



What Does it Mean to Put  
Consumers at the Heart?

**SACOSS ENERGY, WATER  
AND TELCO CONFERENCE**



**SPONSORSHIP PROSPECTUS**





# MESSAGE FROM SACOSS CEO ROSS WOMERSLEY

It is with great pleasure that we invite you to become a sponsor of the 2019 *SACOSS Energy, Water and Telco Conference* with the theme *What Does it Mean to Put Consumers at the Heart?*

The conference will be held in Adelaide on Monday 29th April 2019, and will explore the new 'consumer-centric' transformation evolving in essential services across Australia.

The conference will allow delegates to consider what this transformation will require of businesses, their customers and of governments. It will support the essential services sector to better understand the needs, experiences and genuine priorities of customers, as well as explore how providers can work to integrate these views into their business practices.

The conference will also attempt to make transparent the different roles played by consumers, consumer representative organisations, consumer experts, and consumer panels and consultation forums.

**Building on the success of SACOSS' energy, water, telecommunications and transport conferences over the past seven years, the 2019 conference will again bring together a broad range of stakeholders including international, national and local experts, businesses leaders, consumers, consumer advocates, service providers, policy makers, government officials, community service organisations and regulators from across the energy, water and telecommunications space.**

Conference sessions will explore case studies, consultative forums and structures with a view to benchmarking best practice in Australia and overseas. The question of "where to now?" for essential services will be contemplated as we showcase cutting-edge, consumer-focussed praxis.

There'll be lively discussions on better practice ideas and initiatives as well as the opportunity to network and collaborate with colleagues across different industry sectors. And of course SACOSS will maintain our deep interest in protecting the interests and enhancing the lives of low income and disadvantaged essential service consumers, recognising that if we get practices right for these people then our essential services are much more likely to be getting practice right for *all* their customers.

This is a unique opportunity to emphasise your organisation's commitment to putting customers at the heart of essential services while also protecting vulnerable customers who might be experiencing hardship. With a range of flexible sponsorship options designed to meet your marketing needs we strongly encourage you to take up this opportunity to put your brand and commitment to the forefront.

**Ross Womersley**  
Chief Executive Officer  
South Australian Council of Social Service

# WHY SPONSOR A SACOSS CONFERENCE?



As the peak body for the health and community services sector in South Australia, SACOSS exists to ensure the sector remains strong, up-to-date and innovative, while working together to provide services that meet the needs of vulnerable community members.

SACOSS has developed a strong reputation for presenting exciting and engaging events that are forward thinking, on-topic, informative and rewarding. Our conferences are renowned for their lively discussions on cutting-edge topics, in addition to creating an environment in which delegates can engage in policy development and network with colleagues to share ideas and experiences.

SACOSS holds a strong belief in collaboration between the community service sector, industry and government. We feel that all stakeholders benefit by coming together to create better networks and deeper understandings, and see our conference as a great vehicle to create those outcomes.

By sponsoring the SACOSS Energy, Water and Telco Conference 2019, your organisation will gain the recognition for, and be acknowledged as, an organisation that supports social equity in the South Australian community.

## Delegate Profile

Delegates will include senior energy, water, telecommunications and transport industry figures from a range of Government departments and private businesses, as well as community sector leaders in the social services sector including consumer advocates, service providers, and welfare support organisations.

Organisations and government departments represented at SACOSS Hardship and Affordability Conferences in the past have included DCSI, DSD, AER, ESCOSA, Energy Australia, AGL, Origin, Alinta Energy, EWOSA, SA Water, Yarra Valley Water, Telstra, Telecommunications Industry Ombudsman and ACCAN, as well as many representatives from community sector organisations.

The Conference structure encourages informal networking opportunities and based on evaluation of previous events, delegates view attendance at SACOSS Conferences as an essential business requirement, and a significant professional development opportunity.



