site engagement.

- Your company logo on all app marketing collateral
- Company branding on the HCD Conference Mobile App (Banner placement at the bottom of app and splash page whenever the app is accessed)
- One post-event email blast to all app users
- Sponsorship Marketing Package (SMP)

#### ATTENDEE BADGE SPONSOR (ONE AVAILABLE): \$13,000

Every attendee must wear a badge to all conference functions, making this the most frequently looked at branding opportunity. All eyes are on names, and your logo, as the badge sponsor.

• Your company's logo prominently featured on all attendee badges

#### FOCUS GROUPS (MULTIPLE AVAILABLE): \$13,000

Gather opinions and market intelligence from a pool of the most qualified, engaged professionals in the industry — HCD attendees! HCD will recruit participants from interested Conference attendees based on specified criteria. Each focus group sessions feature:

- 8-10 highly qualified Healthcare Design attendees
- Appropriate meeting space at the San Diego Convention Center
- Focus Group signage and check-in personnel
- Snacks and beverages for focus group participants
- Participation incentives (American Express gift cards)
- Audio recording, transcript and/or facilitator are also available for an additional fee

#### WELCOME RECEPTION SPONSOR (TWO 1 AVAILABLE): \$12,000

The Welcome Reception Sponsorship includes all benefits listed in the Standard Marketing Package, in addition to the following:

- Your company logo on all Welcome Reception marketing collateral, signage throughout the reception, and on the HCD Conference website
- Your company logo projected on the wall at the Welcome Reception
- Your company logo placed on Welcome Reception napkins, and drink tickets
- Additional drink tickets for distribution to clients at event
- · Bar or food station located next to your exhibit space
- Full-page ad in Healthcare Design's November issue
- Up to 5 additional Welcome Reception Passes to invite guests

#### ADVANCEMENTS IN EVIDENCE-BASED DESIGN RESEARCH - EDUCATION TRACK SPONSOR (ONE AVAILABLE): \$12,000

Great for organizations dedicated to Evidence-Based Design (EBD), the Advancements in EBD Research track presents juried research studies on multiple healthcare design environments. The exclusive sponsor will receive:

- Company logo on all Advancements in EBD Research Education Track session descriptions on the HCD website
- Recognition at the beginning of each Education Track session OR option to host Education Track session by introducing each speaker
- Distribution of company literature (or attendee gift) in each session room
- Exclusive sponsorship of one issue of the HCD Attendee eNewsletter
- One 150-word feature article in the HCD Attendee eNewsletter (optional)
- Your Company's logo prominently displayed in the Research Display area
- Your Company logo on all related Education Track signage
- Contact information for all attendees of the Advancements in Evidence-Based Design Research Education Track sessions
- Sponsorship Marketing Package (SMP)

#### THE CENTER FOR HEALTH DESIGN VIP RECEPTION SPONSOR (ONE AVAILABLE): \$12,000

The Center for Health Design's VIP reception is an exclusive invitation-only reception to honor, network, and share ideas with those who contribute to and support the work of The Center for Health Design. The exclusive sponsor will receive:

- 20 VIP Reception passes for colleagues and clients to attend the VIP Reception
- Company logo on all VIP Reception invitations
- Company logo prominently displayed on signage at the VIP Reception
- Company logo on custom cocktail napkins used during the VIP Reception
- One (1) year Corporate Affiliate membership to The Center for Health Design, with related benefits (\$5,200 value)
- One set of three EDAC Study Guides (\$195 value)
- Sponsorship Marketing Package (SMP)

#### PRE-CONFERENCE BRUNCH SESSION SPONSOR (ONE AVAILABLE): \$12,000

A great opportunity to showcase subject matter expertise, thought leadership, and success stories, the HCD Pre-Conference Brunch Session offers sponsors an opportunity to speaker directly to and network with some of the most engaged HCD attendees. Each Pre-Con Brunch sponsor will with an HCD Pre-Conference Brunch Session. Held on Saturday, November 15th at 11:30am, Your Company executive will present a 60-minute educational session is part of the official HCD Agenda.

- Free plated brunch session for up to 50 HCD attendees
- Eligible for CEU credits (pending approval)
- Ideal for presenting research, trends, successful customer case studies.

