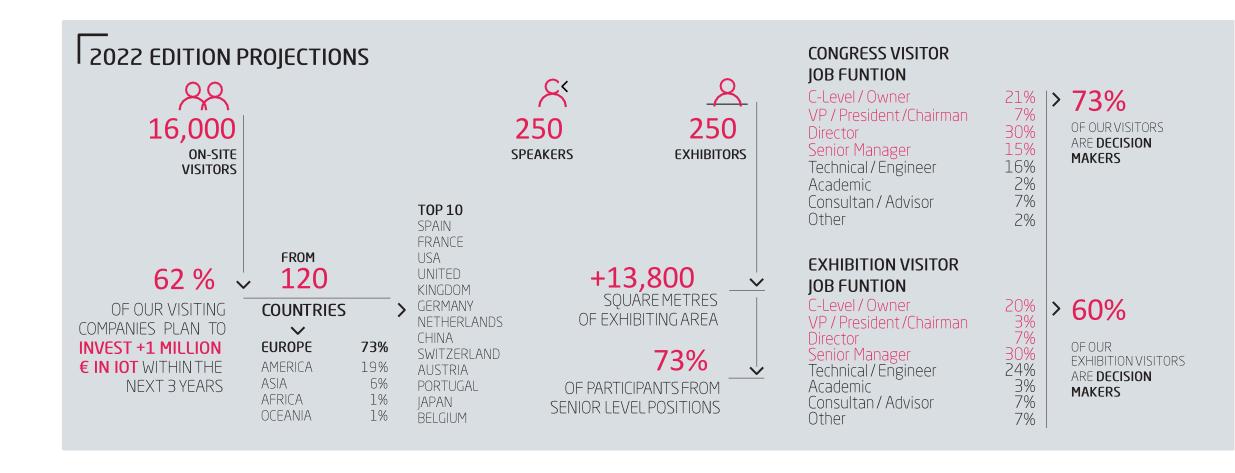






CONNECT WITH THE GAME CHANGERS



2022 EDITION

The future of industry is ours to build. Emerging technologies are disrupting industry and technological innovation is rapidly changing our world. Traditional industry lines have blurred, with cross-sector ecosystems even more critical for success in today's digitally transformed, disrupted world.

In this new operating reality, business today is anything but usual! We are all being asked to rethink roles and responsibilities — to be more innovative, more agile, more collaborative, more Game-Changing!

The IOTSWC 2021 edition is where leaders, across the organization, learn to navigate what's next. A new edition that will showcase the game-changing solutions & technologies that are disrupting and transforming industry and celebrates the business and technology executives creating a powerful competitive advantage.

END-USER FOCUSED STRATEGY

Our attendees are game changers. They don't wait for the "new normal", they build it themselves. Conference sessions celebrate these leaders and the game-changing innovations that are challenging the status-quo of industry as we know it and broadening the ecosystems that we operate within.

2022 EDITION

END-USER CENTRIC

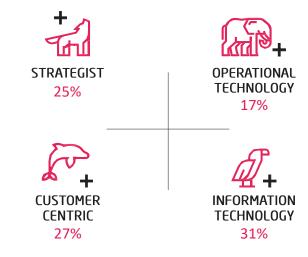


EXPANDING THE VISITOR PROFILE

Establishment of communities of end-user visitors according to their professional environment for a **personalized experience**.

See page 5

THE GAME CHANGERS **ECOSYSTEM**



UNLOCKING THE POWER OF **CROSS-SECTOR SOLUTIONS**

Transferring approaches between contexts, beyond the borders of each industry.

See page 7



AN INNOVATIVE FORMAT TO CONNECT WITH THE GAME CHANGERS

BROKERAGE EVENT

Pre-scheduled 20-min meetings where you decide whom to meet. A quick and easy way to meet potential partners, establish connections & create bridges to accomplish your future projects.

TESTBEDS

Testbeds are experimentation platforms deployed and tested in an environment that resembles real world conditions.

CONGRESS

The Congress area brought an **unparalleled offer of speakers** and thoughtful leaders accross the digitalisation of the industries who shared their knowledge and experience on the future of the industrial revolution.

