BICSI EMEA Conference & Exhibition
Virtual Online Event • 17 - 18 November 2020
Leading the Future for the Connected World
DRIVING THE FUTURE OF ICT/ELV

BICSI connects thousands of information and communications technology (ICT) / extra low-voltage (ELV) professionals from around the world with revolutionary ideas and solutions that are transforming the industry. Join the global movement in shaping the future of ICT by exhibiting with BICSI in Dubai!

BENEFITS OF EXHIBITING

• Reach a global audience of decision-makers from every sector of the ICT/ELV community, from high-level executives and owners to installers and technicians in the field.
• Elevate the value of your brand by aligning with one of the most highly regarded global ICT/ELV associations.
• Invest in your brand by taking part in exhibitor opportunities meant to highlight your new product or service to give your company added exposure.
• Influence customers from different parts of the world to extend your company’s reach.

ATTENDEE DEMOGRAPHICS

Professions:
• Architects, Consultants, Engineers
• Audiovisual (AV) Professionals
• Authorities Having Jurisdiction (AHJs)
• BICSI Credential Holders
• Broadband Service Providers
• Cabling Installers and Technicians
• Construction Managers (CMs)
• Consultants

• Data Centre Designers and Engineers
• Electronic Safety and Security (ESS) Professionals
• Emergency Responders
• End Users
• Extra Low-Voltage (ELV) Professionals
• Facility Owners and Managers
• General and ICT Contractors
• ICT Design Consultants
• ICT Project Managers

• Integrators
• Outside Plant (OSP) Engineers
• Quality Control Professionals
• Regulatory Agency Professionals
• Sales Professionals and Engineers
• Service Providers
• Training Providers
• Wireless Professionals

Sectors:
• Audiovisual (AV)
• Building Information Modeling (BIM)
• Cabling Network Design
• Data Centres
• Digital Infrastructure
• Distributed Antenna Systems (DAS)
• Electronic Safety and Security (ESS)
• Facilities Management/Energy Management Systems
• Intelligent Buildings
• Internet of Things (IoT)
• Outside Plant
• Project Management
• Smart Cities
• Structured Cabling
• Systems Integration
• Voice and Data
• Wireless
WELCOME TO THE BICSI EMEA REGION!

The merging of our UK & Ireland, Mainland Europe and Middle East & Africa Districts to form the Europe, Middle East and Africa (EMEA) Region represents the growth of BICSI on all global fronts. With increased attendance at our global events, adoption of our global best practices and standards and establishment of new BICSI authorized training providers in all parts of the world, we are looking forward to continued growth in 2020.

WHAT’S NEW IN 2020?

1. **New Platinum Sponsorship** – To get your message out to qualified ICT/ELV professionals.

2. **Exhibit Hall Only Passes** – Invite your guests to visit the Exhibit Hall all day Tuesday and Wednesday.
Sponsorship Packages

**SILVER SPONSOR:** (AED 10,000 + 5% VAT)
- Complimentary booth space
- (2) VIP Conference registrations
- (2) Sponsor conference registrations for company representatives
- Unlimited Exhibit Hall Only passes for your invited guests
- 50 Gamification Points
- Sponsor logo included on all main conference e-blasts
- Sponsor logo on Conference website linked to company page
- Sponsor logo in August edition of BICSI Insider

**GOLD SPONSOR:** (AED 20,000 + 5% VAT)
- Complimentary booth space
- Priority booth location and on exhibitor list
- (3) VIP Conference registrations
- (3) Sponsor conference registrations for company representatives
- Unlimited Exhibit Hall Only passes for your invited guests
- 150 Gamification Points
- Sponsor logo included on all main conference e-blasts
- Sponsor logo on Conference website linked to company page
- Dedicated ad in the EMEA Conference (Oct/Nov/Dec) issue of *ICT Today* acknowledging our Gold Sponsors (1 ad acknowledging Gold/Platinum/Diamond level sponsors)
- Sponsor logo in August edition of BICSI Insider

