



innovatix +  **ESSENSA**
PREMIER INC. COMPANIES

NATIONAL MEETING AND EXPO 2019

Atlanta

EXHIBITOR PROSPECTUS

The 2019 Innovatix + Essensa National Meeting & Expo is the only event that provides access to Innovatix and Essensa's most engaged and active members, our member-facing staff, and leaders from Premier's Alternate Site Programs
ALL IN ONE PLACE!

MAKE PLANS TO JOIN US IN ATLANTA FROM OCTOBER 28 – 30,
for this exclusive annual event held for our members. From pharmacists to purchasing directors, business owners to administrators, all Innovatix and Essensa markets will be represented in force, along with leaders from Premier's expansive Alternate Site Programs.



MORE THAN JUST A TRADE SHOW!

The Innovatix + Essensa National Meeting & Expo is truly unique when it comes to the exhibitor experience. That's because we know that business relationships cannot be established exclusively on the trade show floor. We encourage exhibitor participation throughout the conference, including our welcome lunch, educational sessions, and evening networking events. Our reverse trade show offers suppliers valuable interaction with member-facing staff, and our team also plays an active role by facilitating introductions and conversations between members and suppliers throughout the meeting.

Don't miss this exclusive opportunity to connect with the Innovatix and Essensa membership base, and Premier Alternate Site Programs leadership!



For more details, visit: www.innovatix.com/nationalmeeting



NEW AND IMPROVED

We've listened to feedback from exhibitors and made numerous improvements for this year:

- › Exhibits spread out over two days with revised start and end times to promote consistent traffic:
 - Day one cocktail reception
 - Day two lunch in Exhibition Hall
- › Opportunity to develop offers exclusive to this meeting and communicate them to attendees in advance
- › Attendee lists provided in advance along with assistance facilitating contact before, during, and after the meeting
- › Increased attendance by leaders from Premier's expansive Alternate Site Programs (representing a total annual purchasing volume of nearly \$14 billion)



ABOUT INNOVATIX AND ESSENSA

Innovatix and Essensa are national group purchasing organizations (GPOs) that have evolved to provide strategic purchasing solutions and operational support to help non-acute healthcare providers, businesses, and other commercial markets thrive. Our combined 72,000+ members represent an annual purchasing volume of over \$9 billion. Innovatix and Essensa are wholly-owned by Premier.

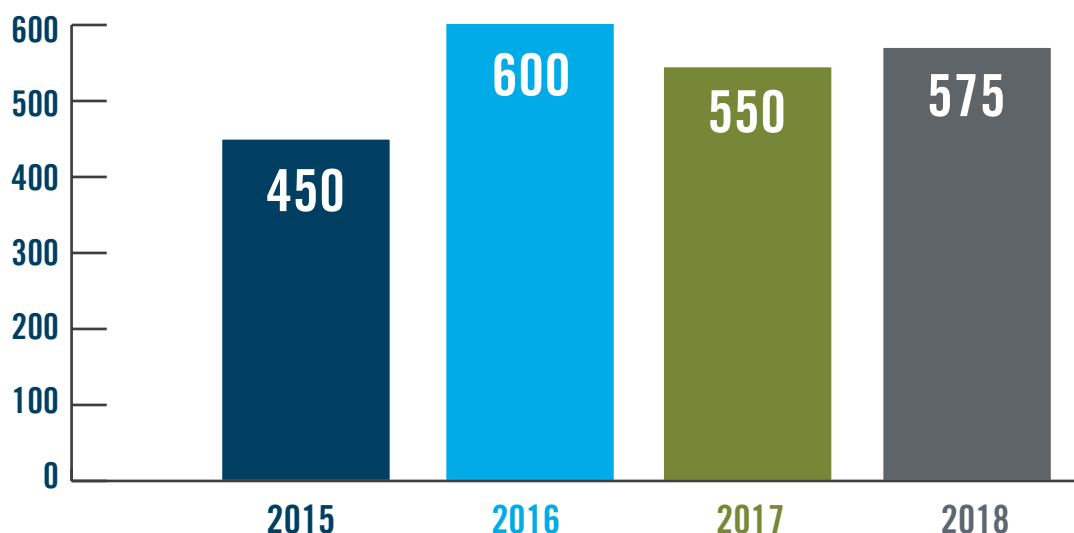


2018 NATIONAL MEETING & EXPO BY THE NUMBERS

- › Total attendees: **575**
- › Exhibiting companies: **120**
- › Combined annual purchasing volume of members in attendance through Innovatix and Essensa: **\$1 Billion +**

