

The 8th Annual European Spectrum Management Conference

Where the European and worldwide spectrum communities meet!



Sponsorship & Exhibition Prospectus

25th & 26th June 2013 / Management Centre Europe . Brussels

Pre-conference workshop on 24th June

Contact - **Tom Chinnock**

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www.forum-europe.com

www.spectrummanagement.eu

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PLEASE NOTE: *The list of packages described in this brochure are by no means exhaustive and are meant only as a guide to the possible sponsorship and brand building opportunities that are available at this event.*

If you have any specific requirements that you feel are not covered by the packages available, then please do not hesitate to get in touch. We are always available to help you identify the options that suit your budget while maximising your value and visibility at the conference, and if necessary, our marketing team can work with you to create innovative sponsorship packages tailored to the exact needs of you and your organisation.



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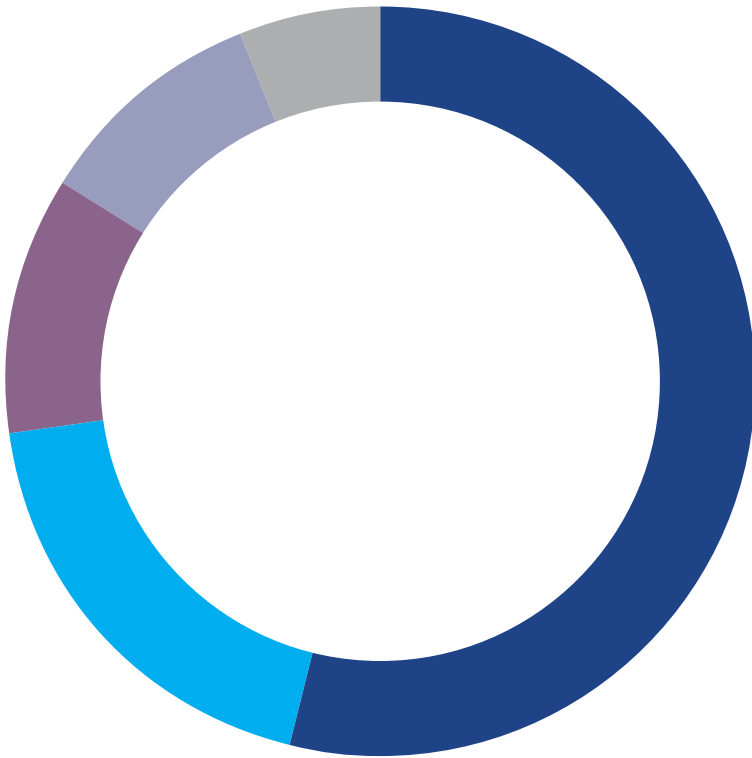
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2012 Audience Breakdown



Based on 221 delegates

- 54% Corporate organisations
- 19% EU Institutions
- 11% National government & regulators
- 10% not-for-profit & academia
- 6% Press



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Sample of Previous Participating Organisations

Organisation

- > AGCOM
- > Agence Nationale des Frequences (ANFR)
- > Agilent Technologies
- > Alcatel-Lucent/Wireless Business Group
- > ANACOM
- > ARCEP
- > Australian Communications and Media Authority
- > BBC World Service
- > Belgacom
- > BNetzA
- > Brazilian Telcommunications Agency - ANATEL
- > British Sky Broadcasting (BSkyB)
- > BT
- > Civil Aviation Authority
- > Council of the European Union
- > Department of Communications, South Africa
- > DigiTAG
- > Ericsson
- > ETNO
- > ETSI
- > European Broadcasting Union
- > European Commission
- > European Parliament
- > European Radiocommunications Office (ERO)
- > European Satellite Operators Association
- > European Space Agency
- > France Telecom
- > General Radio Frequency Centre, Russian Federation
- > GSM Europe
- > Industry Canada
- > Infocomm Development Authority of Singapore
- > Korea Radio Promotion Agency
- > KPN
- > Lockheed Martin
- > Malaysian Communications & Multimedia Commission

