



AGED & COMMUNITY SERVICES AUSTRALIA

Aged & Community Services Australia (ACSA) is the leading national peak body supporting not for profit, church and charitable providers of retirement living, community, home and residential care for more than 450,000 older Australians.

We remain committed to being a strong and effective advocate with a persuasive national voice that leads the national aged care agenda. ACSA is at the forefront, representing and supporting members to achieve excellence in providing quality and affordable housing, home care and residential services to older Australians. We provide our members with support and services in the areas of legislative compliance, policy advice, work health and safety, industrial relations, aged care legislative review, training and personal development. Our close relationship with our members, assures that we understand the unique challenges faced in the sector and that our focus remains on providing effective services to enable our members to meet these challenges.

ACSA has enormous strength through its numbers across Australia, and by the high regard in which it is held by communities and stakeholders.

BUSINESS PARTNER

ACSA Business Partners are recognised as supporters of ACSA’s mission and values. We believe a partnership with ACSA will provide services and solutions that will maximise your return on investment and expose your organisation to a vast number of unrealised, potential clients.

BENEFITS OF BECOMING AN ACSA BUSINESS PARTNER

Being a Business Partner with ACSA is an entry point for the opportunity to present your business as a credible organisation with a belief in the ethos of the not-for-profit aged care sector.

ACSA BUSINESS PARTNERS RECEIVE THE FOLLOWING BENEFITS:

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| ✓ | NEW Partner directory listing, hyperlink and ACSA website partner landing page – may include company information, new releases, promotions and member discounts (subject to approval) |
| ✓ | Business Partner seal for use on your marketing and promotional material |
| ✓ | Subscription to ACSA e-newsletters for the latest industry news |
| ✓ | Preferential access to state-based sponsorship opportunities |
| ✓ | Opportunity to negotiate ACSA national and local sponsorship packages |
| ✓ | Special Business Partner Rate for exhibitor booth at ACSA’s National Summit |
| ✓ | Opportunity to advertise online or in ACSA publications |
| ✓ | Business Partner discount when advertising in ACSA’s newsletters and other publications |
| ✓ | Special invitation to ACSA networking events |
| ✓ | Invitation to join specific advisory and standards panels to gain industry insights e.g. Royal Commission and the New Quality Standards Panel |

EVENT SPONSORSHIP/EXHIBITOR

As a Business Partner, you will have the opportunity to present products and services to a targeted audience at a wide range of ACSA events across Australia.

ACSA Event Sponsors and Exhibitors receive the following benefits/opportunities:

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| ✓ Increase your client base and business opportunities with ACSA members. |
| ✓ Generate market exposure . |
| ✓ Gain a recognised aged care industry profile . |
| ✓ Develop brand loyalty . |
| ✓ Broaden your industry networks . |
| ✓ Secure a business advantage over your direct competitors. |
| ✓ Utilise the platform to launch a new products or services to the aged care sector. |
| ✓ Cost effective way to reach target audiences . |

ACSA BUSINESS PARTNER SELECTION CRITERIA

To become a Partner of ACSA the following criteria must be met:

1. At least 2 years' business operation
2. A record of ethical business practice, including:
 - a. Compliance with legal obligations;
 - b. No sanctions or penalties imposed for misconduct (e.g. ASIC, criminal liability);
 - c. Being of good standing with any relevant professional associations; and
 - d. Operating businesses aligned to ACSA's values and mission
3. Demonstrated financial solvency
4. Provision of 2 referees (preference for referees to be from within the Aged Care sector)

If you would like more information on becoming a Business Partner, Industry Partner or National Partner please contact the ACSA Corporate Partnership Manager at E: Jodie.Pettersen@acsa.asn.au

Please PRINT clearly

| | | |
|---------------|--------|-----------|
| Company: | | |
| Contact Name: | | |
| Position: | | |
| Address: | | |
| City: | State: | Postcode: |
| Telephone: | | |
| Email: | | |
| Website: | | |
| ABN: | | |

PARTNER STREAM OPTION

- Business Partner (\$1,500 per annum) multi-state options available.
- I would like to be contacted for ACSA event sponsorship, and advertising opportunities.
- I would like to be contacted by an ACSA representative regarding additional ACSA Partner benefits.

FOCUS AREAS – (\$1,500 per annum) multi-state options available.

State / Territory

- NSW ACT SA NT VIC
 QLD TAS WA

Geographical Area

- Metro Regional Remote

Sector Target

- Residential Aged Care Community Care Packages
 Home Care Support Retirement Villages / Independent Living

INDUSTRY SECTOR (Please select your industry sector(s))

- Insurance & Superannuation
- Legal & Finance
- Hospitality (Catering, Cleaning, Transport)
- Architects, Building & Design
- Property Services & Real Estate
- Home Care & Service Providers
- Goods & Equipment Providers
- Consultants, Salary Packaging & Management Advisers
- Health Care Professionals
- HR, Nursing Agency & Recruitment
- Business Solutions, Training & Technology
- Other – please describe

SELECTION CRITERIA

- The business has been in operation for more than 2 years.
- The business is compliant with all legal obligations.
- The business has had no sanctions or penalties imposed for misconduct (e.g., ASIC, criminal liability).
- The business is aligned to ACSA’s values and mission.
- The business can demonstrate financial solvency (ASIC registered).

| | |
|----------------------------|--|
| REFEREE 1 | |
| Company: | |
| Contact Name: | |
| Position: | |
| Telephone: | Email: |
| Relationship with Referee: | Number of years associated with Referee: |

| | |
|----------------------------|--|
| REFEREE 2 | |
| Company: | |
| Contact Name: | |
| Position: | |
| Telephone: | Email: |
| Relationship with Referee: | Number of years associated with Referee: |

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| COMPANY BIO: |
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APPLICATION

We, the applicant organisation, declare that:

- a. We will commit to participate in and contribute to the activities of ACSA;
- b. We will commit to manage our organisation’s interactions with the aged and community services industry in a manner that supports the principles and work of ACSA and promotes integrity of the aged and community care sector;
- c. We understand that becoming an ACSA Business Partner does not give our organisation membership of Aged & Community Services Australia; and
- d. All information in this application is correct.

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|-----------|-------|
| Signed: | |
| Name: | |
| Position: | Date: |

You warrant and agree that You will:

(a) Not make any representation, claim or statement (whether express or implied) that ACSA endorses goods and/or services provided or offered by you: and

(b) Do all things necessary to ensure that no third party considers or incorrectly assumes that ACSA endorses goods and/or services provided or offered by You.

A Tax Invoice will be sent with a confirmation letter within 14 days of receipt of this application.

Please note ACSA does not provide details of delegates to sponsors or trade.

Disclaimer: Every effort has been made to present all the information contained in this document as accurately as possible. ACSA, its agents, servants or sponsors will not be held responsible for any changes in content or cost for all or any general or specific information contained therein. Any cost and content are subject to alteration without notice. All rights reserved.

Please email the completed form to Jodie.Pettersen@acsa.asn.au

NOTE: PLEASE ATTACH AN EXTENDED COMPANY BIO, PROMOTIONS, MEMBER DISCOUNTS AND COMPANY LOGO, FOR INCLUSION ON YOUR ACSA WEBSITE LANDING PAGE. Page | 4



2019-2020 BUSINESS PARTNER PROSPECTUS



Jodie Pettersen

Corporate Partnership Manager

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