See page 6

INDUSTRY SOLUTIONS AWARDS

The IOT Solutions World Congress is pivoting its focus to end-to-end solutions and changing the name of the annual awards program to renew its awards and present the "Industry Solutions Awards".

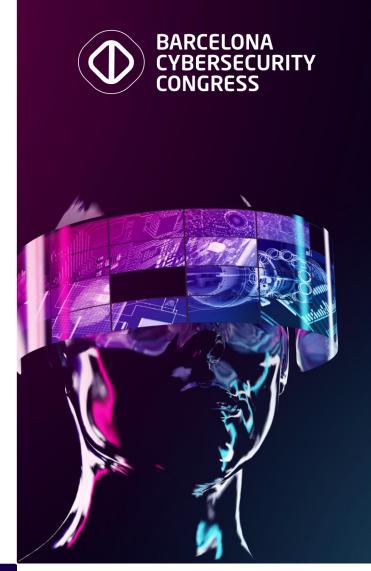
See page 9

EXHIBITION AREA

The exhibition area is undoubtedly one of the main attractions of the event, where exhibitors will have the opportunity to showcase new products and solutions, increase their market visibility, interact with key decision makers in each of the sectors and make new contacts.

ACTIVITIES & NETWORKING

A number of diferent activities & networking actions to help the visitors enjoy their presence at the event to the fullest. It's all about interactivity, connections and new experiences!



CO-LOCATED EVENT

The annual gathering where your peers, stakeholders, industry players and providers meet to discuss real solutions that respond to actual cybersecurity challenges, sector needs and find new ways of collaborating to build a better digital world.

- Cryptography
- Data privacy
- Blockchain
- Industry 4.0
- 5G / Quantum computing
- Governance
- Health & Finance Data protection
- Future cybersecurity Challenges



IOT SOLUTIONS WORLD CONGRESS 2022

KEEP UP THE MOMENTUM DIGITAL **CONTENT 365 DAYS A YEAR**

FIGURES:

- +83 countries
- + 2,000 users
- + 8,600 views 80 speakers

ONLINE EVENT: **DIGITAL SUMMIT**

IOTSWC Digital Summit offers a unique opportunity to be part of the world's leading IoT and digital transformation event. By participating virtually, you will gain significant brand exposure and promote your company as an innovator and thought-leader, alongside top-level speakers to an audience of engaged global professionals.

ARTIFICIAL INTELLIGENCE **DIGITAL TWIN**

WATHON

11-12 MAY 2021 **DISRUPTIVE TECHNOLOGIES CYBERSECURITY**

> SAVE THE DATE

FEATURED SPEAKERS



ALEXANDER MEISSNER Director, Dürr Systems AG



ANDY CHUN DIRECTOR CTT, Prudential Corp Asia



Director, B. I. and Innovation, Montreal Port



DR.-ING. MATTHIAS SCHINDLER Head/Lead/ Responsible, BMW AG



BRUCE THOMPSON Executive Director Spatial Services | Dep. of Customer Service, NSW



DAVID VASKO Director, Rockwell Automation



EVEROOD-HOUSE Head/Lead/Re-Leeds City



JESPER TOUBØL Vice President, Elements and Moulds – Engineering, LEGO Group

FIGURES:

- + 1,500 registered
- +20 speakers

WEBINARS

During these challenging times, the IOT Solutions World Congress remains committed to bringing you important digital transformation information from industry experts and thought leaders from around the world. We are pleased to be able to bring these programs to you in a free, virtual learning experience.

IOT **5**G **SECURITY SUPPLY CHAIN DIGITAL TRANSFORMATION CELLULAR CONNECTIVITY** & MORE

Official Sponsor

Theme Sponsors









Official Sponsor



Innovator Sponsors





Data corresponds to the visitors from the last 3 editions of the IOTSWC. And the companies and the positions are only a small snippet from the previous editions.

AN EVENT FOCUSED ON TARGETED END-USER. **CONNECT WITH THE GAME CHANGERS**



STRATEGIST

High strategic attendees usually being decision makers inside their companies. They are commanded with the task of **bringing their** enterprise one step forward.

