



# Sponsorship Opportunities

**April 22-26, 2018**

**Orlando World Center Marriott**

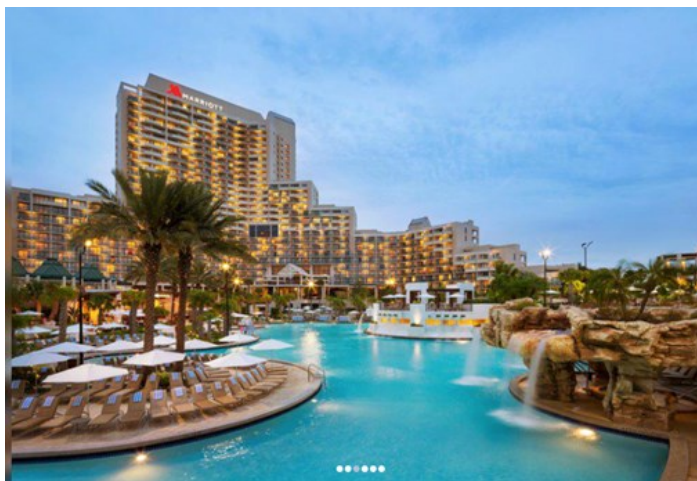


## Sponsorship Opportunities

**A BIG AUDIENCE.**

**AN EASY WAY TO CAPTURE IT.**

If chemical engineers and process safety experts are your target market, then **join us as a sponsor** at the 2018 AIChE Spring Meeting & 14th Global Congress on Process Safety, April 22-26 at the Orlando World Center Marriott.



### **AIChE SPRING MEETING**

Focused on applications of technology in core, and emerging, process areas the AIChE Spring Meeting delivers a highly receptive audience of more than 1,500 buyers and influencers.

### **GLOBAL CONGRESS ON PROCESS SAFETY (GCPS)**

More than 1,000 attendees make this the largest gathering of chemical process safety professionals in the world. This annual event is the primary forum to share practical and technological advances in all aspects of process safety.



Evan Flach, AIChE | [evanf@aiche.org](mailto:evanf@aiche.org) | Tel: 646-495-1381

## WHY SHOULD YOUR FIRM BE A CONFERENCE SPONSOR?

### **Delivering the Audience You're Looking For:**

- Almost 2/3 of attendees play an active role in the purchasing process
- The majority of attendees (75%+) work for organizations with greater than \$100MM in annual revenue

### **A Wide Choice of Sponsorship Options Provide Everything You Need To:**

- Keep your brand front and center—stand out from the competition while you raise brand awareness and reinforce preference
- Foster and develop relationships with current and prospective clients by showing support for the profession
- Interact face-to-face with influencers and potential buyers
- Secure qualified leads to pave the way for new business

### **Sponsorship Opportunities At-A-Glance**

AIChE offers a wide array of sponsorships that can help your company in a variety of ways. Branding oriented sponsorships provide your company with high presence and visibility. Messaging sponsorships allow your company to communicate its vision to a broad, or specific group, of conference attendees depending on the sponsorship. Many sponsorship opportunities have each of these elements, if you are interested in both.

General Sponsorship options are open to multiple sponsors and give your company broad visibility. Don't delay if you want to reserve a sponsorship, as many of the options are available on a first-come, first-served basis.



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## Sponsorship Benefits At-Glance

