



# MATCHMAKING PROGRAM FOR THE AEROSPACE AND DEFENSE INDUSTRIES

SPAIN | ANDALUSIA | SEVILLE  
FEBRUARY 2-4, 2021

#ADMSEVILLA2021

SEVILLA, BCIAEROSPACE.COM



## SPONSORSHIP OPPORTUNITIES

Greater visibility for your company  
at this A&DM Sevilla 2021

Make the difference!

Organized by



Platinum Sponsor

Gold Sponsors

Silver Sponsors





375 companies  
9,000 BtoB meetings  
28 countries  
represented



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 spot 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 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.
- **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**



375 companies  
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28 countries represented



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

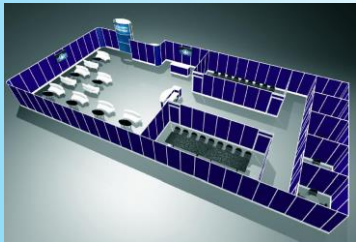
- **A schedule with pre-arranged and approved meetings** based on your own choices. Unlimited access to the profiles of all the participants will help identify and request meetings with companies you want to target.
- **A 12sqm booth.** This is shell scheme space including spot lights with 1 table, 3 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.

#### SILVER SPONSORS





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**“A LA CARTE” SPONSORSHIP**

- **Mobile Application Sponsor** ..... € 10000  
 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

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

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

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

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

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

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

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

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

### Select your options

<input type="checkbox"/> <b>Platinum Sponsor</b>	€ 15 000
<input type="checkbox"/> <b>Gold Sponsor</b>	€ 12 000
<input type="checkbox"/> <b>Silver Sponsor</b>	€ 9 000
<input type="checkbox"/> <b>Mobile application sponsor</b>	€ 10 000
« A la carte »	
<input type="checkbox"/> VIP Lounge	€ 5 000
<input type="checkbox"/> Lanyards	€ 2 000
<input type="checkbox"/> Business Center	€ 2 000
<input type="checkbox"/> Reception desk / Main Entrance	€ 1 000
<input type="checkbox"/> Online partnership	€ 1 000
<input type="checkbox"/> Official event guide	€ 2 000
<input type="checkbox"/> Event goodies	

**Grand total**

### SIGNATURE AND COMPANY STAMP\*

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

### Contact:

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

BCI AEROSPACE

advbe  
3507 rue des abondances  
92513 Boulogne-Billancourt - France  
[advbe.com](http://advbe.com)

advbe - 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

**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 50000 Euros, whose registered head office is located at 35/37 rue des Abondances - 92513 BOULOGNE-BILLANCOURT CEDEX - France, hereafter referred to as the Organizer.

#### **2/ PURPOSE**

This agreement stipulates the terms and conditions, under which the Organizer sets up and runs the Event. This agreement highlights the rights and obligations of both the Organizer and the signing company, hereafter referred to as the Participant. By signing this agreement, the Participant formally agrees to abide by these terms and conditions.

#### **3/ PLACE AND DATE**

The Event will be held at the Place and Date indicated here above. The Organizer may cancel the Event or change the Place and Date, should the Place be rendered unavailable, in case of force majeure or act of God. In such an event, no compensation or refund shall be due to the Participant. However, the Organizer shall inform the Participant about the new Date and Place in writing and guarantee the Participant's participation in the rescheduled Event at no additional cost.

#### **4/ REGISTRATION, CANCELLATION, PAYMENT**

- Any company or organization is allowed to attend the Event provided its delegates have relevant knowledge to enter business discussions with other attendees. The Organizer, nonetheless, reserves the right to approve or reject any registrations at its sole discretion.
- The participant may cancel their registration forty-five days (45) or more prior to the Event, and be eligible for a full refund. The Organizer shall, however, retain a 7.5% administrative fee when processing the refund.
- Should cancellation be submitted twenty-one (21) to forty-four days (44) prior to the Event, the Participant shall be liable for a penalty amounting thirty percent (30%) of the amount due or paid.
- Should cancellation be submitted twenty day days (20) or less prior to the Event, the Participant shall be liable for the payment of the full amount due, and not be eligible for any refund.
- All invoices issued and sent to the Participant, must be remitted five days (5) prior to the Event at the latest. The Organizer reserves the right to deny the Participant access to the Event, shouldn't their accounts be settled.

#### **5/ INCLUDED SERVICES AND OBLIGATION TO PRODUCE RESULTS**

The Organizer firmly commits to diligently use their expertise, knowledge, contacts network and all available resources to deliver all the services described in the booking form attached to this agreement. The Participant understands the Organizer's work shall not necessarily produce direct and immediate business results.

#### **6/ PREVENTIVE MEASURES**

The Organizer commits to implementing preventive measures and supplying equipment, aimed at hampering the spread of some transmissible diseases. The Participant understands, that preventive measures and protective equipment do not offer a risk-free event, and that the Organizer cannot be held liable for any contamination occurring during the preparation and running of the Event.

#### **7/ INSURANCE**

The Organizer is solely responsible for setting up and running the Event. However the Organizer's shall not be legally liable for any harm caused to the Participant by a third party.  
The Participant must hold an insurance policy that covers all damages caused by them, their staff or their belongings to a third party or a third party's equipment and installations during the preparation and running of the Event.  
The Participant must hold an insurance policy that covers all damages caused by a third party to them, their staff and belongings during the preparation and running of the Event.

#### **8/ APPLICABLE AMENDMENTS**

The Organizer reserves the right to introduce addendums to this agreement in order to handle any matters not initially mentioned in this agreement. Such amendments shall be notified and diligently sent to the Participant and immediately come into force.  
The Organizer reserves the right to terminate this agreement and therefore cancel the Participant's registration, should the latter not comply with the terms and conditions of this agreement. In such an event, the Organizer shall notify the Participant in writing, and no compensation or refund 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 on 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**

In the event of disagreement, the Participant shall submit a written request to the Organizer and seek an amicable settlement. If no amicable settlement is reached, the tribunal of Nanterre, France, shall be the sole competent tribunal to handle the case.

#### **11/ PRIVACY AND SECURITY POLICY**

The Participant understands that the Organizer will collect detailed information about their business for the sole purpose of conducting the Event and delivering the services described in the attached booking form. More information is available on the Organizer's website: [privacy, confidentiality and management of personal information](#)

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

I hereby agree with advanced business events terms and conditions

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

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

Signature:

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

Company seal: