



2024 Home Care and Hospice
Conference and Expo

EXHIBITOR PROSPECTUS

October 20-22

Tampa Convention Center | Tampa, FL

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Welcome

Tampa, FL will become the epicenter of home care and hospice education and innovation October 20-22, when the industry's largest and most forward-thinking conference and EXPO comes to the city. Owners, executives, and decision-makers from every segment of the home care and hospice provider industry actively seek new products, services, and cutting-edge technologies, that can assist their companies achieve greater efficiency, profitability and market share.

Whatever your company's position in the industry — startup, mid-sized or long-established multinational corporation — exhibiting means you're counted among the industry's category leaders and top influencers.

Attending the 2024 Home Care and Hospice Conference and EXPO as an exhibitor will put you front and center of those who will have the biggest impact on this growing population of older adults. This conference consistently draws an audience of over 1,000 professionals who have dedicated themselves to serving the needs of the home care and hospice community.

It is imperative that providers be able to keep up with the changes in rules and regulations, rapid growth, and rising demand of their services. Through a relationship with your company, they will have access to the technical, medical, and consultative solutions they desperately need.

I look forward to assisting your team make the most of the 2024 NAHC Conference and EXPO!

See you in Tampa!



Christopher Adams

Director of Business Partner Relations
National Association for Home Care and Hospice
Phone: **202-355-1646 x 3314** | Email: cta@nahc.org



180

COMPANIES
REPRESENTED

1,000+

HOME CARE
AND HOSPICE
PROFESSIONALS

8+

EXCLUSIVE
EXPO HOURS TO
EDUCATE, ENGAGE
& NETWORK

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Conference Overview

The Home Care and Hospice Conference and EXPO is hosted by the National Association for Home Care & Hospice (NAHC). NAHC is a nonprofit organization that represents the nation's 33,000 home care and hospice organizations. NAHC also advocates for the more than two million nurses, therapists, aides and other caregivers employed by such organizations to provide in-home services to some 12 million Americans each year who are infirm, chronically ill, and disabled.

The Home Care and Hospice Conference and EXPO is the premier and largest educational and networking event for home care and hospice providers, owners, and industry leaders. The EXPO features over 180 companies represented each year, offering a wide variety of products, services, and cutting-edge technologies. During the conference, Expo participants will have over 8 hours to educate, engage, and network with both prospective and current clients, while building relationships through face-to-face interaction.

It's important to note that the hours in the Expo are exclusive, meaning attendees will be able to focus solely on meeting with you and learning more about your products and services. You can also offer a more in-depth look at your products and services by hosting a demonstration or schedule a learning lab session, which will be promoted to all attendees.

PRODUCT CATEGORIES

- Accreditation
- Business Services
- Communications Technology
- Computer Software/Hardware
- Consulting
- Data Analytics Benchmarking Software
- Education and Training
- Electronic Medical Records
- Healthcare Provider
- Home Care Provider
- Hospice Provider
- Insurance Services
- Medical Devices and Supplies
- Pharmaceutical
- Publisher
- Recruitment and Staffing
- Telehealth/Technology
- Wound Care



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Benefits of Exhibiting

“We’ve been attending NAHC’s annual conference and Expo for over 20 years and it’s always a great success for our team. We can always count on steady traffic and quality leads, delivering significant ROI for us year over year.”

– **Steve Molinari**
Chief Revenue Officer,
Corridor

Exhibiting at the 2024 Home Care and Hospice Conference and Expo will allow you to:

- **Connect** with agency decision-makers and leaders
- Generate **qualified new leads and sales**
- **Host Learning Labs** to educate attendees
- **Survey current and potential customers** on their needs
- Launch **new products and services**
- **Conduct user-group meetings** about your products and services
- **Identify what your competition** is offering
- Network with **more than 1,000 industry peers**



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YOU'RE AN ATTENDEE TOO!

All exhibitor registrations grant you access to a multitude of education sessions. This means in addition to exhibiting and attending the opening and closing networking events, you will be able to learn more about the latest in-home care and hospice alongside our attendees. What better way to connect with prospective customers than to interact and engage with them throughout the day?

NOTE: Exhibitors will not receive CEU credits for attending education sessions.

