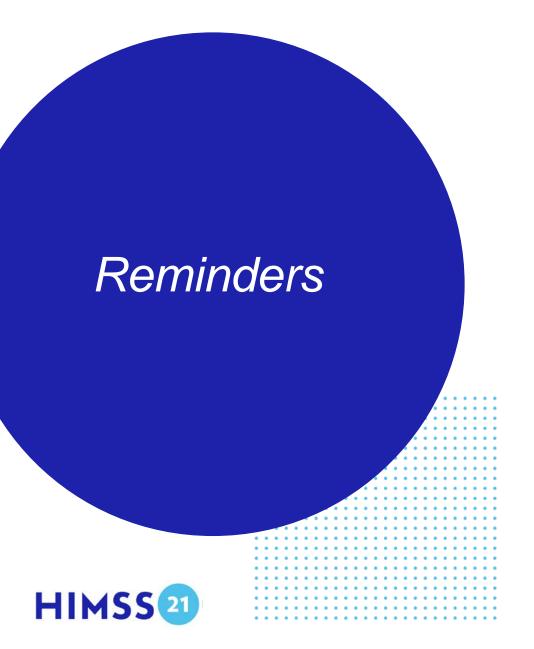


HIMSS21 Sponsorship Webinar

New Opportunities

March 22, 2021







Your line was muted when you joined the call

If you have any questions throughout the presentation, please save until Q&A time as we may answer later in the presentation. During Q&A time, please use the chat box in the bottom of your screen.



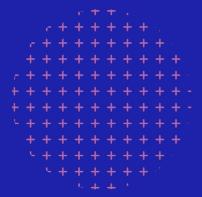
This webinar will be recorded

The recording and slides will be sent to all attendees via email within a few hours after the presentation. Please utilize the links throughout the slides for additional information.

Today we will cover:

- HIMSS21 Overview and Updates
- Digital and Media Opportunities
- New Sponsorship Opportunities at HIMSS21
- Specialty Pavilions
- GHEN and IT Exec Programs
- Corporate Membership
- Upcoming Deadlines and Reminders
- Question & Answer





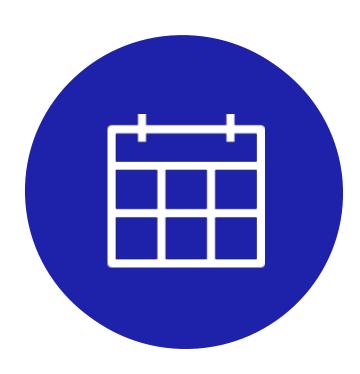
HIMSS21 Las Vegas, Nevada August 9-13, 2021





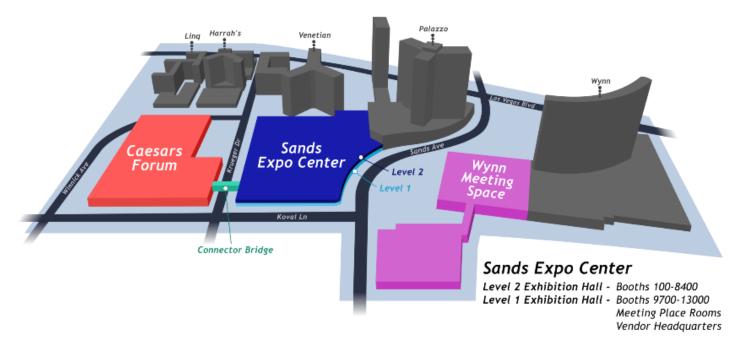
Key Dates

- Global Health Conference & Exhibition
 - August 9-13 (Monday Friday)
 - Venetian-Sands Expo, Caesars Forum Conference Center & Wynn
 - Digital Program August 9 12
- Preconference Symposia & Forums, Opening
 Keynote and Opening Reception
 - Monday, August 9
- Exhibition Dates:
 - August 10-12 (Tuesday Thursday)





HIMSS21 Conference Layout



Caesars Forum

Exhibition Hall - Booths C100-C1500



HIMSS21 Registration Numbers

Attendee registration launched on March 11, 2021

Exhibitor registration will launch on March 25, 2021

22 Weeks out	2021	2020	2019	2018
Registration	1006	991	444	866
Attend in-person Digital only	87% 13%	N/A	N/A	N/A



Health and Safety Protocols

Before you arrive

Health Technology Solution(s)

We are in an RFP process and will engage vendor(s) to assist in implementing appropriate health and safety protocols.