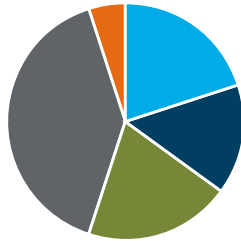


TOTAL ATTENDEES: 2015 – 2018





TYPICAL ATTENDEE BREAKDOWN



20% C-Suite/Owner

15% Pharmacist/Director of Pharmacy

20% Purchasing/Operations

40% Business Roles

5% Other Clinical Roles



TOP CLASSES OF TRADE REPRESENTED BY ATTENDEES

- › Long-Term Care Pharmacy
- › Home Infusion Provider
- › Senior Living (ALF, CCRC, IL, SNF)
- › Retail Pharmacy
- › Ambulatory Care Center
- › Business & Industry
- › Home Medical Equipment / Durable Medical Equipment
- › Hospitality
- › Physician Practice



FEEDBACK FROM 2018 EXHIBITORS:*

- › 75% participated in one or more networking event
- › 67% reported receiving exceptional value for time and money invested
- › 90% plan to exhibit again in 2019!

**Based on responses to post-meeting exhibitor survey*

- › *"Meeting venue is great, set up and expo times are great. The member/vendor events are impressive!"*

- Foodservice supplier

- › *"I love how you have a reason for attendees to come by each booth and how the members are interested in what you have to say. It is always a good show!"*

- Pharmaceutical Supplier

- › *"I thought breaking the expo session for the members and exhibitors up into two sessions was a great idea to get people mingling, the keynote and supporting lectures were all quite interesting topics to see. It's always nice to meet new members and get face time with the Innovatix staff that we work with throughout the year."*

- Technology Supplier



FEEDBACK FROM 2018 ATTENDEES:*

- › Nearly 80% rated the overall quality of suppliers in the exhibition hall as 'above average' or 'excellent'
- › Nearly 90% spent at least one hour in the exhibition hall each day

**Based on responses to post-meeting exhibitor survey*

- › *"Honestly thought it was one of the best conferences I have attended, and I attend many throughout the year. The educational sessions were just what I was looking for."*

- Innovatix Pharmacy Member

- › *"Great educational and networking opportunities. Fantastic off-site events."*

- Essensa Healthcare Member

- › *"It was very informative and entertaining. I recommend anyone able to should go to future ones."*

- Essensa Non-Healthcare Member



2019 MEETING LOCATION*

Hilton Atlanta
255 Courtland St. NE
Atlanta, GA 30303

Hotel room block rate will be \$194.00 per night plus taxes and fees.

**Please do not contact the hotel directly to reserve a room or you will not receive our special negotiated rate. Exhibitors will receive details about booking through the Innovatix + Essensa room block upon registration.*





BOOTH PRICING & INFORMATION

Exhibit booths are available to all Innovatix, Essensa, and Premier contracted suppliers based on the following fee schedule:

- › Opening of registration through July 26: \$5,000
- › July 26 – October 18 (until space sells out): \$5,500

All exhibit booths will be a uniform size and the fee includes one exhibiting attendee registration. Additional representatives from your company are also welcome to attend for an additional registration fee based on the following schedule:

- › Opening of registration through July 26: \$500 per additional exhibiting attendee
- › July 26 – October 18: \$650 per additional exhibiting attendee
- › October 18 – October 30 (including onsite registration): \$1,250 per additional exhibiting attendee

REGISTER EARLY AND SAVE!



EXHIBITION HALL HOURS & EXHIBITOR SCHEDULE*

MONDAY, OCTOBER 28:

- › Exhibition Hall Setup: 12:00 – 4:30 p.m.
- › Exhibition Hall Hours: 5:30 – 7:00 p.m. (cocktail reception)

TUESDAY, OCTOBER 29:

- › Exhibition Hall Hours: 11:30 a.m. – 1:30 p.m. (lunch provided)
- › Exhibition Hall Teardown: 1:30 – 4:00 p.m.
- › Reverse Tradeshow: 4:15 – 6:00 p.m.

**Working schedule subject to change*



REVERSE TRADESHOW

Don't miss this opportunity to interact with member-facing Innovatix and Essensa sales, customer care, and contracting teams. Also included will be staff responsible for managing relationships with leaders from Premier Alternate Site Programs Sponsors who create contract awareness and drive uptake with thousands of affiliated members.

Based on exhibitor feedback, this year's reverse trade show will feature dedicated time and additional staff. It will occur after the Exhibition Hall hours so that exhibitors can work together with staff on follow-up strategies after meeting with members.