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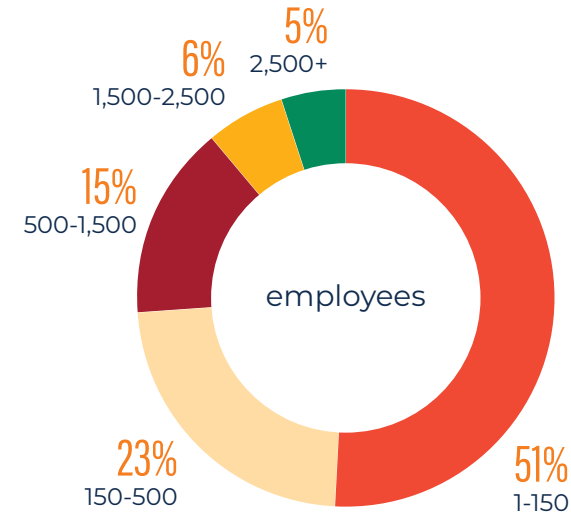


This is a **PERFECT OPPORTUNITY** to reach your target market and showcase your brand, **all in one place.**

WHO ATTENDS THE CONFERENCE?

The Home Care and Hospice Conference and EXPO draws attendees from a variety of home care and hospice agencies across the United States. Typical attendees include: home care and hospice professionals, CEOs, CFOs, CCOs, CIOs, controllers, vice presidents, business offices, directors of reimbursement, DME professionals, IT professionals, clinical professionals, managers, supervisors, nurses, and many more!

WHAT IS THE TYPICAL AGENCY SIZE OF NAHC EXPO ATTENDEES?



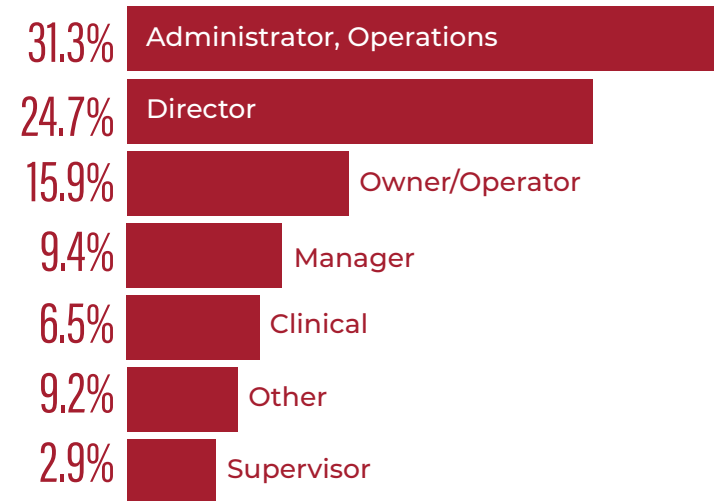
WHAT PRODUCTS & SERVICES ARE ATTENDEES LOOKING FOR:

1. Education and Training
2. Telehealth/Technology
3. Data Performance Measurement
4. Data Analytics Benchmarking Software
5. Wound Care
6. Recruitment and Staffing
7. Medical Devices and Supplies
8. Marketing
9. Electronic Medical Records
10. Consulting

WHAT DECISION-MAKING ROLES DO ATTENDEES HAVE?



WHAT JOB TITLES DO NAHC EXPO ATTENDEES HOLD ?



WAYS TO PROMOTE & CONNECT

This is your opportunity to connect with home care and hospice leaders who have the authority to make final decisions for their organization. The 2022 Home Care and Hospice Conference and EXPO is your direct link to being seen by the people who are most interested and are in need of what you have to offer.

8

HOURS OVER 3 DAYS

1,000+

HOME CARE AND HOSPICE LEADERS

unlimited

OPPORTUNITY



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Exhibit Booth Rates

Early Bird

Early Bird registration rates expire: December 31, 2023

REGULAR BOOTH (10'x10')

Member \$2,800 | Allied* \$1,800 | Nonmember \$3,500

CORNER BOOTH

Member \$2,925 | Allied* \$1,925 | Nonmember \$3,625

Regular

Regular registration rates begin: January 1, 2024

REGULAR BOOTH (10'x10')

Member \$3,000 | Allied* \$2,000 | Nonmember \$3,700

CORNER BOOTH

Member \$3,125 | Allied* \$2,125 | Nonmember \$3,825

Larger Booth

Two or more booths are priced by adding the prices of each booth being purchased.