- All registrants, exhibitors, partners and suppliers will receive email information about comprehensive health and safety solutions.
- We are going through a rigorous vendor selection with prioritized functionalities for a best-in-class experience.
- The timeframe of when this solution will be available is currently being determined and will be shared.





Health and Safety Protocols Onsite at HIMSS21

HIMSS will implement health and safety protocols appropriate to the public health circumstances existing at the time of the conference.

Those protocols may include but are not limited to the following:

- Testing;
- Proof of negative COVID-19 status and/or vaccination and/or antibody status;
- Self-monitoring;
- Biometric screening;
- Symptom checkers;
- Contact tracing;
- Use of personal protective equipment, social distancing, and space management; and/or
- Other similar measures.

Compliance with some or all of the protocols adopted by HIMSS may be mandatory for in-person attendance and participation at the Conference. Additional information regarding the specific health and safety measures, and any necessary consents by you, will be communicated to attendees prior to the first day of the Conference.





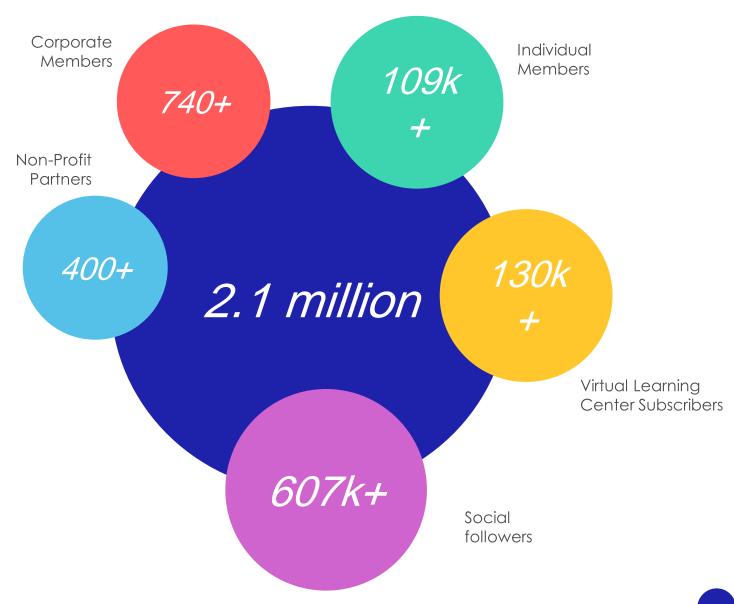
HIMSS21 Digital Conference & Media Solutions



Our Audiences

Expand your footprint with an engaged, global audience.

With over 2.1 million touch points, our audiences represent a global community of members, volunteers, event attendees, influencers and more.





What is HIMSS21 Digital?

August 9 - 12, 2021

Access for a global audience with content experiences unique to the digital environment.

Approach

HIMSS21 Digital is a completely unique extension – not a duplication – of the industry's most influential healthcare information and technology event.

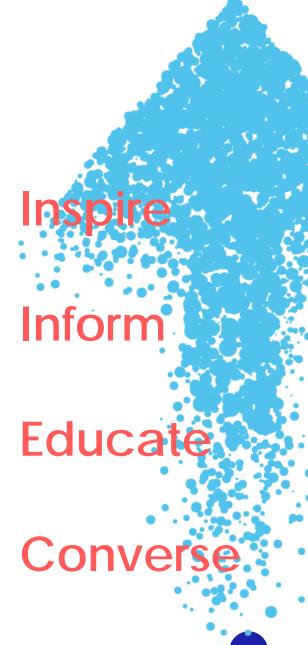
As a complement to in person event, HIMSS21 Digital will take place within a best-in-class digital environment that is easily accessible, easily navigable and flawlessly executed.