- Chief Executive Officer
- Digital Director
- Chief Digital Officer
- Chief Innovation Officer
- Head of Industry 4.0
- Chief Investment Officer
- Head of Business Development
- Head of Digital Change Management

25%























OPERATIONAL TECHNOLOGY

Operations profiles with a good **knowledge** about their companies internal **processes** with degree of detail to cost reduction inside their value chain and process optimitzation.

- Chief Operational Officer
- Production Manager
- Facility Manager
- Distribution Centre Manager
- Logistics Coordinator
- Director of Infrastructure and operations
- Senior Logistics and demand

17%









ALSTOM











○ V€OLIA



CUSTOMER CENTRIC

Marketing oriented profiles with **high** expertise in their product/service **customers** and how they behave through multiple channels.

- Chief Marketing Officer
- Chief Brand Officer
- Product Manager
- Sales & Marketing Manager
- Sales Director
- CX Specialist
- VoC Program Manager
- Consulting

27%

 \wedge

























INFORMATION **TECHNOLOGY**

C-level profiles with a high technical **background**, allowing them to understand the differences between solutions and how they could be applied on their own company.

According the market trends and evolution we are switching to focus in industrial customer

demand powering IOTSWC as the platform where end-users come to discuss their projects

in a peer to peer environment, creating a discussion that leads to sales for providers.

- Chief Technology Officer
- IT Director
- Chief Information Officer
- Director IoT Ecosystem
- Data Manager
- Head of digital solutions
- Knowledge Transformation Leader
- Analyst
- Engineer

31%











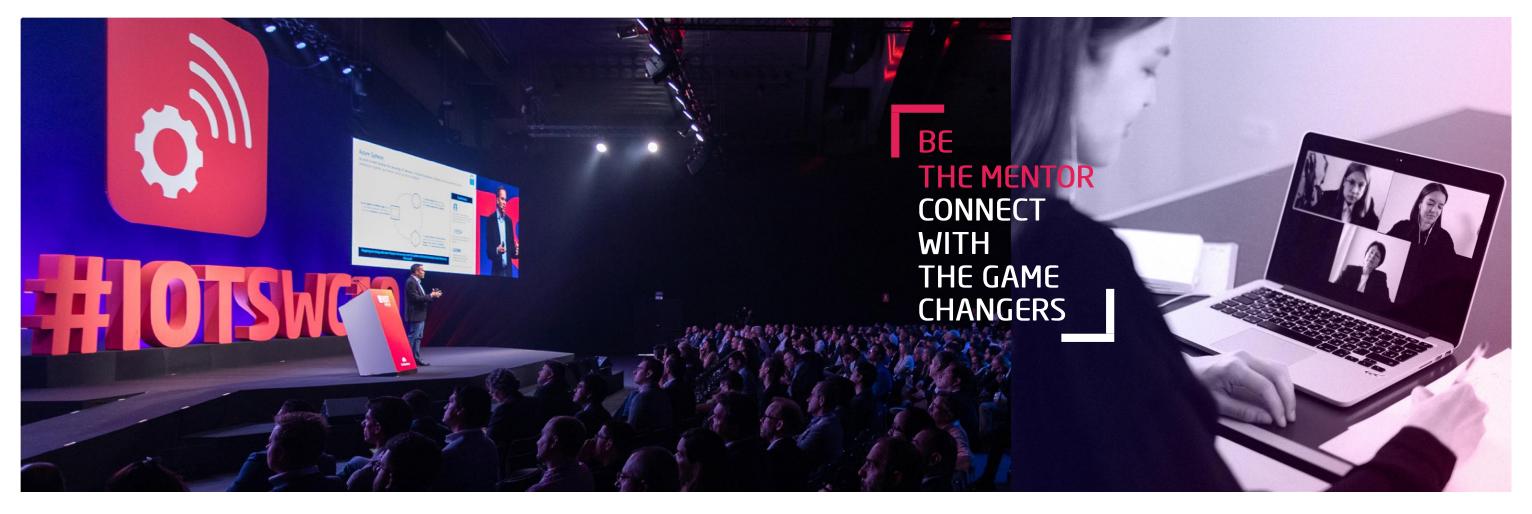




OSRAM

► MERCK





THE CONGRESS

The Congress is dedicated to creating a **dialog** between leaders that are driving powerful digital **innovation** initiatives and are transforming the industries. As the challenges facing our planet grow, so does the **need for game**changing solutions.



