

### 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)

SPONSORSHIP OPPORTUNITIES	
Includes space in preferred location	
<input type="checkbox"/> <b>DIAMOND SPONSOR</b> from 60 m <sup>2</sup>	<input type="checkbox"/> <b>SILVER SPONSOR</b> from 30 m <sup>2</sup>
60 m <sup>2</sup> + _____ additional m <sup>2</sup> 70,000 € + 300 €/m <sup>2</sup>  <b>Early bird price (5 November 2022): 66,500 € + 285 €/m<sup>2</sup></b>	30 m <sup>2</sup> + _____ additional m <sup>2</sup> 27,000 € + 300 €/m <sup>2</sup>  <b>Early bird price (5 November 2022): 25,650 € + 285 €/m<sup>2</sup></b>
Enhance your participation with a customized stand.  <input type="checkbox"/> Please contact me and give me a customized stand proposal.	Enhance your participation with a customized stand.  <input type="checkbox"/> Please contact me and give me a customized stand proposal.
<input type="checkbox"/> <b>SPACE ONLY</b> Minimum space 12 m <sup>2</sup>	
Space required: _____ m <sup>2</sup> 300 €/m <sup>2</sup>	Participation fee: 558 € Insurance
Enhance your participation with a customized stand.  <input type="checkbox"/> Please contact me and give me a customized stand proposal.	
<b>Early bird price (5 November 2022): 285 €/m<sup>2</sup></b>	
>120 m <sup>2</sup> special discount: 215 €/m <sup>2</sup>   <b>Early bird price (5 November 2022): 205 €/m<sup>2</sup></b>	

STAND PACK	
Includes space and stand	
<input type="checkbox"/> <b>TREND</b> 4,350 €	12 m <sup>2</sup> + _____ additional m <sup>2</sup> 350 €/m <sup>2</sup>  <b>Early bird price (5 November 2022): 4,150 € + 332,5 €/m<sup>2</sup></b>
<input type="checkbox"/> <b>TREND PLUS</b> 6,785 €	16 m <sup>2</sup> + _____ additional m <sup>2</sup> 370 €/m <sup>2</sup>  <b>Early bird price (5 November 2022): 6,445 € + 350 €/m<sup>2</sup></b>
<input type="checkbox"/> <b>ADVANCE</b> 13,580 €	30 m <sup>2</sup> + _____ additional m <sup>2</sup> 400 €/m <sup>2</sup>  <b>Early bird price (5 November 2022): 12,900 € + 380 €/m<sup>2</sup></b>
<input type="checkbox"/> <b>OPTIMA</b> 29,895 €	60 m <sup>2</sup> + _____ additional m <sup>2</sup> 440 €/m <sup>2</sup>  <b>Early bird price (5 November 2022): 28,400 € + 418 €/m<sup>2</sup></b>

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

- |   |   |   |   |   |  |  |   |
|---|---|---|---|---|--|--|---|
| <input type="checkbox"/> <b>Free Wi-Fi</b><br>18,000 €<br>15,000 €<br>for Diamond or Silver sponsors      |  | <input type="checkbox"/> <b>Testbeds Area</b><br>20,000 €<br>18,000 €<br>for Diamond or Silver sponsors |  | <input type="checkbox"/> <b>Startup Pavillion</b><br>20,000 €<br>18,000 €<br>for Diamond or Silver sponsors |  | <input type="checkbox"/> <b>IOT Solutions Awards</b><br>18,000 €<br>15,000 €<br>for Diamond or Silver sponsors |  |
| <input type="checkbox"/> <b>Media Breakfast</b><br>18,000 €<br>15,000 €<br>for Diamond or Silver 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.

**Privacy Policy and Information on Data Protection. Data Controllers:** FIRA INTERNACIONAL DE BARCELONA, Tax Code (CIF) Q-0873006-A, Alimentaria Exhibitions SLU with VAT B-62704457 and Fira Barcelona International Exhibitions and Services SL with VAT B-66507088 as Fira Internacional de Barcelona investees and registered address Av. Reina Maria Cristina, s/n, 08004 Barcelona. **Purpose:** To process your data in relation to your participation in the referred trade show. **Lawful basis:** Processing is necessary in order to take steps at the request of the data subject prior to entering into a contract. **Recipients:** Your data is not transferred to third parties. **Your rights:** the right to access, rectify, and erase your personal data, as well as the rights of data portability and restriction of processing that are set forth in the additional information. **Additional information:** You can view the additional detailed information on Data Protection on our website [www.iotworldcongress.com/privacy-policy/](http://www.iotworldcongress.com/privacy-policy/).

