

**Trade information (will be used for communication)**

Company commercial name \_\_\_\_\_

Address \_\_\_\_\_ ZIP Code \_\_\_\_\_

Town \_\_\_\_\_ Province \_\_\_\_\_ Country \_\_\_\_\_

Fax \_\_\_\_\_ Web \_\_\_\_\_ Twitter account \_\_\_\_\_

How do you want your company name to appear on your stand? \_\_\_\_\_

**Person in charge of this exhibition**

Name \_\_\_\_\_ Position \_\_\_\_\_

E-mail \_\_\_\_\_ Phone Number \_\_\_\_\_

**Person who will sign contract**

Name \_\_\_\_\_ Position \_\_\_\_\_

E-mail \_\_\_\_\_ Phone Number \_\_\_\_\_

**Invoice information**

Company Legal name \_\_\_\_\_ VAT \_\_\_\_\_

Billing Address \_\_\_\_\_ ZIP Code \_\_\_\_\_

Town \_\_\_\_\_ Province \_\_\_\_\_ Country \_\_\_\_\_

**Participation options** I would like to book the following participation option

(see Point 1 in the Annex)

<b>SPONSORSHIP OPPORTUNITIES</b>		Preferred location is guaranteed for sponsors. Space is not included in the sponsorship package.
<input type="checkbox"/> <b>DIAMOND SPONSOR</b> Minimum space required 60m <sup>2</sup>	Price 50,000 € Early Bird price 47,000 €	
<input type="checkbox"/> <b>GOLD SPONSOR</b> Minimum space required 30m <sup>2</sup>	Price 30,000 € Early Bird price 27,000 €	
<input type="checkbox"/> <b>SILVER SPONSOR</b> Minimum space required 30m <sup>2</sup>	Price 18,000 € Early Bird price 17,000 €	
<input type="checkbox"/> <b>HACKING PARTNER</b> Minimum space required 12m <sup>2</sup> Limited to 10	Price 8,000 € Early Bird price 7,500 €	

<b>SPACE</b> Minimum space 12 m <sup>2</sup>		Space required: _____ m <sup>2</sup>	Participation fee Insurance: 558 €		
Space	Normal Price	Early Bird price	Full Congress Pass	Expo+	Exhibitor pass
12-15 m <sup>2</sup>	300 €/m <sup>2</sup>	285 €/m <sup>2</sup>	3	100	5
16-29 m <sup>2</sup>	285 €/m <sup>2</sup>	270 €/m <sup>2</sup>	5	100	5
30-59 m <sup>2</sup>	270 €/m <sup>2</sup>	255 €/m <sup>2</sup>	10	200	10
60-99 m <sup>2</sup>	250 €/m <sup>2</sup>	237 €/m <sup>2</sup>	15	200	15
+100 m <sup>2</sup>	200 €/m <sup>2</sup>	190 €/m <sup>2</sup>	20	300	20

**Additional Sponsorship Opportunities** Maximize brand visibility by sponsoring the following:

- |   |  |   |   |   |
|---|--|---|---|---|
| <input type="checkbox"/> <b>Free Wi-Fi</b><br>18,000 €<br>15,000 € for sponsors | <input type="checkbox"/> <b>Testbeds Area</b><br>20,000 €<br>18,000 € for sponsors | <input type="checkbox"/> <b>Startup Pavillion</b><br><b>SOLD OUT</b>            | <input type="checkbox"/> <b>Industry Solutions Awards</b><br>12,000 €<br>9,000 € for sponsors | <input type="checkbox"/> <b>APP</b><br>18,000 €<br>15,000 € for sponsors          |
| <input type="checkbox"/> <b>Lanyard</b><br>18,000 €<br>15,000 € for sponsors    | <input type="checkbox"/> <b>Bespoke party</b><br>Ask your Account Manager.         | <input type="checkbox"/> <b>E-Catalogue</b><br>12,000 €<br>9,000 € for sponsors | <input type="checkbox"/> <b>Onsite Branding &amp; Signage</b><br>Ask your Account Manager.    | <input type="checkbox"/> <b>Registration</b><br>18,000 €<br>15,000 € for sponsors |

Name and surname(s): \_\_\_\_\_

Position: \_\_\_\_\_

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

Signature and Company seal

## Insurance

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Civil liability and property damage insurance covers:

**Civil liability**

Capital amount insured ..... 300,000 €  
Excess (deductible) ..... 1,500 €

**Property damage, excluding theft**

Capital amount insured ..... 20,000 €  
Excess (deductible) ..... 1,000 €

## Payment methods

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All payments should be made to Fira de Barcelona - IOT SOLUTIONS WORLD CONGRESS, by one of the following methods:

- Certified cheque
- Cash deposit or credit card payment at the IOT SOLUTIONS WORLD CONGRESS Customer Service office.
- Bank transfer to any of the indicated bank accounts:

<b>CAIXABANK:</b>	c/c 2100 0927 56 0200017660 SWIFT CAIXESBXXX - IBAN: ES49-2100-0927-5602-0001-7660 (national and international bank transfers)
<b>BANC SABADELL:</b>	c/c 0081 5084 04 0001290030 SWIFT BSABESBB - IBAN: ES19 0081 5084 04 0001290030 (national and international bank transfers)
<b>BBVA</b>	c/c 0182 6035 42 0100857117 SWIFT BBVAESMMXXX - IBAN: ES31 0182 6035 42 0100857117 (national and international bank transfers)
<b>BANCO POPULAR ESPAÑOL</b>	c/c 0075 1586 95 0604422331 SWIFT POPUESMM - IBAN: ES30 0075 1586 95 0604422331 (national and international bank transfers)

To ensure that your payment is correctly processed, you should indicate the client code and invoice number that appears on the invoice on the bank transfer, bankers cheque or cheque made out in favour of the FIRA INTERNACIONAL DE BARCELONA.

