

# EIC CONNECT ENERGY 2015

24<sup>th</sup> and 25<sup>th</sup> November 2015, Manchester Central, UK



EIC | CONNECT

Energy2015

NUCLEAR, RENEWABLES & POWER GENERATION PROJECTS

Supply Chain Event & Conference

24th - 25th November, Manchester Central, UK

Making Connections in the Global Supply Chain

## SPONSORSHIP & EXHIBITING

### At PROMOTE YOUR GOODS OR SERVICES TO THE WORLD'S BIGGEST POWER OPERATORS AND CONTRACTORS?

**FACT:** The major energy operators and contractors **need** new technologies, cost saving innovations, and information about any product or service that is going to improve how they operate.

Everywhere we turn, every meeting and conversation we have this is the message we are encountering as every operator and contractor is feeling the pressure to do more for less.

EIC Connect Energy 2015 is the only one of its kind, designed to “Connect” operators and contractors with UK suppliers.

And this is why EIC Connect Energy 2015 is the place for you to promote your organisation within a high level exhibition, to all of those present.



### Event Structure

Supply chain briefings in the main exhibition hall will cover opportunities with the major operators and contractors from domestic and international nuclear, renewable and conventional power projects.

Key power operators, distributors and EPC contractors underpin the briefings in the all new conference sessions, designed to update the supply chain on emerging market sectors and the transition to a low carbon economy. Over 500 delegates are expected to attend from across the whole energy sector.

Their sessions are supplemented by One-2-One meetings where delegates can put their products and services forward to decision makers. The adjoining exhibition allows UK companies to showcase their products and global capabilities to buyers from the world's leading energy companies.

### NEW FOR 2015 – The EIC Connect Networking Dinner

No need to worry about dinner plans, simply join our Speakers and event VIP's for a sumptuous three course meal and drinks at the EIC Connect Networking Dinner, all included in the price of your sponsorship or exhibition stand.

### Join us as an exhibitor and/or sponsor and:

- Be part of an exclusive showcase of companies.
- Promote your products and global capabilities to buyers.
- Up to 3 One 2 One appointments.

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- Discover how to approach business globally and meet with UKTI market specialists.
- Network with UK and international energy players.
- Align your brand alongside industry peers.



## This is an exclusive opportunity to exhibit or sponsor at this event.

All sponsorship packages offer high level brand exposure and an array of benefits, some of which can be tailored to suit your goals and aims.

Exhibiting allows you to showcase your products and services on a level playing field. All sponsorship packages and exhibition stand bookings include:

- 2 x delegate places (this includes lunch, refreshments, delegate pack, presentation copy)
- 2 x places for the Networking Dinner on 24th November
- Up to 3 One-2-One appointments
- 50 word catalogue entry in event brochure
- Logo and link on sponsorship page on website
- Web banner and link on rotation on exhibitor page on website (160px wide by 600px high)
- Logo on introduction page of the Event Brochure



## Who attends EIC Connect events?

Widely recognised throughout the energy industry, EIC Connect events typically attract up to 600 SME business owners, sales engineers and project managers who all want to meet the key energy sector decision makers and network on a level playing field.