Content

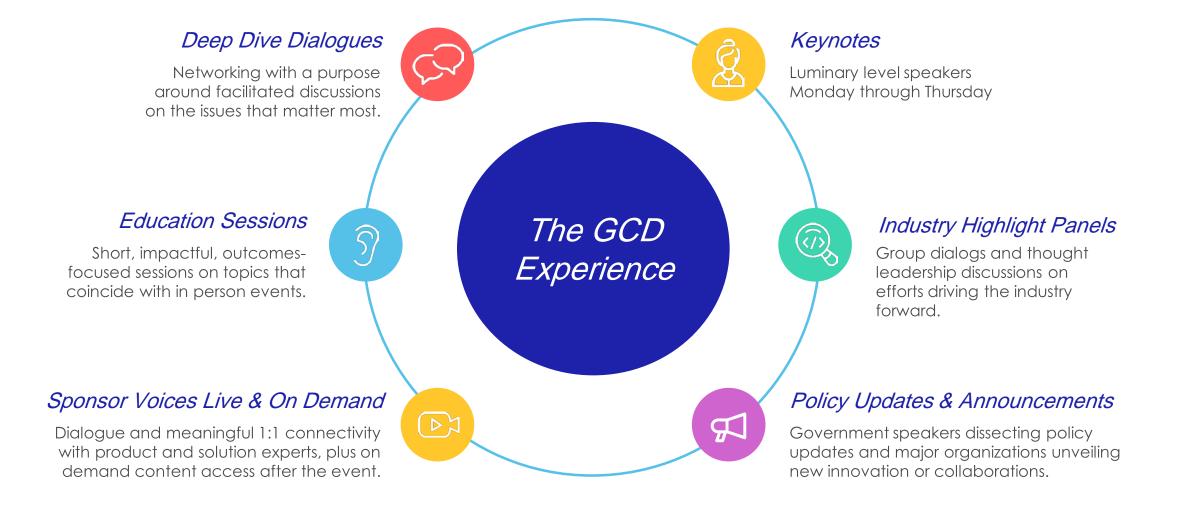
40 hours of inspiring, keynote-level content. Informative industry highlights. Outcomes-focused education sessions. Purpose-based conversations and networking. We will provide global attendees, sponsors and collaborators with an experience unlike any other.

Registration

This year's experience will be packaged in both a single hybrid registration offering (in person and digital access) and a digital-only pass.





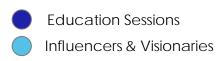




Sample 3 Hour Segments – No Segments Run Concurrently

Session	Tag(s)	Session	Tag(s)
Anchor Desk	-	Anchor Desk	-
Keynote *	Care Tech	Executive Fireside Chat	Care
Panel	Data & Information	Leadership Spotlight	Data & Information Tech
Policy Session	Data & Information Tech	Exhibits Coverage 🖈	-
Best Practices	Care	Virtual Dialogue	-
Case Studies	Data & Information	Panel	Care
Fireside Chat	Tech	Panel	Data & Information
Exhibits Coverage 🖈	-	Tactical Education	Tech
Virtual Roundtable	-	Keynote (Digital Exclusive)	









HIMSS21 Digital

Sponsor Level	Keynote (Limited to 8)	Panel (Limited to 6)	On Demand (Limited to 20)
Investment	\$250,000	\$145,000	\$60,000
Keynote kick-off presentation (15-20 mins)	✓		
Participation in 30-min panel		✓	
Digital promo campaign	155k Impressions	100k Impressions	
Pre/Post event webinar (300 leads)	✓	✓	
Pre-recorded video (3-5 mins) in Discovery page & on-demand			✓
1x SmartMail email to registrants			✓
Pre/Post event podcast			✓
Lead bundle (delivered July - Sep)	300	300	100
Creation of HIMSS21 content asset to support lead bundle	eBook	White Paper	Case Study
Discovery page and Map Your Show company listings	✓	✓	✓
HIMSS21 Digital Passes	20	15	10



HIMSS21 Preconference & Specialty Forums

Top health IT trends shaping the future of healthcare

Sponsorships include speaking engagements, branding opportunities and the chance to connect one-on-one with decision-making leaders, stakeholders and influencers