## PARTICIPATION OPTIONS

### DIAMOND SPONSORS

#### CONGRESS & EXHIBITION

- 1 Keynote session
- 1 Parallel use case session
- 150 Full Congress pass
- 500 Expo + pass
- 60m<sup>2</sup> Exhibiting Space (stand not included)

#### NETWORKING & ACTIVITIES

- 8 passes to the VIP lounge area
- 5 lead retrieval devices
- 25% discount meeting room rental (subject to availability)

#### ADVISORY BOARD

- 1 C-Level representative in Advisory Board
- Regular meetings with top Executives from the world biggest tech companies to co-create the next edition of IOTSWC23

#### PREFERENTIAL TREATMENT

- Priority assistance at the exhibitor desk
- Priority for additional sponsorship opportunities

#### DIGITAL BRANDING

##### WEBSITE

- Logo on home page (1st level)
- 2 Use cases publications
- Publication of one interview in our blog site

##### DIGITAL EVENT PLATFORM

- 1st level visibility on the event app
- Push notification of the Keynote session
- 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 social post
- Use case diffusion\* on LinkedIn and Twitter

##### DEDICATED RESOURCE

- Dedicated senior Marketing manager to help Sponsor's maximize the promotion of their participation

#### ONSITE BRANDING

##### MEDIA

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

##### SIGNAGE

- Logo on hall map
- Logo on general show signage
- Logo on backdrop of Congress Rooms (1st level)
- Session Animation
- Priority for additional branding opportunities

##### PRESS

- 1 hour press room for sponsors media event.
- Available space in the press room for your media kit / brochure
- Publications of media Events in IOTSWC public agenda

##### REPORT

- Sponsor Logo on Event Report (post celebration)

### SILVER SPONSORS

#### CONGRESS & EXHIBITION

- 1 Parallel use case session
- 50 Full Congress pass
- 300 Expo + pass
- 30m<sup>2</sup> Exhibiting Space (stand not included)

#### NETWORKING & ACTIVITIES

- 3 passes to the VIP lounge area
- 2 lead retrieval devices
- 15% discount meeting room rental (subject to availability)

#### PREFERENTIAL TREATMENT

- Priority assistance at the exhibitor desk
- Priority for additional sponsorships opportunities

#### DIGITAL BRANDING

##### WEBSITE

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

##### DIGITAL EVENT PLATFORM

- 2nd level visibility on the event app
- 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 social post. Use case diffusion\* on LinkedIn and Twitter

##### RESOURCE

- 1 Personal meeting with the Marketing Department and assistance for the promotion of sponsor's participation.

#### ONSITE BRANDING

##### MEDIA

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

##### SIGNAGE

- Logo on general show signage (2nd level)
- Logo on backdrop of Congress Rooms (2nd level)
- Session Animation
- Priority for additional branding opportunities

##### PRESS

- Available space in the press room for sponsors media kit / brochure
- Publications of media Events in IOTSWC public agenda

##### REPORT

- Sponsor Logo on Event Report (post celebration)

\*This participation is subject to approval by the Program Committee. The final format and content of the speaking presentations are subject to discussion and agreement with the IOTSWC Program Committee.

\*\* Publication scheduling and format must be agreed with the IOTSWC marketing team.

## PARTICIPATION OPTIONS

### TREND (from 12 m<sup>2</sup>)



#### **PACK PRICE: 4,350 €**

PRICE PER EXTRA m<sup>2</sup>: 350 €/m<sup>2</sup>

VAT not included

Registration fee (558 €) not included

**Early bird price (5 November 2022):**  
4,150 € + 332,5 €/m<sup>2</sup>

The additional space order includes: space rental, booth structure, electrical consumption (It does not include additional service or furniture).