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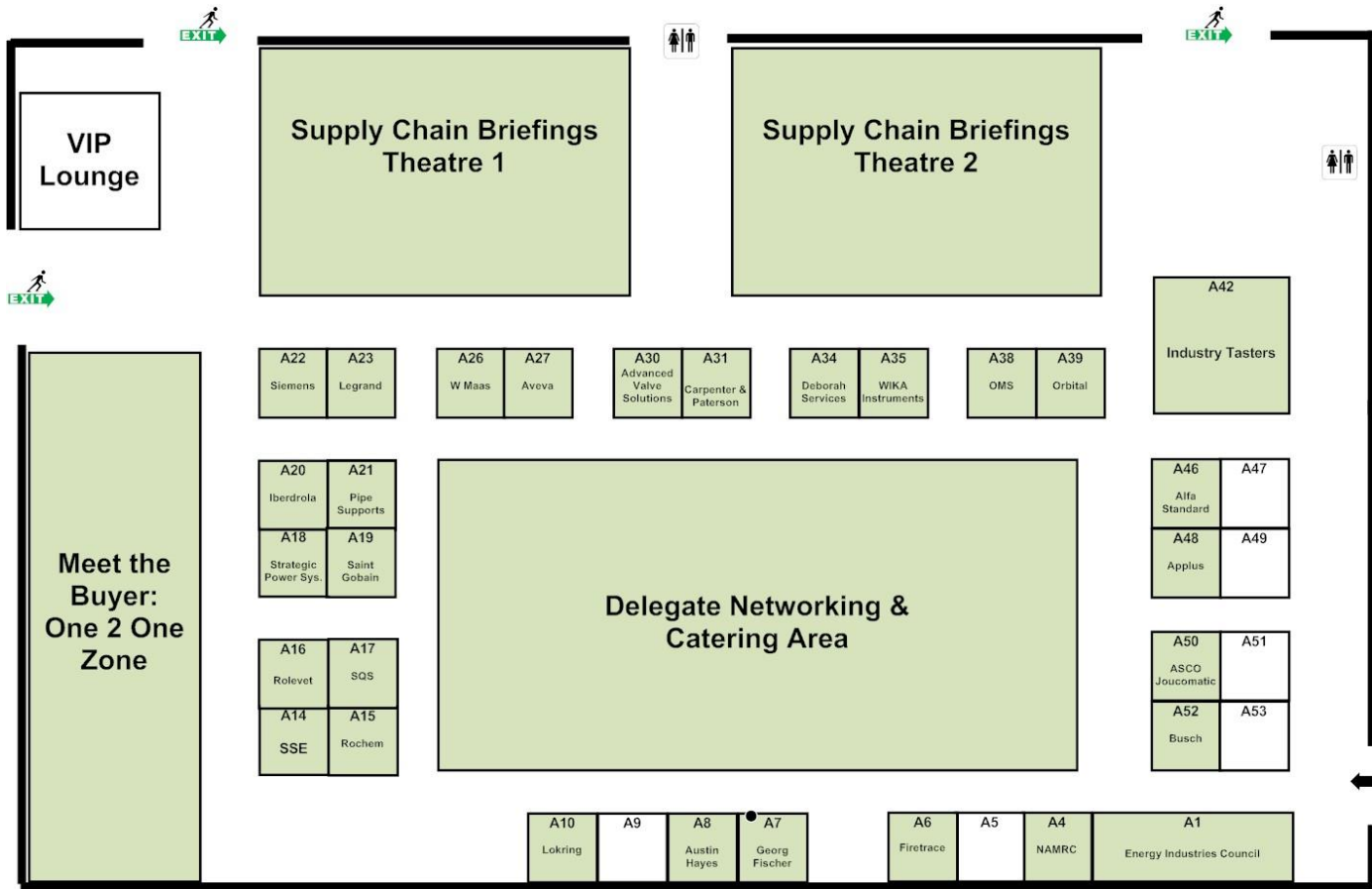
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## Exhibition Floor Plan



### Exhibiting - choose your location & stand type:

- The main entrance from the registration area and conference foyer is opposite stands A1 and A53.
- The EIC may amend stand numbers and final floor layout once all bookings have been received.
- Stands will be allocated on a first come first served basis.

### All stands are available in 9sq.m increments and include:

- Neutral colour cord carpet
- 2.5m high modular shell scheme with white infills and company name displayed
- ONE 500watt socket outlet, TWO spotlights per 9sq.m.
- ONE rectangular table and TWO side chairs per 9sq.m.
- TWO delegate places, TWO Networking Dinner invites per 9sq.m.

### Cost:

- Stands open on the front only are £2,600+VAT per 9sq.m.
- Corner stands are £2,900+VAT per 9sq.m.

### Additional delegate places

- Exhibitors who require more delegate places than those included in each package will pay £280+VAT each if booked in advance. This price will include a place to the Networking Dinner.

### EVENT BROCHURE ADVERTISEMENTS

Book now and save! Book a full colour A4 advertisement in the Event Brochure for just £500+VAT to reinforce your presence at the event.

**Just 2 spaces available!**

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## Additional benefits of sponsorship packages and costs:

### Networking Dinner Sponsor - £5,495

- Unparalleled networking opportunities with over 250 individuals drawn from speakers, sponsors and exhibitors attending EIC Connect.
- A five minute speaker slot at the reception for a representative from your company. You will also be thanked by our CEO in her welcome address.
- 1 table of 10 at the Dinner for you to invite your clients.
- Opportunity to play promotional video (no sound) during dinner.
- Opportunity to display banner stands and brochures and/or supply gifts.
- Brand prominence on electronic Networking Dinner invitation.



### Networking Dinner Table of 10 - £750

- Unparalleled networking opportunities with over 250 individuals drawn from speakers, sponsors and exhibitors attending EIC Connect that cross the Power, Nuclear and Renewables sectors.
- Opportunity to host clients at the only event of its kind this year.