# SPONSORSHIP PACKAGES AVAILABLE

## EVENT PARTNER – ONLY THREE AVAILABLE

Investment  
**\$15,000**  
PLUS GST

The most prestigious level of sponsorship, this is a unique marketing opportunity ensuring maximum exposure for your brand before, during and after the SACOSS Energy, Water and Telco Conference 2019.

### Pre-conference benefits:

- Nominated as Event Partner on conference website
- Sponsor's logo included on promotional material (subject to print deadlines)

### Onsite benefits:

- Sponsor's logo in conference program acknowledged as an Event Partner
- Satchel insert - your chosen item inserted into conference satchel
- Full colour one page advertisement in conference program (sponsor to supply artwork)
- Acknowledgement by conference MC as an Event Partner, and a supporter of social equity in South Australia (EXCLUSIVE)
- Self-standing banners displayed in the plenary room (x 1) and registration area (x 1) of the conference (sponsor to supply and deliver)
- Sponsor's logo displayed in holding slides of all plenary room presentations
- Four complimentary registrations

### Post-conference benefits:

- Sponsor's logo and organisational acknowledgement included in any post-conference article in our monthly e-newsletter SACOSS Snapshot.
- Advertisement in the SACOSS Snapshot (EXCLUSIVE - sponsor to provide artwork, subject to approval and/or editing by SACOSS Secretariat). The SACOSS Snapshot is our new digital newsletter which has a distribution of almost 1,200 readers.
- Acknowledgement of sponsorship included in SACOSS 2018-2019 Annual Report





## MAJOR SPONSOR

As a Major Sponsor, your organisation will benefit through recognition and extensive brand exposure. This is an excellent opportunity to build brand awareness and align your organisation with SACOSS, the independent peak body for health and community services in South Australia.

Investment  
**\$10,000**  
PLUS GST

### **Pre-conference benefits:**

- Nominated as a Major Sponsor on the conference website

### **Onsite benefits:**

- Sponsor's logo in conference program acknowledged as a Major Sponsor
- Satchel insert - your chosen item inserted into conference satchel
- Full colour half page advertisement in conference program (sponsor to supply artwork)
- Self-standing banner displayed in registration area (sponsor to supply and deliver)
- Sponsor's logo displayed in holding slides of all plenary room presentations
- Two complimentary registrations

### **Post-conference benefits:**

- Organisational acknowledgement included in any post-conference article in our monthly e-newsletter SACOSS Snapshot
- Acknowledgement of sponsorship included in SACOSS 2018-2019 Annual Report

## INDUSTRY SHOWCASE SESSION SPONSOR

The industry showcase session is aimed at highlighting leading examples of retailers, not-for-profits, businesses and consumer groups delivering better practice for consumers in the essential services.

Investment  
**\$6,500**  
PLUS GST

As the Session Sponsor your organisation will enjoy strong alignment with the event through the support of the nominated session.

### **Pre-conference benefits:**

- Nominated as a Session Sponsor on the conference website

### **Onsite benefits:**

- Sponsor's logo in conference program
- Satchel insert - your chosen item inserted into conference satchel
- Self-standing banner displayed for the duration of the session
- Sponsor's logo displayed on holding slides in the session room
- Acknowledgement by the MC that the session is presented by the sponsor

### **Post-conference benefits:**

- Acknowledgement of sponsorship included in SACOSS 2018-2019 Annual Report



## CATERING SPONSOR

Investment  
**\$8,000**  
PLUS GST

The Catering Sponsor is entitled to prime signage during the conference breaks. This is an opportunity to sponsor a major relationship building session which enables delegates to form new contacts and build on existing relationships.

This unique package allows your organisation the opportunity for exclusive recognition at a time when delegates are consolidating their Conference experience.

