



Welcome Message

We are delighted to invite you to participate in the 4th Asia Pacific Tele-Ophthalmology Society Symposium (4th APTOS Symposium) scheduled for September 21 – 22, 2019 in Chennai, India.

Dedicated to advancing and promoting the use of the tele-ophthalmology and service innovations in the Asia-Pacific region, the Asia Pacific Tele-Ophthalmology Society (APTOS) was founded in May 2016. An inaugural symposium was held in Beijing, China, on June 19, 2016, followed by the 2nd APTOS Symposium in Hong Kong on July 15 – 16, 2017 and the 3rd APTOS Symposium in Singapore on July 7 – 8, 2018. The APTOS annual symposium is very well-received, each bringing together over 300 tele-ophthalmologists from around the world. The 4th APTOS Congress is expected to continue to provide a platform for those with a genuine interest in tele-ophthalmology and innovative service delivery to meet and exchange expertise, to disseminate the latest technology advancements and applications in tele-ophthalmology, and the highest standards of clinical and public health research, education, training, and patient care.

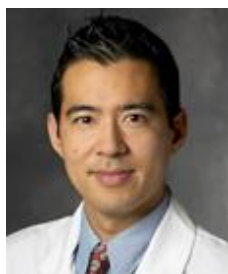
The theme of the 4th APTOS Symposium is **the evolution of AI in the ophthalmologic revolution**. We will see how far AI has evolved from the inaugural APTOS Symposium and look at what it is capable of doing in ophthalmology and the revolution it has brought to the ophthalmic community. A major highlight of APTOS 2019 will be the **APTOS Hackathon** and the **Big Data DR Challenge** for different algorithms in ocular diagnostics. We would like to invite investigators, hospitals and/or companies to participate in the Challenge either as an individual or a group. Through competition, we improve, strengthening what we've built, including friendships. More importantly, at APTOS 2019, we will look at the potential of AI and big data analytics to improve diagnostics for better patient care delivery.

Chennai is often referred to as the “Soul of South India.” As the capital city of the Tamil Nadu State, it plays a major role as keeper of the South Indian artistic, religious and culinary traditions. The city has a lot to offer – museums, temples, authentic South Indian delicacies, a sunset saunter along Marina Beach, etc. We are inviting companies to participate actively in the 4th APTOS Symposium, which will be an excellent occasion for you to promote the interests of your company. We look forward to your support.

Yours sincerely,



Dr Kim Ramasamy
Congress President
4th APTOS Symposium



Dr Robert Chang
Scientific Program Chair
4th APTOS Symposium



Prof Mingguang He
President
APTOS



Dr Andreas Mueller
Secretary-General
APTOS



About APTOS

The Asia Pacific Tele-Ophthalmology Society (APTOS) was founded in May 2016 with the mission to promote and advance the development of tele-ophthalmology in the Asia-Pacific region and beyond.

Learn more about the APTOS at www.asiateleophth.org.

Venue

ITC Grand Chola, No. 63, Mount Road, Guindy, Chennai, Tamil Nadu 600032

Congress Objectives

- To showcase the latest innovations and current applications of tele-ophthalmology in the diagnosis and treatment of ophthalmic diseases
- To provide a platform for fruitful scientific exchange, presentation of high-quality, original scientific studies and research
- To promote the exchange of expertise and to disseminate the most updated clinical practice and international gold standards
- To give delegates an opportunity to network, make and renew friendships
- To keep delegates posted of industry research and developments

Program

Chaired by Dr Robert Chang from Stanford University, the scientific program will cover important areas in ophthalmic innovations, tele-ophthalmology and ophthalmic imaging and technologies. Each program committee member will organize an invited symposium where leading tele-ophthalmologists and experts will be engaged to deliver cutting-edge technologies and their applications in ophthalmology. Program committee member information will soon be available at:

<http://2019.asiateleophth.org/invited-faculty/>

Through the 4th APTOS Symposium, we will foster interaction in a number of innovative ways and encourage dialogue through keynote lectures, interactive sessions and panel discussion.