### Registration Area & Lanyard Sponsor - £4,995

- One of the first logos visible to delegates both pre-event and on site.
- Your logo on the event lanyards given out to all attendees.
- Pop-up banners in the registration area to promote your company.



### One-2-One Area Sponsor - £4,995

- Exclusive branding presence within the on-line One-2-One booking system prior to the event.
- The opportunity to book One-2-One meetings before schedule is released to delegates.
- One of the first logos visible to delegates both pre-event and on site.
- Pop-up banners in the One-2-One area to promote your company.
- Your logo displayed prominently in the One-2-One zone.



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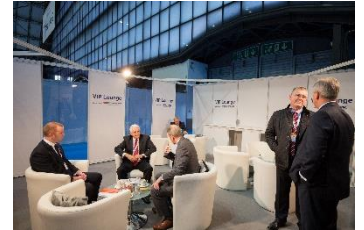
## Delegate Networking Area Sponsor - £3,995



- Centrally located and highest attended space throughout the event.
- Highest level of branding in the physical area.
- Pop-up banners to promote your company.
- Host the Delegate Networking Hour, complete with opportunity to make short speech and award the winner of the business card draw (prize would be required).

## VIP Lounge Sponsor - £4,995

- Exclusive access for you and your colleagues to utilise the lounge and meet the speakers.
- Inclusion of a display area within the lounge to demonstrate your presence as the sponsor.
- Showcase appropriate product samples and/or images of your products or services.
- Opportunity to display brochures/business cards on the tables in the lounge.



## Speakers Reception Sponsor - **SOLD**

- Chance for 4 individuals to enjoy dinner with approximately 30 buyers from within the major Energy companies
- An opportunity to make a short 5 minute speech (optional)
- Introduce and promote your company by way of a banner stand, business cards and brochures on each table.
- Opportunity to supply high quality favours to the speaker companies (At own cost).

## Conference Room Sponsor - **SOLD**



- Your literature and business cards on stage at the speakers table.
  - Your logo displayed at the door to the Conference.
  - Your literature on all seats (\*).
  - Your logo on the screen before each session.
  - Banner stand and business cards displayed in each Conference session (\*).
- (\*supplied by you).

## Theatre Sponsor - **SOLD**

- Your literature and business cards on the speaker's podium.
- Your logo displayed at the door to the Theatre.
- Your brand prominent inside the theatre and upon the external signage.
- Your literature available within the theatre (supplied by you)
- Your logo on the screen before each session.
- Banner stand and business cards displayed in each session (supplied by you).



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2015 Invited Speakers include:

**ALSTOM**



**AREVA**

**centrica**

**ch2m**

**DONG  
energy**



**drax**

**e-on**



**FLUOR**



**GE Energy**

**HITACHI**  
Inspire the Next



**JACOBS**



**Rolls-Royce**

**RWE**



**SIEMENS**



**TOSHIBA**  
Leading Innovation >>>

**VATTENFALL**

**Westinghouse**

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## PLEASE COMPLETE ALL ASPECTS BELOW

Company Name:	Today's date:
Invoice Address:	
Telephone:	Fax:
Main Contact:	Job Title:
Email:	Mobile:

**Where did you hear about this event?** \_\_\_\_\_  
*E.g., Returning Exhibitor, EIC Mailing, Monthly News, Word of Mouth, etc.*

**What is your main reason for exhibiting at this event?** \_\_\_\_\_  
*E.g., promotion to speakers, appointments, Networking dinner, networking opportunities, launching new products/ services, etc*

