

**TWO DAYS OF SIT-DOWN
FACE-TO-FACE MEETINGS
WITH PRE-SCREENED INFECTION PREVENTION DIRECTORS**

IP Directors Summit

Infection Prevention Directors Summit

**AUGUST 23-25, 2023
SCOTTSDALE, ARIZONA**

In partnership with

**HEALTHCARE
PURCHASING NEWS**



IPDirectorsSummit.com

IP Directors Summit

Infection Prevention Directors Summit



The perfect prospect match starts here!

The IP Directors Summit is your proven way to engage with decision-makers.

It is a unique event where you will share two days of private meetings and social activities with interested executives in the Infection Prevention community

HOW IT WORKS

We screen and interview all IP Director applicants to understand what they need, what they want, and then provide a travel allotment for them to attend. It's a qualification process you won't find at any other industry event.

- ✓ You and your prospects will be matched with a custom agenda of meetings
- ✓ You will receive profiles of each prospect including their acquisition plans for the next 6 to 18 months
- ✓ Prospects will receive a description of the capabilities you provide

OUR PROPRIETARY MATCHING SYSTEM WILL GENERATE YOUR PERSONALIZED AGENDA

WHAT TO EXPECT

Small group presentations

One-to-one meetings

Matched meals and memorable social activities with the prospects you want to meet, and who want to meet you

Contact information of all prospects

Contact

BECKY LOSEY

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SUPPLIER PARTICIPATION SPOTS ARE LIMITED

To ensure that the directors are seeing the range of products they've come to source within the 48-hour time frame, we limit the number of suppliers and product categories at our event.

- ✓ Your competition is also limited
- ✓ Take this opportunity to condense six months of sales meetings into two days of highly-focused meetings with the right decision-makers
- ✓ Don't miss out – reserve your space today

It's not a tradeshow...*not even close*

The IP Directors Summit model is your proven way to engage senior-level decision-makers from hospitals with 100 beds or more. It's not a trade show, reverse tradeshow or traditional conference . . . not even close. There are no booths, no hassles and best of all —no hoping that a decision-maker walks down the aisle and stops by. The IP Directors Summit is a unique experience where you'll share two days of private meetings and social activities with directors you're interested in meeting, and who are interested in meeting with you.

DIRECTORS COME OPEN-MINDED, EXCITED TO BE THERE AND READY TO ENGAGE!

AN END-TO-END SOLUTION THAT'S ALL INCLUSIVE

The Summit takes the hassle out of participating in events. We take care of just about everything so you can focus on meeting prospects — not meeting planning. Your resort rooms, airport transportation, all meals, a/v, small group meetings, one-to-one meetings, special events, and yes, even the bar tab —are all included.

Here are some of the highlights suppliers mentioned during our previous events:

"The ability to connect with IP Directors that I would otherwise be very difficult or impossible to meet."

"Quality of IP Leaders"

"Contact List of Attendees"

Some of the incredible hospitals that have attended:

MercyOne Medical Center - Dubuque (Dubuque, IA)
Keck Medical Center of USC/USC Norris Cancer Hospital (Los Angeles, CA)
Catholic Medical Center (Manchester, NH)
Comanche County Hospital (Coldwater, KS)
United States Air Force (Ft Sam Houston, TX)
Denver Health Medical Center (Denver, CO)
University Hospitals Cleveland Medical Center
Piedmont Healthcare (Stockbridge, GA)
Marcus Daly Memorial Hospital (Hamilton, MT)
John Muir Health (Walnut Creek, CA)
HCA Centennial Medical Center (Nashville, TN)
Anne Arundel Medical Center (Annapolis, MD)
Maury Regional Health (Columbia, TN)
Presbyterian Healthcare Services (Albuquerque, NM)
BronxCare Health System (Bronx, NY)
Adventist Health Saint Helena (Saint Helena, CA)
Harbor UCLA Medical Center (Torrence, CA)
Helena Regional Medical Center (Helena, AR)
Troy Regional Medical Center (Troy, AL)
Abilene Regional Medical Center (Abilene, TX)
Nebraska Methodist Hospital (Omaha, NE)
Arnot Health (Elmira, NY)
Mercy Hospital Washington (Washington, MO)
Greater Baltimore Medical Center (Baltimore, MD)
University Medical Center (Lubbock, TX)

"The format allowed interested parties to meet and interact in a friendly environment. The way vendors and customers have the ability to respond to surveys and then get matched up to have real conversations of substance was the most impressive part."





A Custom Agenda of Guaranteed Meetings

You'll walk into the IP Directors Summit with a custom agenda of meetings. You'll have seen a complete profile of every director including their acquisition plans for the next 6 to 18 months. They'll have seen a description of the capabilities that you provide. Our proprietary matching system generates a personalized agenda that includes small group presentations, one-to-one meetings, matched meals and social activities with the prospects you want to meet, and who want to meet you. Below is the agenda that'll make you say your time at the Summit was "Time Well Spent!"

Contact

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IP Directors
Summit

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SAMPLE AGENDA

Wednesday

12:00 - 5:00 p.m.	Summit Check-In & Welcome
5:30 - 6:00 p.m.	Summit Orientation
6:00 - 9:00 p.m.	Welcome Reception and Matched Dinner followed by Nightcap

Thursday

7:30 - 8:30 a.m.	Directors' Roundtable Breakfast
7:30 - 8:30 a.m.	Supplier Breakfast
8:40 - 10:20 a.m.	Small Group Presentations
10:20 - 10:40 a.m.	Coffee & Refreshment Break
10:40 - 11:55 a.m.	Small Group Presentations
12:00 - 12:55 p.m.	Networking Luncheon
1:00 - 1:50 p.m.	Interactive Roundtable Discussions
1:55 - 3:30 p.m.	Small Group Presentations
3:30 - 3:50 p.m.	Afternoon Refreshment Break
3:50 - 5:00 p.m.	Small Group Presentations
6:00 - 9:00 p.m.	Demo & Display Cocktail Reception followed by Evening Dinner

Friday

7:30 - 8:30 a.m.	Directors' Peer-to-Peer Breakfast
7:30 - 8:30 a.m.	Supplier Breakfast
8:40 - 11:40 p.m.	One-to-One Meetings
12:00 p.m.	Airport Departures Begin

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"The format is excellent. THIS is the best conference we attend every year."

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