Sponsorship, Price and Availability	Complimentary Registrations	Exhibit Space	Advertisement in Conference Program Book	Mailing List of Conference Attendees	Logo in Promotional Emails	Sponsorship Benefit
<b>BRANDING</b>						
These sponsorship opportunities will position your brand in highly visible areas throughout the conference						
<b>Opening Reception</b> \$25,000 (1 available)	4	✓	Full-page	✓	✓	The premier sponsorship of the AICHE Spring Meeting & Global Congress on Process Safety will make a lasting first impression and continue a high level of branding throughout the meeting.
<b>Tote Bags</b> \$17,500 (1 available)	1			✓	✓	Company logo on 1,500 bags distributed to meeting attendees.
<b>GCPS or F&amp;PD AV</b> \$15,000 (3 available)	1			✓	✓	Your company will be recognized in every session room during every session of the GCPS or F&PD for 1 day.
<b>AGILE Award Continental Breakfast</b> \$15,000 (1 available)	1			✓	✓	Make an instant impression on conference attendees by sponsoring the continental breakfast before Monday's AGILE Award Keynote presentation.
<b>Meeting Lanyards</b> \$13,500 (1 available)				✓	✓	Your company's logo will be around the necks of every attendee at the meeting.
<b>Badge Holders</b> \$13,500 (1 available)				✓	✓	Your company's logo will be on the badge holder of every attendee at the meeting.
<b>Luncheon</b> \$12,000 (3 available)	1			✓	✓	Receive recognition and promote your company during one of the three Keynote Lunches throughout the week.
<b>Padfolios</b> \$10,000 (1 available)						Your company's logo will be on note pads carried around by 1,000 attendees throughout the conference.
<b>Wireless Hotspot</b> \$10,000	1		Half-page			Keep attendees connected by sponsoring a wireless hotspot at the conference. Your logo will be prominently displayed while attendees are connecting to WiFi at this hotspot.
<b>Exhibit Hall Happy Hour</b> \$10,000 (1 available)	1					After a long day of sessions, receive recognition while attendees are networking and enjoying themselves at this evening happy hour.
<b>Poster Session Reception</b> \$7,500 (1 available)						Recognition during an evening poster session and reception after technical sessions have ended for the day.
<b>Meeting Gold App</b> \$7,500 (1 available)						Over 80% of attendees download the meeting app. Receive recognition in a variety of places every time attendees use the app.
<b>Charging Station</b> \$6,000						Recognition in an area where attendees can recharge their electronic devices.
<b>Coffee Break</b> \$5,000 (5 available)						Recognition during one of the coffee breaks in the exhibit hall.

## Sponsorship Benefits At-Glance

Sponsorship, Price and Availability	Complimentary Registrations	Exhibit Space	Advertisement in Conference Program Book	Mailing List of Conference Attendees	Logo in Promotional Emails	Sponsorship Benefit
<b>MESSAGING</b>						
Sponsorship opportunities that allow you to communicate your vision and how your products can help the meeting attendees.						
Premium Ad Space in Conference Program Book \$5,000 (3 available)			Full-page			Place a 4-color company advertisement on one of the covers of the conference program book (Outside Back Cover, Inside Front Cover, Inside Back Cover).
Exhibitor Workshop \$4,000						Communicate the benefits of your products and services to an engaged, targeted audience who are in the ideal situation and mindset to learn about new options to improve their work.
Email Banner Ad \$3,500 (3 available)						Highlight your presence at the meeting and your company's vision in a banner ad sent out in an email to all attendees.
Session Track						Communicate your message to a particular group of attendees who all work in a specific area.
Meeting App Banner \$3,000 (3 available)						A scrolling banner and landing page in the meeting app will keep your company on the mind of the over 80% of conference attendees who download the app. The landing page will allow you to share your vision with the attendees.
<b>GENERAL</b>						
These sponsorships will give your company a high level of recognition throughout the meeting.						
Titanium \$25,000	6	✓	Full-page	✓	✓	
Platinum \$18,000	4	✓	Full-page	✓	✓	
Gold \$12,000	2	✓	Half-page	✓	✓	
Silver \$6,000	1					
Bronze \$3,000						



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## Sponsorship Details

**AD RESERVATIONS DEADLINE: FEBRUARY 13, 2018 • AD MATERIALS DEADLINE: FEBRUARY 15, 2018**

### **All Sponsors Receive Core Benefits:**

- Recognition on meeting website
- Recognition on signage at the meeting
- Recognition in on-site meeting program book

### **Sponsor Recognition Based on Level of Support**

- Titanium—\$25,000+
- Platinum—\$18,000-\$24,999
- Gold: \$12,000-\$17,999
- Silver: \$6,000-\$11,999
- Bronze: \$3,000-\$5,999

