

6th edition



AEROSPACE & DEFENSE SUPPLIER SUMMIT SEATTLE

SPONSORSHIP OPPORTUNITIES

**GREATER VISIBILITY FOR YOUR COMPANY
AT THIS AEROSPACE & DEFENSE SUPPLIER SUMMIT SEATTLE 2022**

MAKE THE DIFFERENCE!



ORGANIZED BY:



WITH SUPPORT FROM:



Seattle, USA
April 11-13, 2022

850 companies
1500 participants
11000 BtoB meetings
40 countries
represented



This picture is subject to modifications

AEROSPACE & DEFENSE SUPPLIER SUMMIT SEATTLE

PLATINUM SPONSOR: EUR 30000

This package is a partnership that guarantees your company a high profiled participation. **No competitors of yours will be granted this option.**

- **A schedule with pre-arranged and approved meetings** based on your own choices. Unlimited access to the profiles of all the participants will help to identify and request meetings with companies you would like to target.
- **A 24sqm booth (US: 260sqft)**. A very limited number of these booths will be available. These are shell scheme spaces including 2 meeting spots with 1 table, 1 coffee table, 4 chairs, 2 armchairs or sofas, 1 storage room, space for your company graphics.
- **Boeing director meeting**: this is a 30min off the schedule meeting with one or two high level Boeing delegates (director or higher) dealing with your services or products. The meeting will be arranged as we get closer to the event. You can still have meetings with other Boeing representatives in your regular schedule.
- **An advert page in the soft copy of the 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 event guide providing such information as the general program, conferences summaries, floor plan and so forth. You will supply the artwork on a printable and high-definition format. Final deadline for submission is March 1st, 2022.
- **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 will supply the flyers on A4 format and courier them to the address the organizers will indicate. The flyers need to be received by March 21, 2022.
- **An up to 90sec video presenting your company**. This file will be played nonstop 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, and main entrance. The video shall bear no sound and be supplied by you. Final deadline for submission is March 16, 2022.
- **Your company logo visible**: on the event official website, on 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

* This feature is exclusive to the first two companies to sign up for a platinum option.

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GOLD SPONSOR: EUR 19000

- **A schedule with pre-arranged and approved meetings** based on your own choices. Unlimited access to the profiles of all the participants will help to identify and request meetings with companies you want to target.

- **A 12sqm booth (US: 130sqft)**. This is shell scheme space including 2 meeting spots with 2 tables, 6 chairs, a shelves rack and a company sign. This booth will be located at a strategic location.

- **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. Final deadline for submission is March 1st, 2022.

- **An advert page in the soft copy of the event catalogue**. All the detailed profiles of the attendee 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.

- **An up to 90sec video presenting your company**. This file will be played nonstop 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, and main entrance. The video shall bear no sound and be supplied by you. Final deadline for submission is March 16, 2022.

- **Your company logo visible: on the event official website, on 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.

- **Free goodies**: supply 1000 small items bearing your company logo (i.e. airplanes). These free goodies will be distributed to all the companies having booths and visitors going through our reception desk.

APPLICATION SPONSOR AND ONLINE VISIBILITY: EUR 16000

The A&DSS matchmaking program is entirely web-based. All the participants must sign up, edit their details, request meetings and access their schedules of meetings from the online platform or application. Take this opportunity and make your company visible to all from A&DSS online platforms:

- **Application sponsor**: A&DSS expects nearly 1000 users of the event's application. The application will be downloadable from the moment every participant signs up to the release of their meetings schedule. Your company logo will be displayed on all the app's pages. This is reserved for 2 non-competing sponsors only.

- **Website visibility**: Your logo with embedded link to your website will be displayed on top of the list of participants and on our online platform. This is a strategic location where all the participants can make their meetings requests.

- **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 (US: 130sqft)**. This is shell scheme space including 2 meeting spots with 2 tables, 6 chairs, a shelves rack and a company sign. This booth will be located at a strategic location.

- **An advert page in the event program booklet**: a full page reserved for your company and inserted before the conference program. 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. Final deadline for submission is March 1st, 2022.

- **Unrestricted access to the convention for up to 4 delegates** of your choice.

SILVER SPONSOR: EUR 11000

- **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 (US: 130sqft)**. This is shell scheme space including 2 meeting spots with 2 tables, 6 chairs, a shelves rack and a company sign. This booth will be located at a strategic location.

- **An advert page in the soft copy of the event catalogue**. All the detailed profiles of the attendee 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. Final deadline for submission is March 1st, 2022.

