



# 2022 Exhibitor Prospectus

HOME CARE AND HOSPICE CONFERENCE AND EXPO

October 23 - 25

St. Louis, MO | America's Center Convention Complex

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# Welcome

**St. Louis** will become the epicenter of home care and hospice education and innovation October 23-25, when the industry’s largest and most forward-thinking conference and EXPO comes to the city that is the gateway to the West. 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 2022 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 2022 NAHC Conference and EXPO!

See you in St. Louis!



**Christopher Adams**  
Director of Business Partner Relations  
National Association for Home Care and Hospice  
Phone: (202) 547-7424 | Email: [cta@nahc.org](mailto:cta@nahc.org)

**1,000+**  
HOME CARE  
AND HOSPICE  
PROFESSIONALS

**8+**  
EXCLUSIVE  
EXPO HOURS TO  
EDUCATE, ENGAGE  
& NETWORK

**175**  
COMPANIES  
REPRESENTED





# Conference Overview

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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 175 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



# 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 2022 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



## 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.



### Christopher Adams

Director of Business Partner Relations  
National Association for Home Care and Hospice  
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# Conference Attendees



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!

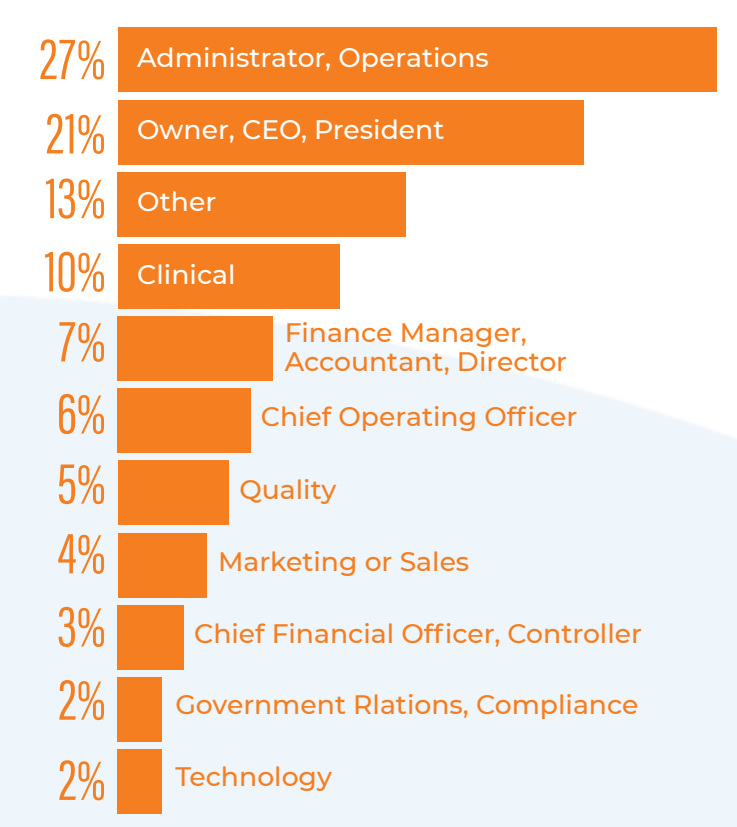
## WHAT PRODUCTS & SERVICES ARE ATTENDEES LOOKING FOR:

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

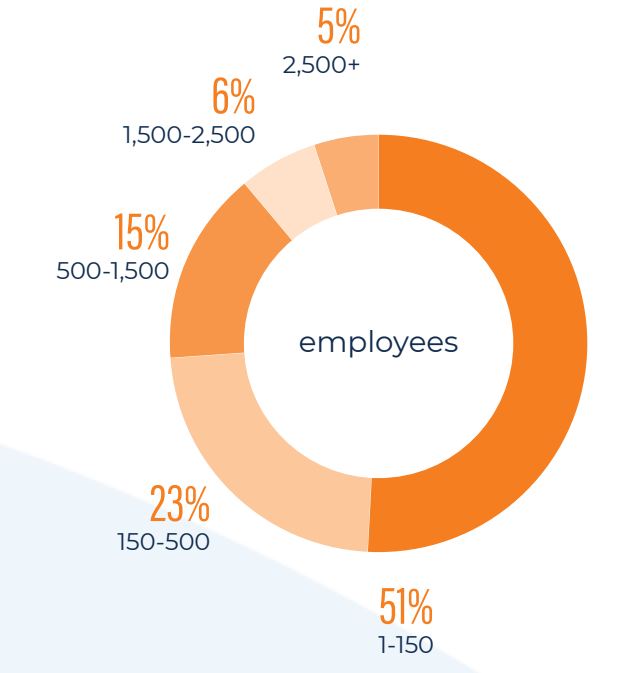
## WHAT DECISION-MAKING ROLES DO ATTENDEES HAVE?