** Allied Rate applies to nonprofit industry associations, state home care or hospice associations, government agencies, and schools of nursing. These groups must also be NAHC Allied Members to exhibit at the Allied Rate.*

*** The booth rates are for the space only. Additional fees may or will include mandatory carpeting, optional tables and chairs and can be rented through the general services contractor.*



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RENTAL OF EXHIBIT SPACE INCLUDES:

- **Conference badges**
(2 per 10'x10' booth)
- **8 hours** of exclusive exhibit hall time
- **Company listing and logo** in the Mobile App
- **Company listing** on the NAHC website
- **Opportunity to participate in EXPO gamification activities** designed to drive attendee traffic to participating exhibitors
- **Access to meals and networking events**

Reserve Your Booth Today!

"McBee is proud of the value that our partnership with NAHC provides. Their events offer beneficial opportunities to network and build relationships, all while growing our brand. With their energized approach and the leadership of Bill Dombi, we are excited for the future of our long-standing partnership with NAHC."

– Mike Dordick
President, McBee Associates, Inc.

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“NAHC’s annual conference is a great opportunity to get your business in front of home care and hospice industry leaders. We always look forward to participating as an exhibitor because we know we can rely on NAHC to make sure top-level decision-makers are in the room. When we talk to attendees about what we do, we know our message is getting across to the people who really need to hear it and have the ability to take action.”

– **Rich Tinsley**
CEO & President,
Stoneridge Partners

LOCATION

Tampa Convention Center
333 S Franklin St
Tampa, FL 33602

INSTALLATION

Friday, October 18	12:00 PM – 5:00 PM
Saturday, October 19	8:00 AM – 5:00 PM
Sunday, October 20	8:00 AM – 3:00 PM

EXPO GRAND OPENING RECEPTION

Sunday, October 20 5:00 PM – 7:30 PM

EXPO OPEN

Monday, October 21	12:00 PM – 3:30 PM
Tuesday, October 22	11:30 PM – 2:30 PM

DISMANTLE

Tuesday, October 22	2:31 PM – 8:00 PM
Wednesday, October 23	8:00 AM – 11:00 AM

Schedule is subject to change.



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“As the largest industry event for the Homecare segment, the NAHC Annual Meeting is vital for communicating your brand strategy to our target audience. While getting current and prospective customers in the exhibit space is important, the value of the NAHC Annual Meeting also lies in scheduling surrounding events that give you opportunities for more intimate conversations. NAHC works with us to arrange meeting rooms to facilitate these events. The end result is that the NAHC Annual Meeting is our largest source of tradeshow leads annually.”

– **Holly Cowen**
Netsmart

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NAHC Business Partner Memberships

AN ENDURING PARTNERSHIP

Exhibiting at the 2024 Home Care and Hospice Annual Conference and EXPO will enable you to reach the largest number of industry providers, owners, and operators in the country, but don't let your branding outreach stop there! NAHC's

Business Partner Membership is designed with your organization in mind.

We strive to help the home care and hospice community access essential products and services, grow, and experience a greater return on investment (ROI). Your company will gain recognition and prestige among its peers in home care and hospice, learn from the business leaders of this growing and vital industry, receive valuable discounts on your marketing tools, and network at our conferences.

BUSINESS PARTNER MEMBER BENEFITS INCLUDE:

- Discounted rates on exhibit booth and advertising rates
- Discounted rates on NAHC conferences and events
- Commercial support opportunities of NAHC-hosted webinars
- Prominent listing in the NAHC Business Partner Marketplace
- Expert advice from NAHC's legislative, regulatory, and legal staff
- Up-to-the-minute news provided by the daily *NAHC Report*
- Exclusive access to member-only resources and in-depth industry analysis



Learn more about our
Business Partner Membership

Join Today!

www.nahc.org/membership

For additional information contact
National Association for Home
Care & Hospice Membership
Department

Phone: **(202) 547-7424**

Email: membership@nahc.org



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RECENT EXHIBITORS

3M Health Care

AARP

ABENA North AMERICA

ABILITY Network

Acclivity Health Solutions

Accreditation Commission
for Health Care (ACHC)

Accurata

Acquisition Services

Acuity Professional
Placement Solutions

Acurata

Advanced TeleHealth
Solutions

Aegis Therapies

AgencyData

Aging With Dignity

AlayaCare

AlertMedia

Allheart

Alora Healthcare Systems

Amazon Business

American HealthCare
Capital

American Occupational
Therapy Association

American Time and Labor
Co.

