



2023 Home Care and Hospice
Conference and Expo

EXHIBITOR PROSPECTUS

October 15-17

Gaylord National Harbor | Washington DC



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Welcome

Washington, DC will become the epicenter of home care and hospice education and innovation October 15-17, when the industry's largest and most forward-thinking conference and EXPO comes to the city that... 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 2023 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 2023 NAHC Conference and EXPO!

See you in DC!



Christopher Adams

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



185
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 2023 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!

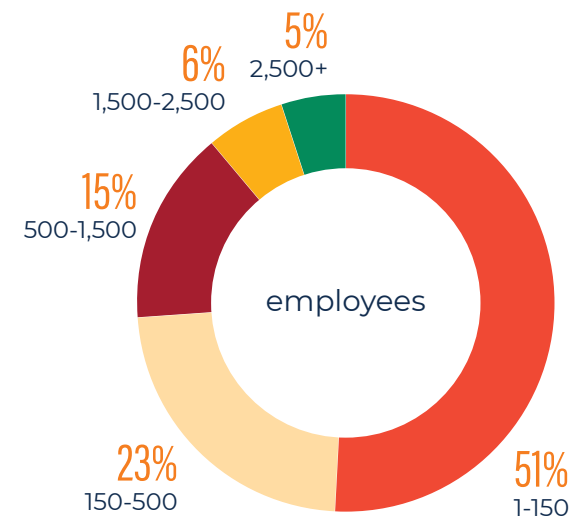
WHAT PRODUCTS & SERVICES ARE ATTENDEES LOOKING FOR:

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

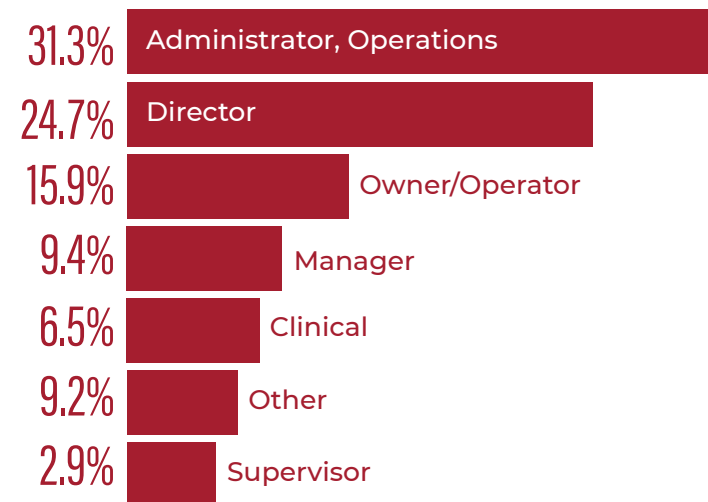
WHAT DECISION-MAKING ROLES DO ATTENDEES HAVE?

- 30% Final Decision Maker
- 27% Significant Influence
- 19% Recommendation
- 6% Research

WHAT IS THE TYPICAL AGENCY SIZE OF NAHC EXPO ATTENDEES?



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: January 31, 2023

REGULAR BOOTH (10'x10')

Member \$2,700 | Allied* \$1,650 | Nonmember \$3,150

CORNER BOOTH

Member \$2,825 | Allied* \$1,775 | Nonmember \$3,175

Regular

Regular registration rates begin: January 1, 2023

REGULAR BOOTH (10'x10')

Member \$2,900 | Allied* \$1,850 | Nonmember \$3,350

CORNER BOOTH

Member \$3,025 | Allied* \$1,975 | Nonmember \$3,375

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.*



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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!

"KanTime appreciates and acknowledges the dedication that NAHC consistently shows in hosting its conferences. NAHC continuously advocates for the HomeHealth and Hospice community.

NAHC Annual Conference perfectly brings together partners, peers, old friends, and new friends for education and current regulatory hot topics and provides fantastic networking opportunities to all. Thank you, NAHC. KanTime is proud to be a sponsor of this conference!"

– **Jill Schexnayder**

Relationship and Events Director, KanTime

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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

Gaylord National Resort & Convention Center
201 Waterfront Street,
National Harbor, Maryland, USA, 20745

INSTALLATION

Friday, October 13	8:00 AM – 5:00 PM
Saturday, October 14	8:00 AM – 5:00 PM
Sunday, October 15	8:00 AM – 3:00 PM

EXPO GRAND OPENING RECEPTION

Sunday, October 15	5:00 PM – 7:30 PM
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EXPO OPEN

Monday, October 16	12:00 PM – 3:30 PM
Tuesday, October 17	11:30 PM – 2:30 PM

DISMANTLE

Tuesday, October 17	2:31 PM – 8:00 PM
Wednesday, October 18	8:00 AM – 11:00 AM

Schedule is subject to change.