## WHAT JOB TITLES DO NAHC EXPO ATTENDEES HOLD ?



## WHAT IS THE TYPICAL AGENCY SIZE OF NAHC EXPO ATTENDEES?



## 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, 2021

**REGULAR BOOTH (10'x10')**

Member \$2,600 | Allied\* \$1,550 | Nonmember \$3,050

**CORNER BOOTH**

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

## Regular

Regular registration rates begin: January 3, 2022

**REGULAR BOOTH (10'x10')**

Member \$2,800 | Allied\* \$1,650 | Nonmember \$3,250

**CORNER BOOTH**

Member \$2,900 | Allied\* \$1,750 | Nonmember \$3,350

## 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**

“I have been attending the NAHC Annual Conference for more than ten years, and as our industry evolves, NAHC continues to play an important role.

Learning about the latest and greatest in our industry while meeting with our customers, prospects, and partners at the annual conference accounts for the main ROI. KanTime will continue to support our industry through membership and sponsorship of NAHC events. “

– **Kristen Duell**  
Executive Vice President, Kantime, Inc

Reserve Your Booth Today!

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# Exhibit Hall Dates & Hours

“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

America’s Center Convention Complex  
701 Convention Plaza, Suite 300  
St. Louis, MO 63101

[www.explorestlouis.com/meetings-conventions/americas-center/](http://www.explorestlouis.com/meetings-conventions/americas-center/)

## INSTALLATION

Friday, October 21	8:00 AM – 5:00 PM
Saturday, October 22	8:00 AM – 5:00 PM
Sunday, October 23	8:00 AM – 3:00 PM

## EXPO GRAND OPENING RECEPTION

Sunday, October 23	5:00 PM – 7:30 PM
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## EXPO OPEN

Monday, October 24	12:00 PM – 3:30 PM
Tuesday, October 25	11:30 PM – 2:30 PM

## DISMANTLE

Tuesday, October 25	2:31 PM – 8:00 PM
Wednesday, October 26	8:00 AM – 11:00 AM

*Schedule is subject to change.*



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# Floor Plan

AMERICA'S CENTER CONVENTION COMPLEX

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To review the current EXPO floor plan  
click here — [2022 NAHC EXPO Floor Plan](#)



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# NAHC Business Partner Memberships –

## AN ENDURING PARTNERSHIP

Exhibiting at the 2022 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
- 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](http://www.nahc.org/membership)

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

Phone: (202) 547-7424

Email: [membership@nahc.org](mailto:membership@nahc.org)



# LIST OF RECENT EXHIBITORS

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3M Health Care  
AARP  
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  
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  
Casamba  
CCLariti.com  
CellTrak Technologies  
Center to Advance Palliative  
Care  
CHAP, Inc.  
CheckWriters  
Cincinnati Insurance Co.  
CipherHealth, LLC  
Client Sidekick LLC  
ClinLogica  
Codes Correct  
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  
Gemino Healthcare  
Finance, LLC  
Gideons International (The)  
Hamilton CapTel  
Health First Careers  
Health Group (The)  
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  
IDWholesaler  
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  
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  
PlayMaker Health  
PointClickCare  
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 Healthcare  
Consultants  
Skedulo  
SoloProtect  
SONO  
Stat Technologies  
Stoneridge Partners  
Strategic Healthcare  
Programs  
Surescripts  
SutureHealth  
Synzi  
Tellus  
Total Triage  
Trella Health  
TRIDENTUSA Health  
Services  
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