**PLATINUM SPONSOR:** (AED 35,000 + 5% VAT)
- Complimentary booth space
- Priority booth location and on exhibitor list
- Plenary Session Speaking Slot
- (4) VIP Conference registrations
- (4) Sponsor conference registrations for company representatives
- Custom Electronic Exhibit Hall Visitor invite
- 350 Gamification Points
- Exclusive marketing – sponsor logo included on all main conference e-blasts
- Platinum sponsor banner in virtual lobby
- Sponsor logo on Conference website linked to company page
- Post-conference email sent by BICSI to conference attendees (HTML & text provided by sponsor)
- Company feature in 1 EMEA Conference e-blast
- Dedicated ad in the EMEA Conference (Oct/Nov/Dec) issue of *ICT Today* acknowledging our Platinum Sponsor (1 ad acknowledging Gold/Platinum/Diamond level sponsors)
- Sponsor logo in August edition of BICSI Insider

**DIAMOND SPONSOR:** (AED 50,000 + 5% VAT)
- Complimentary booth space
- Priority booth location and on exhibitor list
- Plenary Session Speaking Slot
- (10) VIP Conference registrations
- (6) Sponsor conference registrations for company representatives
- Custom Electronic Exhibit Hall Visitor invite
- 500 Gamification Points
- BICSI Theater - 15-minute Presentation Slot
- Exclusive marketing – sponsor logo included on all main conference e-blasts
- Sponsor logo on Conference website linked to company page
- Platinum sponsor banner in virtual lobby
- Post-conference email sent by BICSI to conference attendees (HTML & text provided by sponsor)
- Company feature in 1 EMEA Conference e-blasts
- Dedicated ad in the Fall Conference (Oct/Nov/Dec) issue of *ICT Today* acknowledging our Diamond Sponsor (1 ad acknowledging Gold/Platinum/Diamond level sponsors)
- Sponsor logo in August edition of BICSI Insider

Sponsorship Add-On Opportunities

**BICSI Theatre:** **AED 1,500** *(limited availability)*
- A 15-minute presentation slot at the BICSI Theatre in the Exhibit Hall, where you can introduce and/or demonstrate a product or service or give an overview of your company.

**Enhanced Gamification:** **AED 1,000**
- Give attendees extra incentive to visit your booth by adding on additional gamification points.

Please note: All prices listed are not inclusive of 5% VAT unless otherwise noted and must be added to your payment.
### Attendees from:

#### Companies:
- 3S
- 46 Tech
- Abu Dhabi Judicial Department
- Afghanistan International Bank
- AJAD Data Centre Solutions
- Ajman Chamber of Commerce
- Al Ahli Holding Group
- Al-Futtaim Technologies
- Architecture and Engineering 7 (AE7)
- ARP Acoustics & ELV
- AT TOKYO Corporation
- Aurecon
- Civilco
- Clarke Samadhin Associate
- DAR
- Deerns Consulting Engineers
- DP World
- Dubai Airports
- Dubai Chamber of Commerce & Industry
- Dubai Electricity and Water Authority (DEWA)
- Dubai Islamic Bank
- Dubai Silicon Oasis Authority
- Dubai TV
- Electroacustica General Iberica, S.A.
- Emirates Integrated Telecommunications Company
- Emirates Transport
- e-Sharp Computer Training
- Etisalat Academy
- Evolution Cabling
- Hill International
- IBM
- KEO International Consultants
- King Abdullah University of Science and Technology
- Kuwait Oil Company
- Meinhardt
- Nesma Telecom and Technology
- o3-telecom
- One & Only Royal Mirage Hotel
- PMK International LLC
- RAMBOLL Middle East
- Saudi Aramco
- Saudi TV
- Smartworld
- Tamdeed Projects
- The Royal Atlantis
- Türk Telekom
- US Army Corp of Engineers
- WSP
- ZADCO
- Zayed University

#### Countries:
- Afghanistan
- Bahrain
- Belgium
- Brazil
- Canada
- China
- Colombia
- Czech Republic
- Egypt
- France
- Germany
- Hong Kong
- India
- Iraq
- Ireland
- Italy
- Japan
- Kuwait
- Lebanon
- Liechtenstein
- Netherlands
- Nigeria
- Oman
- Philippines
- Qatar
- Russian Federation
- Saudi Arabia
- Senegal
- Singapore
- South Africa
- Spain
- Syrian Arab Republic
- Turkey
- United Arab Emirates
- United Kingdom
- United States

*This is a partial list based on previous attendee information.*
TERMS AND CONDITIONS

WE AGREE UNCONDITIONALLY TO THE FOLLOWING TERMS:

1. **Payment Terms**: 100% payment is due upon receipt of invoice. Virtual booth access, promotion in marketing campaigns, and on website will be made only after full payment is received and on a first-paid, first-served basis.