+250

↑ GROUND-BREAKING **SPEAKERS**

What you will learn

- Understand the role of new technologies
- Reimagine the execution of business processes
- Achieve tangible business outcome metrics
- Create new revenue streams
- Make new business models possible
- Enable synergy with other advanced technologies like Al, digital twin, robotics.



+90

^ SESSIONS

What you will find

- Curated panels
- Powerful keynotes
- Fireside chats
- Educational presentations
- Productive networking sessions
- Impactful debates

LEADERS WHO ARE TRANSFORMING THE INDUSTRIES

STRATEGIST







U.S. Customs and Border Protection



ANES HODZIC





MAERSK





OPERATIONAL TECHNOLOGY





CUSTOMER CENTRIC

ONE HUNDRED Kapsch



AMERESCO ()



Roca



AEG

DANIEL TANCIAR





ChiefInformation and Marketing Officer

Town of Cary







Director, Salesand Marketing Director

SULZER







INFORMATION TECHNOLOGY





(MTU



CHRISTIAN BARTSCH Head of Digital Solutions, Vice











UNLOCKING THE POWER OF CROSS-SECTOR PARTNERSHIP





SECURITY SOLUTIONS

Enterprises need security solutions to prevent data breaches into their systems. As more information is available through IoT devices, enterprises need to protect their data and network properly.

- Digital Trust Though Blockchain
- Cybersecurity
- Digital Certification
- Cloud Data Protection Gateways
- Data Encryption



CONNECTIVITY SOLUTIONS

High-performance connectivity is at the heart of the digital transformation of industrial systems especially in scaling scenarios. Selecting the most flexible and cost-efficient connectivity option is one of the critical decisions.

- 5G
- WiFi 6
- Edge / Fog Computing
- Automous Vehicles
- Traffic Management
- Lpwan
- Esimvs Usim
- Vehicle Telematics



BUSINESS OPTIMIZATION SOLUTIONS

Companies today are under tremendous pressure to deliver higher quality of products and services at lower costs. IoT enables companies to identify gaps and potential risks thanks to the available data in the value chain.

- Digital Twin
- VR
- Big Data Analytics
- Additive Manufacturing 3D
- Remote Operting Center
- Smart Metering
- Predictive Maintenance
- Fleet Management
- Digital Thread



INTELLIGENCE SOLUTIONS

The volume of data associated with and generated by IoT devices is increasing exponentially. A new spectrum of possibilities open when IoT and technologies such as machine learning and Al are combined.

- Artificial Intelligence (AI)
- Collabroative Robots
- Deep Learning Platforms



CUSTOMER SOLUTIONS

Business leaders are recognizing the competitive advantage of superior customer experience and the residual value in delivering an experience that makes them stand out from their competition.

- Remote Health Monitoring
- mHealth
- Tracked Ingestible Sensors
- Smart Parking