#### **Pre-Conference:**

- Spotlight your session and expertise in an issue of the HCD Attendee eNewsletter
- Your Company logo in the HCD Preview Guide(s)
- "Spotlight" position in HCD marketing email blast
- Your Company logo on HCD Conference Web site

#### On-site:

- Your Company logo on Brunch Session signage
- Your Company logo in the Sponsor Recognition section of the HCD Mobile App
- Your Company logo on Sponsor Recognition signage

#### **Post Conference:**

• Contact information for all registrants and attendees of Your Company's Pre-Conference Educational Session

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#### MEAL SPONSOR (ONE AVAILABLE): \$12,000

The exclusive sponsor of each meal provided at the HCD Conference.

- Your company logo at the food distribution tables
- Distribution of company collateral on meal tables
- Sponsor video in food area (may select booth or alternate on-site location)
- Sponsorship Marketing Package (SMP)

#### FACILITY TOUR & BRUNCH PRESENTATION (SIX 5 AVAILABLE): \$11,500

Host a special brunch session for up to 50 HCD attendees attending one of six Facility Tours. Beginning an hour before the Tour departure, the brunch session provides an ideal opportunity to focus on product solutions that HCD attendees will see on the Facility Tour.

- Co-branded lunch invitation to all Facility Tour registrants
- Twenty-minute presentation to Brunch attendees
- Company logo in the Facility Tour description in the HCD Preview Guide(s)
- Company logo in the Facility Tour description on the HCDCon website
- Company logo on Facility Tour Brunch signage
- Company logo on Facility Tour transportation signage
- Literature distribution at Facility Tour Brunch or on Facility Tour bus
- Brief (2-3 minute) presentation on Facility Tour bus (optional)
- One Facility Tour pass per bus
- Contact information for all luncheon/tour registrants
- Sponsorship Marketing Package (SMP)

#### ATTENDEE BADGE LANYARD SPONSOR (ONE AVAILABLE): \$11,000

Every attendee has a badge, and every badge has a lanyard. This is a unique way to have a subtle presence around every attendee's neck. Only the best and safest lanyards are used with multiple one-color branding impressions.

• Your company's logo prominently featured on all attendee badge lanyards

#### THE CENTER FOR HEALTH DESIGN AWARDS CEREMONY SPONSOR (ONE AVAILABLE): \$10,000

The Center for Health Design Awards Ceremony presents three awards during Monday's Plenary Session at Healthcare Design: the Healthcare Environment Awards, the Nightingale Awards, and the Changemaker Award. This prestigious sponsorship includes:

- Recognition as the exclusive sponsor in all Center for Health Design Awards promotions
- Two-minute introduction by your company executive at the beginning of the Awards Ceremony
- Invitation for one member of your company to attend the CHD's private dinner honoring the Changemaker Award winner (Other invited guests will include CHD board of directors, senior staff from CHD and *Healthcare Design*, and other select VIPs.)
- Company logo on all Awards Ceremony signage
- Company logo on General Session screens prior to the Awards Ceremony
- Sponsorship Marketing Package (SMP)

#### HEALTHCARE DESIGN AWARDS LUNCHEON SPONSOR (ONE AVAILABLE): \$10,000

Open to all Healthcare Design attendees, the Healthcare Design Awards Luncheon will be held on Sunday, November 16th and will honor the 2014 Design Showcase Citation of Merit Winners, Remodel/Renovation Award Winners, and The HCD 10. The exclusive sponsor will receive:

- Recognition as the exclusive sponsor in all HCD Awards Luncheon promotions
- Two-minute introduction by your company executive at the beginning of the Awards Ceremony
- Company logo on all Awards Ceremony signage
- Company logo on all Luncheon room screens prior to the Awards Ceremony
- Contact information of all HCD Awards Luncheon registrants
- Sponsorship Marketing Package (SMP)

#### EDUCATION TRACK SPONSOR (MULTIPLE AVAILABLE): \$10,000

An ideal sponsorship for demonstrating dedication to education and thought leadership at Healthcare Design, HCD Education Track sponsors receive:

- Company logo on Education Track session descriptions on the HCD website
- Company logo on Education Track signage
- Recognition at the beginning of each Education Track session OR
- Option to host Education Track session by introducing each speaker
- Distribution of company literature (or attendee gift) in each session room
- Contact information for all attendees of your company's Education Track sessions
- Sponsorship Marketing Package (SMP)

**AVAILABLE TRACK SPONSORSHIPS:** Advancements in Evidence-Based Design Research | Clinical Perspectives | AIA AAH Forums | Rethinking Women's and Children's Healthcare Spaces | Programming, Planning and Design | Improving the Patient and Family Experience | Specialty Areas and Approaches | Designing for Wellness | Ambulatory Care Advancements | Optimal Operations | Lean Methodologies and Simulations | Construction and IPD Processes | Renovations and Conversions | Facilities Management