Organisation

- > Microsoft
- > Ministry of Information & Communication Technology, Iran
- > Mobistar
- > Motorola
- > National Telecommunications Commission, Thailand
- > NATO
- > Nokia Siemens Networks
- > OFCOM
- > Orange
- > Phillips
- > Qualcomm Inc
- > Radio Spectrum Policy Group (RSPG)
- > Research In Motion
- > RTR GmbH
- > Samsung
- > Samsung Electronics UK
- > Saudi Telecom
- > Siemens
- > Swedish Space Corporation
- > Swisscom (Switzerland) Ltd
- > Telecom Italia
- > Telecommunication Regulatory Authority
- > Telefónica Europe
- > Telenet
- > Telenor
- > Telkom SA
- > Telstra
- > TerreStar Global
- > Tetra Association
- > T-Mobile International
- > U.S. Department of the Navy
- > U.S. NTIA
- > Ukrainian State Centre of Radio Frequencies
- > Vodafone

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Sponsorship Packages

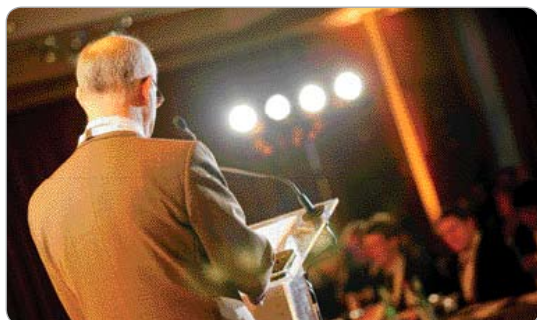
Exclusive Platinum Package: €10,000

Becoming the Platinum sponsor for the conference will provide your company with optimal exposure on all marketing material and banners, as well as access to a number of additional benefits that are unique to this package. This package is limited to a maximum of three sponsor organisations, meaning that becoming a platinum sponsor guarantees top level branding throughout.

- Exclusive speaking position for company representative
- Full page advert in conference programme
- 3 complimentary delegate places
- Priority branding on main stage
- Prime location allocated for exhibition space
- Inclusion of company materials in delegate bags
- Recognition as Platinum sponsor in conference CD-Rom (600 copies distributed) with exclusive ability to submit a conference report for inclusion
- Recognition as Platinum sponsor in marketing materials and press releases
- Corporate identity on conference website with link to company website
- Recognition as Platinum sponsor in Forum Europe newsletters

Gold Package: €6,000

- Half page advert in conference programme
- 2 complimentary delegate places
- Branding on main stage
- Exhibition space in semi-prime location
- Inclusion of company materials in delegate bags
- Recognition as Gold sponsor in conference CD-Rom (200 copies distributed)
- Recognition as Gold sponsor in marketing materials and press releases
- Corporate identity on conference website with link to company website
- Recognition as Gold sponsor in Forum Europe newsletters



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Sponsorship Packages

Silver Package: €4,500

- Quarter page advert in conference programme
- 1 complimentary delegate place
- Some branding on main stage
- Exhibition space
- Inclusion of company materials in delegate bags
- Recognition as Silver sponsor in conference CD-Rom (600 copies distributed)
- Recognition as Silver sponsor in marketing materials and press releases
- Company logo on conference website with link to company website
- Recognition as Silver sponsor in Forum Europe newsletters

Exclusive Sponsorship of Interactive Voting System: €2,500

Our Interactive Voting System enables delegates to provide a live response to questions posed by the chair and see the real-time results in a variety of formats on the screens. This package offers your organisation the opportunity to become associated with this part of the conference format.