Machine Learning & Al for Healthcare Forum

August 9, 2021 | Approx. 9:00 am – 4:00 pm PT

Healthcare Cybersecurity Forum

August 9, 2021 | Approx. 9:00 am – 4:00 pm PT

Patient Experience & Consumerization Forum

August 9, 2021 | Approx. 9:00 am – 4:00 pm PT

Pharma Forum

August 10, 2021 | Approx. 11:00 am – 4:00 pm PT



Program

- Targeted deep dive content segments
- Keynote speakers
- Panel discussions & fireside chats
- Peer-to-peer education
- Networking



Attendees

- Each program will drive about 200 participants
- Managers and above
- Decision makers
- · Representation from various sectors



Sponsorship Opportunities

Sponsor Level	Premier (Limit 2)	Signature (Limit 2)	Patron (Limit 3)	Market Intelligence (Exclusive per Forum)
Investment	\$63,250 Early Bird (3/31): \$55,000	\$40,250 Early Bird (3/31): \$35,000	\$23,000 Early Bird (3/31): \$20,000	\$49,500: Stand Alone \$42,500: + Premier, Signature, Patron
Thought Leadership	30-minute session at Live Forum	15 minute session at Live Forum	Panel Session at Live Forum	5 – 10 min Presentation at Live Forum
Video Message				Other Deliverables
HIMSS TV Virtual Interview				Sponsor able to submit up to 3 questions for research data
Ad in HIMSScast Podcast				 Access to full report for marketing and distribution, along with verbatim comment Sponsor marketing of research findings to
Ad in HITN Daily				take place post-Forum, as live Forum serves as the launch of research findings • All Forum Attendees to receive first report
Chair Drop				release to the market via post-Forum Thank You email
Sponsorship Recognition	Inclusion in attendees promo emails (where applicable), onsite signage, walk-in slides in forum session & website	Inclusion in attendees promo emails (where applicable), onsite signage, walk-in slides in forum session & website	Inclusion in attendees promo emails (where applicable), onsite signage, walk-in slides in forum session & website	Sponsor logo 500-word sponsor description included on report
Forum Badges	6 complimentary passes	5 complimentary passes	4 complimentary passes	2 complimentary passes
Attendee List (Opt-in Only)				

Early Bird Pricing includes 15% discount. Must sign by March 31, 2021
Premium pricing of +15% starts on April 1, 2021 and ends on June 30, 2021
After June 30, sponsorship opportunities and pricing scoped based on availability and production timeline















Digital Solutions

Create brand dominance and engage buyers and influencers pre/onsite/ post conference with digital solutions



Right Now Newsletter

Connect with decision-makers through the most read global health conference newsletter.

The Right Now Newsletter covers the largest health conference of the year and previews what to expect, breaks down what's happening on the show floor and summarizes key takeaways for HIMSS21.



EXCLUSIVE!

"Special Alert" Emails

Be a part of breaking news from the show floor.

Daily "Special Alert" emails are sent out based on the daily happenings on the show floor - special guest interviews, new product announcements and more.



EXCLUSIVE!

HIMSS21 Coverage

Elevate your brand credibility by placing it alongside trusted editorial content produced by industry thought leaders

Each year, full coverage of the HIMSS Global Health Conference & Exhibition is published on our media sites.



Mobile App

Reach attendees through the leading resource to plan their agenda and navigate the conference.





Limited to 24 sponsors!

Right Now Newsletter

The Right Now Newsletter, along with 50K retargeting impressions, is a great way to build awareness with those engaging around the conference.

PROGRAM ELEMENTS:

- Reach a targeted audience of attendees and those engaging around HIMSS21 content through use of HIMSS proprietary first-party data
- Newsletter and re-targeting digital impressions
- Each issue is sent to 90K+
- Each placement includes audience extension program (re-targeting of HIMSS audience) with 50K impressions

PLACEMENTS [PER ISSUE] AVAILABLE:

- 728x90 Leaderboard [1 available per issue]: \$4,000
- 300X250 Medium Rectangle [3 available per issue]: \$3,500
- Exclusive! [All ad placements per issue]: \$7,500

Pre-Co	nference	Onsite Mid-Day	Onsite Evening	Conference Wrap-Ups
Wed 6/30	Fri 7/2	Sun 8/8	Sun 8/8	
Wed 7/7	Fri 7/9	Mon 8/9	Mon 8/9	
Wed 7/14	Fri 7/16	Tues 8/10	Tues 8/10	
Wed 7/21	Fri 7/23	Wed 8/11	Wed 8/11	Wed 8/18
Wed 7/28	Fri 7/30		Thurs 8/12	
Wed 8/4	Fri 8/6		Fri 8/13	Fri 8/20

Space available on first-come, first-served basis.