#### REFRESHMENT BREAKS SPONSOR (ONE AVAILABLE): \$10,000

Scheduled throughout the conference and located both near the educational sessions and in the Exhibit Hall, the exclusive HCD Refreshment Break sponsor receives incredible brand exposure and onsite promotion during all Refreshment Breaks with:

- · Company logo and brief message on coffee sleeves
- Company logo on napkins
- Company logo on Refreshment Break signage including booth number (if applicable)
- Sponsorship Marketing Package (SMP)

#### HCD DAILY NEWS (THREE AVAILABLE): \$10,000

Sponsor all of the news from HCD each day - in print and online! Featuring great brand exposure beyond the conference and an ideal way to drive booth traffic, the HCD Daily News sponsorship includes:

- Print: Morning distribution of @HCDCon to attendees in the first Educational Session (or General Session) of the day
- Print: Exclusive recognition of company in the @HCDCon masthead
- Print: Half-page Exhibitor spotlight promotion on page 2
- Print: One full-page, four-color ad on the back page of @HCDCon
- Digital: Banner Ad(s) in the eNewsletter distributed to the entire HCD online audience (30,000+)
- Digital: Banner ads in a leadership position on the HCD Conference website
- Sponsorship Marketing Package (SMP)

If you are interested in learning more about exhibit, sponsorship and custom program opportunities, please contact:

Mike Pae 216.373.1224 mpae@vendomegrp.com • Cate Olszewski 216.373.1219 colszewski@vendomegrp.com

#### CUSTOMIZED HOTEL ROOM KEYS SPONSOR (ONE AVAILABLE): \$10,000

Drive booth traffic and reinforce brand messages with customized Hotel Room Keys for all HCD Attendees staying at official HCD Conference hotels. This opportunity includes:

- Specially designed hotel room keys that include company logo and message
- Check-in distribution of room keys to more than 1,000 HCD Conference attendees
- Sponsorship Marketing Package (SMP)

#### VIDEO ADVERTORIAL (MULTIPLE AVAILABLE): \$6,000

Embrace a powerful and growing marketing medium to communicate your company's message and tell its success stories be shooting a video advertorial with HCD.

- One 15-20 minute interview with a company leader or client in dedicated media room
- B-roll footage of your Exhibit Hall space
- Professional camera, sound and lighting crew
- Post-production of interview footage edited together with your company logo, images, B-roll, and other creative elements
- Delivery of one three to five minute video owned by your company

#### SOLUTIONS THEATER SESSION SPONSOR (MULTIPLE 3 AVAILABLE): \$5,000

Located on the Exhibit Hall Floor, the 100-seat HCD Solutions Theater provides an ideal opportunity for Exhibitors to showcase new products, present case studies, and highlight exciting company developments. Each Solutions Theater Session sponsor receives:

- One 20-minute Solutions Theater Session during Exhibit Hall hours
- Company logo session description in the dedicated Solutions Theater section of the HCDCon website
- One dedicated pre-event email blast to all HCD attendees promoting Session
- Special day-of Session promotion via email, HCD mobile app, HCD Daily News, and on the HCDCon website
- Exhibit Hall announcement before Session
- Company's literature distributed to all Session attendees
- Names and contact information of all Session attendees
- One full-conference pass
- Sponsorship Marketing Package (SMP)

#### CAR GIVEAWAY SPONSOR (10 4 AVAILABLE): \$5,000

A great traffic generator and an HCD Conference highlight, the sponsors of the HCD Car Giveaway will meet individually with hundreds of attendees who enter to win a 2015 Fiat! Sponsors receive:

- Company name and logo on all Car Giveaway promotions in print, online, and in the HCD Mobile App
- Company logo on Car Giveaway display at HCD
- Onsite photos of Company team and Car winner
- Sponsorship Marketing Package (SMP)

#### CLING SPONSOR (20 AVAILABLE: 1 FOR EACH VERTICAL AISLE IN THE EXHIBIT HALL): \$6,500

Promote your company's message and booth location - as attendees walk the floor.

- Clings with your logo and booth number down the aisle (large cling [approx 3'-5'] at start of the aisle and smaller clings approximately every 20'-30')
- Sponsorship Marketing Package (SMP)

#### CONFERENCE PROGRAM GUIDE (EIGHT AVAILABLE): SEE PRICING BELOW

- Back Cover: \$5,000 (SOLD)
- Page 1: \$3,500
- Inside Front Cover: \$3,500 (SOLD)
- Inside Back Cover: \$3,000
- Page Opposite Table of Contents: \$3,000
- Standard Full-page: \$2,500
- Standard Half-page: \$1,500
- Additional registration passes available with this package at a discounted price

#### ATTENDEE BAG INSERTS SPONSOR (10 AVAILALBE): \$1,950

The bag inserts allow you to put marketing or product information into the conference bag that is received by all attendees.