Sponsorship	Cost	Includes Core Benefits Plus:
<b><u>Branding Sponsorships</u></b>		
<b>Opening Reception</b> <b>\$25,000 (1 available)</b>	\$25,000	<ul style="list-style-type: none"> <li>• 4 full meeting registrations</li> <li>• 10'x10' Exhibit space*</li> <li>• Full page ad (B/W) in meeting program book</li> <li>• Sponsor recognition at exhibit hall entrance</li> <li>• Sponsor logo on beverage napkins</li> <li>• Exclusive sponsor recognition during Opening Reception</li> </ul>
<b>Tote Bags</b> <b>(1 available)</b>	\$17,500	<ul style="list-style-type: none"> <li>• 1 full meeting registration</li> <li>• Sponsor logo on 1,500 meeting bags</li> </ul>
<b>GCPS or F&amp;PD AV</b> <b>(3 available per group)</b>	\$15,000	<ul style="list-style-type: none"> <li>• 1 full meeting registration</li> <li>• Company logo on screens in every GCPS or Fuels &amp; Petrochemicals Division session room for 1 day</li> </ul>
<b>AGILE Award</b> <b>Continental Breakfast</b> <b>(1 available)</b>	\$15,000	<ul style="list-style-type: none"> <li>• 1 full meeting registration</li> <li>• Thank you by conference chair prior to award keynote</li> <li>• Sponsor logo on signage throughout breakfast area</li> </ul>
<b>Meeting Lanyards</b> <b>(1 available)</b>	\$13,500	<ul style="list-style-type: none"> <li>• Sponsor logo on meeting lanyards distribute do all meeting attendees</li> </ul>
<b>Badge Holders</b> <b>(1 available)</b>	\$13,500	<ul style="list-style-type: none"> <li>• Sponsor logo on meeting badge holders</li> </ul>
<b>Luncheon</b> <b>(3 available)</b>	\$12,000	<ul style="list-style-type: none"> <li>• 1 full meeting registration</li> <li>• Thank you by conference chair during lunch</li> <li>• Opportunity to present short, non-commercial video (1-2 minutes)</li> <li>• Sponsor logo on table signs throughout lunch</li> </ul>

\*Exhibit space includes 1 full meeting registration & 2 exhibit only registrations