TIMING: Choice of 24 issues over 8-week period





Special Alerts: Exclusive!

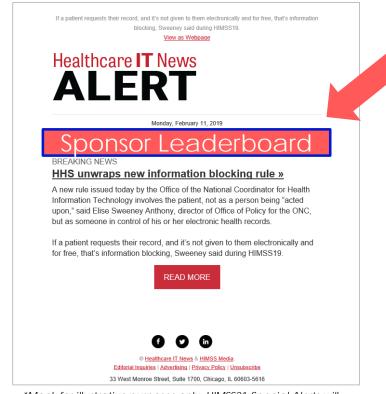
Daily "Special Alert" emails are sent out based on the daily happenings on the show floor – special guest interviews, new product announcements and more.

PROGRAM ELEMENTS:

- Exclusive sponsorship of "Special Alerts"
- 728x90 Leaderboard ad in all "Special Alert" emails sent to 100K contacts
- Re-targeting to HIMSS audience 50K impressions

TIMING: At least 1 email each day of the conference, plus 1 email post-con

RATE: \$22,500



*Mock for illustrative purposes only. HIMSS21 Special Alerts will have a different look and feel.





HIMSS21 Coverage: Exclusive!

Elevate your brand credibility by placing it alongside trusted editorial content

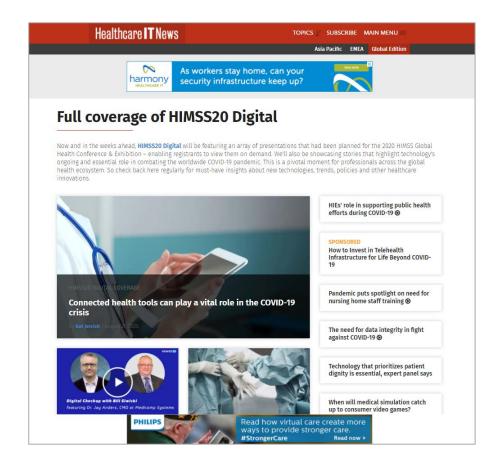
produced by industry thought leaders.

PROGRAM ELEMENTS:

- Exclusive sponsorship of HIMSS21 Coverage
- 728x90 and 300x250 ads on all HIMSS21 coverage pages
- 250,000 digital impressions
- +Re-targeting to HIMSS audience 50K impressions

TIMING: 6-month program (March - Sept 2021)

RATE: \$35,000







Limited to 10 sponsors!

Mobile App

The HIMSS19 mobile app was used by over 28,000 highly engaged attendees, resulting in over 2.5M screen views and 80% push notification open rate.

PROGRAM ELEMENTS:

- Push notifications
- In-box messaging
- Location-based notifications
- Logo on virtual show floor map
- In-app banner advertising rotation 1M+ impressions
- Post-show retargeting using HIMSS proprietary first-party data to reach a targeted audience of attendees and those engaging around HIMSS21 – 100K impressions
- Enhance value by adding onsite digital advertising

RATE: \$42,500







HIMSS TV

Maximize exposure onsite and with those who tune in remotely through this powerful and influential communication channel – share how you're changing the industry through a variety of video offerings.



@ The Conference

5-7 minutes
Panel discussion
Up to 3 Clients/SMEs

Filmed at HIMSS TV set



Conversations

5-7 minute 1:1 interview hosted on HIMSS.TV and marketed through a multichannel campaign

Filmed at HIMSS TV set



Escalator Pitch

2-3 minute recorded company overview hosted on HIMSS.TV and marketed through a multichannel campaign

Client-only video Up to 60 seconds Filmed on escalator



HIMSS Happenings

Interview/tour/demo 2-3 minutes

Filmed at client booth





@ The Conference: 3-Day Coverage

Each day, the HIMSS21 editorial team will broadcast live from the conference to recap the day's happenings including keynote highlights, thought leadership panels, innovation updates and more.