^

VERTICAL

INDUSTRIES







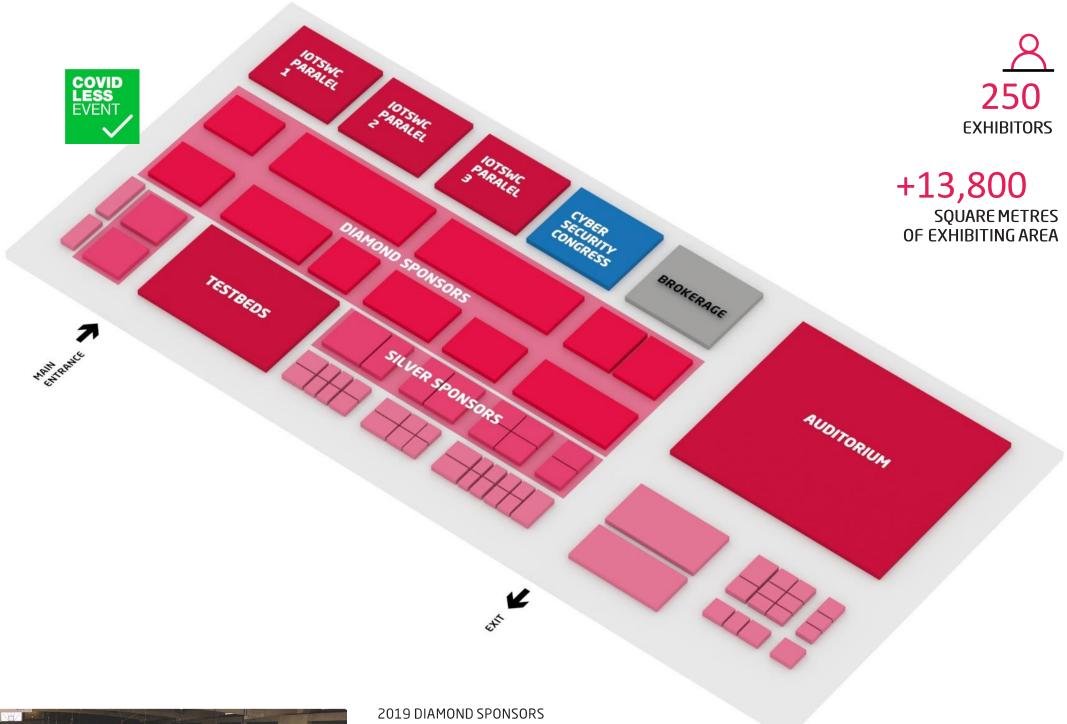


7



An event to foster networking and partnerships

The exhibition area is undoubtedly one of the main attractions of the event, where exhibitors will have the opportunity to showcase new products and solutions, increase their market visibility, interact with key decision makers in each of the sectors and make new contacts.





Deloitte.

Microsoft

NUTANIX...

Ssas

T · · Systems ·



2019 SILVER SPONSORS

CITM EMnify SIWARE Generalitat de Catalunya















kaspersky













2019 INDUSTRY PARTNER





INDUSTRY SOLUTIONS AWARDS A NEW CROSS-SECTORAL APPROACH



INDUSTRY SOLUTIONS AWARDS

The IOT Solutions World Congress is changing the name and focus of the annual awards program to focus to end-to-end solutions. We present you, the INDUSTRY SOLUTIONS AWARDS.

OBJETIVES OF THE AWARDS

- Celebrate IOT and other innovative digital technologies.
- Distinguish the exceptional work of IOT and digital transformation.
- Highlight the results that are transforming industries.
- Recognize projects that creates greater efficiency and sustainability.
- Give voice to game-changing solutions for the challenges facing our planet.

NEW AWARDS CATEGORIES



Best security solution to protect business critical services



Best business optimization solution for a real-time performance monitoring



Best connectivity solution to remove geographical limitations



Best intelligence solution to improve corporate digital ethics



Best customer solution to excellence B2C expectations



Special award: Game Changer of the year

REACH THE RIGHT **AUDIENCE** AT THE RIGHT **MOMENT**



MEDIA COVERAGE

4,4K **EDITORIAL MENTIONS**

824M POTENTIAL

5,2M €

ECONOMIC VALUE

+60 **MEDIA PARTNERS**

REACH

65

COUNTRIES

ONLINE COVERAGE

+480K | 57M **WEBSITE**

IMPRESSIONS VISITS IN DIGITAL **ADVERTISING**

+36K **FOLLOWERS**

+70M **IMPACTS**

#IOTSWC19

" **Forbes**

> How the Internet Of Things Will Turn Us Into **Connected Worlers**

By Simon Chandler

"

diginomica

AI and ethics - 'Unbiased data is an oxymoron' By Derek du Perez

Machine Design.

Small Companies with Big Ideas Shine at the IoT Solutions World Congress

By Bob Varva

McLaren Group embraces OiT and edge computing

COMPUTERWORLD

By Hannah Williams

EXECUTIVE

IoTSWC Promotes Diversity, Drives Real World Soultions, and Spotlights the Future of IoT and Industry

By Lara Sawinski

"

NS HEALTHCARE

Why blockchain in healthcare could improve outcomes for patients

By Dan Robinson

TESTIMONIALS THE VOICE OF THE INDUSTRY PLAYERS

66

We started some very big things with Intel, especially in this fair, a few years ago. We are Intel preferred partner for IoT robotics and AI, so this is definitely a good place for starting a business.