Website

The 4th APTOS Congress website contains all details relating to the Congress. It is being updated from time to time. Please visit it regularly:

<http://2019.asiateleophth.org>



Sponsorship Opportunities

The 4th Asia Pacific Tele-Ophthalmology Society Symposium (4th APTOS Symposium) will provide sponsors with exposure and access to delegates who have the capacity to influence the selection of products and services with their organizations. The Symposium also provides you with the opportunity to demonstrate your support and commitment to tele-ophthalmology and general ophthalmology while our sponsorship program will extend your visibility beyond the exhibition hall to achieve maximum exposure at the congress.

In order to ensure that your company can achieve its objectives by taking part in 4th APTOS Symposium, a wide range of sponsorship opportunities is available. In addition to packages, sponsors can also consider taking out individual items.

Benefits & Acknowledgments

It is the express intention of the Congress Organizing Committee to ensure that package sponsors will receive the highest recognition in return for their generous support.

General benefits will include:

- Company name and logo on sponsored item(s)
- Acknowledgment in promotional materials
- Acknowledgment on the congress website
- Acknowledgment with company logo in the Final Program
- Company name and logo on sponsors' acknowledgment boards, which will be prominently displayed throughout the congress venue
- Priority choice of exhibition space
- Use of congress logo on company communications relating to 4th APTOS Symposium

Sponsor Recognition

- Diamond Sponsor (Max = 2): Contributions of over US\$80,000
- Platinum Sponsor: Contributions of over US\$60,000
- Gold Sponsor: Contributions of over US\$40,000
- Silver Sponsor: Contributions of over US\$20,000
- Bronze Sponsor: Contributions of over US\$15,000

Sponsor Entitlements

- 1. Signage**
 - Company logo on congress flyers, backdrops in registration area, signage in congress venue, final program book, congress website, and e-newsletters
- 2. Final Program – Advertising**
 - One page, 4-color ad in the Final Program Book
- 3. Logo Link**
 - Logo link on congress website to company website and company name link to company profile



Sponsor Advantage Chart

Five different levels of sponsorship are being offered – the benefits of each are summarized as follows:

Benefit	Diamond US\$80,000	Platinum US\$60,000	Gold US\$40,000	Silver US\$20,000	Bronze US\$15,000
1. Symposium†	2 lunch symposiums (60 min) on 2 different days	1 lunch symposium (60 min) & 1 breakfast symposium (45 min)	1 lunch symposium (60 min)	1 breakfast symposium (45 min)	Coffee Break
2. Exhibition Space†	island booth (24m ²) in central area	18 m ² booth space in prime location	12 m ² booth space in prime location	6 m ² booth space in prime location	6 m ² booth space in prime location
3. Complimentary Registration	30	20	15	10	5
4. Complimentary Faculty Dinner Tickets	5	3	2	2	2
5. Delegate Insert	3	2	1	1	1
6. Product Catalogue in Delegate Bag	2	1	1	N/A	N/A
7. Logo on congress flyers, backdrops, registration area & signage inside congress venue	✓	✓	✓	✓	✓
8. Logo on the back of name badge	✓	✓	✓	✓	✓
9. Acknowledgment in monthly e-newsletter	✓	✓	✓	✓	✓
10. Final Program - Advertising	3 full pages Full color	2 full pages Full color	2 full pages Full color	1 full pages Full color	1 full page Full color
11. Logo link on congress website to own site	Logo link + 500-word company profile	Logo link + 500-word company profile	Logo link + 300-word company profile	Logo link + 200-word company profile	Logo link + 200-word company profile
12. Use of APTOS 2019 logo	✓	✓	✓	✓	✓
13. Advance mailing to delegate list	2	1	1	N/A	N/A
14. Peripheral Items#	Lanyard + 20% discount	20% discount	20% discount	15% discount	10% discount

† Diamond sponsors will be given priority over platinum, gold, silver and bronze sponsors in the assignment of sponsored symposiums and exhibition space

* Upgradability from break symposium to lunch symposium depends on the availability of venues and sponsors may incur extra costs in regards to the upgrade. Coffee break is non-tradable.

** This advantage chart serves as a guideline for sponsorship opportunities. If you would like to sponsor the 4th APTOS Symposium and have an idea which caters to your unique requirements as well as those of the Symposium, the Committee would be willing to consider alternative proposals

*** Package sponsors are signed up on a first come first serve basis and while items last.

Applicable to items in category B & category E only.