2. **Cancellations**: Cancellation of exhibit space and/or sponsorship within 90 days of the event will forfeit 100% of the fee.

3. The relationship between BICSI and a sponsoring organisation/corporation of an event or an event-related activity or sponsorship does not represent an exclusive agreement between BICSI and the specific organisation/corporation. Nor does it suggest that BICSI endorses any programme, product or service of any organisation/corporation.

4. **Right to Refuse Sponsor**: BICSI reserves the right to reject a potential sponsor on such factors as questionable business practices, those having a mission conflict with BICSI, those who desire to assume control of an event through sponsorship or for any other reason at BICSI’s discretion.

5. **Material Production**: BICSI will be responsible to produce event promotional materials (unless otherwise specified) and will invoice the sponsoring organisation/corporation directly.

6. **Logo Sharing**: If more than one logo is being used under a single sponsorship this shall be subject to additional fees. Please contact BICSI EMEA for additional information and pricing.

7. **Amendments and changes**: BICSI shall reserve the right to make changes and amendments to the event, programme, sponsorship packages, or any other activity associated with the 2020 EMEA Virtual Conference and Exhibition at any time.

8. I, the undersigned, as authorised agent of the below-named company, agree that we will adhere to all specified terms and conditions of this contract/application, the 2020 BICSI EMEA Virtual Conference & Exhibition Rules, BICSI’s Antitrust Statement, and all rules and regulations put forth by the virtual platform provider. In addition, I understand I am responsible for ensuring that all other company representatives do the same. I acknowledge that BICSI reserves the right to accept or reject this application.

For additional information on exhibiting/sponsoring opportunities at the 2020 BICSI Europe, Middle East and Africa Conference & Exhibition, please contact: emea2020@bicsi.org or +971 4 516 3018.

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**Company**  
**Authorised Signature**  
**Title**  
**Date**

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**SPONSORSHIP PACKAGES**

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<th>DIAMOND: AED 50,000</th>
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<th>PLATINUM: AED 35,000</th>
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Add-on Opportunities

- BICSI Theatre  
  AED 1,500

- Enhanced Gamification  
  AED 1,000

**TOTAL AED + 5% VAT:**

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**PLEASE NOTE...** All prices listed are not inclusive of 5% VAT unless otherwise noted and must be added to your payment.
# Contact Information

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**Primary Contact: First/ Last Name** (will receive all conference mailings) | Title

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| Secondary Contact: First/ Last Name (different from primary contact) | Title
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# Payment: Wire Transfer or Credit Card*

**Company Name:** THE BUILDING INDUSTRY CONSULTING SERVICE INTERNATIONAL, BICSI

**Bank Name:** Emirates Islamic Bank Account #: 3508195989101

**AED IBAN #:** AE170340003508195989101 SWIFT CODE #: MEBLAEAD

**Total to be paid (add all items + 5% VAT):** TOTAL AED

VISA, MasterCard, Discover: If paying by credit card, please mail or fax your payment information (see below). *Please note: For credit card payments, an international transaction fee may be added.

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GLOBAL EVENTS

India Conference & Exhibition
18 September 2020 • Bangalore, India

Fall Conference & Exhibition
27 September – 1 October 2020 • Virtual Event

BICSI Day Korea
20 November 2020 • Seoul, Korea

Japan Conference & Exhibition
25 November 2020 • Virtual Event

SEA Conference & Exhibition
1-2 December 2020 • Singapore, Southeast Asia

India Conference & Exhibition
4 December 2020 • New Delhi, India

Winter Conference & Exhibition
7-11 February 2021 • Orlando, Florida, USA

ICT Canada—Presented by BICSI
19-21 April 2021 • Toronto, Ontario, Canada

CALA Colombia Congress & Exhibition
19-20 May 2021 • Bogotá, Colombia

UK & Ireland Conference
10 June 2021 • London, England

Global BICSI Events
BICSI Events take place worldwide and offer a unique local perspective of technology updates and ICT industry trends.

If you or your company would like to participate in an upcoming global conference—as a speaker, exhibitor, VIP or even an Exhibit Hall visitor—send us an email at events@bicsi.org.

Visit us at: bicsi.org/conferences