- Your company logo displayed at the beginning of the Interactive Voting sessions, which will take place at various stages throughout the event
- Company logo on conference website with link to company website
- Your company logo displayed in the bottom corner of all pages containing both questions and results
- Inclusion of a pdf containing company information with the summary of results that are sent out to all delegates immediately following the event



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Catering Packages

Exclusive Sponsorship of VIP & Speaker Dinner €7,500

- Opportunity to introduce and lead dinner-debate
- Three-course dinner for speakers and high-level invited guests
- Three seats at dinner reserved for your representatives or guests
- Corporate identity displayed in dining area during dinner
- Corporate identity included on menu cards
- Full page advert in programme
- 3 complimentary delegate places

Exclusive Sponsorship of Lunch: €4,000

- Corporate identity displayed in dining area during lunch
- Corporate identity included on menu cards
- Opportunity to give luncheon address (though not compulsory)
- Full page advert in programme
- 1 complimentary delegate place

Exclusive Sponsorship of Cocktail Reception: €4,500

- Exclusive corporate identity displayed on banners at reception venue
- Corporate identity included on invitations and menu cards
- Opportunity to give welcome address (though not compulsory)
- Full page advert in programme
- 1 complimentary delegate place
- 5 complimentary places to attend the cocktail reception (not conference)

Exclusive Sponsorship of Refreshments (3 per day): €2,500

- Corporate identity displayed in the refreshment area during coffee breaks
- Opportunity to include branded items such as napkins, chocolates or biscuits for instance (to be provided by sponsor and subject to venue terms and conditions)
- Full page advert in programme
- 1 complimentary delegate place

In addition to the above benefits, all catering sponsors will also be included in the sponsor section of the event programme and website.



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Product Opportunities

As well as the main Sponsorship Packages, there are also a range of product based branding opportunities available with Forum Europe. These have been chosen specifically for their ease of production and value beyond the event itself. The list below is by no means exhaustive and our marketing team will be happy to work with you to create innovative sponsorship packages tailored to the needs of you and your company.



Sponsored Lanyards

€1250 + cost of production

Lanyards are distributed to all delegates on arrival at the conference, ensuring high visibility of your brand throughout the event.



Data Sticks

€1250 + cost of production

In addition to providing a high value branded product to delegates beyond the event, conference proceedings can be loaded onto the sticks prior to the event and distributed to delegates on arrival.



Conference Pens and Pads

€1250 + cost of production

Distributed to all attendees upon arrival, branded pens and pads again offer visibility to you and value to the delegate both during and beyond the event.



Insert in Delegate Packs

€500

Product or promotional materials can be included within the delegate packs distributed to each participant upon arrival. A high value option providing detailed company information to all delegates.



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Product Opportunities



Conference Badges

€1200

All delegates are required to wear their personalised conference badge (attached to the lanyard) on arrival at the venue. Have your company logo on all delegate badges (position as design allows) and remind delegates of your company's input into the conference.



Conference Proceedings

€1245

All delegates receive the conference proceedings on high quality CDs, printed with your company's logo and a short advert (either text/PDF or moving image, in which case size must be agreed beforehand).

These are made available, if possible, before the event. However it is best practice to deliver them after the event to all delegates to ensure all the presentations that are available are loaded to the CDs.

These CDs, in addition to being distributed to all delegates as part of the conference package, will also be made available for purchase to non-attendees post event.

This high value option reaches all delegates and is the most valued information and reference point beyond the event itself, this option is only available to selected organisations and it is recommended that you contact **Tom Chinnock** to discuss this high value, high exposure option.

> The options contained within are negotiable and are listed only as a guide. We look to cater for your individual requirements on a per event basis.

If you wish to discuss any of the information found in this document, please do not hesitate to contact **Tom Chinnock**.

We look forward to discussing the positive and high value promotion of your organisation.

Forum Europe

**2 - 4 Second Floor, High Street Arcade Chambers,
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Sponsorship Reservation Form

I am interested in becoming the (please tick box):

Platinum Sponsor Gold Sponsor Silver Sponsor Interactive Voting System

I am interested in the following Catering Packages (please tick box):

Cocktail Reception Lunch VIP & Speaker Dinner Refreshments

I am interested in the following Product Opportunities (please tick box):

Sponsored Lanyards Data Sticks Conference Pens & Pads

Insert in Delegate Packs Conference Badges Conference Proceedings

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Company:

Address:

Name of contact:

Contact Tel. Number: Contact Email:

Signature: Date:

Please Faxback to +44 (0) 2920 020 432

Please contact Tom Chinnock to discuss all opportunities listed in this brochure.