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“MAC Legacy is honored and proud to support National Association for Home Care & Hospice by sponsoring the Annual Conference in October! The Annual Conference is one of the premier industry events to capture our audience and network with other industry experts. When utilizing NAHC’s resources we are able to get in front of our current and prospective customers and see a return on the investment spent on sponsorships. You don’t want to miss the game changing opportunities provided by NAHC. “

– **Kati Hale**
Chief Operating Officer, MAC Legacy

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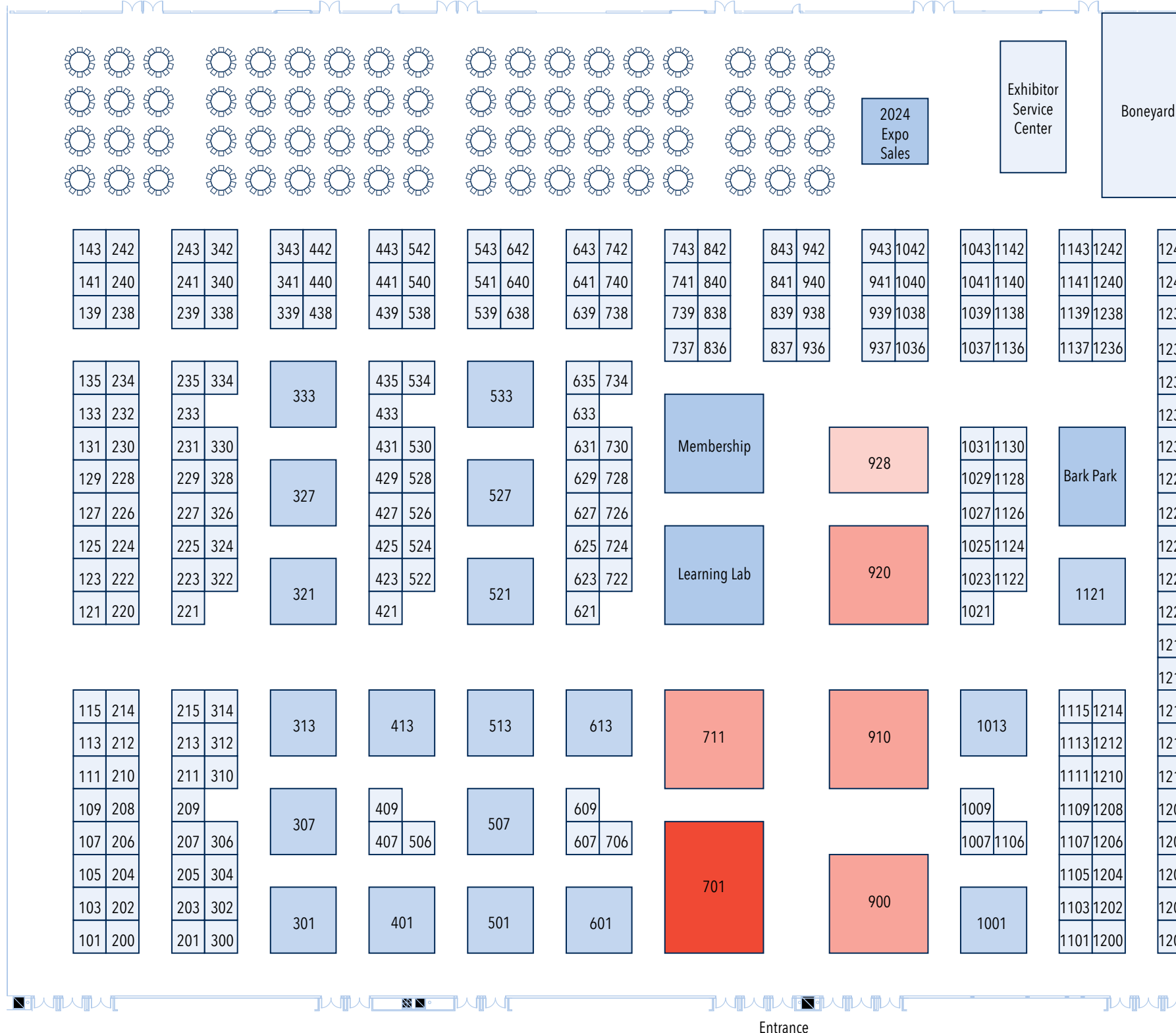
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“As a long-time leader and advocate of technology advancements in the post-acute space we are excited to support our partners at NAHC in welcoming Nichol Bradford, futurist and transformative tech pioneer as Key Note Speaker at the NAHC Annual Meeting. We are looking forward to not only a great event and reconnecting after the last few years off, but engaging in meaningful conversations around where our industry is headed and how the power of technology will be there to support our collective mission to provide exceptional care to all patients in the place they call home.”