Morning Update Sponsor: Only 3 available

- Opening day observations
- Pre-Roll Video to open the daily broadcast (:30 sec max)
- Post-Roll Video to close the daily recap (:30 sec max)
- Spoken Thank You Message by Host
- 50,000 RON Digital Impressions

RATE: \$37,500

Thought Leadership Panel: Only 6 available

- Topical Thought Leadership panel discussion
- Sponsor chooses topic and provides subject matter expert
- ~20 min format per episode
- Promotion in 1x Newsletter (post show)
- 50,000 RON impressions

RATE: \$55,000

Wrap-Up Sponsor: Only 3 available

- Pre-Roll Video to open the daily broadcast (:30 sec max)
- Post-Roll Video to close the daily recap (:30 sec max)
- Spoken Thank You Message by Host
- 50,000 RON Digital Impressions

RATE: \$37,500





Limited to 10 sponsors!

HIMSS TV Conversations

Filmed onsite at the HIMSS TV news desk, this 3-5 minute interview provides your executive or SME the chance to communicate your key messages and proof points to the extended HIMSS audience through a professionally produced video interview.

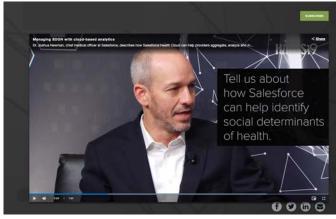
PROGRAM ELEMENTS:

- 3-4 minute interview conducted by the HIMSS TV host and filmed onsite at the HIMSS TV set
- Airs during the live broadcast on one day of the show and is promoted through the mobile app
- Syndicated on HIMSS.tv, YouTube and Roku, featured in information brand newsletters, amplified through social media and promoted through native video ads
- Client receives a copy of the final edited video file and use rights
- 100K promotional digital impressions
- Enhance value by adding digital display including Native and/or SmartMails

RATE*: \$17,250







Example Videos**

Example 1

Example 2

Example 3

**Video length not necessarily reflective of length for this offering



Limited to 10 sponsors!

HIMSS TV Escalator Pitch

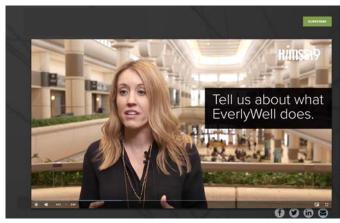
Filmed on an escalator in the convention center just before or during HIMSS21, this video is cost-effective and impactful in getting your value proposition and HIMSS21 activities in front of the HIMSS audience.

PROGRAM ELEMENTS:

- 60-second video filmed on/near an escalator by a roving HIMSS TV crew
- Sponsor receives a copy of the final edited video file and use rights
- 25K promotional digital impressions
- Maximum 10 per broadcast day
- Enhance value by adding digital display including Native and/or SmartMails

RATE: \$5,750





Example Videos**

Example 1 (on Escalator)

Example 2 (in Atrium)

Example 3 (in Atrium)

**Video length not necessarily reflective of length for this offering





Limited to 15 sponsors!

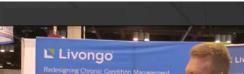
HIMSS TV Happenings

Showcase your brand's energy and excitement with a professional video filmed at your booth and aired live on HIMSS TV. Whether it's a booth tour, sneak peek into planned conference activities or a sit-down with a SME in your own branded space, this video format allows for infinite creativity.

PROGRAM ELEMENTS:

- 2-3 minute video filmed by a roving video crew at your booth
- Airs during the live broadcast on one day of the show
- Syndicated on HIMSS.tv, YouTube and Roku, featured in information brand newsletters, amplified through social media and promoted through native video ads
- Client receives a copy of the final edited video file and use rights
- 50K impressions
- Maximum 5 per broadcasts day

RATE*: \$7,500





HIMSS IV

Example Video**

USING AI IN CHRONIC CARE COACHING

**Video length not necessarily reflective of length for this offering



Questions?



New Sponsorship Opportunities



New Preconference Sessions and Events

Reach your target audience before the exhibition hall opens by sponsoring a preconference event on Monday, August 9!