Scientific Program Items

Sponsored Seminars

A1 Lunch Symposium **US\$20,000**
Sponsors will have the opportunity to hold a lunch seminar in a lecture hall, seating around 100 delegates. The session will be of 60 minutes and the exact symposium schedule will be assigned by the organizer. The cost of catering will be covered by the organizer.

A2 Breakfast Symposium **US\$10,000**
Sponsors will have the opportunity to hold a breakfast seminar in a lecture hall, seating around 100 delegates. The session will be of 45 minutes and the exact symposium schedule will be assigned by the organizer. The cost of catering will be covered by the organizer.

A3 Coffee Break **US\$5,000**
Sponsors will have the opportunity to organize two 30-minute inter-session coffee breaks, one in mid-morning and the other in the afternoon, at the designated coffee break station located in exhibition area in the exhibition hall. A signage with the sponsor's logo will be erected at the coffee station during the break. Light refreshments and drinks are to be provided by the organizer.

Others

A4 Speaker-Ready Room **US\$5,000**
The **sole sponsor's** logo will be displayed as the background of the monitor along with the congress logo on every computer in the Speaker-Ready Room. The sole sponsor's logo will also be displayed in prominent places in the Speaker-Ready Room exclusively.

A5 VIP Lounge **US\$5,000**
The **sole sponsor's** logo will be displayed on coffee tables and other prominent places in the Lounge, where free flow of coffee and light refreshments will be served to our VIPs. The costs of light refreshments and drinks are inclusive.

A6 Electronic Poster & Video Platform **US\$8,000**
There will be a designated area in the congress venue for electronic display of videos and posters. The electronic video and poster platform is a major feature of the congress and is a crucial networking and learning opportunity for the participants. The sole sponsor's name and logo will be prominently displayed on the touch-screen monitors and will also appear on the instructions to video and poster presenters. The sponsor will be acknowledged in the Final Program next to details of the electronic video and poster platform.

A7 Keynote Speakers **US\$50,000**
The sole sponsor will be acknowledged at the final program and on the congress website promoting the Keynote Lectures. Travel support will be provided for Keynote Speakers, who will be informed of the funding source. The sponsor, however, shall have no influence on the selection of Keynote Speakers.



Delegate Items

B1 Lanyard **US\$5,000**

The **sole sponsor's** logo will be printed on the lanyard, which will be distributed to every delegate attending the event together with the congress logo and the organizers' logo. (Production cost inclusive)

B2 Delegate Bag **US\$8,000**

The **sole sponsor's** logo will be printed on the delegate bag, which will be distributed to every delegate attending the event together with the congress logo and the organizers' logo. (Production cost inclusive)

B3 Hotel Gift Drop **US\$2,000**

The **sole sponsor** can welcome APTOS 2019 attendees residing at the congress hotel with a branded gift and a note (to be provided by the sole sponsor), which will be either distributed at check-in or sent to the attendees' rooms, depending on the congress hotel.

B4 Hotel Key Cards **US\$3,000**

Attendees staying at the congress hotel will see the sole sponsor's name and logo on their hotel key cards.

Advertising Items

C1 Advertisement in the Final Program

Back of Front Cover	US\$800
Front of Back Cover	US\$600
Back of Back Cover	US\$1,000
Run of Page (Full)	US\$500
Run of Page (Half)	US\$300

Benefits: Advertisements in the Final Program, which will be distributed to every delegate together with the delegate bag. The final advertisement artwork file is to be provided by individual sponsors.

C2 Banner Advertisement at Congress Website

Banner Ads: Large (W176 X H60 pixels)	US\$1,000
Banner Ads: Regular (W128 X H35 pixels)	US\$500

Benefits: Sponsors can post a large or regular banner on the 4th APTOS Symposium website. The final advertisement artwork file is to be provided by individual sponsors.

C3 Delegate Bag Insert

1 insert (maximum size A4)	US\$500
1 product catalogue of less than 8 pages	US\$800

Benefits: Delegate bag inserts and product catalogues are to be distributed in the delegate bag. The final artwork file is to be provided by individual sponsors. Printing and shipping costs are to be borne by sponsors.