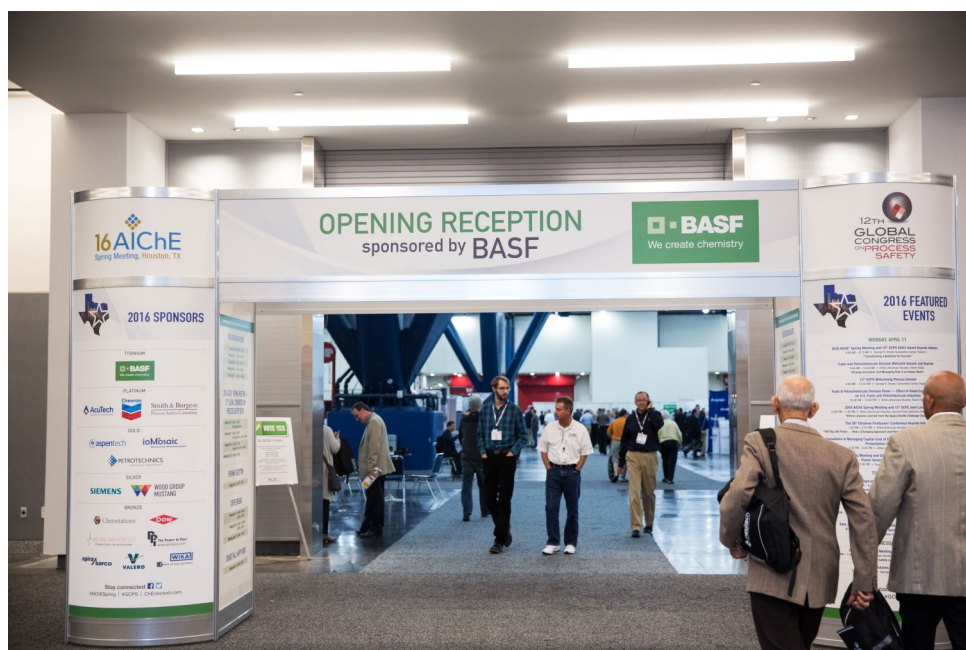
## Sponsorship Details

Sponsorship	Cost	Includes Core Benefits Plus:
<b>Branding Sponsorships</b>		
<b>Padfolios (1 available)</b>	\$10,000	<ul style="list-style-type: none"> <li>Sponsor logo on 1,000 meeting notepads</li> </ul>
<b>Wireless Hotspot</b>	\$10,000	<ul style="list-style-type: none"> <li>1 full meeting registration</li> <li>Sponsor slide on log-on page and signage in wireless area</li> </ul>
<b>Exhibit Hall Happy Hour (1 available)</b>	\$10,000	<ul style="list-style-type: none"> <li>1 full meeting registration</li> <li>Signage on display during Tuesday Happy Hour</li> <li>Sponsor logo on beverage napkins</li> </ul>
<b>Poster Session Reception (1 available)</b>	\$7,500	<ul style="list-style-type: none"> <li>Signage on display during Monday afternoon poster session</li> <li>Sponsor logo on beverage napkins</li> </ul>
<b>Meeting Gold App (1 available)</b>	\$7,500	<ul style="list-style-type: none"> <li>Company logo on official meeting app launch page and presence throughout app</li> </ul>
<b>Charging Station</b>	\$6,000	<ul style="list-style-type: none"> <li>Sponsor logo on charging station placed in high traffic area (or close by your exhibit booth, if possible)</li> </ul>
<b>Coffee Break (5 available)</b>	\$5,000	<ul style="list-style-type: none"> <li>Signage on display during selected coffee break</li> <li>Coffee station near exhibit booth (if possible)</li> </ul>
<b>Messaging Sponsorships</b>		
<b>Premium Ad Space in Conference Program Book (3 available)</b>	\$5,000	<ul style="list-style-type: none"> <li>Full page, 4-color ad on a cover space in the conference program book (Outside Back Cover, Inside Front Cover, Inside Back Cover).</li> </ul>
<b>Exhibitor Workshop</b>	\$4,000	<ul style="list-style-type: none"> <li>1.5 hour time slot to present your products and services to a targeted audience</li> </ul>
<b>Email Banner Ad (3 available)</b>	\$3,500	<ul style="list-style-type: none"> <li>Sponsor banner in one of three emails sent to all participants before the meeting</li> </ul>
<b>Session Track</b>	\$3,500	<ul style="list-style-type: none"> <li>Recognition outside of all session rooms in selected track</li> <li>Other recognition available—contact sales rep for details</li> </ul>
<b>Meeting App Banner \$3,000 (3 available)</b>	\$3,000	<ul style="list-style-type: none"> <li>Rotating banner ad on official meeting app with link to landing page and corporate website</li> </ul>

## Sponsorship Details

Sponsorship	Cost	Includes Core Benefits Plus:
<b>General Sponsorships</b>		
<b>Titanium</b>	\$25,000	<ul style="list-style-type: none"> <li>• 6 full meeting registrations</li> <li>• 10'x10' Exhibit package*</li> <li>• Full-page, B/W ad in conference program book</li> <li>• Full-page ad in CEP Spring Meeting Preview</li> </ul>
<b>Platinum</b>	\$18,000	<ul style="list-style-type: none"> <li>• 4 full meeting registrations</li> <li>• 10'x10' Exhibit package*</li> <li>• Half-page, B/W ad in conference program book</li> </ul>
<b>Gold</b>	\$12,000	<ul style="list-style-type: none"> <li>• 2 full meeting registrations</li> <li>• 10'x10' Exhibit package*</li> <li>• Full-page, B/W ad in conference program book</li> </ul>
<b>Silver</b>	\$6,000	<ul style="list-style-type: none"> <li>• 1 full meeting registration</li> </ul>
<b>Bronze</b>	\$3,000	<ul style="list-style-type: none"> <li>• 1 pass to Keynote Address and pre-keynote networking breakfast</li> </ul>

\*Exhibit space includes 1 full meeting registration & 2 exhibit only registrations







## Sponsorship Reservation Form

Please tell us the individual responsible for sponsor details and logistics. All further communications including the invoice or receipt for your sponsorship will be sent to this contact.

Name(Given/First followed by Family/Last) \_\_\_\_\_ Title: \_\_\_\_\_

Company Name (as you wish it to appear): \_\_\_\_\_

Mailing Address: \_\_\_\_\_

City: \_\_\_\_\_ State/Province: \_\_\_\_\_ Zip Code: \_\_\_\_\_ Country: \_\_\_\_\_

Phone: \_\_\_\_\_ Fax: \_\_\_\_\_ Email: \_\_\_\_\_

Web Address: \_\_\_\_\_

**Signature Required: I have read and agree to abide by the terms and conditions enclosed in this sponsorship prospectus.**

Signature: \_\_\_\_\_ Date: \_\_\_\_\_

### Sponsorship Level (please select one)

#### Branding Sponsorships

- ☐ Opening Reception—\$25,000
- ☐ Tote Bags—\$17,500
- ☐ GCPS/F&PD AV—\$15,000
- ☐ AGILE Award Breakfast—\$15,000
- ☐ Meeting Lanyards—\$13,500
- ☐ Badge Holders —\$13,000
- ☐ Keynote Lunch—\$12,000
- ☐ Padfolios—\$10,000
- ☐ Wireless Hotspot—\$10,000
- ☐ Exhibit Hall Happy Hour—\$10,000

- ☐ Poster Session Reception—\$7,500
- ☐ Meeting Gold App—\$7,500
- ☐ Charging Station—\$6,000
- ☐ Coffee Break—\$5,000

#### Messaging Sponsorships

- ☐ Premium Ad Space—\$5,000
- ☐ Exhibitor Workshop —\$4,000
- ☐ Email Banner Ad—\$3,500
- ☐ Session Track—\$3,500
- ☐ Meeting App Banner—\$3,000

#### General Sponsorships

- ☐ Titanium—\$25,000
- ☐ Platinum —\$18,000
- ☐ Gold—\$12,000
- ☐ Silver—\$6,000
- ☐ Bronze—\$3,000

### Payment

Select Choice of Payment: ☐ Check or Money Order Payable to AIChE/Invoice ☐ Credit Card ☐ Wire Transfer

#### For Check or Money Order/Invoice

Indicate PO # (If required for invoice): \_\_\_\_\_

#### For Credit Card

☐ American Express ☐ Mastercard ☐ Visa ☐ Discover ☐ Diner's Club

Name ( as it appears on card): \_\_\_\_\_ Account Number: \_\_\_\_\_

Expiration Date: \_\_\_\_\_ Billing Postal Code of Card: \_\_\_\_\_

### Credit Card and Check Payments:

Return this form with credit card information or checks made payable to AIChE to:

**American Institute of Chemical Engineers, 120 Wall Street, 23rd Floor, New York, NY 10005**

**Attn:** Leila M. Mendoza, AIChE Finance Dept. • **Phone:** 646.495.1356 • **Fax:** 646.495.1501 • **Email:** leilm@aiche.org



## Terms & Conditions

**1. Acceptability of Exhibits** All exhibits shall serve the interests of the members of AIChE and shall be operated in a way that will not detract from other exhibits or from the Exhibition. Exhibit Management determines acceptability of persons, things, conduct and/or printed matter and reserves the right to require the immediate withdrawal of any exhibit which is believed to be injurious to the purpose of the Association. All exhibits will remain within space described. In the event of such restriction or eviction, AIChE is not liable for any refund of exhibit fees, or any other exhibit-related expense.

**2. Sponsorship Packages** Standard sponsorship package details can be found in the meeting sponsorship prospectus. Any custom sponsorship packages will be agreed to in writing between the American Institute of Chemical Engineers (AIChE) and Sponsor.

**3. Payment** Full payment must accompany the exhibitor and sponsor reservation unless a special payment arrangement has been approved by AIChE and attached to this agreement. Payments should be remitted directly to AIChE by wire transfer, check, cash or credit card. All payments must be received in full 30 days before the meeting start date. Exhibitor and sponsor registrations made 29 days or less to the meeting start date must be paid in full, no alternative payment arrangements will be made.

**4. Assignment of Space** Exhibit location assignments are assigned approximately 30-45 days prior to the meeting start date with priority based on the date of payment. Registrations not paid in full 30 days prior to meeting start date will not be assigned a table location until full payment is made.

**5. Care of Exhibits** Nothing shall be posted on, nailed, screwed or otherwise attached to columns, walls, floors or other parts of the building or furniture. Distribution of promotional gummed stickers or labels is strictly prohibited. Any property destroyed or damaged by an exhibitor must be replaced or restored to its original condition by the exhibitor or at the exhibitor's expense.

**6. Exhibit Fees** Fees for exhibit rental, including dates during which promotional rates may apply, are set forth in the Exhibitor Prospectus. A listing of the items included in the standard exhibitor package appears in the same section.