- Preconference Symposia Sponsorships
 - Global Health Equity
 - Clinically-Integrated Supply Chain
- CIO Summit Sponsorships*
 - Breakout Panels
 - Keynote Speakers
 - Opening and Closing Receptions
 - Breakfasts and Luncheons
 - Breaks
 - Branding (Banners, Message Panels and Program Ads)
 - Giveaways, Apparel and Room Drops

Investment: \$6,000 - \$35,000 *Available to HIMSS Corporate Members Only

View all HIMSS21 Preconference Opportunities



New Thought Leadership Opportunities Increase your brand visibility, share thought leadership and reach your target audience by sponsorship a HIMSS21 Session Series.

Benefits include moderating role, logo recognition, and badges.

- Session Series
 - Blockchain
 - Canadian
 - Clinically Integrated Supply Chain NEW! SOLD!
 - **Global Health Equity**
 - Payer
 - Telehealth NFW!

Investment: \$13,500 - \$15,000

View all HIMSS21 Thought Leadership Opportunities





New Attendee Resources

Increase your brand visibility and support a sanitary environment at HIMSS21 by sponsoring personal protective equipment.

- Branded Personal Protective Equipment Opportunities
 - Touchless Sanitary Key
 - Reusable Thermometer Strip
 - Reusable Face Mask SOLD!
 - Hand Sanitizer with Cover SOLD!
 - Personal Protective Equipment Stations SOLD!

Investment: \$20,000 - \$41,250

<u>View all HIMSS21 Attendee Resource Opportunities</u>







New Onsite Branding Opportunities

Share your message with attendees outside of the Exhibition Hall with the numerous branding opportunities available in high-traffic lobby areas at HIMSS21!

- Sands Expo
 - **Lobby Feature Wall**
 - **Stair Clings SOLD!**
- Caesars Forum
 - Video Wall
 - Main Foyer Screen
 - **Projector Wall**
 - **Stair Clings**
 - Harrah's / Linq Hotel Connectors
- Venetian & Palazzo Hotels
 - **Elevator Cab Monitors**
 - **Duratrans**

Investment: \$3,500 - \$21,000

View all HIMSS21 Onsite Branding Opportunities





New Networking Opportunities

- Career Fair
 - Sponsorship of the HIMSS21 Career Fair allows you to connect with hundreds of HIMSS21 attendees including health information and technology professionals, clinicians and executives from around the world. The HIMSS21 Career Fair creates a two-day environment for those looking for professional development opportunities and can assist in searching for your next employee.
- Press Room new and improved benefits for HIMSS21!
 - Put your name in front of approximately 150 press sources in attendance at HIMSS Global Health Conference & Exhibition. Sponsorship includes access to three "Press Only" events leading up to and during HIMSS21.

Investment: \$20,000 - \$22,000

View all HIMSS21 Networking Opportunities



HIMSS21 Specialty Pavilions

New this year, specialty pavilions will be co-located or near education sessions providing a destination for attendees. The following pavilions are topic-focused and offer turnkey exhibit and thought leadership opportunities to reach your desired audience.

- Consumerism/Patient Engagement
- Cybersecurity Command Center
- Federal Health Pavilion
- Healthcare of the Future
- Innovation Live
- Start Up Park NEW!
- Value of Healthcare

Investment: \$2,800 and up

View all HIMSS21 Exhibition Opportunities





HIMSS21 Specialty Pavilions

Participation Options:

- Overall Pavilion Sponsorship
- Turnkey Kiosk with Speaking Session
- 10'x10' Turnkey Package NEW!
 - Structure (choice of pre-designed layout) with logo/graphics.
 - Electrical, internet hardline, monitor, keyboard, mouse, chairs and carpeting.
 - 20-minute thought leadership speaking session
 - Company name or logo listed in marketing/communications
 - Five (5) exhibitor/client badges; Five (5) priority points
- 20'x20' Turnkey Package NEW!
 - Structure (choice of pre-designed layout) with logo/graphics.
 - Electrical, internet hardline, monitor(s), keyboard, mouse, chairs & pavilion carpeting.
 - 20-minute thought leadership speaking session
 - Company name or logo listed in marketing/communications
 - 20 exhibitor/client badges; 11 priority points







Turnkey booth packages are available in the following Areas:

- Consumerism/Patient Engagement
- Cybersecurity Command Center
- Innovation Live
- Value of Healthcare

HIMSS Interoperability Showcase™

This premier specialty exhibition displays the exchange, access and use of data through interoperability profiles and health standards in real time with live products being implemented in the marketplace—backed by the strength of HIMSS's global expertise, convening and thought leadership.

