

About Corporate Membership

OSAP Corporate Membership is a formal, ongoing relationship between the Organization for Safety, Asepsis and Prevention (OSAP) and corporate partners united in the common vision of *safe oral healthcare for people everywhere*. The partner program provides access to a higher level of OSAP services and opportunities that is not otherwise available.

The Corporate Membership program acknowledges and differentiates healthcare companies that demonstrate an unwavering commitment to OSAP and safe dental care. In addition, it helps to sustain critical services delivered by OSAP such as advocacy, education, communications/PR, and strategic development.

There also is an opportunity for a limited number of companies to obtain maximum exposure through a unique “Super Sponsorship”. Only eight companies are designated in this exclusive category. Super Sponsors enjoy an all-inclusive relationship with the Organization with publications, meetings and other programs. Super Sponsors receive strategic partner recognition through premium placement in all materials and meetings, exclusive website recognition, an invitation to participate in OSAP Board meetings, and other benefits.

Benefits of Corporate Membership

Over the past year, OSAP significantly refined Corporate Membership as a result of partner feedback, industry research, and old-fashioned trial and error. In this current economic climate, we understand that your company needs more than access or impressions: you need *impact*.

OSAP Corporate membership offers:

- Access and advocacy
- Branding and recognition
- Partnership savings
- Reliable data
- Time critical updates
- Education
- International presence

Attached is a chart detailing the many benefits of OSAP partnership for your company.

About OSAP

OSAP was conceived in 1984 and is an entity that welcomes multiple perspectives in its goal to improve the world through advocacy and education for infection prevention in oral healthcare...because safety matters! OSAP’s members include clinicians, academia, policy makers, researchers, consultants **and industry**. Each perspective is represented in the Organization’s leadership and has an equal voice in the development of sound solutions to the complex challenges of preventing disease transmission.

Current Corporate Members (Super Sponsors are listed in bold)

A-dec, Air Techniques, American Dental Cooperative, Benco Dental, Biotrol – Young Dental, Certol International, Cetylite Industries, Cleankeys, Coltene/Whaledent, **Crosstex International**, Delta Dental Plan of MA, DentalEZ Group, DUX Dental, HANSAmEd LTD, Harry J. Bosworth Company, Harvard VanGuard Dental Practice, Henry Schein, **Hu-Friedy**, Kimberly – Clark Health Care, **Medicom**, Midmark Corporation, Miele, Mydent International, Nitram Dental A/S, North Bay/Bioscience, Palmero Health Care, Patterson Dental, PDI, ProEdge Dental Products, PureLife Dental, **SciCan**, Septodont, SmartPractice, SPSmedical Supply, Sterisil, **Sultan Healthcare**, Sunstar Americas, The Procter & Gamble Company, TIDI Products, **TotalCare**, and W&H.

Fees

The 2012 Corporate Membership fee is \$2,500 (with a one-time initiation fee of \$1,500 for new corporate members). Super Sponsorship is \$12,000 (no initiation fee) and includes full menu of program options.

NOTE: All corporate memberships include an unlimited number of company 'seats' that allow your designated corporate contacts/employees to individually register and log-in to the OSAP website using their own email address and password to receive OSAP publications and breaking news via email.

OSAP CORPORATE MEMBER FEES 2012

Option 1	Description	Amount	Total
Regular Corporate Membership	Initiation Fee (one time charge)	\$1,500	\$1,500
	2012 Annual Corporate Dues	\$2,500	\$2,500
	Additional Sponsorship opportunities:		
	Sponsorship of popular <i>ICIP</i> Newsletter	\$1,650	
	Exhibit Table at Federal Services IC Course	\$400	
	Exhibit Table at Annual Symposium	\$1,495	
	Exclusive Recognition on OSAP home-page and throughout www.OSAP.org website	\$7,500	Super Sponsors Only
	Hyperlinked Corporate Logo in monthly online newsletter	\$4,000	Super Sponsors Only
	Optional donation to OSAP Educational Foundation	\$500 \$750 Other	
	TOTAL AMOUNT		
Option 2	Description	Amount	Total
SUPER SPONSOR Corporate Membership LIMITED NUMBER AVAILABLE	Super Sponsorship Includes:	Total Value is	\$12,000
	Annual Corporate Dues	\$2,500	\$19,045
	Initiation Fee	\$1,500	
	Premium Placement and Promotion of Annual Symposium Exhibit Booth	\$1,495	
	Premium Placement and Promotion of Exhibit Booth at Federal Services IC Course	\$400	
	Exclusive Recognition on OSAP home-page and throughout www.OSAP.org website	\$7,500	
	Hyperlinked Corporate Logo in monthly online newsletter	\$4,000	
	Sponsorship of <i>Infection Control in Practice</i> (ICIP) newsletter– Top Billing	\$1,650	
	Optional donation to OSAP Educational Foundation	\$500 \$750 Other	
	TOTAL AMOUNT		

17 Ways to Better Understand your Customer's Needs for your Products

Enhance your organization's consultative selling skills. Access OSAP's resources to better understand the infection prevention and safety challenges of dental practices today.

Join OSAP* and stay connected!