Tel: +44 (0) 2920 783 025 . Fax: +44 (0) 2920 020 432 . Email: tom.chinnock@forum-europe.com

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Exhibit at Spectrum Management 2013

Stand Size: 2.5m x 3m / Cost: €1500



Be recognised as an important sector leader with an exclusive exhibition space during the 2013 European Spectrum Management Conference.

This 2 day conference will offer exhibiting organisations the opportunity to:

- Showcase, promote, and introduce products, technology and services to industry, legislators and media
- Increase industry exposure
- Discover new business opportunities
- Attract new clients and touch base with existing clients
- Form strategic alliances with other companies

Stands are prominently situated in the foyer area outside the conference room. All delegates will pass through this area on approach to the conference room. This area is also used to serve teas, coffee and refreshments. This ensures that delegates will be directly exposed to your company and will have the opportunity to explore your exhibitor display whilst enjoying drinks and snacks during the three separate refreshment breaks scheduled for the day.

As part of the exhibitor's package, you will receive:

- A unique exhibition space of 2.5m x 3m, including a display table
- Admittance to the exhibition area for one representative to act as a host/hostess on the stand
- A 25% discount off the standard conference fees for any organisation representatives who wish to attend the main event
- Listing of your company details in the Exhibitors Directory that is given to all delegates at the event, including a 50 word description of your organisation and the products and services that you offer
- Listing of your company details on the event website (www.spectrummanagement.eu) along with contact details and a link to your homepage
- A special discounted rate of €250 for a full page colour advert in the main conference delegate handout

In addition, you will also receive a copy of the main conference handout, including a delegate list and details of the presentations made at the conference.

Exhibition details:

All stand areas are sized at **2.5m x 3m** and the ceiling height in the room is **3.5m**. The exhibition will be of a table top nature, not enclosed by a shell scheme.

Exhibitors may bring their own display stands but these must not extend beyond the area that has been reserved. All spaces have a display table sized approximately **1.8m x 1m** included in the price.

Exhibitors are invited to prepare their stand between **14.00** and **17.00** the day before the conference.

To reserve your exhibition space at the event, please complete the form on page 10 and fax it back to us on **+44 (0) 2920 020 432**.

You will then be contacted to confirm your reservation.

Please note: Exhibition space will be allocated strictly on a first-come, first-served basis so please book early to avoid disappointment.



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Exhibition Space Reservation Form

Please faxback to +44 (0) 2920 020 432 - we will contact you to confirm your reservation

Organisation Name:

Contact Person:

Address:

Postcode: City:

Country:

Tel: Fax: Email:

Description of organisation for Exhibitors Directory, alternatively you can email this on a separate document if necessary:

(max 50 words):

Please select the number and size of stand space below.

If you have any queries over this, please contact Tom Chinnock on +44 (0) 2920 783 025.

I would like to reserve (please indicate number) large exhibition spaces (2.5m x 3.0m) @€1500 each

Please tick here if you would also like to take advantage of the special exhibitors discounted rate of €250 for a full page advert in the main conference brochure.

By taking out an exhibition space, one organisation representative will be admitted into the venue to act as a host/hostess on your stand. Should any representatives of your organisation wish to attend the conference they will be entitled to a special 25% discount off the standard conference fees.

I would like to reserve (please indicate number) delegate passes for the main conference and claim a 25% discount off the usual delegate rate for each pass. Forum Europe will contact you shortly to take the details of delegates.

Payment schedule

An invoice for the full amount will be issued upon receipt of this booking form.

Exhibition space reservations are not confirmed until full payment is received by Forum Europe. The organisers reserve the right to reallocate exhibition space if deposit / full payment is not received by the due date.

Cancellation Policy

Cancellations must be made in writing.

If a cancellation is received 6 weeks before the event start date, a full refund will be given, subject to a €150 administration charge. However, there will be no refund for cancellations received after this date. No shows will be charged the full amount.

The undersigned, representing the above mentioned company, hereby agrees to exhibit at The 8th Annual European Spectrum Management Conference, 25th & 26th June 2013, Management Centre Europe, Brussels and accepts the terms and conditions stated above.

Signature

Date



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