AmWINS Program
Underwriters

AppliedVR

Apploi

AxisCare

Axxess

BKD

Braff Group (The)

Briggs Healthcare

Brightree

Brink's Business Expense
Card

Brother Mobile Solutions

Byram Healthcare

Calmoseptine

Cardinal Healthcare at
Home

Care Kit / Home Health
Analytics

CareVoyant

CCLariti.com

Center to Advance Palliative
Care

CHAP, Inc.

CheckWriters

Cincinnati Insurance Co.

CipherHealth, LLC

ClinLogica

Coloplast Corporation

Connect America Medical
Alert

Corridor

Dale Medical Products

Data Soft Logic Corporation

Decision Health

Delta Health Technologies

DermaRite

Doctor Alliance

DrFirst

Elsevier

Enclara Pharmacia

Enterprise Fleet
Management

Essensa

Eventium

Forcura

Foundation Management
Services

Gideons International (The)

Hamilton CapTel

Health First Careers

Health Group (The)

Health Recovery Solutions

Health Recovery Solutions

HealthCare ConsultLink

Healthcare Provider
Solutions

HealthCare Synergy

HEALTHCAREfirst

HealthPRO Heritage

Home Care Answers

Home Health Notify

Home Healthcare Solutions,
A Cardinal Health company

Homecare Homebase

HomeCare Magazine

Hopkins Medical Products

Hospice Cloud

Hospice Pharmacy
Solutions

Hospice Source

Hospicelink

HospiceRX

Institute for Professional
Care Education

Intalere

Iota

Isoratec Corporation

Jobalign

Joint Commission
Resources

Kantime

KitoTech Medical

Kronos, Inc.

LexisNexis

Lighten Group (The)

MAC Legacy

Manchester Specialty
Programs Insurance

MatrixCare

Maxwell Healthcare
Associates

Mazda North America

McKesson Medical- Surgical
Home Care

Medalogix LLC

MedBridge

MedForms

Medi USA / Circaid

Medical Information
Technology (MEDITECH)

Medline Industries, Home
Care Division

Medocity

MED-PASS

MEDsys

Mertz Taggart

Molnlycke Health Care

Motus LLC

Mueller Prost

myHRresults

National Council of Certified
Dementia Practitioners

National Government
Services

National Home Infusion
Association

Netsmart

Net Health

Nissan North America

Note-E-Fied Inc.

NurseLine

NurseTel

Nursing Oasis Consulting

Oasis Answers, Inc.

Oasis Audits LLC

Oncospark

OperaCare

Optima Healthcare
Solutions

Optum Hospice Pharmacy
Services

Palmetto GBA

Paradigm Claim Services

ParoRobots US

PatientPoint

Peel Away Labs

Philadelphia Insurance
Companies

Physio-Control / Sansio
HomeSolutions.NET

Physiotec

Precision Medical Billing

RCTCLEARN.NET

Relias Learning

ReliqHealth Technologies

ResponseNew Medical Alert
Systems

S.M.A.R.T. Compliance
Resources, LLC

Salesforce

Sandata Technologies

Select Data

Selman-Holman &
Associates

Sharps Assure

SimiTree

Skedulo

SoloProtect

SONO

Stat Technologies

Stoneridge Partners

Strategic Healthcare
Programs

Surescripts

SutureHealth

Synzi

Tellus

Total Triage

Trella Health

TRIDENTUSA Health
Services dba MobilexUSA
and DL Tunstall Americas

Trusaic

UI Medical

United Ostomy Association
of America

Ventec Life Systems

Verisys Corporation

VGM Insurance

Vivify Health

VRI - Valued Relationships

WellSky

Wise Hospice Options

Wolters Kluwer

WorldView

Wound Ostomy and
Continence



National Association for Home Care & Hospice