#### **Products & services included:**

- Space 12 m<sup>2</sup>
- Stand 3x4 m
- Insurance

#### **Networking benefits:**

- 2 Full Congress Pass
- 100 Expo +
- 5 Exhibitor passes

#### **Datasheet:**

##### **Stand:**

- Wall-to-wall gray carpeting, covered with plastic protector.
- Modular stand with black panels, 3m high.
- Vertical facade profiles covered in MD carpentry finished in white plastic paint. With 10x10cm section.
- 1 m x 1 m storage closet with lockable door.
- DM fascia board finished in white plastic paint.
- Company name in vinyl lettering on fascial board (1 per street).
- 40 cm x 30 cm event logo (1 per street).

##### **Lighting and electricity:**

- Electrical switchboard of 1,2KW and lighting for 9w/m<sup>2</sup>.

##### **Furniture:**

- 3 white chairs, Jacobsen model.
- 1 white round table.
- 1 black modular counter.

If you wish to hire additional services for the stand pack please contact ServiFira at (+34) 93 233 20 00  
We must have the orders and the requested information 15 days before the beginning of the official build-up day.

Please be aware that all decorations/graphics used in the booth and not ordered through Fira Barcelona's official suppliers, must be removed before the end of the show. Otherwise, the exhibitor will be penalized.

## PARTICIPATION OPTIONS

### TREND PLUS (from 16 m<sup>2</sup>)



#### **PACK PRICE: 6,785 €**

PRICE PER EXTRA m<sup>2</sup>: 370 €/m<sup>2</sup>

VAT not included

Registration fee (558 €) not included

**Early bird price (5 November 2022):**  
**6,445 € + 350 €/m<sup>2</sup>**

The additional space order includes: space rental, booth structure, electrical consumption (It does not include additional service or furniture).

#### **Products & services included:**

- Space 16 m<sup>2</sup>
- Stand 4x4 m
- Insurance

#### **Networking benefits:**

- 3 Full Congress Pass
- 100 Expo +
- 5 Exhibitor passes

#### **Datasheet:**

##### **Stand:**

- Wall-to-wall anthracite gray carpeting.
- 3m high carpentry walls, with white paint.
- Storage closet of 1x1m carpentry, 3m high, with lockable door. Painted white.
- 50cm white fascia board.
- 20x20cm, black-painted pillars, 3m high.
- Company name in black vinyl, lettering on fascia (1 per street).
- 40cm x 30cm event logo (1 per street).

##### **Lighting and electricity:**

- Electrical switchboard of 3,3KW and lighting for 9w/m<sup>2</sup>.

##### **Furniture:**

- 1 white round table, 80cm.
- 3 white chairs, Jacobsen model.
- 1 white-painted carpentry counter, 100cm x 50cm by 100cm high.

If you wish to hire additional services for the stand pack please contact ServiFira at (+34) 93 233 20 00  
We must have the orders and the requested information 15 days before the beginning of the official build-up day.

Please be aware that all decorations/graphics used in the booth and not ordered through Fira Barcelona's official suppliers, must be removed before the end of the show. Otherwise, the exhibitor will be penalized.

## PARTICIPATION OPTIONS ADVANCE (from 30 m<sup>2</sup>)



Final Stand can experience slight changes regarding the description included in this document.

**PACK PRICE: 13,580 €**  
PRICE PER EXTRA m<sup>2</sup>: 400 €/m<sup>2</sup>  
VAT not included  
Registration fee (558 €) not included

**Early bird price (5 November 2022):**  
12,900 € + 380 €/m<sup>2</sup>

The additional space order includes: space rental, booth structure, electrical consumption (It does not include additional service or furniture).t

### Products & services included:

- Space 30 m<sup>2</sup>
- Stand 6x5 m
- Insurance

### Networking benefits:

- 5 Full Congress Pass
- 200 Expo +
- 10 Exhibitor passes

### Datasheet:

#### Stand:

- Red carpet, on wooden platform with access ramp (covered with protective plastic during the assembly phase).
- Fiberboard perimeter walls 300cm/h, painted white.
- 50 cm tall white fascia for exhibitor's logo, according to design.
- Partition wall at an angle, according to design (one on each facade) with wall mount for graphic design.
- 2x1m carpentry storage room, with access door.