Social Program

D1 President's Dinner (Sept 20, 2019)* US\$15,000
The **sole sponsor** will have the opportunity to sponsor this prestigious occasion which will be attended by around 50 VIPs invited by the Congress President. The sole sponsor's logo will appear on the backdrop, banner and signage in the venue wherever appropriate.
(*Priority to Diamond or Platinum Sponsors)

D2 First-Time Attendee Happy Hour (Sept 21, 2019) US\$8,000
The **sole sponsor** will invite first-time APTOS attendees and host a welcome happy hour with cocktails and appetizers at the APTOS 2019 meeting.

On-Site Items

E1 Wireless Network Provision US\$5,000
Delegates wishing to access the internet via their own laptop, tablet or smartphone may do so by using the congress wi-fi. The **sole sponsor** will be acknowledged in the signage where the wi-fi password is displayed.

E2 APTOS Photo Studio US\$5,000
At the APTOS Photo Studio, attendees can obtain a professional headshot to be emailed directly to them and uploaded to the HUB following the congress. The sole sponsor can showcase their marketing message using signage in this high traffic-area.

E3 Interactive Charging Stations US\$8,000
The sole sponsor will provide attendees with a comfortable place to recharge their electronic devices while watching one of your promotional videos or taking one of your interactive surveys. Company branding is included.

E4 Signage US\$5,000
There will be extensive congress signage around the congress venue. Sponsors can have the opportunity to print their company logo on all directional signs.



Exhibition Opportunities

Modular Stands

A trestle table will be provided for all stands unless a space only block is requested. The charge per booth is as follows:

Modular Booth	Price
2m X 3m Standing Booth	US\$4,500
2m X 2m Standing Booth	US\$3,000
Space Only (min = 12 m ²)	US\$750 per square meter

*** A floor plan with exact zoning will be sent along with the exhibitor guidelines and booth application form at a later stage. Companies interested in being an exhibitor can contact us to make a reservation for the time being.**

The stand fee includes the following:

- Trade delegate name badges for 2 persons per 6 square meters
- Opportunities to purchase additional trade delegate registration exclusive to sponsors & exhibitors
- Two spot lights
- One power supply
- On-site security
- Morning and afternoon tea will be held in the exhibition areas (lunch to be provided at sponsored symposia or at delegates' own expense)

Modular booth rentals do not include materials handling, drayage, individual booth lighting, transporting, warehousing, brokerage services, special materials, carpets or furnishings beyond those specified above, movement, transfer, removal, storage, setup and dismantling of custom exhibits.

Please note that package sponsors will be given priority choice of booth location and that early commitment will enable your company to secure a prominent site. Please refer to the exhibitor guidelines for more information.

Code of Practice

Please note that it is the Sponsor's / Exhibitor's responsibility to comply with the local authority's regulations, and the Code of Practice on the Promotion of Medicine by European Federation of Pharmaceuticals Industries & Associations (EFPIA) available at www.efpia.org and by International Federation of Pharmaceutical Manufacturers & Associations (IFMPA) available at www.ifpma.org.



Booking & Contracts

Contracts and Confirmation

Sponsors

Once a sponsorship booking form is received, a contract will be sent to you for execution with an accompanying invoice for deposit payment. This contract should be signed and returned with the payment.

Exhibitors

Once a reservation request is received, a confirmation will be emailed to you with an accompanying invoice for deposit payment.

Discounts

APTOS Institutional Members

Institutional members of the Asia Pacific Tele-Ophthalmology Society **that are up-to-date on their dues** can enjoy a 5% discount on exhibition space and/or booth fees at APTOS 2019. The APTOS institutional member discount cannot be applied in conjunction with the early bird discount.

Early Birds

Sponsors or exhibitors that place an order **and** settle full fees on or before February 28, 2019 can enjoy a 10% discount. Sponsors or exhibitors that place an order **and** settle full fees on or before April 30 can enjoy a 5% discount.

Booking Procedures and Payment Information

Terms of Payment

50% upon receipt of the sponsorship agreement/exhibition confirmation and invoice
50% by April 30, 2019 unless otherwise specified in the sponsorship agreement

All payments must be received before the start date of the congress. Should the sponsor/exhibitor fail to complete payments prior to the commencement of the congress, the organizers will be entitled to cancel the reservation, subject to cancellation fees as detailed below.

Payment Methods

Payment by bank transfer. Payment details will be included on the invoice.

Cancellation/Modification

Cancellation or modification of sponsorship items or exhibition stands must be made in writing to the organizers. The organizers shall retain:

20% of the agreed amount if the cancellation/modification is made on or before March 31, 2019;



50% of the agreed amount if the cancellation/modification is made after March 31, 2019 but on or before May 31, 2019.

