



## MATCHMAKING PROGRAM FOR THE AEROSPACE AND DEFENSE INDUSTRIES

SPAIN | ANDALUSIA | SEVILLE  
SEPTEMBER 9-11, 2020

### #ADMSEVILLA2020

SEVILLA.BCIAEROSPACE.COM



## SPONSORSHIP OPPORTUNITIES

Greater visibility for your company  
at this A&DM Sevilla 2020

**Make the difference!**

Organized by



Platinum Sponsor

Gold Sponsors

Silver Sponsors

AIRBUS



ALESTIS  
AEROSPACE

AERnova  
-ANDALUCÍA



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SEPTEMBER 9-11, 2020



375 companies  
9,000 BtoB meetings  
28 countries represented

# AEROSPACE

## & DEFENSE MEETINGS SEVILLA 2020

PLATINUM SPONSOR: € 15 000

This package is an actual partnership that would guarantee your company a high profiled participation. **Only 1 company will be granted this package.**

- **A schedule with pre-arranged and approved meetings** based on your own choices. Unlimited access to the profiles of all the participants will help identify and request meetings with companies you want to target.
- **A 36sqm booth.** 5 of these booths will be available. These are shell scheme spaces including space lights with 2 tables, 4 chairs, 2 arm chairs, 1 cupboard, 1 storage box, carpet and your company name.
- **An advert page in the online event catalogue.** All the detailed profiles of the attendees will be saved on a pdf format and downloadable by all the participants. This is an excellent channel to circulate your message through the industry as our participants access this file even when the event is over.
- **A two sided advert page in the event program booklet.** The program booklet is distributed to the participants entering the show. It's the forum guide providing such information as the general program, conferences summaries, floor plan, etc. You'll supply the artwork on a printable and high definition format.
- **A two sided flyer presenting your company** services, capabilities or products inserted in the folders distributed to all participants. These folders contain the participant's schedules of meetings and are handed over to every participant. You shall supply the flyers on A4 format and courier them to the address the organizers will indicate.
- **An up to 30sec video presenting your company.** This file will be played non stop on screens located at the VIP area where top executives have their meetings as well as at strategic spots such as the business center, coffee corner, main entrance. The video shall bear no sound and be supplied by you.
- **Your company logo visible** on the event official website, the flyer on pdf, other marketing materials, at strategic locations at the venue, on floor plans, etc.
- **Unrestricted access to the convention for up to 5 delegates** of your choice. Lunch, conferences, receptions, etc. will be included.

PLATINUM SPONSOR

# AIRBUS

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This picture is subject to modifications



#### GOLD SPONSOR: €12 000

- **A schedule with pre-arranged and approved meetings** based on your own choices. Unlimited access to the profiles of all the participants will help identify and request meetings with companies you want to target.
- **An 24sqm booth.** This is shell scheme space including 2 meeting spots with 2 tables, 8 chairs, a showcase, a shelves rack, 2 fascia boards with your company name.
- **A two sided advert page in the event program booklet.** The program booklet is distributed to all the participants entering the show. It's the forum guide providing such information as the general program, conferences summaries, floor plan, etc. You'll supply the artwork on a printable and high definition format.
- **An advert page in the online event catalogue.** All the detailed profiles of the attendees will be saved on a pdf format and downloadable by all the participants. This is an excellent channel to circulate your message through the industry as our participants access this file even when the event is over.
- **Your company logo visible on the event official website, the flyer on pdf, other marketing materials, at strategic locations at the venue, on floor plans, etc.**
- **Unrestricted access to the convention for up to 3 delegates** of your choice. Lunch, conferences, receptions, etc. will be included.

#### GOLD SPONSORS



#### SILVER SPONSOR: €9 000

- **A schedule with pre-arranged and approved meetings** based on your own choices. Unlimited access to the profiles of all the participants will help identify and request meetings with companies you want to target.
- **A 12sqm booth.** This is shell scheme space including spot lights with 1 table, 3 chairs, carpet and fascia board with your company name.
- **An advert page in the online event catalogue.** All the detailed profiles of the attendees will be saved on a pdf format and downloadable by all the participants. This is an excellent channel to circulate your message through the industry as our participants access this file even when the event is over.
- **Your company logo visible on the event official website, the flyer on pdf, other marketing materials, at strategic locations at the venue, on floor plans, etc.**
- **Unrestricted access to the convention for up to 3 delegates** of your choice. Lunch, conferences, receptions, etc. will be included.