**7. Eligibility** Only the company named on this contract will be used in exhibitor and sponsor recognition opportunities by AIChE. No subsidiaries or secondary company units will be permitted in the same contract.

**8. Marketing / Promotions** AIChE has authorization to use the exhibitor or sponsor logo and/or images for marketing purposes in all media. Company logos must be submitted in a timely manner (based on marketing deadlines). Logos will be used as submitted by the exhibitor or sponsor. Any additions or changes must be added to the logo file by the exhibitor or sponsor. AIChE reserves the right to refuse placement of any graphic and/or image that it believes to be objectionable for any reason.

**9. Insurance & Required Certificate of Insurance** Exhibitor assumes responsibility and agrees to indemnify and defend the American Institute of Chemical Engineers (AIChE) and the meeting venue, and their respective employees and agents, against any claims or expenses arising out of the use of the exhibition premises.

The Exhibitor understands that neither AIChE nor the venue maintains insurance covering the Exhibitor's property and it is the sole responsibility of the Exhibitor to obtain such insurance.

If required, Exhibitor agrees to obtain and keep in force, during the term of occupancy and use of the facility, policies of General Liability insurance, specifically including the Premises-Operations, Broad Form Property Damage, and Personal and Injury Liability with limits not less than \$1,000,000 per occurrence, and, if applicable, Worker's Compensation insurance to statutory limits, Employer's Liability insurance with limits not less than \$500,000 per occurrence, and Automobile Liability insurance covering all owned, non-owned and hired vehicles with limits not less than \$1,000,000 per occurrence. Exhibitor agrees to include "American Institute of Chemical Engineers" and the

meeting venue in the General and Auto Liability policies as additional insureds thereunder. Exhibitor insurance will be considered primary of any similar insurance carried by AIChE or the meeting venue. AIChE will notify Exhibitor when insurance is required.

**Such Certificate of Insurance must be provided to AIChE no less than 21 days before the proposed exhibit date. All policies of insurance will be with insurance companies rated by A. M. Best Company as an A-VII or better or otherwise acceptable to AIChE.**

**10. Cancellation by Exhibitor** All reservations cancelled by 5 PM EST 30 days prior to meeting start date will receive a 75% refund. (A 25% processing fee is charged on all cancellations received more than 30 days before the meeting.) Cancellations received less than 29 days prior to meeting start date are not eligible for refund. In the event payment has not been made at time of cancellation, you will be invoiced for the balance due.

**11. Cancellation by Sponsor** There are no refunds or credits for sponsorship cancellations once payment has been received.

**12. Cancellation or Postponement of Event by AIChE** AIChE may decide to cancel or postpone the event, in its sole discretion. If AIChE postpones said event, sponsorship funds will be carried forward to the rescheduled event. If AIChE cancels said event, AIChE will consider a refund on a case-by-case basis depending on a number of factors including the sponsor-related expenses already incurred by AIChE and the already accrued visibility of sponsorship.

**13. Exclusivity** AIChE events are offered to all potential sponsors without exclusivity.

**14. Limitation on Liability** Exhibitor or Sponsor agrees to indemnify, defend and hold harmless AIChE, the event facility, the owner of such facility, and the city in which this event is being held, and their respective officers, agents and employees, from and against all bodily and personal injury, loss, claims, or damage to any person or any property arising in any way from the Exhibitor company, its employees, agents, licensees, contractors or customers.

AIChE shall not be responsible for loss or damage to displays or goods belonging to Exhibitor or Sponsor.

**15. Resolution of Disputes** If a dispute or disagreement arises between Exhibitor or Sponsor and AIChE or between two or more Exhibitors or Sponsors, such dispute will be reviewed by AIChE. To address such dispute, the Exhibitor(s) or Sponsor(s) must present a document in writing to AIChE stating the dispute in detail. AIChE will take immediate action to review the dispute, evaluate its merit and make a ruling. All decisions made by AIChE are final.

**16. Acceptance** All terms and conditions are in effect once the Exhibitor or Sponsor signs the registration form. This agreement shall not be binding on AIChE until received and accepted by AIChE.

**17. Miscellaneous** This Agreement supersedes any prior oral or written understanding between AIChE and Exhibitor or Sponsor, and may not be amended or modified except in writing signed by both parties. This Agreement shall be governed by and construed in accordance with the laws of the State of New York.