



Welcome to the 2016 Dental Integrators Association *Partner Case Study Presentations*

Thank you to those Partners that have been with us over the years and to those new ones just joining us. As you all know, last year we made some radical changes to the way we ran our Annual Conference. Some of those ideas were great and will continue while others need more tweaking. One of those ideas that everyone loved was the Partner Case Study Presentations. Just as a reminder, these consisted of the **team of Partner and a Member/Client** (not just the Partner) presenting a full blueprint solution, based on the Partners product/service. Although, what will change is the length of time and the additional concessions. These will now be constrained to **30 minutes** presentation-time only. Partners will present at the same time with the Member/Client in order to offer a more *complete* solution. However, we will be adding **mini-roundtables on both Thursday and Friday**. Our Platinum Partners will be offered to host a table (included with the sponsorship), topics subject to board approval, in addition to their Case Studies. Below you will find the topics our members are most interested. If you have a product or service that you feel fits and can create a Partner Case Study with a member, we welcome you to submit for a Platinum Partner.

- HIPAA
- Business Marketing, Business Development, Sales, Driving Recurring Revenue
- New Products/Technology
- Progress Documentations (How To's and Templates)
- Growing Business w/out adding headcount
- Compliance for IT Providers
- Mergers and Acquisitions
- Best Business Practices for IT Companies / Operations

Platinum Partners will be offered these **four** (4) possible Partner Case Study presentations. If you are interested in this opportunity please contact Michelle Hambidge to voice your interest and list your participating member as well as your topic. While we most certainly appreciate ALL of our partners' interest, if you participated in a case study in 2015 and wish to again in 2016, we respectfully request your case study have different content than last years'. **Final determination of these partners will be made by the Board of Directors based on differential content for our members.** Additionally, inclusion to all offered meals, networking time during and post assembly. Space in the Partner Hall includes a 6 ft. draped table, two (2) chairs and one (1) wastebasket. Logo and website link on the DIA website, and the opportunity to include an item in the Welcome Bag. Available lighting, existing carpeting, standard air conditioning/heating and cleaning. **Four opportunities available \$4,500.**

Should the above description not resonate as soundly with you, then please feel free to review our Gold and Silver Partnerships.

Our Gold Partnerships have also been altered, we have dismissed the option to speak over meals and moved this position back to the podium with 15 minutes of scheduled agenda presentation/ppt time. Inclusion at all offered meals, networking time during and post assembly, and recognized for their contribution. Logo and website link on the DIA website, and the opportunity to include an item in the Welcome Bag. Space in the Partner Hall will be included as listed above. **Five opportunities available \$2,500.**

Silver Partnerships will also be available, these partners will be included at all meals and networking time during and post assembly. Logo and website link on the DIA website, and the opportunity to include an item in the Welcome Bag. Space in the Partner Hall will be included as listed above. **\$1,500**

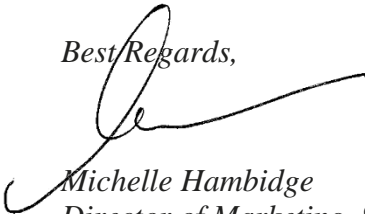
Partners will be welcome beginning with the Wednesday Welcome Dinner capping it off with your Partner Recognition Cocktail Hour on Friday late afternoon. A full agenda will be forthcoming.

Also new this year, additional sponsorships are available should you be interested in branding opportunities such as Wifi in the meeting rooms (your company name listed as the Wifi name), Gobo Projected Logo, Room Keys, Logo Plasma TV in lobby or outside of ballroom, or sponsorship of one of the two breakfasts or lunches on Thursday and Friday. If any of these interest you, please contact me and we will discuss the specifics.

Again, the DIA appreciates all of our Partners with the time, energy and money they invest in our association. We are blessed to have seen such growth this past year and looking forward to that continued track.

See you in San Diego!

Best Regards,



*Michelle Hambidge
Director of Marketing & Administration*