### **Pre-conference benefits:**

- Nominated as the Catering Sponsor on the conference website

### **Onsite benefits:**

- Sponsor's logo in conference program acknowledged as Catering Sponsor
- Satchel insert - your chosen item inserted into conference satchel
- Self-standing banners displayed in the eating / tea & coffee area (x2)
- Display table for promotional material in the eating / tea & coffee area
- Sponsor's logo displayed on holding slides during break times

### **Post-conference benefits:**

- Acknowledgement of sponsorship included in SACOSS 2018-2019 Annual Report

## CONFERENCE NETWORKING BREAKFAST PARTNER

Investment  
**\$5,500**  
PLUS GST

The Conference Networking Breakfast Partner is entitled to prime signage during the networking session, held prior to the opening of the conference.

This is an opportunity to sponsor an invaluable networking session that offers delegates the opportunity to build relationships with each other, conference presenters, as well as SACOSS staff. This unique package allows your organisation to be exclusively recognised during this important time..

### **Pre-conference benefits:**

- Nominated as the Conference Networking Breakfast Partner on the conference website
- Exclusive naming rights to Conference Networking Breakfast Session

### **Onsite benefits:**

- Sponsor's logo in conference program acknowledged as Conference Networking Breakfast Partner
- Self-standing banners displayed in the networking area (x2)
- Display table for promotional material
- Satchel insert - your chosen item inserted into conference satchel

### **Post-conference benefits:**

- Acknowledgement of sponsorship included in SACOSS 2018-2019 Annual Report



## COMMUNITY SECTOR SUPPORTER

This package is designed specifically to assist smaller NGOs who work in the areas being discussed to show support for the topics and themes presented at conference.

### Pre-conference benefits:

- Nominated as Community Sector Supporter on the Conference website

### Onsite benefits:

- Sponsor's logo in Conference Program acknowledged as a Community Sector Supporter
- Satchel insert - your chosen item inserted into conference satchel
- Sponsor's logo displayed on holding slides

### Post-conference benefits:

- Acknowledgement of sponsorship included in SACOSS 2018-2019 Annual Report

Investment  
**\$1,500**  
 PLUS GST

*SACOSS  
 Members  
 receive an  
 extra discount -  
 ask us how!*

## SPONSORSHIP AT A GLANCE

Package	Complimentary Registrations	Exclusive Advertising Opportunities	Banner Display
<b>Event Partner</b>	4	Verbal acknowledgement by conference Facilitator Organisational acknowledgement and advertisement in our monthly e-newsletter SACOSS Snapshot Satchel insert	2
<b>Major Sponsor</b>	2	Organisational acknowledgement in post-conference article in our monthly e-newsletter SACOSS Snapshot Satchel insert	1
<b>Session Sponsor</b>		Promotion item displayed in session room	1*
<b>Catering Sponsor</b>		Promotional display in eating / tea & coffee area only	2*
<b>Conference Networking Breakfast Partner</b>		Promotional display in Conference Networking Breakfast area	2*
<b>Community Sector Supporter</b>		Acknowledged as Community Sector Supporter	1

\* Banner display limited to designated room only

## Terms and Conditions

### Attendance

The organisers make no warranty as to the number of delegates and/or visitors that may attend the Conference.

### Corporate Recognition

Inclusion of any corporate logos or recognition in printed material is subject to meeting publication deadlines.

### Collateral

The delivery and removal of any sponsor collateral/items to and from the conference venue, including any display material and self-standing banners, is the full responsibility of the sponsor organisation.

### Disclaimer

The organiser reserves the right to amend or add any sponsorship package and accept any sponsorship offer, listed or unlisted, at any time and without notice. The organiser reserves the right to decline any sponsorship offer.

### Unavoidable Occurrences

In the unlikely event that the Conference is cancelled or delayed through no fault of the organiser or the venue, including but not limited to fire, flood, labour disputes, natural disasters, acts of God, civil disorders, riots, insurrections, work stoppages, slowdowns or disputes, or other similar events then the sponsor shall not be entitled to any refund or claim for any loss or damage.

The organiser reserves the right to reasonably alter the date of the conference if required to accommodate keynote and/ or other speaker schedules.

### To discuss the possibilities

Contact Jo De Silva, SACOSS Policy Lead - Energy, Water and Climate Change

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