

# WCO IT/TI

Conference & Exhibition

12-14 June 2019

Baku, Azerbaijan

New technologies - new opportunities for seamless Trade, Travel and Transport

## Exhibition and Sponsorship Opportunities



# WCO IT/TI Conference & Exhibition - Highlights

## Figures (2019 forecast)

800  
Attendees

100  
Countries

35  
Sessions and  
Techtalks

40  
Exhibition stands



## Category of participants



## Top job titles

#DDG#Head#CEO

#DeputyHead #Commissioner

#Expert#Traderelations#ChiefIT

#CustomsOfficer#ITOfficer

#DGCustoms#Chairman

#ChiefEngineer #ChiefOfStaff#ChiefRevenueOfficer

#DirectorCustoms#VPresident

#LeadExpert#Manager#StrategicExpert

#SingleWindowExpert



## Become a Conference Sponsor

What sets the WCO IT/TI Conference and Exhibition apart from other international conferences is that it provides a unique platform for public / private dialogue on modern IT solutions for Customs, business, and other border regulatory agencies

MEET the people that matter

BUILD relationships



DISCOVER new players

EXPLORE new opportunities

The WCO IT/TI Conference and Exhibition can consolidate your organization's reputation in the industry, create a platform for new partnerships and renew the inspiration for your team and business



CONNECT and share

## SPONSORSHIP PACKAGES (see details on page 6)

Sponsorship benefits	Corporate € 55,000	Diamond € 45,000	Platinum € 35,000	Gold € 25,000	Silver € 15,000
Acknowledgement as Corporate Sponsor	•				
Keynote Speaking Opportunity (Day 1- 15 minutes)	•	•			
Keynote Speaking Opportunity (15 minutes)			•		
Plenary Speaking Opportunity		•		•	
Moderator Opportunity (Depending on speakers and availability)					•
Tech-talks (Depending on availability)	•	•	•	50% discount	35% discount
Complimentary conference registrations	10	9	8	5	3
Exhibition Space / Booth (3x2m) (see next page)	•	•	•	•	•
<b>Company Branding :</b>					
• Logo on Delegate Badges	•				
• Lanyards (to be provided by sponsor)	•				
• Networking Lunch (Day 1)			•		
• Networking Lunch (Day 2 - First come first served)				•	
• Grab-and-Go Lunch (Day 3)		•			
• Welcome Reception (11 June 2019)	•				
• Networking Coffee-breaks (only 4 opportunities)				•	•
• Bag inserts / Advertisements in Conference programme	•	•	•	•	•
• WCO Combo Pack (See page 6)	•	•	•	50% discount	35% discount



## ADDITIONAL SPONSORSHIP PACKAGES

### Exhibition booth - € 5,000



- Exhibition booth of 3mx2m (7 panels/3+2+2)
- Printing of Exhibitor Name/Logo on Fascia
- One table and two chairs
- 2 Spot lights
- 1 Electrical power point
- 1 Wastepaper basket
- 2 Complimentary Conference registrations
- 1 Delegate bag per Exhibiting Company

### Tech-talk - € 4,000



- 1 Speaking slot in a Tech-talk session
- Duration of 15 - 30 minutes
- 4 Tech-talk tracks available
- 2 Complimentary Conference registrations
- Mention on website as Speaker
- Mention on Mobile Application as Speaker
- Possibility for surveys on Mobile application
- Powerpoints to be shared with all participants

### Advertising - € 1,000



- A4 Advertising in the Conference Programme
- Specifications:
  - Quad colour (CMYK)
  - 300 PPI (2480 x 3508 pixels)
  - Portrait

### Bag inserts - € 500



- 1 insert per delegate bag
- Ex: Brochure, flyer, poster, give-aways, etc

### Exhibition & Tech-talk - € 7,500

- Combine both options and save € 1,500
- Booth + Tech-talk
- Select a Time Slot (depending on availability)
- 50% discount on Ads in Conference Programme

### Event app Sponsor - € 3,500



- Acknowledgement as Event app Sponsor
- Free advertisement on the App
- General notifications to attendees
- Free polls (limited to one per day)
- Possibility to organize a competition for app users



## SPONSORSHIP BENEFITS - Details

### Corporate Package

Interview for Teaser Video and mention as Corporate Sponsor

Acknowledgement as Corporate Sponsor

First Keynote Speech on Day 1, after the Opening Ceremony

Sponsor of the Welcome Reception on 11 June 2019

Full page (A4) Advertisement in Conference Programme

Mention as Corporate sponsor in Conference e-blasts

Mention / Logo on Conference Agenda

Mention / Logo on Conference Programme

Mention / Logo on Event's Website

Lanyards (to be provided by sponsor)

Tech-talk

Complimentary registrations (up to 10)

Exhibition booth - Double (6mx2m)

#### WCO Combo pack for Corporate Sponsor

- Full database HS 2017 - 5 year free access
- Full subscription to WCO Academy courses
  - 119 hours of free courses
  - 15 courses of a total value of € 5000
- Free Advertisement in the WCO Diary 2020

### Diamond Package

Keynote Speech

Plenary Speaking Opportunity

Tech-talk

Complimentary registrations (up to 9)

Exhibition booth (single)

Grab-and-Go Lunch

Promotional material in conference bags

Mention / Logo on Event's Website

Advertisement in Conference Programme

#### WCO Combo pack for Diamond Sponsor

- Full database HS 2017 - 1 year free access
- Subscription to major WCO Academy courses
  - 97 hours of free courses
  - 11 courses of a total value of € 3500
- Free Advertisement in the WCO Diary 2020

### Platinum Package

Keynote Speech

Plenary Speaking Opportunity

Tech-talk

Complimentary registrations (up to 8)

Exhibition booth (single)

Lunch (day 1)

Promotional material in conference bags

Logo on Event's website

Logo in Conference Programme

#### WCO Combo pack for Platinum Sponsor

- Full database HS 2017 - 1 year free access
- Subscription to major WCO Academy courses
  - 71 hours of free courses
  - 8 courses of a total value of € 2500
- Free Advertisement in the WCO Diary 2020

### Gold Package

Plenary Speaking Opportunity

Lunch (day 2 - depending on availability)

Networking coffee breaks

Tech-talk (50% discount)

Logo in Conference Programme

Logo on Event's website

Promotional material in conference bags

Complimentary registrations (up to 5)

Exhibition booth (3mx2m)

WCO Combo Pack - 50% discount

### Silver Package

Moderator Opportunity

Tech-talk (35% discount)

Complimentary registrations (3)

Networking Coffee breaks

Advertisement in Conference programme

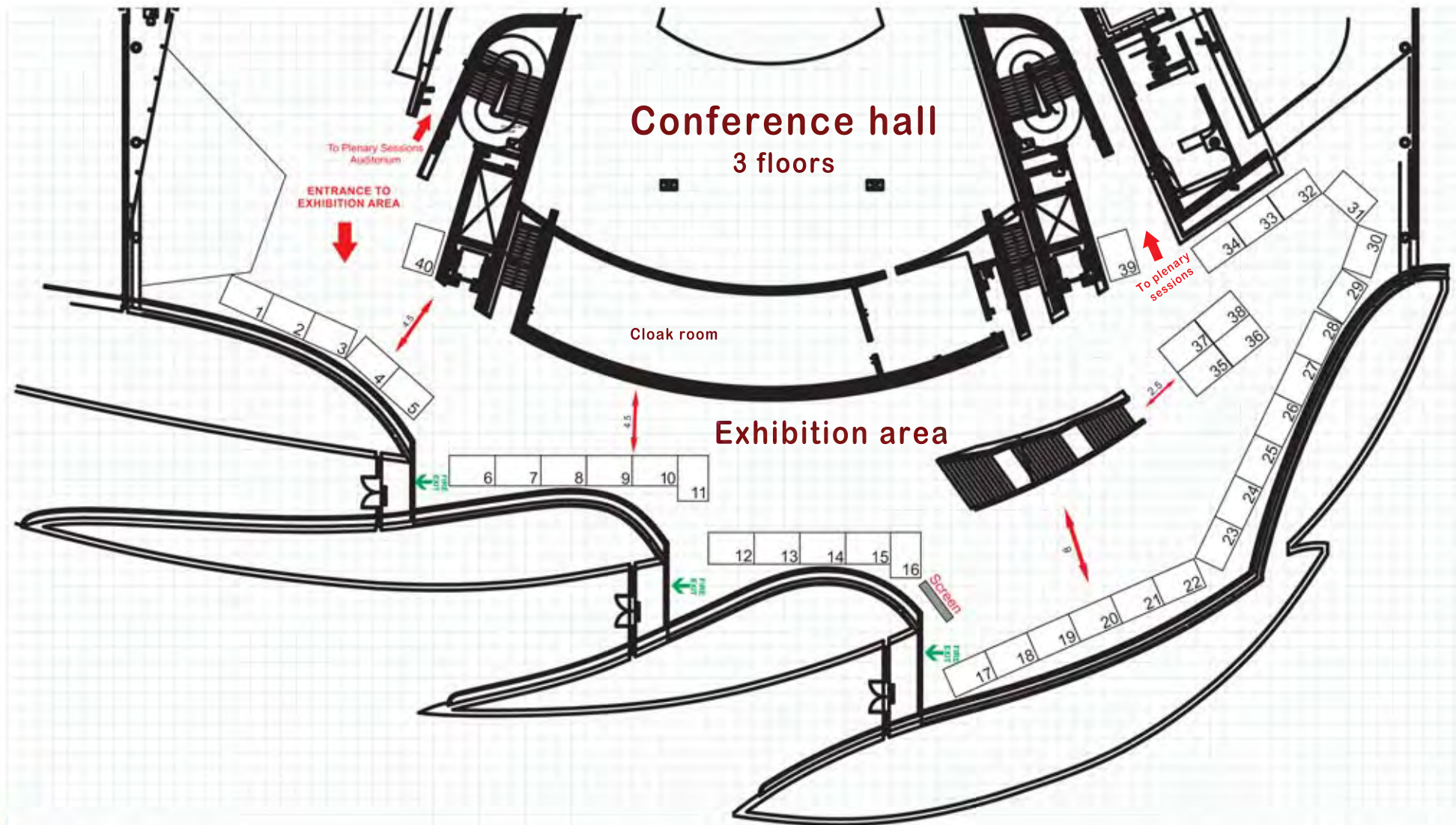
Promotional material in conference bags

WCO Combo Pack - 35% discount





## WCO IT/TI Conference & Exhibition





## WCO IT/TI Conference & Exhibition

<p><b>Please complete in BLOCK CAPITALS and return this form to:</b></p> <p>WCO Event Services Team World Customs Organization 30 Rue du Marché 1210 Brussels Belgium</p> <p>Email: <a href="mailto:WCOITT2019@wcoomd.org">WCOITT2019@wcoomd.org</a></p> <p>Phone : +32(0)2 209 95 15</p>	Company Name:	
	Contact Person:	
	Tel / Fax:	
	Email:	
	Postal Address: (to be used for invoice)	
	Sponsorship / Exhibition requested (include amount to be paid) –	
<p>Example: Corporate Sponsor € 55 000</p> <p>Include 3 choices for booth location:</p>		

**TERMS & CONDITIONS** - 50% of amount is due immediately with the balance due within 30 days of the date of the invoice. Invoices must be paid within 30 days of the invoice date. Payment can be made by bank wire transfer, and instructions will be included in the invoice.

All bank charges are the responsibility of the sender. Wire transfers must be in euro. If the Client fails to submit full payment 1 month prior to the event, WCO can cancel the Client's participation in the Conference & Exhibition. Upon receipt of the booking form, participation will be confirmed in writing by the Exhibition & Sponsorship Team together with the issuing of an invoice for the amount owing. Refunds of sponsorship costs will be based on the following schedule:

- **Cancellations before 13 May 2019 - 50% of the total due will be refunded**
- **Cancellations on or after 13 May 2019 - no refund available**

In the event of a cancellation of an exhibition space a service fee of **€500** applies for each space cancelled before **13 May 2019**. After this no refunds will be made unless the space is resold.

Cancellations for both sponsorship and exhibition must be submitted in writing to the WCO.

In the event that the conference is postponed for any given reason, the exhibitor/sponsor will not be entitled to cancel the exhibition space /sponsorship or to obtain monetary compensation, but the benefits that have been agreed will remain in place for the rescheduled event.

In the event that the conference is cancelled for any given reason, the WCO will refund the exhibition/sponsorship money to the relevant company, minus any benefits that have been received by the company prior to the cancellation and any expenses incurred by WCO with respect to the provision of the agreed benefits.