

9<sup>th</sup> ANNUAL

# MedTech

INVESTING CONFERENCE

May 19-20, 2010

The Graves 601 Hotel  
Minneapolis, MN

Co-Presented by

International Business Forum

IBF

&



LifeScience Alley™

## CONFERENCE OBJECTIVE:

IBF and LifeScience Alley present this conference as an annual gathering of the leading MedTech VC's from around the nation into a central healthcare hotbed. We deliver an exceptional agenda to shed light on timely issues facing investors and CEO's alike. Our ability to draw the key players of this industry provides for a unique networking experience.

## 2009 SPEAKERS INCLUDED:

**Michael Berman**, Medical Device Venture Catalyst  
Berman Medical

**Chad Cornell**, Director, Corporate Development  
Medtronic, Inc.

**Nathan Every MD, MPH**, General Partner  
Frazier Healthcare Ventures

**Richard Ferrari**, Co-Founder  
De Novo Ventures

**Sami Hamade**, Partner  
Aberdare Ventures

**William Harrington**, Partner  
Three Arch Partners

**V. Kadir Kadhiresan, PhD**, Principal  
Johnson & Johnson Development Corp.

**Douglas W. Kohrs**, President and CEO  
Tornier, Inc.

**Stephen N. Oesterle, M.D.**, Senior Vice President  
for Medicine and Technology - Medtronic, Inc.

**Carter McNabb**, Managing Director  
River Cities Capital Funds

**Peter McNerney**, Partner  
Thomas McNerney Partners

**Jonathan Norris**, Managing Director  
Silicon Valley Bank

**Jonathan Silverstein**, General Partner  
OrbiMed Advisors LLC

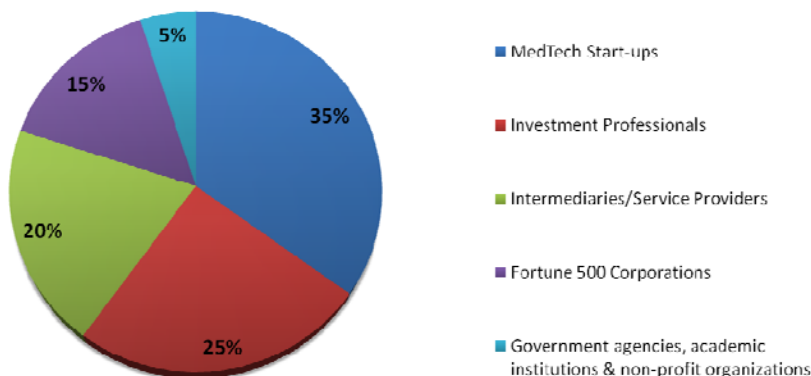
**Dennis Wahr**, President & CEO  
Lutonix

**Kevin Wasserstein**, Managing Director  
Versant Ventures

**Thomas D. Weldon**, Chairman, Managing Director  
Accuitive Medical Ventures

## 2009's AUDIENCE PROFILE:

250 senior delegates representing 20 U.S. States of which  
40% are from outside of Minnesota



## **BENEFITS OF SPONSORSHIP FOR 2010:**

- Strategic visibility/branding as a leader in the medical device market
- Improved credibility through high-impact and targeted messaging
- Quantifiable return-on-investment
- Opportunity for deeper relationships through face-to-face contact
- Key contacts and prospects all under one roof

## **SPONSORSHIP OVERVIEW & AGREEMENT**

### **Premier Sponsor**

**\$40,000**

- **One guaranteed speaking role on the program for the sponsoring company or a client**
- **Host of on-site, reception** (includes direct costs of food & beverage)
- **Seat on the conference advisory board**
- Five complimentary guest passes to use for colleagues, partners, and/or associates (valued at \$6,475)
- Six complimentary guest passes to use for clients, customers and/or industry contacts (valued at \$7,770)
- 50% VIP discount to clients and key contacts
- Confidential full attendee list pre and post conference
- Prime 8x10 exhibit space in reception throughout the conference
- Corporate logo on all promotional materials and the conference workbook
- Full page corporate profile **and** advertisement in the conference workbook
- Website linkage on the conference website ([www.medtechconference.com](http://www.medtechconference.com))
- On-site signage
- Corporate banner in main general session room
- Reserved table at lunch upon request

### **Major Sponsor**

**\$25,000**

- **One guaranteed speaking role on the program**
- **Host of either a Breakfast or Networking Reception** (includes direct costs of food & beverage)
- Recommend conference keynote speakers, session presenters and moderators
- Seven complimentary guest passes to use for colleagues, partners, associates, clients, customers and/or industry contacts (valued at \$9,065)
- 25% VIP Discount for contacts and clients
- Confidential full attendee list pre and post conference
- 6-foot table in exhibit hall reception area throughout the conference
- Corporate logo on all promotional materials and the conference workbook
- Half page corporate advertisement **and** full page company profile in the conference workbook
- Website linkage on conference website ([www.medtechconference.com](http://www.medtechconference.com))
- On-site signage
- Corporate banner in main general session room

## **Supporting Sponsor**

**\$10,000**

- **Host of an onsite Promotion Item (all direct costs included in sponsorship fee)**
- Four complimentary guest passes to use for colleagues, clients, and/or industry contacts (valued at \$5,180)
- 25% VIP Discount for additional colleagues, clients, and/or industry contacts
- Corporate logo billing on all promotional materials and the conference workbook
- Full page corporate profile or ¼ page advertisement in the conference workbook
- Website linkage on the conference website ([www.medtechconference.com](http://www.medtechconference.com))
- Confidential full attendee list pre and post conference
- 6-foot table in the exhibit hall throughout the conference
- On-site signage

## **Industry Sponsor**

**\$5,000**

- Three complimentary guest passes to use for colleagues, clients, and/or industry contacts (valued at \$3,285)
- 15% VIP Discount for additional colleagues, clients, and/or industry contacts
- Corporate logo billing on all promotional materials and the conference workbook
- Full page corporate profile or ¼ page advertisement in the conference workbook
- Website linkage on the conference website ([www.medtechconference.com](http://www.medtechconference.com))
- Confidential full attendee list pre and post conference
- 6-foot table in the exhibit hall throughout the conference

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**SPONSORSHIP AGREEMENT**



 **PREMIER SPONSOR \$40,000**  
 **MAJOR SPONSOR \$25,000**

 **SUPPORTING SPONSOR \$10,000**  
 **INDUSTRY SPONSOR \$5,000**

Today's Date:

Name of Company:

Sponsorship Commitment Authorized Signature:

Print Name:

Individual to be invoiced:  Title:

Address:

Tel:  Fax:  Email:

*\*Sponsorship payments must be received by IBF 30 days prior to the conference otherwise a 3% late fee will be applied monthly to late or outstanding payments*

Contact Person for Logistics:

Tel:  Fax:  Email:

Website URL:  Quantity of Brochures Requested for In-House Mailings:

Brochures should be shipped to:

Address:

A copy of your Corporate Logo will be needed ASAP to include on our marketing materials.  
LOGO for PRINT: color & black and white, EPS or TIF preferred, size: 300 dpi  
LOGO for WEB: color version preferred, GIF or JPG ONLY size: 252 x 72 or 352 x 72 ONLY.  
Please e-mail both logo formats to [carissa@ibfconferences.com](mailto:carissa@ibfconferences.com)

**QUESTIONS REGARDING YOUR SPONSORSHIP SHOULD BE DIRECTED TO:**

**Carissa Stavrakos  
Executive Producer**

**IBF-International Business Forum**

**T: (516) 765-9005 ext 310 E: [carissa@ibfconferences.com](mailto:carissa@ibfconferences.com)**

ACCEPTED BY IBF:

PRODUCER NAME

DATE



## **Terms & Conditions**

- A) Once the contract is signed, this is a binding agreement. After payment is received there are to be no refunds following the execution of this agreement unless IBF Conferences Inc./International Business Forum cancels the event due to any unforeseen situations that would affect the general population from attending the conference. In the event of a cancellation, either a refund or credit letter will be issued. The credit letter must be utilized towards a future conference within a 12 month period from the canceled event.
- B) There are to be no competing events held during the regular hours of operation of the conference. This includes scheduled set-up hours. Dinners or receptions should be held after hours. There are to be no side-tracks or outside sessions/presentations held in association with this event under the same roof without the prior consent of IBF Conferences Inc./International Business Forum.
- C) There are to be no room drops at the hotel without prior consent of IBF Conferences/International Business Forum.
- D) It is understood that the attendee lists are proprietary and to be kept confidential and not distributed to any outside individual or organization outside of the sponsoring company. The attendee list will only be used for client relations and/or marketing purposes directly related to the sponsor's core business. If the list is used to promote any other conferences, a list rental fee of \$10,000 will be made payable to IBF Conferences/International Business Forum.
- E) All representatives using the complimentary registrations of the sponsoring company must be submitted no later than 5 days prior to the conference. All documents must be submitted on appropriate deadline notifications to insure maximum benefits are being used.
- F) A high-resolution eps file and jpg file (minimum 300 dpi) must be forwarded to [Carissa@ibfconferences.com](mailto:Carissa@ibfconferences.com) within one week post signing of the contract.
- G) *Sponsorship payments must be received by IBF 30 days prior to the conference otherwise a 3% late fee will be applied monthly to late or outstanding payments.*

**FAX SIGNED AGREEMENT TO: (516) 765-9015**  
**OR EMAIL TO: [CARISSA@IBFCONFERENCES.COM](mailto:CARISSA@IBFCONFERENCES.COM)**

ACCEPTED BY SPONSOR:

*SPONSOR REPRESENTATIVE*

*DATE*

ACCEPTED BY IBF:

*IBF REPRESENTATIVE NAME*

*DATE*