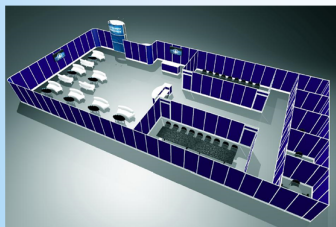
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#### "A LA CARTE" SPONSORSHIP

■ **Mobile Application Sponsor** ..... € 10 000

Promote your brand through a wide range of all our visibility options: a splash screen with your company logo each time when the app will be launched by the attendees, your company logo on ADM Sevilla website, brochure, and official catalogue at the venue...

Please contact us for more details

■ **VIP Lounge** ..... € 5 000

The VIP lounge is the selective area reserved for top executives with busy schedules of meetings. Non VIP attendees can access this area only when they have meetings with a VIP. This is an outstanding opportunity to show off your company to an audience of high level delegates.

- A rollup banner, supplied by you, presenting your company placed at the area entrance or inside
- 4 easels with your company name laid on bar where executives enjoy free hot and cold beverages
- An up to 30sec video presenting your company. This file will be played nonstop on screens located at the VIP area. The video shall bear no sound and be supplied by you.

■ **Lanyards** ..... € 5 000

600 attendees are expected at this event. Every single attendee will receive a badge with the lanyard. Supply lanyards with your company name and logo and we'll distribute them along with the personal badges. You shall supply and deliver the lanyards at the address we'll indicate.

■ **Business Center** ..... € 2 000

A very practical area for all participants to access internet, send faxes, make photocopies, etc. This space will be equipped with 4 desktop computers. Your company website would be made the home page of all 4 computers. You would also place a rollup banner, supplied by you, at the entrance.

■ **Reception desk / Main Entrance** ..... € 2 000

Our front desk is always busy with attendees needing assistance. Supply graphics and flyers presenting your company. We'll stick the graphics on the desk and lay the flyers on shelves.

■ **Online partners** ..... € 1 000

Supply your company logo and we'll post it on the event official website below all the official partners.

■ **Official event guide** ..... € 1 000

A program booklet will be distributed to all the participants entering the show. It's the forum guide providing such information as the general program, conferences summaries, floor plan, etc. Supply art work and you'll have a two sided advert inside.

■ **Event goodies** ..... € 2 000

You will have the possibility to offer promotional gifts to the attendees. Contact us to discuss the most suitable way to distribute them.

**IMPORTANT NOTE:** You'll find a booking form below. Once you've made your choice please fill it out, sign and return it to us by email. **All requests are subject to validation by BCI Aerospace, a division of Advanced Business Events.** Your sponsorship will become effective upon the latter approval. Advanced Business Events reserves the right to deny any potential sponsors their requested options.



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## BOOKING FORM

### Contact:

Lola AGUILAR  
Tel + 33 1 41 86 41 35  
[laguilar@advbe.com](mailto:laguilar@advbe.com)

 BCI AEROSPACE



35-37 rue des abondances  
92513 Boulogne Cedex - France

abe - SAS Capital 50 000 euros  
RCS Nanterre B 515 013 506 00024  
NAF 8230z

### PAYMENT TERMS:

Please note that our bank details have changed. If you have previously attended one of our events, please be sure to update our details accordingly.

A 60% down-payment is required. Your account must be balanced prior to the event.

Full payment is also accepted.

### Payment can be made by:

- credit card from an online facility (visa and master card credit card only)
- wire transfer to our bank account (send us a copy of the receipt by email at [compta@advbe.com](mailto:compta@advbe.com))

### Our bank account details:

- IBAN: FR76 3000 4008 0400 0107 2835 736
- BIC Code: BNPAFRPPXXX
- Bank: BNP PARIBAS PARIS-CENTRE AFFAIRES
- Bank address: 8- 10 avenue Ledru Rollin – 75012 Paris, France

Company name: \_\_\_\_\_

Contact person: \_\_\_\_\_

Job position: \_\_\_\_\_

Address: \_\_\_\_\_

Region/country: \_\_\_\_\_

Tel: \_\_\_\_\_ Email \_\_\_\_\_

address: \_\_\_\_\_

EU VAT: \_\_\_\_\_

### Select your options

- ☐ Platinum Sponsor
- ☐ Gold Sponsor
- ☐ Silver Sponsor
- ☐ Mobile application sponsor

€ 15 000  
€ 12 000  
€ 9 000  
€ 10 000

« A la carte »

- ☐ VIP Lounge
- ☐ Lanyards
- ☐ Business Center
- ☐ Reception desk / Main Entrance
- ☐ Online partnership
- ☐ Official event guide
- ☐ Event goodies