Tanja Markovic,

Southern Europe Channel Manager



"

We are here because we are launching a new satellite-based IoT service. We are the only satellite operator showing this kind of solution and we thought this was really the right place to announce it.

Roberto Bellucci, Senior VP for IoT Vertical Markets. Eutelsat





"

Being at the IOTSWC is very important for us. Since it is an international event, we can have useful discussions with different type of partners and suppliers.

Emmanuel Zervakis, President



66

Events like these are fantastic opportunities to meet new customers and understand what different customer needs are and if we are evolving in the right direction.

Lucia Stanham,

Product Marketing Manager



"

There's a number of really great companies that we've talked to and have been able to blossom those relationships, from companies we've known in the past and companies we just met for the first time. Building up this ecosystem around our products is essential for us and we've really been able to do that here so we're definitely going to be back in the future.

Jessica Hazelrigg,

Marketing & Partner Relations



66

Digital change is not just about technology and processes - it's about people. Thanks you, Barcelona, for such a warm welcome onstage at the #IoTSolutionsWorldComgress today. Has a discussion about the importance of people in any successful digital transformation.

Aymeric Sarrazin, CEO IoT Services

SIEMENS

"

This is very much a partner-driven event, an ecosystem event, and as DT we're super focused on building, maintaining and driving the ecosystem approach in IoT in general. Without this type of events we simply wouldn't be able to do that, so for us they're super crucial.

Avidan Rami, SVP. T-Systems

T··Systems·

6

We've decided to participate several years in the IOTSWC for three reasons: we find it a fantastic opportunity to connect with our customers and clients, it's a great opportunity to learn from other companies and understand what they're doing, and the other thing is to deliver a unique experience in the event.

Pete Sayburn,

Global Strategy&Design Leader

Deloitte.

TESTIMONIALS THE VOICE OF THE INDUSTRY PLAYERS II

"

This event is actually quite interesting because we've got an IoT hall and we've also got an industrial manufacturing hall and I think there's been a really interesting interplay between the both. So for us it's really compact, really compressed and really intensive and it gives us real opportunity to talk to customers in their own language about industrial solutions they need right now

Phil Skipper,

Head of Business Development



66

Honoured to have been the opening keynote speaker for the Al and Cognitive Systems forum at #IoTSWC19.

Not the charisma of Jobs or MLK but proud nonetheless to have shared our research piece discussing industry leaders keys to successful Al implementations

Pablo Fernandez-Hidalgo,

IoT Manufacturing Analytics Senior Manager



66

We love coming to IOTSWC. I used to be here before we had a product to research the space and see what the interesting use cases are. It's a great conference where users often speak about what their problems are and the actual ROI on the technology solutions that they're implementing. Now we come in to meet some of these users and hopefully convert them into some of our customers.

Satyam Vaghani, VP & GM IoT & Al



"

Great meeting with Cartesiam at the loT Solutions World Congress in Barcelona: Their solution allows to integrate artificial intelligence components on microcontrollers. The added value of this method is therefore to be able to deploy a simplified Al in EDGE (where the data has been collected) while the limited computing power normally prevents it.

Mathieu Rodriguez,

Ingénieur Automatisme Informatique Industrielle chez





It is our first time in the IOTSWC and it has been, up to now, a great experience.

Mar Masulli, Co-Founder & CEO



61

During this years IOT Solutions World Congress, Riddletag Yuriy Holuzynets demonstrated how you can go through a turnstile and pay for your ride at the subway in just 1 sec at our booth!

This innovative solution involves customer authentication, facial recognition and a highly secure connection to Amazon Web Services (AWS).

Aling Wu,

Al & IoT Alliance Director/ eCommerce Director & Speaker of Al & IoT Solution, Smart City, Smart Manufacturing

"

I was privileged to have a chat over my favourite topics with journalist Pablo Valerio at the loT Solutions World Congress in Barcelona.