## Space assignment

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Space assignment is the responsibility of FIRA DE BARCELONA and shall be carried out on the basis of the general criteria indicated in the General Participation Regulations and, as the case may be, those of the individual Event Rules.

**MAIN EXHIBITOR**

REGISTRATION FEE: 558 €+10% VAT (if applicable)

Once we have received your exhibitor estimate request, an account executive will send you a customised estimate. Once the estimate has been accepted by the client, the organiser will send out an initial invoice for the registration fee. The dossier opening fee includes the administration fees and dossier processing. The company will only be considered a show exhibitor once the contract has been signed and the invoice for the administration fee has been paid.

## Sponsorship benefits

		DIAMOND	GOLD	SILVER
CONGRESS	Keynote Session	1	×	×
	Parallel use case session	1	2	1
INVITATIONS	Full Congress Pass invitations	150	100	50
	Expo + Passes	UNLIMITED	400	300
NETWORKING AND ACTIVITIES	VIP Lounge Area passes	8	5	3
	Lead Retrieval Devices	5	3	2
	Meeting room rental discount (subject to availability)	25%	25%	15%
ADVISORY BOARD	C- Level Representative in the Advisory Board	1	×	×
	Regular Meetings with Top-Level Executives from the world's biggest tech companies	✓	×	×
	Onsite Networking Lunch	✓	×	×
WEBSITE VISIBILITY	Logo on Hero section of the Home page	✓	×	×
	Logo on Home page	1 <sup>st</sup> Level	2 <sup>nd</sup> Level	3 <sup>rd</sup> Level
	Use case article publications on our Blogsites	2	1	1
	Interview on our blogsite	1	1	×
DIGITAL EVENT PLATFORM & AGENDA	Logo in the App	1 <sup>st</sup> Level	2 <sup>nd</sup> Level	3 <sup>rd</sup> Level
	Push Notification of Keynote Session	✓	×	×
	Logo visibility at the Event Description in the Agenda	✓	×	×
	Publication of Sponsor's events and activities in general event Agenda	✓	✓	✓
EMAIL MARKETING	Exclusive Promotional Email with Sponsors informations sent to IOTSWC Database	1	×	×
	Speaker featured in e-mail campaigns	2	1	1
	Logo on the footer of all promotional emails	1 <sup>st</sup> Level	2 <sup>nd</sup> Level	3 <sup>rd</sup> Level
SOCIAL MEDIA	Welcome Sponsor Social Media Post	1	1	1
	Session Promotion Social Post	2	2	1
	Promocional Social Media Posts about the Sponsors participation in the Onsite	2	1	1
	Use case article publications on our Blogsites	2	1	1
	Interview publication on our blogsite	1	1	1
DEDICATED RESOURCES	Senior Marketing and Communications manager to help Sponsors maximize the promotion of their participation	✓	×	×
ONSITE COVERAGE	Video Interview During the Event	✓	✓	✓
	HQ Picturer Packof the stand and Congress Sessions	✓	✓	✓
	Customized Sponsorship post-event Report	✓	×	×
SIGNAGE	Logo on Hall Map	✓	✓	✓
	Logo en General Signage	✓	✓	✓
	Logo en backdrop of Congress Rooms	✓	✓	✓
	Logo on Session's screens (Video animation)	✓	✓	×
	Priority for Additional Branding opportunities	✓	×	×
PRESS	1 Hour Press Room for Sponsors' media Event	✓	✓	×
	Space in the Press Room for Media Kits and Brouchers	✓	✓	✓
REPORT	Logo on the Post-Event Report	1 <sup>st</sup> Level	2 <sup>nd</sup> Level	3 <sup>rd</sup> Level

## Hacking partner

### HACKING VILLAGE

- Workshop / Activity at Hacking Village
- 5 BCC Congress Passes
- 2 IOTSWC Full Congress Passes
- 100 Expo+ Passes

### NETWORKING&ACTIVITIES

- 2 VIP Lounge Area Passes

### DIGITALBRANDING

- WEBSITE
- Logo visibility on Hacking Village site
  - Logo on your activity description in the Agenda
- VISITOR AREA
- Activity registration promoted at the visitor's Area. (Open to all visitors: BCC + IOTSWC)
- SOCIALMEDIA
- 1 promotional post describing activity.

### ONSITEBRANDING

- SIGNAGE
- Logo on Hacking Village Area Backdrop as Hacking Partner
- PRESS
- Publications of media events in BCC public agenda
- REPORT
- Partner's Logo on Event Report (post celebration)