- Your company's promotional material will be inserted into 4,100 attendee bags
- One piece (up to four pages)
- Dimensions limited to 9" x 12"
- Additional registration passes available with this package at a discounted price

#### **Specifications:**

- Your company must provide 4,000 pieces for insertion into the bags one piece, up to four pages no larger than 9" x 12"
- All promotional items must be approved in advance by Vendome staff
- Reservations will be accepted on a first-come, first-served basis

#### GRAND GIVEAWAY SPONSOR (MULTIPLE AVAILABLE): \$995/PACKAGE

A guaranteed traffic driver, our popular Grand Giveaway provides a unique opportunity to draw a high volume of attendees wishing to receive potentially valuable scratch-off tickets into your booth.

- Pre-show e-blast recognizing your company as a Grand Giveaway participant
- Special "Star" identification in the exhibitor directory
- Signage at both your booth AND ours
- Scratch off tickets to hand out from your booth with a guaranteed 3 prize winners in each pack of 100!
- Opportunity to present your product/service to more attendees\*
- 100 tickets with 3 prize winners to redeem at the HCD booth with a minimum value of \$50
- HCD Signage and Promotion before and during the show
- Star signage for your booth, and scratch off ticket "scrapers"

Note: Only 30 exhibitors may participate. Participants may purchase more than one package if they wish.

#### HOTEL ROOM DROP SPONSOR (ONE AVAILABLE): REQUEST PRICING

Deliver your company message, exhibit booth invitations, partial giveaways, and other creative promotions in a unique way through room drops. You supply the giveaway or collateral of your choice!

- Your promotional materials will be placed inside and outside all registered HCD attendee guest rooms
- Additional registration passes available with this package at a discounted price

If you are interested in learning more about exhibit, sponsorship and custom program opportunities, please contact:

Mike Pae 216.373.1224 mpae@vendomegrp.com • Cate Olszewski 216.373.1219 colszewski@vendomegrp.com

### EXHIBIT + GALLERY SPACE OPPORTUNITIES

#### FEATURE AREA (FOUR AVAILABLE): \$5,000

- Non-exhibit hall placement (non-furnished)
- · Your choice of a manned or unmanned space
- "Spotlight" position in the HCD marketing email blast
- Your company logo on the HCD Preview Guide, HCD Conference website, sponsor recognition signage, and in the sponsor recognition section of the Program Guide

#### EXHIBIT HALL BOOTH: \$4,000

- 100 sq. ft (10 x 10)
- 8' high back-wall drape with 3' high side drape
- 7" x 44" identification sign with your company name and booth number
- 3 full conference registrations per single (100 sq. ft) booth space a \$4,185 value!
- Your company listing, booth number and a link to your Website in the Online Exhibitor Directory

#### 10 x 20, 20 x 20, Island booths and more are also available!

To inquire about available booth spaces, please contact: **Mike Pae** 216.373.1224 mpae@vendomegrp.com **Cate Olszewski** 216.373.1219 colszewski@vendomegrp.com

#### GALLERY SPACE BOOTH (25 AVAILABLE): \$2,800

- 8' x 7' 8" unmanned booth space (dimensions are approximate)
- Velcro-compatible, felt-surface booth with two 26" side panels
- One full-conference pass
- Identification sign with your company name and gallery number

To inquire about available gallery booth spaces, please contact: Libby Johnson 216.373.1222 | ljohnson@vendomegrp.com



### ANTICIPATED EXHIBIT HOURS

Sunday, November 16th: 4:30 PM - 7:30 PM (Welcome Reception) Monday, November 17th: 10:30 AM - 1:30 PM (Morning Break and Lunch served on the Exhibitor Floor) Tuesday, November 18th: 10:30 AM - 1:00 PM (Lunch served on the Exhibitor Floor)

Please note the exhibit hall hours listed above are subject to change.

#### verage Area

#### Food & Beverage Area

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### ANTICIPATED EXHIBIT HOURS

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Please note the exhibit hall hours listed above are subject to change.

WWW.HCDCONFERENCE.COM

### design CONFERENCE

# REGISTER NOW

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ASSOCIATION PARTNERS



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