#### Lighting:

- 1 switchboard (2,2 Kw) for general stand lighting.
- 1 double socket in storage room and 1 double socket in counter (500w free to use).
- General stand lighting with 20w led spotlights, placed on the upper beam.
- Exhibitor's logo (80x35 cm approx.) and exhibitor's graphic image (100x130 cm); one on each facade.

#### Furniture:

- 1 white round newline table, 80cm in diameter.
- 3 white chairs, Jacobsen model
- 1 white stool.
- 1 "L" shaped carpentry counter (150x150 cm), with middle shelf.

If you wish to hire additional services for the stand pack please contact ServiFira at (+34) 93 233 20 00  
We must have the orders and the requested information 15 days before the beginning of the official build-up day.

Please be aware that all decorations/graphics used in the booth and not ordered through Fira Barcelona's official suppliers, must be removed before the end of the show. Otherwise, the exhibitor will be penalized.

## PARTICIPATION OPTIONS

### OPTIMA (from 60 m<sup>2</sup>)



**PACK PRICE: 29,895 €**  
PRICE PER EXTRA m<sup>2</sup>: 440 €/m<sup>2</sup>  
VAT not included  
Registration fee (558 €) not included

**Early bird price (5 November 2022):**  
28,400 € + 418 €/m<sup>2</sup>

The additional space order includes: space rental, booth structure, electrical consumption (It does not include additional service or furniture).

#### Products & services included

- Space 60 m<sup>2</sup>
- Stand 6x10 m
- Insurance

#### Networking benefits

- 10 Full Congress Pass
- 200 Expo +
- 15 Exhibitor passes

#### Construction:

- Construction according to design of 1 storeroom. Chipboard finished in plastic paint. 4.75 m<sup>2</sup>. 3.00m high.
- Construction according to design of 1 portico. Chipboard finished in plastic paint. 7.50 x 0.10 x 4.50 m high.
- Construction according to design of the back walls. Chipboard finished in plastic paint. 10.00 x 3.00m.
- Construction according to reception desk design. Melamine finished chipboard. 1.50 x 0.50 x 1.00m.
- Construction according to counter design of 2 Work Station. Melamine finished chipboard. 1.20 x 0.50 x 1.00m.

#### Lighting and electricity:

- Installation and distribution of lines for the lighting of the stand according to Fair regulations.
- The electrical installation will be done by the walls or under the pavement to visually eliminate the distribution of cables.
- Switchboard 5 kw. 1 ut
  - 50 W led lamp to illuminate from the walls. 7 ut
  - Plugs for TV'S. 3ut
  - Triple base plugs surface. 2ut

#### Furniture:

- White stool with chrome structure. 1 u
- 80cm white round table with chrome frame. 3 u
- White chairs with chrome frame. 12ut.
- Wall coat rack for the storeroom.+

#### Audiovisual:

- Supply of 32" Led Screen or higher for Work Station. 3ut

#### Signage:

- Vinyl cut logo for the counter. 0.50 x 0.25m. 1 u
- Digital printing on vinyl for the back wall. 5.00 x 2.90m. 1 u
- Digital printing on vinyl for the portico. 1.50 x 1.50m. 1 u
- Digital printing on vinyl for the portico. 5.00 x 0.50m. 1 u

#### Cleaning:

- Stand cleaning during the assembly period.

#### Pavement

- Supply and placement over the entire surface of the stand flooring 10 cm- Chipboard raw. 60 sqm.
- Supply and placement of flooring on the entire surface of the stand. Melamine finished in white or black. 60 m<sup>2</sup>.
- Supply and placement of perimeter corners on the free perimeter. Aluminum. 22ml
- Supply and installation of ramp in accordance with fair regulations.
- Supply and placement of transparent protective plastic; withdrawn at the end of the assembly period. 60 m<sup>2</sup>.

#### Painting

Plastering and painting of the stand, in plastic paint, colors according to project. Includes 15m<sup>2</sup> of paint in a color other than white.

#### Tech office

Technical direction during the assembly period. Development of plans for contracting and location of services.

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