Elisa Rönkä,

Proptech Humanize, Digital Transformation Drive, UX Enthusiast

SPONSORSHIP OPPORTUNITIES MAXIMUM AWARENESS

FOR YOUR BRAND

Our sponsorship packs will help you generate business leads and guarantee maximum visibility for your brand before, during and after the event. Don't miss incredible opportunities for speaking, promotion and much more.

Gain maximum awareness for your brand and consolidate your position as a industry leader by becoming a sponsor.

MAXIMUM BRAND VISIBILITY



BEFORETHE EVENT*



DURINGTHE EVENT*



POST THE EVENT*







For global leader companies and key industry drivers. Enjoy a premium location and top-level visibility on-site and off-site. Stand out at the congress and access all the exclusive benefits and value-added services.

PRICE

70,000 €

price per extra m²: 250 €/m²

VAT not included



For strategic companies within the supply chain ecosystem. Benefit from a great stand location and brand visibility. Opportunity of congress slot and multiple benefits.

PRICE

27,000 €

price per extra m²: 250 €/m²

VAT not included



DIGITAL BRANDING

WEBSITE

- Logo on home page (1st level)
- 2 Use case publication*
- Publication of press release

DIGITAL EVENT PLATFORM

- Logos on the main header
- Vertical banner ad on the right side of the home page (1080x1920px (9:16 ratio) image, no larger than 1MB)
- Push notification of the 2 Keynote sessions
- Logo on the header of the automatic emails (10)
- First level logo at the exhibitor marketplace
- Inbound and outbound meetings allowed (chat and videoconference)
- Logo at your session/s description of the event program

EMAIL MARKETING

- Exclusive promotional email
- Speakers featured on 1 email
- Logo on the footer of all promotional emailings

SOCIAL MEDIA

- Banner Welcome Sponsor
- Banner Featured Session Speaker(s)
- 2 Promotional Tweet
- Use case diffusion* on Linkedin and Twitter

OFFLINE BRANDING

MEDIA

- Video interview during the event
- •HQ Picture pack of the stand & congress session
- Customized Sponsorship Report

PRESS

- Company info on the Media Kit
- Mention on Press Release

ON SITE

- Logo on hall map
- Logo on general show signage
- Logo on backdrop of Congress Rooms (1st level)
- Session Animation
- Food Court (1st level)

NETWORKING & ACTIVITIES

- 1 C-Level representative in Advisory Board
- 8 passes to the VIP lounge area
- **5** lead retrieval devices
- 25% discount meeting room rental (subject to availability)

CONGRESS & EXHIBITION

- **2** Keynote sessions (1 at the live event + 1 at the online event)
- 2 Parallel use case sessions (1 at the live event + 1 at the online event)
- **150** IOT Solutions Full Congress pass
- **500** Expo + pass
- **150** Full Digital pass
- **60m**² Exhibiting Space (stand not included)

REGISTRATION & ADDITIONAL

- •Priority assistance at the exhibitor desk
- Priority/Special Prize for additional sponsorships

DIGITAL BRANDING

WEBSITE

- Logo on home page (2nd level)
- 1 Use case publication

DIGITAL EVENT PLATFORM

- Horizontal banner ad on the bottom of the home page 1080 x 360 pixels (3:1 ratio) and no larger than 300kb.
- Logo on the bottom of the home page
- Second level logo at the exhibitor marketplace
- Inbound and outbound meetings allowed (chat and videoconference)
- Logo at your session/s description of the event program

EMAIL MARKETING

- Speaker featured on 1 email
- Logo on the footer of all promotional emailings (2nd level)

SOCIAL MEDIA

- Banner Welcome Sponsor
- •Banner Featured Session Speaker(s)
- 1 Promotional Tweet

OFFLINE BRANDING

SPONSOR

STRATEGIC

COMPANIES

MEDIA

- Video interview during the event
- •HQ Picture pack of the stand & congress session

PRESS

• Mention on Press Release

ON SITE

- •Logo on general show signage (2nd level)
- Logo on backdrop of Congress Rooms (2nd level)
- Food Court (2nd level)