– **Tricia Collom**
Vice President Marketing, Homecare Homebase

To review the current EXPO floor plan click here — [2023 NAHC EXPO Floor Plan](#)

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NAHC Business Partner Memberships

AN ENDURING PARTNERSHIP

Exhibiting at the 2023 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

Acclivity Health Solutions	CareStitch	Forcura	Learning Lab	Panasonic System Solutions Company of North America	Synapse Health
Accreditation Commission for Health Care Inc (ACHC)	CareVoyant Inc	Forework	Lincoln Healthcare Leadership	Partner Plus Media	Synzi/AMN Healthcare
Acurata	CareXm	Forvis	Live Oak Bank	pfm medical inc	Tallio
ADP	CellTrak Technologies Inc	Fusion Medical Staffing LLC	MAC Legacy	PI Chart Audit	Tapcheck
AdvaCare Systems Inc	CGS Administrators LLC	Genesis	Manchester Specialty Programs Insurance	Practice Builders	The Braff Group
Aegis Therapies	CHAP Inc	Gideons International, The	MatrixCare/ HEALTHCAREfirst	Precision Medical Billing	The Health Group LLC
Ageless Innovation, LLC	Cincinnati Insurance Co	Glatfelter Healthcare Practice	Maxwell Healthcare Associates	Principle Business Enterprises	The Mesothelioma Center
AGE-u-cate Training Institute	Citus Health	HARTMANN USA, Inc.	McBee	Quest Diagnostics	Thornberry Ltd
Aging With Dignity, Inc.	Cleanwaste	Health Recovery Solutions	McKesson Medical-Surgical	QuickChange/UI Medical	TigerConnect
AlayaCare Software	Client Guard Software	Healthcare Advisory Partners	McKnight's Home Care	Rapid Coding and Oasis Review	Timeero
Alora Healthcare Systems	CliftonLarsonAllen LLP	HealthCare ConsultLink	Medalogix LLC	Red Road Health Solutions Pvt Ltd	Trella Health
American Heart Association	Complia Health	Healthcare Provider Solutions Inc	MedBridge	Relias	TridentCare At Home
American Physical Therapy Association - Home Health Section	Concordance Healthcare Solutions	Healthcare Strategica LLC	MedForms Inc	Reverence Care Company	VERTESS Healthcare M&A
AmWINS Program Underwriters	Connect America Medical Alert	HealthCare Synergy Inc	Medical Information Technology, Inc	Richter Performance Advisors	Veterans Home Care, LLC
Apploi	Corridor	HealthPRO Heritage	Medline Industries Inc Home Care Division	Ritiko LLC	VigeoDash
Avantum Hospice Pharmacy	Crossroads Business Brokers	HealthRev Partners	MED-PASS	RNNetwork	Viventium
Axxess	CSU Shiley Haynes Institute for Palliative Care	Heffernan Insurance Brokers	Mertz Taggart	Select Data	Vivian Health
Bamboo Health	DARCO International	HHAeXchange	MissionCare Collective	Seniors Home Services	VRI - Valued Relationships Inc
BerryDunn	Data Soft Logic Corp	Home Care Answers	MobileHealth	Showd.me	Walters & Associates CPAs
BetterRx	DecisionHealth	Home Care Pulse	National Government Services	SimiTree	Wareologie
BJC Careers	Dignio	Home Health Care Survey (Columbia University School of Nursing)	Netsmart	Skyscape	Waystar
boostlingo	Doctor Alliance	HOME HEALTH NOTIFY	Newon	SMART Healthcare Compliance Resources, LLC	WellSky
Bush Tecosky Goodman Feldman LLC	Dynamic Mobile Imaging	Homecare Homebase	Nissan Commercial Fleet	Smart Meter	Wipfli LLP
Byram Healthcare	Electronic Caregiver	HomeCare Media	Northstar Triage	SmartCare Software	Wise Hospice Options
Calian	Elsevier	Homecare United	NurseLine Triage	Stat Technologies	WorldView Ltd
Care Kit	Emedesis	Hopkins Medical Products	Oasis Answers Inc	StateServ Hospicelink	Wound Solutions
CareAcademy	empeon	HospiceMD Inc	Oasis Audits LLC	Stoneridge Partners	Woundzoom by Perceptive Solutions
CareConnect	Enclara Pharmacia	InHome Therapy	Optum Hospice Pharmacy Services	Strategic Healthcare Programs	
Careficient	Enquire	Inovalon	Oracle Billing Coding Consulting	Supply 360	
CarePath Aftercare	Enterprise Fleet Management	IntellaTriage	Palmetto GBA	Surescripts LLC	
Caresmartz360	ERC Provider	Joint Commission, The		Swift Medical	
	ExcelForce	Kantime			