100% of the agreed amount the cancellation/modification is made after May 31, 2019.

Contact Information

For booking or enquiries, please contact:

APTOS Secretariat

Asia Pacific Tele-Ophthalmology Society

Tel: (+61) (0)3 8532 1962

Email: secretariat@asiateleophth.org



Sponsorship Booking Form

Please complete all the details and send to APTOS Secretariat at secretariat@asiateleophth.org.

Contact Name:	
Company Name:	
Address:	
Tel:	Fax:
Email:	Website:

We wish to book the following sponsorship package (please check the appropriate box):

- | | | |
|--------------------------|-----------------------------------|------------|
| <input type="checkbox"/> | Diamond Sponsorship (Maximum = 2) | US\$80,000 |
| <input type="checkbox"/> | Platinum Sponsorship | US\$60,000 |
| <input type="checkbox"/> | Gold Sponsorship | US\$40,000 |
| <input type="checkbox"/> | Silver Sponsorship | US\$20,000 |
| <input type="checkbox"/> | Bronze Sponsorship | US\$15,000 |

Please state the number of booths needed under quantity. Package sponsor applicants can leave blank if no extra exhibition space is required. Otherwise, please fill out just the number of EXTRA booths needed. Check the space only box only if raw space is needed. No shell scheme will be provided for space-only exhibitors.

Please state the number of booths needed.

Stand	Unit Price	Quantity
Modular Booth (2m X 3m)	US\$4,500	
Modular Booth (2m X 2m)	US\$3,000	
Space Only (Min = 12 m ²)	US\$750	m ²

** The floor plan of the exhibition hall along with the booth selection form will be sent to you in early April. Please print in the booth selection form your choices of booth location in order of your preference and which companies you would like to cluster with or avoid. The floor plan and the booth selection form will first be sent to diamond sponsors, followed by platinum, gold, silver and bronze sponsors.*

Please state if you would like to order sponsored seminars and coffee breaks. Check the box(es) for the item(s) you would like to order.

Items	Unit Price	Quantity
A1 Lunch Symposium	US\$20,000	
A2 Breakfast Symposium	US\$12,000	
A3 Coffee Break	US\$5,000	



A4 Speaker-Ready Room	US\$5,000	<input checked="" type="checkbox"/>
A5 VIP Lounge	US\$5,000	<input checked="" type="checkbox"/>
A6 Electronic Poster & Video Platform	US\$8,000	<input checked="" type="checkbox"/>
A7 Keynote Speakers	US\$50,000	<input checked="" type="checkbox"/>
B1 Lanyard	US\$5,000	<input checked="" type="checkbox"/>
B2 Delegate Bag	US\$8,000	<input checked="" type="checkbox"/>
B3 Hotel Gift Drop	US\$2,000	<input checked="" type="checkbox"/>
B4 Hotel Key Cards	US\$3,000	<input checked="" type="checkbox"/>
Back of Front Cover	US\$800	<input checked="" type="checkbox"/>
Front of Back Cover	US\$600	<input checked="" type="checkbox"/>
Back of Back Cover	US\$1,000	<input checked="" type="checkbox"/>
Run of Page (Full)	US\$300	
Run of Page (Half)	US\$200	
Banner Ads (Large)	US\$1,000	
Banner Ads (Regular)	US\$500	
Delegate Insert	US\$500	
Product Catalogue	US\$800	
Presidential Dinner	US\$15,000	<input checked="" type="checkbox"/>
First-Time Attendee Happy Hour	US\$8,000	<input checked="" type="checkbox"/>
Wireless Network Provision	US\$5,000	<input checked="" type="checkbox"/>
APTOS Photo Studio	US\$5,000	<input checked="" type="checkbox"/>
Interactive Charging Stations	US\$8,000	<input checked="" type="checkbox"/>
Signage	US\$5,000	<input checked="" type="checkbox"/>

Is your company/organization an institutional member of APTOS?

We wish to apply for institutional membership with APTOS.

Signature: _____

Date: _____

We understand the application procedure and agree to abide by the Guidelines for Industry Participation for the Conference. I confirm that I am authorized to sign this form on behalf of the Applicant/Company.