NETWORKING &

2 lead retrieval devices

15% discount meeting room

rental (subject to availability)

3 passes to the VIP lounge area

ACTIVITIES

REGISTRATION &

- Priority assistance at the exhibitor desk
- Priority/Special Prize for additional sponsorships

CONGRESS & EXHIBITION

- 2 Parallel Sessions (1 at the live event + 1 at the online event)
- **50** IOT Solutions Full Congress pass
- **50** Expo + pass
- **50** Full digital pass
- 30m² Exhibiting Space (stand not included

ADDITIONAL

ADDITIONAL SPONSORSHIP OPPORTUNITIES DETAILS

There are other additional opportunities for those who exhibit at the event and maximize brand visibility.

Choose yours!



THE UNMISSABLE ANNUAL MEETING

- Boost your brand awareness amongst the main actors in the industry.
- Be the one to sponsor the most exclusive activity of IOTSWC.
- Impact the media
- Get unique branding opportunities

18,000€ 15,000€ for Diamond and Silver sponsors

INCLUDES:

- 10 Free full congres pass
- 100 Expo + pass
- Speech at the ceremony

PROJECTIONS 2021:

+700 Industry and technology leaders





LET THE VISITORS CONNECT

• Benefit from exclusive branding

TO YOUR BRAND

 Maximize and distinguish your visibility

INCLUDES:

FREE WIFI

- 5 Free full congres pass
- 50 Expo + pass

18,000€

15,000€

for Diamond and Silver sponsors

FIGURES 2019:

- +9,800 Devices connections to the W-App
- **+14,200** Impressions

PROJECTIONS 2021:

8,000 Visitors



TESBEDS AREA

LINK YOUR BRAND TO THE EXHIBITION'S MAIN **ATTRACTION**

- Sponsor an area placed in a prime location at the Exhibition Floor
- Maximize your visibility
- Impact the media

20,000€ 18,000€

for Diamond and Silver sponsors

INCLUDES:

- 5 Free full congres pass
- 50 Expo + pass

PROJECTIONS 2021:

8,000 Visitors



THE UNMISSABLE ANNUAL MEETING

- •Be the image of a service for knowledge and Information sharing
- Rise your brand recall
- •Impact the visitors and experts



PROJECTIONS 2021:

+50 International media partners

YOUR BRAND SHOWROOM EXHIBITING OPTIONS



Products & services included

- Space 60m²
- Stand 6x10 m
- Insurance+
- On-line booth Event

Networking benefits

- 10 Full Congress passes
- 40 Expo +passes
- 10 Full Digital passes Hybrid Event
- 15 Exhibitors passes

PACK PRICE: 27,285 € price per extra m²: 420 €/m²

Registration fee (558€) not included. VAT not included



Products & services included:

- Space 30m²
- Stand 6x5 m
- Insurance
- On-line booth Hybrid Event

Networking benefits:

- 5 Full Congress passes
- 30 Expo +passes
- 5 Full Digital passes Hybrid vent
- 10 Exhibitors passes

PACK PRICE: 12,655 € price per extra m²: 365 €/m²

Registration fee (558€) not included. VAT not included



1112113 1 233

Products & services included:

- Space 16m²
- Stand 4x4 m
- Insurance
- On-line booth Hybrid Event

Networking benefits:

- 3 Full Congress passes
- 20 Expo + passes
- 3 Full Digital passes Hybrid Event
- 5 Exhibitors passes

PACK PRICE: 6,265 € price per extra m²: 330 €/m²

Registration fee (558€) not included. VAT not included

SPACE ONLY (Minimum 12m²)

PRICE: 250 €/m²

SPECIAL PRICE (>120m²): **180** €/m

Registration fee (558€) not included. VAT not included



Products & services included:

- Space 12m²
- Stand 3x4 m
- Insurance
- On-line booth Hybrid Event

Networking benefits:

- 2 Full Congress passes
- 15 Expo + passes
- 2 Full Digital passes Hybrid vent
- 5 Exhibitors passes

PACK PRICE: 3,895 € price per extra m²: 305 €/m²

Registration fee (558€) not included. VAT not included