Your company's OSAP membership is an avenue to these benefits:



OSAP Corporate Membership Benefits	Non-Member	Super Sponsor	Corporate	Corporate Contact
ACCESS AND ADVOCACY				
➤ Introductions to key opinion leaders: establish valuable relationships; share your company's expertise		✓	✓	✓
➤ OSAP's advocacy efforts help drive compliance – compliance increases use of aseptic/safety products		✓	✓	✓
BRANDING AND RECOGNITION				
➤ Special Corporate Member Logo associates your company with a trusted information source		✓	✓	
➤ Tangible recognition at all OSAP events, on website & in ICIP newsletter		✓	✓	
➤ Leadership opportunity to serve on Board of Directors		✓	✓	
➤ Premium booth placement at OSAP Annual Symposium		✓		
➤ Exclusive recognition on OSAP website homepage and subpages		✓		
➤ Strategic partner recognition in all OSAP materials, programs, communications, meetings and promotions		✓		
PARTNERSHIP SAVINGS				
➤ Discounts for participating in OSAP programs		✓	✓	✓
➤ Discounts on OSAP educational and training materials		✓	✓	✓
RELIABLE DATA				
➤ Website of resources and guidance (available in several languages) :24-7 access to reference library	✓	✓	✓	✓
➤ OSAP's research team provides answers to your infection prevention questions in writing with references		✓	✓	✓
➤ 24-7 online access to monthly trends, disease and issue toolkits and back issues of all publications		✓	✓	✓
➤ Participation in Speakers and Consultants Bureau		✓	✓	✓
➤ Content license: repurpose approved OSAP resources in your company publications or website		✓	✓	
TIME CRITICAL UPDATES				
➤ Weekly email updates on breaking news and monthly trends report		✓	✓	✓
➤ Bi-monthly scenario-based newsletter, <i>Infection Control in Practice (ICIP)</i> (6 issues/yr: online and mailed)		✓	✓	✓
➤ Monthly online compilation of news, regulations & research, <i>The OSAP Report Online (TORO)</i>		✓	✓	✓
EDUCATION				
➤ Enhance consultative selling skills by staying current with trends		✓	✓	✓
➤ Live conferences, online and video self-paced courses available	✓	✓	✓	✓
➤ Learning assessments in each issue of <i>infection control in practice</i>		✓	✓	✓
INTERNATIONAL PRESENCE				
➤ Access infection control guidelines & news pertinent to countries where your company has distribution	✓	✓	✓	✓
➤ Credible resources for your company's int'l representatives & customers: available in several languages	✓	✓	✓	✓

See reverse side for corporate member category descriptions.

* OSAP is the Organization for Safety, Asepsis and Prevention. OSAP is a nonprofit, independent organization providing information and education on infection control and protection and occupational health and safety to dental care settings worldwide.



Offer value-added educational resources to your domestic sales and marketing team, and your international dealers and distributors.

Enhance Your Customer Relationships ...

Receive weekly and monthly updates delivered to your sales force and marketing professionals for up-to-the-minute, relevant news that pertain to your infection prevention and safety product categories. Engage your customers in timely conversations about issues impacting their practices.

A Credible Source of Information When You Need It

Your corporate membership gains your access to reliable data, time critical updates, education, partnership savings and opportunities to meet opinion leaders who share in OSAP’s mission to ensure safe and infection-free delivery of oral healthcare.

OSAP Member Categories	Annual Fee \$	OSAP Member Description
Super Sponsor	12,000	A limited number of manufacturing or distribution companies interested in a significant partnership with OSAP in its mission of ensuring the safe and infection-free delivery of oral healthcare.
Corporate	2,500	Any manufacturing or distribution company interested in working with OSAP to help ensure the safe and infection-free delivery of oral healthcare.
Corporate Contact	0	Corporate entities that are either Super Sponsors or Corporate members in good standing may designate a certain number of employee “seats” for individual log-in registrations associated with the company’s ID number.

Contact OSAP today at 1-410-571-0003 for more information on how to join and begin to take advantage of OSAP corporate member benefits.

You are invited to visit and explore www.osap.org to discover more about OSAP and how OSAP resources can enhance your sales and marketing strategies.



Organization for Safety, Asepsis & Prevention Corporate Member Application

P.O. Box 6297 ♦ Annapolis, MD 21401 ♦ www.osap.org
P: 410-571-0003 ♦ F: 410-571-0028 ♦ E: office@osap.org

Name: _____

Company: _____

Address: _____

City/State/Zip: _____ Country _____

Phone: _____ Fax: _____ Email: _____

Web Address: _____

Distribution area: USA CANADA OTHER _____ Years Company in Business: _____

Are you part of any other trade association? _____

If yes, please list: _____

Name of Representative to OSAP: _____

Address: _____

City/State/Zip: _____ Country _____

Phone: _____ Fax: _____ Email: _____

Please check appropriate box:

Distributor Manufacturer Other: _____

Payment:

Check Enclosed Visa, MasterCard or AMEX

Card Number: _____ Exp date: _____

Information Required for Review of Application

<input type="checkbox"/> 1. Completed Application	
<input type="checkbox"/> 2. Payment of Fees:	
<input type="checkbox"/> 3. JPEG of Corporate Logo	
Regular Membership: Initiation fee & Annual Dues (\$1,500+\$2,500=\$4,000)	Super Sponsorship: \$12,000 Inclusive of all Sponsorships, Exhibits, Weblinks and Fees

NOTE: If an applicant is under legal or regulatory investigation, the application for OSAP membership will be tabled until the issue has been satisfactorily resolved.

Signature: _____ Date Submitted: _____

For Office Use Only Date Rec'd: _____	Check # _____	Date Approved: _____
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