**What regions are you currently active in?**  
 \_\_\_\_\_

**What regions are you looking to set up in next?** \_\_\_\_\_

**Can you name the Top 3 companies you would like to see/meet with at EIC Connect Energy 2015?**  
 \_\_\_\_\_

DESCRIPTION	PRICE £	TOTAL £
Shell scheme stand (9sq.m.) State preferred stand _____ or _____ or _____	£2,600	
Corner Stand Premium	£300	
Additional Delegate Places state quantity _____	£280	
Networking Dinner Gold Sponsor	£5,495	
Networking Dinner Table of 10	£750	
Registration Area & Lanyards Sponsor	£4,995	
One 2 One Area Sponsor	£4,995	
Delegate Networking Area Sponsor	£3,995	
VIP Lounge Sponsor	£4,995	
Theatre Sponsor (2 available) Please state quantity _____	£995	
Additional Places at Networking Dinner. Please state quantity _____	£80	
Event Brochure Full Page A4 Advert	£500	
Event Brochure Half Page Advert	£300	
We agree to the above charges. Please raise an invoice to us for this amount, which we agree to pay in 28 days. <b>NB Outstanding payments will result in your requirements being released.</b> Cancellation by the customer as per clause 11 overleaf: 25% non-refundable deposit if received before 1 <sup>st</sup> May 2015. 50% cancellation fees apply after 1 <sup>st</sup> July 2015. 100% cancellation fee applies after 1 <sup>st</sup> September 2015.	SUB TOTAL	
	VAT @ 20%	
	TOTAL CHARGES	

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excludes certain types of loss and limits its liability to the exhibitor. The exhibitor acknowledges that this clause 1 is an important inducement for EIC to enter into this contract with the exhibitor and that EIC would not enter into this contract without these limitations and exclusions.

1.2 EIC, its employees, agents and sub-contractors, shall not be liable in any event for any economic loss, loss of profits, revenue, goodwill or anticipated saving or for indirect, special, incidental or consequential loss or damage of the exhibitors or others, whether or not EIC was aware that such loss or damage may arise.

1.3 Except as provided in these terms and conditions EIC, its employees, agents or subcontractors shall not be liable, for any claim, costs, demand or liability whatsoever and howsoever arising out of or in connection herewith or the supply of any Services hereunder.

1.4 In no event shall EIC's aggregate liability to the exhibitor exceed the amount paid by the exhibitor to EIC for the Services.

1.5 The limitations and exclusions in this contract apply to liability under the law of contract, tort, negligence, breach of duty or under any other legal principle to the maximum extent permitted by law

1.6 EIC shall have no liability whatsoever or howsoever arising in respect of any claim of which it is not notified in writing prior to the first anniversary of this contract.

## 2. Indemnities and insurance

2.1 The exhibitor undertakes to indemnify EIC against all liabilities of whatsoever nature incurred by EIC towards the exhibition organiser and arising from the participation or agreement to participate in the exhibition by the exhibitor or its agents, including but not limited to any claim in respect of any accident, injury, loss or damage arising out of or in any way connected with any display of goods at this event or in any way howsoever.

2.2 Without limiting clause 2.1, the exhibitor specifically undertakes to indemnify and keep indemnified EIC against all costs, charges, expenses, claims or losses of any nature suffered by EIC as a result of

(a) the exhibitor's failure to comply with its contract with EIC; or

(b) a breach of the exhibition organisers' terms, conditions, rules and regulations arising from the participation or agreement to participate of the exhibitor in the exhibition.

2.3 The exhibitor shall ensure that it has full insurance cover against accident, injury, loss or damage of any nature including for public and product liability. The exhibitor shall also comply with any requirements of the EIC, the exhibition organiser and any applicable law in this regard.

## 3. Set off

EIC may deduct from any sums due or which may become due to the exhibitor under this or any other contract with EIC, any sum which is due or which may become due to EIC from the exhibitor under this or any other contract.

## 4. Payment schedule

Full payment for space and stand construction costs due with contract on or before the deadline as stated on the application form.

## 5. Damage

Except for fair wear and tear, the exhibitor shall be liable up to the replacement value for any damage he causes to the shell scheme and stand construction and any other facilities provided by EIC.

## 6. Stand dressing and noise levels

The exhibitor may not embellish the identity panels of its stand by using unauthorised graphics etc, and no graphics outside or above the allocated stand space are permitted; and EIC may, at its discretion, require the exhibitor to reduce the volume or turn off its audio equipment.

## 7. Allocation of Individual Stands

Location of individual stands within the group including corner sites are allocated on a strictly first come first served basis.

EIC reserves the right to move exhibitor locations should this become necessary in order to fit all size requests into the space available.

8. Freebuild or "space only" stands are not permitted at EIC Connect events without express written permission of the organiser.

## 9. Variation

Charges related to the provision of space and stand construction may be adjusted by EIC in the light of actual costs and any increase shall be payable on request. Payment for any additional site services (eg group telephone, refreshments, lunches, publicity) must be made on receipt of invoice.

In the event that the organiser changes the date, location or duration of the event, the exhibitor will continue to be bound to EIC unless and to the extent EIC is able to negotiate a refund of costs.