- **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.**



This picture is subject to modifications

Your company logo will be visible
on all pages



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"A la carte" sponsorship

Premium booth location (near Boeing's)

EUR 15000

Four 24sqm booths (US: 260sqft) will be built right after the entrance. Two of these are reserved for the Boeing Company and the State of Washington. The other two will be granted to corporations willing to be located at a strategic spot and close to our main partners. A 24sqm booth includes 2 meeting spots with 1 table, 1 coffee table, 4 chairs, 2 armchairs or sofas, 1 storage room, space for your company graphics. A schedule of meetings with requested and approved contacts is also part of this item.

Hot and cold beverage area

EUR 15000

Take the opportunity to support a complimentary beverage spot on April 12&13. This area would consist of tables at two different locations where the attendees can have free hot and cold drinks. It is possible for you to have a rollup banner, supplied by you, as well as your supplied brochures on a shelves rack. A great opportunity to introduce your organization to the attendees coming for drinks.

VIP Lounge

EUR 10000

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. Final deadline for submission is March 16, 2022.

Lanyards

EUR 10000

2000 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. Final deadline for submission is March 21, 2022.

Reception desk / Main Entrance

EUR 2000

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 partnership

EUR 2000

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

Boeing article special advert

EUR 2000

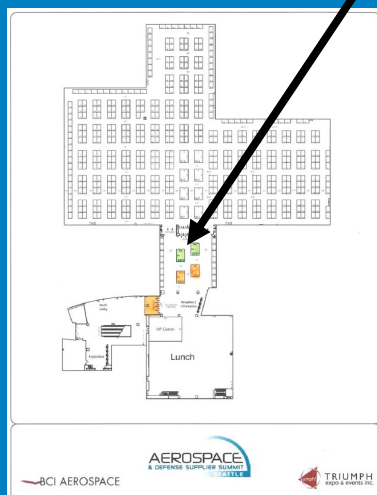
The event guide will feature a two-page article from the Boeing Company. A one-page advert will be placed between the two pages. The guide is distributed to all the attendees and Boeing's messages are always a special attraction. An opportunity for a company eager to optimize its visibility. Note that this option is subject to approval. Final deadline for submission is March 1st, 2022.

Official event guide

EUR 1000

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. Final deadline for submission is March 1st, 2022.

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 reserve the right to deny any potential sponsors their requested options.



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BCI AEROSPACE

Contact :

Aswini Dessouppa
Tel + 33 1 41 86 41 43
adessouppa@advbe.com



35-37 rue des abondances
92513 Boulogne Cedex - France

SAS Capital 50 000 euros
Siret 515 013 506 00024
NAF 8230z

PAYMENT TERMS:

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 (visa or master card only)
- wire transfer to the bank below (send us a copy of the receipt by email)

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.

IBAN: FR76 3000 4008 0400 0100 7591 014

BIC Code: BNPAFRPPXXX

Bank : BNP PARIBAS PARIS-CENTRE AFFAIRES

Bank address : 8- 10 avenue Ledru Rollin – 75012 Paris, France

BOOKING FORM

The form must be accurately completed and sent back together with the signed terms and conditions.

Company name: _____

Contact person: _____

Position: _____

Address: _____

Confirm your selected options

<input type="checkbox"/> Platinum Sponsor	EUR 30000
<input type="checkbox"/> Gold Sponsor	EUR 19000
<input type="checkbox"/> A&DSS registration and online catalog	EUR 16000
<input type="checkbox"/> Silver Sponsor	EUR 11000

« A la carte »

<input type="checkbox"/> Premium booth location	EUR 15000
<input type="checkbox"/> Hot and cold beverage area	EUR 15000
<input type="checkbox"/> VIP Lounge	EUR 10000
<input type="checkbox"/> Lanyards	EUR 10000
<input type="checkbox"/> Reception desk / Main Entrance	EUR 2000
<input type="checkbox"/> Online partnership	EUR 2000
<input type="checkbox"/> Boeing article special advert	EUR 2000
<input type="checkbox"/> Official event guide	EUR 1000

Total	
Taxes, if applicable**	
Grand total due	

****Additional Information on tax**

- a) Your company is registered in France, French tax (VAT) is due
b) Your company is registered in a European Union country, excluding France, French tax is not applicable (you must report it to your fiscal administration). Please indicate the tax registration number of the billed company.
c) Your company is based in a non European country, no taxes are applicable.
Your company is registered in Italy; Italian tax (VAT) is due. Our Rome office will bill you and include the VAT amount.

ADVANCED BUSINESS EVENTS

TERMS & CONDITIONS

Event name: **AEROSPACE & DEFENSE SUPPLIER SUMMIT 2021** (referred to as the "Event"):

Date: **March 15-17, 2021** (originally on April 6-8, 2020) (referred to as the "Event date")

Location: **Washington State Convention Center** (referred to as the "Place"):

City: **SEATTLE, WA, USA**

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 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:

Name of authorized officer or representative:

I agree with advanced business events general terms and conditions

Date and signature: