



# SPACE SUPPLIERS SUMMIT

International Summit & Meetings  
for the Space Manufacturing Sector

# SPACE WALES

## GLASGOW SPACE SUPPLIERS SUMMIT 2022 4-5 October 2022, Glasgow, United Kingdom RATES AND BOOKING FORM RESERVED FOR SPACE WALES MEMBERS

**We advise that you carefully review the below packages and book the most appropriate one for your company.** All included features are clearly described, but if you have any questions, please do not hesitate to contact a member of our team.

*Please note: we highly recommend you prepare graphics (posters, roll-ups, pop-up booths, etc.) for your hard walled stand. Any additional equipment such as showcases, chairs, power sockets (only applicable for booths and stands with screens), will be supplied by our stand builder.*

*The changing nature of COVID-19 regulations means all packages may be subject to change. We may also create a virtual participation option for international companies, according to travel restrictions and subject to approval by the organizing committee. Please speak to a member of our team if you have any questions.*

**One schedule of approved meetings** with contacts of your choice is included in every package (excluding the conference pass and sponsorship options).

### CONFERENCE PASS

£ 245

- Admission for 1 delegate
- Access to conference day on 4<sup>th</sup> October

### B2B PACKAGE

£ 810

- B2B will be organized at a small table space
- Admission for 1 delegate included
- Detailed event catalogue and participant listings
- Access to conference day on 4<sup>th</sup> October
- **A custom 2-day schedule of your target pre-selected B2B meetings based on your choices (5<sup>th</sup> October)**

### B2B STARTUP PACKAGE

£ 500

- This package is available for startup companies less than two years old (please contact us for full criteria)
- B2B will be organized at a small table space
- Admission for 1 delegate included
- Detailed event catalogue and participant listings
- Access to conference day on 4<sup>th</sup> October
- **A custom schedule of your target pre-selected B2B meetings based on your choices (5<sup>th</sup> October)**
- Access to Network Reception (4<sup>th</sup> October)

## B2B PACKAGE PLUS

£1 000

- B2B will be organized at your **own small table space**
- Your **own roll-up** at your own small table space (supply us the artwork by 13<sup>th</sup> September and the roll-up will be delivered at your table)
- **Admission for 1 delegate included**
- Detailed event catalogue and participant listings
- Access to conference day on 4<sup>th</sup> October
- **A custom schedule of your target pre-selected B2B meetings based on your choices** (5<sup>th</sup> October)
- Access to network reception (4<sup>th</sup> October)

## B2B DIGITAL PACKAGE

£400

- Your B2B meetings will be organized **via WebEx**
- Your **own personalized presentation page** on our online event platform
- **Admission for 1 delegate included**
- Detailed Event Catalogue and Participant Listings
- Online access to Conference Day on 4<sup>th</sup> October and replay videos
- **A custom schedule of your target pre-selected B2B meetings based on your choices** (5<sup>th</sup> October)

## EXECUTIVE B2B BOOTH (4m<sup>2</sup>)

£1 700

- B2B will be organized at your **own 4m<sup>2</sup> shell scheme booth**
- Booth comes equipped with hard-wall structure, table and chairs, carpeted floor, company header
- **Admission for 1 delegate included**
- Detailed event catalogue and participant listings
- Access to conference day on 4<sup>th</sup> October
- **A custom schedule of your target pre-selected B2B meetings based on your choices** (5<sup>th</sup> October)
- Access to network reception (4<sup>th</sup> October)

## BARE SURFACE (MIN 8m<sup>2</sup>)

£180/m<sup>2</sup> + £360

- Stand space only – minimum 8m<sup>2</sup> (carpeted)
- Exhibitor is responsible for providing design, construction, furniture and materials
- **Admission for 1 delegate included**
- Detailed event catalogue and participant listings
- Access to conference day on 4<sup>th</sup> October
- **A custom schedule of your target pre-selected B2B meetings based on your choices** (5<sup>th</sup> October) is included at a cost of £360
- Access to network reception (4<sup>th</sup> October)

# IF YOU ARE INTERESTED IN GREATER EXPOSURE AT THE SPACE SUPPLIERS SUMMIT, PLEASE REVIEW THE BELOW SPONSORSHIP PACKAGES

£7 500

## PLATINUM SPONSOR (EXCLUSIVE)

*This exclusive package guarantees high-profile participation and visibility for your organization throughout the promotion of, and during, the event. No competitor of yours will be granted this option.*

- Our Platinum Sponsor will have a morning session **Keynote Presentation** slot during the Space Suppliers Summit on 4<sup>th</sup> October.
- B2B will be organized at a your **own 16m<sup>2</sup> BOOTH**
- A two-sided advertisement in the event program booklet
- **Admission for 4 delegates Included**
- A 90-second video representing your company to be played in key locations (main entrance, coffee break area) around the event venue.
- Your company logo visible: on the official event website, on other marketing materials, at strategic locations at the venue, etc.
- **A custom schedule of your target pre-selected B2B meetings based on your choices** (5<sup>th</sup> October)
- Access to all conferences and network reception (4<sup>th</sup> October)
- Detailed event catalogue and participant listings

£4 800

## GOLD SPONSOR (LIMIT OF 3)

*This package guarantees high-profile participation and visibility for your organization throughout the promotion of and during the event. A maximum of three companies will be able to register for this sponsorship.*

- Our Gold Sponsors will have the opportunity to participate in the Space Suppliers Summit during one of the **panel discussions** on 4<sup>th</sup> October.
- B2B will be organized at a your **own 8m<sup>2</sup> BOOTH**
- **A custom schedule of your target pre-selected B2B meetings based on your choices** (5<sup>th</sup> October)
- **Admission for 4 delegates Included**
- A two-sided advertisement in the event program booklet
- A 90-second video representing your company to be played in key locations (main entrance, coffee break area) around the event venue.
- Your company logo visible: on the official event website, on other marketing materials, at strategic locations at the venue, etc.
- Free promotional goodies: supply 500 small items bearing your company logo which will be distributed to all participants
- Access to all conferences and network reception (4<sup>th</sup> October)
- Detailed event catalogue and participant listings

£3 350

## SILVER SPONSOR

- B2B meetings will be organized at a your **own 8m<sup>2</sup> BOOTH**
- A one-sided advertisement in the event program booklet
- A 60-second video representing your company to be played in key locations (main entrance, coffee break area) around the event venue.
- Your company logo visible: on the official event website, on other marketing materials, at strategic locations at the venue, etc.
- Detailed event catalogue and participant listings
- **Access for 3 delegates included**
- Access to conference day on 4<sup>th</sup> October
- **A custom schedule of your target pre-selected B2B meetings based on your choices** (5<sup>th</sup> October)
- Access to network reception (4<sup>th</sup> October)

£2 150

## BRONZE SPONSOR

- B2B meetings will be organized at your **own 8m<sup>2</sup> BOOTH** at a strategic location
- A one-sided advertisement in the event program booklet
- Your company logo visible: on the official event website, on other marketing materials, at strategic locations at the venue, etc.
- **Access for 2 delegates included**
- Detailed event catalogue and participant listings
- Access to conference day on 4<sup>th</sup> October
- **A custom schedule of your target pre-selected B2B meetings based on your choices** (5<sup>th</sup> October)
- Access to network reception (4<sup>th</sup> October)

# 'A LA CARTE' SPONSORSHIP OPTIONS

£ 5 100

## NETWORKING RECEPTION SPONSOR

*On the evening of Tuesday, 4<sup>th</sup> October (following the conclusion of the first day's Conference), attendees of Space Suppliers Summit will be invited for an evening Networking Reception.*

*This event is designed to provide an optimal platform to network, connect, and showcase the City of Glasgow.*

*Sponsors will have logo placement throughout the networking event and will have a welcome speech (5-minute presentation).*

*Limited to maximum 2 sponsors.*

£ 1 800/1 day  
£3 000/ 2 days

## COFFEE BREAK SPONSOR

*The hot and cold beverage stations will be strategically positioned throughout the event, providing benefit for attendees and high exposure for sponsors.*

*Placement of pop-up / roll-up banners and/or 3D animation digital hologram graphics showcasing sponsors will be placed in optimal position.*

£ 3 000

## LANYARD SPONSOR (EXCLUSIVE)

*Lanyards are utilized for all attendee / participant badges and are a high-visibility opportunity to create brand exposure and marketing awareness for your company.*

*Please note that the sponsor company will be required to provide the lanyards.*

*Limited to one sponsor.*

£ VARIOUS

## ADDITIONAL MARKETING OPPORTUNITIES

*If you are interested in additional marketing and promotional opportunities, both on-site at the event and digitally via our website and event platform, please do not hesitate to contact the team directly.*

*We will be happy to tailor an individual sponsorship package based on your requirements and objectives.*

## OPTIONAL EXTRAS

You must select Yes or No in the below section and enter the correct figures

Extra delegates*	Yes <input type="checkbox"/>	No <input type="checkbox"/>	£ 135 x ..... (individuals)
Workshop**	Yes <input type="checkbox"/>	No <input type="checkbox"/>	£ 1100 per session

\* Unrestricted access to all workshops and conferences on July 6.

\*\* A "Technology Workshop" must focus on one of your specific capabilities that has applications in various sectors. You must submit a 5-10 line abstract. We reserve the right to reject your request should we deem it irrelevant. If your workshop is validated we'll commit to circulating the abstract through the online catalog and providing adequate facility at the event. We do not guarantee attendance.

## ORDER CONFIRMATION

Please check the appropriate boxes, enter the correct figures on the right side and make sure this section matches your selection above.

<input type="checkbox"/> Conference	£ 245 .....
<input type="checkbox"/> B2B Package	£ 810 .....
<input type="checkbox"/> B2B Startup Package	£ 500 .....
<input type="checkbox"/> B2B Digital Package	£400.....
<input type="checkbox"/> B2B Package Plus	£ 1000 .....
<input type="checkbox"/> Executive B2B Booth	£ 1700 .....
<input type="checkbox"/> Bare Surface	£ 180 x (... m <sup>2</sup> ) + £360 .....
<input type="checkbox"/> Platinum sponsor	£ 7500 .....
<input type="checkbox"/> Gold sponsor	£ 4800 .....
<input type="checkbox"/> Silver sponsor	£ 3350 .....
<input type="checkbox"/> Bronze sponsor	£ 2150 .....
<input type="checkbox"/> Networking reception sponsor	£ 5100 .....
<input type="checkbox"/> Coffee break sponsor (1 day)	£ 1800 .....
<input type="checkbox"/> Coffee break sponsor (2 days)	£ 3000 .....
<input type="checkbox"/> Lanyard sponsor	£ 3000 .....
<input type="checkbox"/> Extra Delegate(s)	£ 135 x .... (number) .....
<input type="checkbox"/> Workshop	£ 1100 .....
<b>Grand total -excl. VAT*</b>	.....

## PAYMENT TERMS:

### \*Additional Information on tax

- Your company is registered in France, French tax (VAT) is due
- 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.
- 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.

Full payment at booking is preferred. Your account must be balanced before the event.

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.

### Payment can be made by:

- wire transfer to our bank account (send us a copy of the receipt by email at [compta@advbe.com](mailto:compta@advbe.com))

### Our bank account details:

- IBAN: FR76 3000 4028 9000 0100 7535 183  
- BIC Code: BNPAFRPPXXX  
- Bank: BNP PARIBAS PARIS-CENTRE AFFAIRES  
- Bank address: 8- 10 avenue Ledru Rollin – 75012 Paris, France

**IMPORTANT NOTE:** sign on next page, scan and return this booking form (3 pages) by email. When you're done you'll be requested to fill out the registration form and provide details of your capabilities. Those details will be used for you profile in the online catalog and are very important for the matchmaking program.

# ADVANCED BUSINESS EVENTS TERMS & CONDITIONS

Event name: **GLASGOW SPACE SUMMIT** (referred to as the "Event"):

Date: **4-5 October 2022** (referred to as the "Event date")

Location: **Technology & Innovation Centre, University of Strathclyde** (referred to as the "Place"):

City: **Glasgow, United Kingdom**

## 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 day 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:



This form is very important as the provided information on your technologies and capabilities will make up your profile in the online catalogue. We strongly recommend you to **enter your details online** from the following link. A confirmation will be sent to you with an ID that would let you log into the system, edit your details, add a logo, select contacts and more.

## COMPANY DETAILS

GLASGOW SPACE SUMMIT 2021

### COMPANY NAME :

- ◆ Address : .....
- ◆ Postal code : ..... ◆ Town / City : ..... ◆ Country : .....
- ◆ Phone : ..... ◆ Fax : ..... ◆ Email : .....
- ◆ Web site : .....
- ◆ Year of foundation : ..... ◆ Turnover (In Millions of Euros) : ..... ◆ Number of employees : .....
- ◆ % of Export : ..... ◆ Export area(s) : .....
- ◆ Group affiliation : ..... ◆ Group nationality : .....
- ◆ Member of a trade association or organization: .....

## PARTICIPANTS CONTACT DETAILS

### Delegate 1 (individual who will attend the event)

- ◆ Title : ..... ◆ First name : ..... ◆ Last name : .....
- ◆ Job title : ..... ◆ Mobile phone : .....
- ◆ Direct phone : ..... ◆ Fax : ..... ◆ E-mail : .....
- ◆ Address (no PO boxes accepted) : .....
- ◆ Postal code : ..... ◆ City : ..... ◆ Country : .....
- ◆ Other useful information : .....

### Delegate 2 (individual who will attend the event)

- ◆ Title : ..... ◆ First name : ..... ◆ Last name : .....
- ◆ Job title : ..... ◆ Mobile phone : .....
- ◆ Direct phone : ..... ◆ Fax : ..... ◆ E-mail : .....
- ◆ Address (no PO boxes accepted) : .....
- ◆ Postal code : ..... ◆ City : ..... ◆ Country : .....
- ◆ Other useful information : .....

### Administrative follow-up

- ◆ Title : ..... ◆ First name : ..... ◆ Last name : .....
- ◆ Job title:..... ◆ Mobile phone : .....
- ◆ Direct phone : ..... ◆ Fax : ..... ◆ E-mail : .....

### Billing details : (required)

- ◆ Company : ..... ◆ Registration N° : .....
- ◆ VAT N°:.....
- ◆ Title : ..... ◆ First name : ..... ◆ Last name : ..... ◆ Department : .....
- ◆ Address : .....
- ◆ Postal Code : ..... ◆ City : ..... ◆ Country : .....
- ◆ Direct phone : ..... ◆ Fax : ..... ◆ E-mail : .....

## PRIMARY ACTIVITY

## SECONDARY ACTIVITY(IES)

## NATURE OF PARTICIPATION

◆ We're offering:		◆ We'll support:	
<input type="checkbox"/> Commercial representation	<input type="checkbox"/> R & D partnership	<input type="checkbox"/> Design	<input type="checkbox"/> Purchasing
<input type="checkbox"/> Common research programs	<input type="checkbox"/> Services	<input type="checkbox"/> Engineering	<input type="checkbox"/> Quality
<input type="checkbox"/> Licenses / Technologies	<input type="checkbox"/> Skills	<input type="checkbox"/> Manufacturing, industrialization	<input type="checkbox"/> Research & Development
<input type="checkbox"/> Products	<input type="checkbox"/> Sub-contracting	<input type="checkbox"/> Production	<input type="checkbox"/> Sub-contracting
<input type="checkbox"/> Other (specify) : .....		<input type="checkbox"/> Other (specify) : .....	



## PRODUCTS SKILLS AND PROCESSES OFFERED: INFRASTRUCTURES / SPACE SUPPLY-CHAIN

### ◆ MATERIALS

- alloys
- compound, ceramic
- technology's protection
- control non destructive
- plastic, rubber
- surface treatments, of other metal
- other :

### ◆ ELECTRONIC OPTICS AND OPTICS

- analysis of optical system and engineering
- components optics
- device optronics
- system laser and technological instrumentation
- optics and sensors
- other :

### ◆ TREATMENT OF SIGNAL

- advice and control
- signal and treatment of images
- sensors
- compression and calculation
- other :

### ◆ SYSTEM OF RADIO FREQUENCY

- communication equipment
- technological communications
- numerics with microwaves
- other :

### ◆ ELECTROMAGNETIC

- antennas
- systems of antennas
- electromagnetic accounting
- phenomenon of waves distributions
- other :

### ◆ INFORMATION AND COMMUNICATION

- systems of information and communication
- structures systems
- network of communication
- operational systems
- modelling, simulation
- other :

### ◆ SERVICES AND ADVICE

- insurance
- technical data transmissions and logistics
- time and space management
- advice, audit
- distance training
- security

### ◆ GENERATORS OF POWER

- solar cells and solar panels
- generators of power (non solar energy)
- other :

### ◆ SOFTWARE

- development of software
- engineering of software
- software tools
- quality software and insurance of product
- integration and implementation of system
- management control of Data base
- other :

### ◆ PROPULSION

- chemical development
- electric propulsion
- propulsions cold gas
- air propulsion
- other :

### ◆ STRUCTURES

- structural engineering
- structural industrial technik
- active structures and check
- intelligent structures
- other :

### ◆ MECHANISMS AND ROBOTICS

- mechanism
- electronics control
- release mechanisms and engines
- device of exits and pyrotechnics
- tribology
- system of robotics
- miniature mechanics
- folding structures
- other :

### ◆ INSTRUMENTATION OF SCIENTIFIC WEIGHTS

- instrumentation of human sciences
- instrumentation of physical sciences
- diagnostic and control of components
- physical and chemical sensors
- measure scientist in - situ
- other :

### ◆ THERMAL CONTROL

- conception of system of thermal command
- components of thermal controls
- cryogenics
- radiators with high power
- other :

### ◆ ELECTRONIC PRODUCT

- spatial electronic
- passive components
- active components
- other electronic components
- other :

### ◆ STORAGE OF ENERGY AND CONDITIONING OF POWER

- batteries
- other types of storage of energy (batteries with fuels, wheels of slowness)
- conditioning of power and management
- other :

### ◆ SYSTEM OF ENVIRONMENTAL SUPPORT OF LIFE

- system of water recycling
- restoring and distribution of the superfluous
- air management
- other :

### ◆ INSURANCE AND MANAGEMENT OF PROJECT AND TEST

- studies of systems
- consultation, security and quality
- consultation on project of management and management of training
- environmental tests
- other :

### ◆ NAVIGATION AND LOCALIZATION

- maps, plans shots and digital model
- localization and positioning
- evolution maps
- visualization
- other :

### ◆ DATA TREATMENTS AND COLLECTION

- data storage
- treatment and analysis of data
- other :

## DESCRIPTION OF YOUR CAPABILITIES

In this section you will make a written description of how your capabilities and services are used. Mention of your certifications and other standards is also very important.

- ◆ Technical data: .....
- ◆ Acquired Certifications: .....
- ◆ Customer References: .....
- ◆ Technical achievements: .....
- ◆ Type of contacts sought: .....