## 10. Failure to pay

If EIC has not received payment in full of any monies due by the deadline as stated on the application form, it reserves the right to charge interest on late payments. EIC may, at any time until an overdue payment is made, terminate the contract for breach on 7 (seven) days notice in writing. EIC will make reasonable efforts to let the forfeited space and will credit any amounts received against the sum due from the exhibitor.

## 11. Withdrawal (cancellation by the exhibitor)

a) A confirmed booking shall only be deemed to be cancelled and, the Contract terminated, when the Company receives written notification of the cancellation from the Customer.

b) Where the Customer cancels a booking, in addition to loss of the initial non-refundable deposit as stated on the application form the Customer shall pay to the Company the following:

(i) If the notice of cancellation is received after 1<sup>st</sup> May 2015 - 25% of the Fees;

(ii) If the notice of cancellation is received after 1<sup>st</sup> July 2015 - 50% of the Fees;

(iii) If the notice of cancellation is received after 1<sup>st</sup> September 2015 - 100% of the Fees

## 12. Cancellation of the event

If for any reason the event is cancelled before EIC has committed, or becomes committed to make, any expenditure, any monies collected for space and stand construction will be reimbursed. However, if cancellation of the event occurs after the EIC has committed or becomes committed to make any expenditure the exhibitor is liable to the EIC for all costs incurred on its behalf.

## 13. Allocation of space

Every reasonable care will be taken in the allocation of space to exhibitors to avoid inclusion of pillars and other obstructions. Exhibitors acknowledge that this will not be possible in respect of every event. EIC will make every effort to provide the size of stand requested but cannot guarantee in advance the hall, position, configuration of stand or total stand size. Exhibitors are responsible for ensuring that the space and shell scheme allocated to them, are adequate for their needs.

## 14. Unavoidable Adjustment to Space Requirements

It may become necessary for layout purposes to allocate a slightly larger or smaller area than that applied for: any increase will be restricted to the minimum essential but exhibitors will be liable for any consequent increase in space and stand construction costs. If the allocation is unsatisfactory to the exhibitor, it may withdraw, in which case clause 11 applies.

## 15. Travel and Freight Arrangements

EIC may appoint Travel and Freight agents for the event in the interest of reducing individual exhibitor costs for freight, travel and accommodation. Exhibitors are free to make use of these services but do so at their own risk. All transactions between exhibitors and the appointed agents will be direct and EIC

cannot and does not accept any liability whatsoever for any claim or dispute between exhibitors and the agents.

## 16. Export Control

Some equipment could be subject to UK export regulations and it is the responsibility of the exhibitor to ensure that they have any necessary licences for export and for import of equipment that may be required.

## 17. Publicity and printing

Exhibitors are advised to check the accuracy of translation in all publicity and sales material.

## 18. UK Export Agents

Any application to exhibit by a UK export agent must be sent well in advance of the cut-off date.

## 19. Assignment

This contract shall not be assigned or transferred in whole or in part by the exhibitor directly or indirectly without the prior written consent of EIC.

## 20. Termination

The exhibitor acknowledges that EIC may terminate this contract and claim a cancellation charge as under clause 11 if:

- exhibitor becomes insolvent or leaves EIC Membership; or
- exhibitor fails to remedy any breach of contract within a reasonable period of being requested in writing by EIC so to do

EIC may also terminate this contract for its convenience, in which case it will refund in full all sums paid by the exhibitor but shall have no other liability. However, in the case that the exhibition is cancelled by EIC because in EIC's reasonable opinion there is insufficient support, a reasonable deduction may be made to cover any sums payable by EIC to the organiser

## 21. Amendment, severability and waiver

This contract and these terms and conditions or any of them cannot be varied, suspended or added to without EIC's written consent. If this contract or these terms and conditions or any of them is judged by any competent court to be invalid or unenforceable, the remaining part or parts shall continue in full force and effect. Any neglect, forbearance or indulgence on the part of EIC relating to rights under this contract, the terms or conditions or any of them shall in no way be deemed a waiver, implied or otherwise, of such rights.

## 22. Force majeure

EIC shall not in any event be held responsible for or liable for failure to perform its obligations hereunder if such failure results from circumstances not under EIC's control.

## 23. Notices

Notices will be in writing and will for all purposes be deemed to have been fully given and received when actually received and they will be sent postage prepaid properly addressed to the parties at their respective addresses first above written in this contract or at such addresses for either party as may be specified by such party for such purpose, or by fax or by telex with receipt acknowledged by answer back.

## 24. Governing law and jurisdiction

The construction, validity and performance of this contract shall be governed by English law and the parties submit to the jurisdiction of the English Court