Demonstration

- Collaboratively showcase existing work and interoperable technical achievements.
 - Connected level
 - Premier level

Thought Leadership & Exhibition

- Emphasize implementation projects occurring today and in the future. These a-la-carte opportunities highlight your individual interoperability efforts.
 - Spotlight Theater NEW!
 - On-Demand Content NEW!
 - Marketplace

Investment: \$2,250 - \$65,000

<u>View all Interoperability Participation Opportunities</u>





HIMSS Interoperability Showcase™

New Thought Leadership Opportunities

- Spotlight Theater
 - 20-minute thought leadership session within the Interoperability Showcase.
 - New opportunity to highlight interoperability implementation efforts taking place today or in the future.
 - Limited staffing necessary during a specific time during HIMSS21.
- On-Demand Content
 - Partner with clients and other stakeholders and share a successful interoperability user story.
 - Share an interoperability project in progress.
 - No onsite staffing required during exhibit hall hours.
 - Will be presented within a highly visible area of the Interoperability Showcase.

Investment: \$2,250 - \$4,200





Global Health Equity Network

Advocating for underserved groups to advance the cause for health and wellness for everyone, everywhere through collaboration with diverse communities across the globe. Our overarching theme for 2021 is focused upon improving global maternal health outcomes.

- HIMSS21 and Year-Long Benefits Include:
 - **Thought Leadership**
 - Networking
 - **Recognition and Branding**
 - Global Maternal Health Tech Challenge
- Sponsorship Levels
 - Premier (3 available)
 - Elite (6 available)
 - Signature

Investment: \$15,000 - \$165,000

<u>View all Global Health Equity Network Opportunities</u>





HIMSS IT Executive Community

HIMSS IT Exec Community is a multi-faceted 365-day-a-year experience—built and informed by the highest-ranking information, technology and digital executive officers. The community offers year-round programming, personalized services, high-visibility thought leadership opportunities, peer-to-peer exchanges, executive roundtable, access to exclusive survey data and more.

- HIMSS21 and Year Long Benefits Include:
 - Thought Leadership
 - Networking
 - Recognition and Branding
- Sponsorship Levels
 - Visionary (1 available)
 - Luminary (2 available)
 - Signature

Investment: \$47,500 - \$295,000

View all HIMSS IT Executive Community Opportunities





Corporate Membership



Corporate Membership Extend your Global Health Conference Investment

Benefit Highlights:

- Complimentary Full Conference registration(s) to the HIMSS Global Health Conference
- Exclusive B2B executive networking opportunity
- Save on 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 Priority Points (earlier booth selection appointment for HIMSS22). Pick your booth before hundreds of other companies!
- NEW BENEFIT! Gold Corporate Members get 1.5 points per \$3,000 spent

View all Corporate Membership benefits



Upcoming Deadlines and Reminders



Upcoming Dates and Deadlines:

April	Marketing toolkit becomes available on the HIMSS21 website
04/08/21	Webinar: Monthly Logistics and Cost Savings Tips
04/13/21	Webinar: Learn how to manage your housing block online
04/20/21	Webinar: First Time Exhibitor Tips & Tricks
04/22/21	HIMSS21 Sponsorship Webinar: Branding and Networking Opportunities



HIMSS22 - Save the Date!

Orlando, FL March 14-18, 2022 Exhibit Dates: March 15-17 Orange County Convention Center

HIMSS22 Booth Selection Timeline*

May 17- 28 Anchor Selection June 7 – 22: Top 250 Selection August 9-12: Onsite Selection**

Booth Selection Informational Webinar Thursday, May 13, at 1:00 PM CT / 2:00PM ET Click here to register!

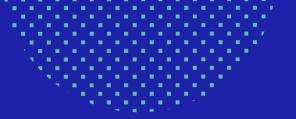
*Dates subject to change

^{**}Both onsite and virtual appointment options will be available





Questions?





More Questions?

Contact salesinfo@himss.org or your Sales Manager.



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Thank you!