ADDITIONAL MEETING HIGHLIGHTS*

*** ALL EVENTS OPEN TO EXHIBITORS ***

- › Monday, October 28 (Afternoon): Welcome Lunch and Keynote Addresses
- › Monday, October 28 (Evening): Onsite Member Appreciation Celebration (directly following the Exhibition Hall)
- › Tuesday, October 29 (Evening): Offsite Dinner and Networking Reception

**Working schedule subject to change*



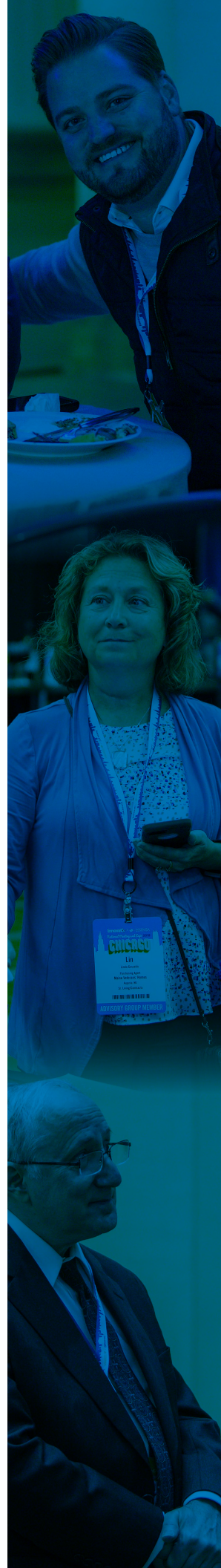
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ADVERTISING AND AWARENESS OPPORTUNITIES

Increase your visibility to directly reach your target audience and improve brand awareness. Don't miss this opportunity to showcase your company and reach the non-acute healthcare and business leaders who make purchasing decisions.

Details and costs for additional advertising and awareness opportunities to be announced.



2018 EXHIBITORS

Abbott Nutrition
ACADIA Pharmaceuticals
Accutrace
Alkermes
American Express
American Healthcare Supply
American Office Products
Distributors, Inc.
AmerisourceBergen
AMN Healthcare, Inc.
Amneal Pharmaceuticals
Anda, Inc.
Astellas Pharmaceuticals
AstraZeneca PLC
Athenex Pharmaceuticals
AuroMedcis Pharma
Baxter Healthcare
Best Buy
Boehringer Ingelheim
Pharmaceuticals, Inc.
BrightView Landscape Services
Buffalo Hospital Supply
Cardinal Health
Care Services LLC
Connection
Contec, Inc.
Coshatt Company
Daniels Health
Diversey, Inc.
Dr. Reddy's Laboratories
Eisai
Eli Lilly
ESSITY PROFESSIONAL
HYGIENE
Evoke Neuroscience
FedEx Healthcare Solutions
FFF Enterprises
Forerunner Holdings /
RXTransparent
Fresenius Kabi
Garland/DBS, Inc.

Georgia-Pacific
GOJO Industires, Inc.
Grainger
Grifols USA, LLC.
GSK Consumer Healthcare
HD Supply
Henry Schein
Heritage Bag Company
Hikma Pharmaceuticals USA,
Inc.
Horiba Medical
Infinx Pharmacy Services LLC
Insight
Integra LTC Solutions, LLC
Integrated Medical Systems, Inc.
KCI, an Acelity Company
Kellogg's Specialty Channels
Ken's Foods Inc.
Kimberly-Clark Professional
Konica Minolta Healthcare
Kraft Heinz Company
Major Pharmaceuticals
Manchac Technologies/DOSIS
Mayne Pharma
McKesson
McKesson Medical Surgical
Mead Johnson Nutrition
Medefil Inc.
MEDLINE
Merck & Co., Inc.
Michael Foods, Inc.
Micro Merchant Systems Inc.
Nestle Health Science
NeuroLogica Corp - Samsung
Novo Nordisk
Nutricia North America
Octapharma
Office Depot
OmegaLTC
Par Pharmaceutical

Parata
Performance Health
Pfizer
positive promotions
Premier, Inc. (Commcare and
Acro Specialty Pharmacy)
Procter & Gamble
Procurement Partners
Quantum Medical
Relias
Retractable Technologies, Inc.
Rhodes Pharmaceuticals
S2S Global
SAGENT Pharmaceuticals
Sandoz
Sanofi
Sanofi Pasteur
SARSTEDT
Shire
Siemens Healthineers
SimplyThick
Sizewise
SMA
Smith Drug Company
Smiths Medical
Smucker Away From Home
SOAR Life Products
Sonu Satellite
Spartan Chemical Company
Sprint
Staples Business Advantage
Sun Communications Inc.
Sunovion
Teva Pharmaceuticals
Tyson Foods
Upsher-Smith Laboratories, LLC
US Foods, Inc.
WellSky
X-Gen Pharmaceuticals
Zydus Pharmaceuticals, USA