€ 5 000  
€ 5 000  
€ 2 000  
€ 2 000  
€ 1 000  
€ 1 000  
€ 2 000

**Grand total**

### SIGNATURE AND COMPANY STAMP\*

Place: \_\_\_\_\_ Date: \_\_\_\_\_

**AEROSPACE & DEFENSE MEETINGS SEVILLA 2020  
GENERAL TERMS AND CONDITIONS**

Event name: **AEROSPACE & DEFENSE MEETINGS SEVILLA 2020** (referred to as the "Event"):

Date: **September 9-11, 2020** (referred to as the "Event date")

Location: Sevilla (referred to as the "Place"):

City, Country: **Seville, Spain**

**1/ ORGANIZATION**

The Event is organized by **abe - advanced business events**, a limited company with a stated capital of 50.000 Euros, whose registered head office is located at 35/37 rue des Abondances - 92513 BOULOGNE-CEDEX - France, hereafter referred to as the Organizer.

**2/ PURPOSE**

These regulations stipulate the terms and conditions according to which the Organizer sets up and runs the Event. They detail the respective rights and obligations of the Organizer and the signing company, hereafter referred to as the Participant. The Participant formally undertakes to abide by these regulations.

**3/ PLACE AND DATE**

The Event will be held at the Place and dates indicated here above. The Organizer is free to change the Place or Date of the Event in case the Place is rendered unavailable or in case of *force majeure*, in which case no compensation shall be due to the Participant.

The Organizer is free to cancel the Event further to expressly notifying the Participant, in which case ongoing registration applications shall be cancelled ipso jure, without any compensation due to the participant.

**4/ REGISTRATION, CANCELLATION, PAYMENT**

Any company or institution is allowed to attend the Event provided it has the relevant skills to enter into negotiations with other attendees. The Organizer reserves the right to deny any registration without any obligations to justify their decision.

The participant may cancel their registration forty-five days (45) or more prior to the Event without any penalties. However if the cancellation is submitted twenty-one (21) to forty-four (44) days prior to the Event, the Participant must pay thirty percent (30) of the total amount of their registration fees. If the cancellation is submitted twenty day (20) and less prior to the Event, the Participant must pay the full amount.

All invoices issued and sent to the Participant must be remitted at the latest 5 days prior to the Event. The Organizer reserves the right to deny access the Participant to the Event if their accounts are not settled.

**5/ SERVICES INCLUDED IN THE OVERALL PARTICIPATION FEE**

The Organizer shall deliver the services and products as explicitly described in the booking form attached to this agreement.

**6/ OBLIGATION TO PRODUCE A RESULT**

The Organizer undertakes to diligently use the resources available to it without being subject to an obligation to produce any results.

**7/ INSURANCE**

The Organizer is the sole legal responsible for the Event. However the Organizer's responsibility shall not be engaged for any damage caused to the Participant by a third party. The Place is the sole legal responsible for the facility and premises, permanent or temporary, used for the Event, as well as all companies and activities operating and running under their direct request.

The Participant must hold an insurance policy that covers all damages caused by them, their staff or their belongings to a third party.

The Participant must hold an insurance policy that covers all damages caused to their equipment and materials brought to the Event.

**8/ APPLICABLE AMENDMENTS**

The Organizer reserves the right to bring additional amendments to this agreement to deal with any matters not initially mentioned in the agreement. Such amendments shall be notified and diligently sent to the Participant and come into force immediately.

Any infringement of this agreement by the Participant can lead to their expulsion from the Event provided the Organizer explicitly notifies it. In this case no refund or compensation of any kind shall be due to the Participant.

**9/ USE OF PARTICIPANT LOGO**

The Organizer reserves the right to retrieve and use the Participant's company logo in marketing materials designed to promote the event by showing a list of registered companies, called participants. If the Participant disagrees and wishes their logo to be removed from such marketing materials, they must explicitly address their request in a written form.

**10/ SETTLEMENT**

The Participant agrees with these terms and conditions by signing this agreement. In the event of disagreement the Participant agrees to first submit their query to the Organizer and seek amiable settlement. If no amiable settlement is found the tribunal of Nanterre, France, shall be the sole competent tribunal to handle the case.

**11/PRIVACY AND SECURITY POLICY**

I do accept [the policy of privacy & confidentiality and management of personal information.](#)

Company Name : \_\_\_\_\_

I hereby agree with advanced business  
events terms and conditions

Address : \_\_\_\_\_

Date: \_\_\_\_\_

Signature: \_\_\_\_\_

Company seal:

Contact Name : \_\_\_\_\_