PROPOSAL for PARTNERSHIP OPPORTUNITIES
For Royal Canin

Responses and Queries

- Are there any "wet components"?
  Scrubbing up practice will be part of the skills offered in the Centre. Cadavers will not be supplied for skills practice in the Centre. There is a proposal for live greyhounds or students pets to be utilised in sessions to practice physical examinations. However if Royal Canin sponsored this centre, we would liaise with you to determine if this is allowable under your welfare standards.

- Are any animal or cadaver parts used in this Skills Lab?
  No cadaver parts will be used in the Centre. In fact, the Centre will provide an avenue for ongoing practice of technical aspects which will allow students to gain dexterity for procedures, reducing the requirement for cadavers and teaching animals in other College facilities.

- How will the students practise "Equine Nerve Blocks" and "IV Access"?
  IV access and equine nerve blocks will be practiced on models and other synthetic materials. There are several existing models to practice these skills.

Revised Sponsorship Commitment for Clinical Skills Centre only

Full Sponsorship
Contribution of **$55,000** plus GST for 3 years to support refurbishment, setup and ongoing costs of the Clinical Skills Centre

Refurbishment	$25,000.00
Non-medical equipment	$7,000.00
Veterinary equipment	$20,000.00
Ongoing consumables (3yrs)	$115,000.00
Miscellaneous running costs (3yrs)	$15,000.00
Total	**$182,000.00**
Total per annum (incl GST over 3 years)	**$60,667.00**
Total per annum (rounded & excl GST)	**$55,000.00**

Benefits

- Sponsor would receive naming rights to the centre, including:
    - Signage external and internal to the facility
    - Referred to by name in relevant College and Hospital documents
    - Mutually agreed logo placement in facility & publications.
- Any relevant research and publications would reference the support of sponsor.
- Written acknowledgement of sponsor in publications of Murdoch University Veterinary Trust and the College of Veterinary Medicine website where clinic is mentioned.
- Mutually agreed logo placement in publications.
- Mutually agreed logo placement on all literature published for use in the Centre.
- Sponsor will receive high profile visibility during launch of the Centre such as a logo on launch documents, recognition in news announcements and featured speaker at launch event, and display of signage provided by the Sponsor.
- Sponsor will have an opportunity to provide students with product and promotional information twice yearly.
- Staff and students will be educated about the support for the Clinic.
- Sponsor will be provided an opportunity to include signage in the Centre. Text must be agreed jointly.

Co-Sponsorship
Contribution of **$30,000** plus GST for 3 years

Refurbishment, setup and ongoing costs of the centre

Total per annum (incl GST over 3 years)	**$60,667.00**
Half of total	$30,335.00
Plus 10% for sponsorship administration	$3,033.00
Total per annum (incl GST)	**$33,367.00**
Total per annum (rounded & excl GST)	**$30,000.00**

Benefits

- Sponsor will receive promotion as a partner of the centre during the launch, such as:
    - written acknowledgement of co-sponsor in publications of Murdoch University Veterinary Trust , College of Veterinary Medicine and Murdoch University's websites where clinic is mentioned over the term of the sponsorship
    - logo on launch documents
    - recognition in announcements of the launch
    - opportunity for sponsor to speaker at launch event, and display of signage provided by the Sponsor
- Sponsor will be provided an opportunity to provide signage to be displayed in the Centre. Text and format must be agreed jointly with Murdoch University.
- Mutually agreed logo placement on all literature published for use in the Centre.
- Sponsor will receive promotion during launch of the Centre such as a logo on launch materials, recognition in news announcements and featured speaker at launch event, and display of signage provided by the Sponsor.
- Sponsor will have an opportunity to provide students with product and organisation information twice yearly.
- Staff and students will be educated about the support for the Clinic.

Co-Sponsorship
Contribution of **$17,500** plus GST for 3 years

Refurbishment and setup of the centre

Total cost of setup	**$52,000.00**
Plus 10% for sponsorship administration	$5,200.00
Total cost (incl GST)	**$57,200.00**
Cost divided over 3 years	$19,067.00
Total per annum (rounded & excl GST)	**$17,500.00**

Benefits

- Sponsor will be provided an opportunity to provide signage to be displayed in the Centre. Text and format must be agreed jointly with Murdoch University.
- Sponsor will receive promotion as a partner of the establishment of the centre during the launch, such as:

    - logo on launch documents
    - recognition in news announcements of the launch
    - opportunity for sponsor to speaker at launch event, and display of signage provided by the Sponsor
- Staff and students will be educated about the support for the Clinic.