

# Reach health care leaders and decision makers at ASHE's two national conferences and trade shows.



## PDC Summit

(International Summit & Exhibition on Health Facility Planning, Design, & Construction)

### 2019–2020 Dates & Locations:

March 17–20, 2019 | Phoenix, AZ  
March 22–25, 2020 | San Antonio, TX

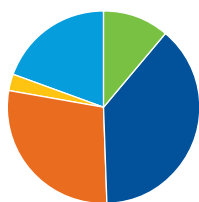
[pdcs Summit.org](http://pdcs Summit.org) | #PDCSummit

At the PDC Summit, senior leaders involved in the health care planning, design, and construction process come together to discuss the future of health care and its impact on the health care built environment. This summit and exhibition is all about uniting the converging perspectives of the full health care PDC team, including those working in health care administration, design, construction, facility management, and real estate. Having a presence at the PDC Summit gives you the best opportunity to discuss long-term strategy with your clients and showcase your leadership in the field.

#### SUPPORTING ORGANIZATIONS



## 2018 Attendee Data



#### Role in Purchasing Decisions:

- 11% - Final decision maker on all products
- 38% - Final decision maker on some products
- 28% - Recommend products
- 3% - Investigate products
- 19% - N/A

#### Top Products/Services of Interest:

- Construction services
- Life Safety
- A/E services
- Building controls
- HVAC
- Lighting
- Construction equipment
- Plant equipment
- Security
- Furniture (chairs, etc.)
- Communications
- Furnishings (artwork, etc.)
- Roofing



## ASHE Annual Conference & Technical Exhibition

(For health care leaders working in facility management and engineering)

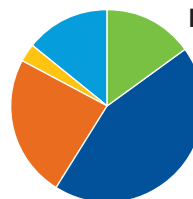
### 2019–2020 Dates & Locations:

July 14–17, 2019 | Baltimore, MD  
August 2–5, 2020 | Chicago, IL

[ashe.org/annual](http://ashe.org/annual) | #ASHEAnnual

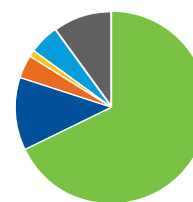
The ASHE Annual Conference and Technical Exhibition is the trusted national conference and trade show for health care facility management and engineering professionals. In 2018, more than 3,700 professionals gathered on-site to get vital information on health care compliance, codes and standards updates, emerging trends, and best practices for efficiency, sustainability, emergency preparedness, and other pressing topics in the field. Whether your company is interested in strengthening relationships with current customers or meeting prospective customers, the ASHE Annual Conference and Technical Exhibition connects you with key purchasers and decision makers in the health care facility management field.

## 2018 Attendee Data



#### Role in Purchasing Decisions:

- 15% - Final decision maker on all products
- 44% - Final decision maker on some products
- 24% - Recommend products
- 3% - Investigate products
- 14% - N/A



#### Area of Direct Involvement:

- 68% - Facility management/Engineering/Support services
- 12% - Construction
- 4% - Architecture
- 1% - Interior design
- 5% - Regulatory accreditation
- 10% - Other

#### Top Products/Services of Interest:

- Life safety
- Building controls
- HVAC
- Plant equipment
- Lighting
- Construction services
- Security
- Construction equipment
- A/E services
- Furniture/furnishings
- Communications
- Roofing
- Sterilization
- Refrigeration
- Prefabricated modular pods

Secure your exhibit space today.

#### To purchase booth space, contact:

Stuart Lawry, ASHE Exhibits Sales Manager  
312-673-5440 | [slawry@smithbucklin.com](mailto:slawry@smithbucklin.com)

#### To discuss sponsorship opportunities, contact:

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[kdavoren.ASHEannual@gmail.com](mailto:kdavoren.ASHEannual@gmail.com)

#### For questions about booth space, payment, and show logistics, contact:

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