



ETIS Sponsorship Opportunities

"ETIS Billing Workshop"



ETIS - The Global IT Association
for Telecommunications
www.etis.org

Last update: January 2006

ETIS Sponsorship Proposal



This sponsorship proposal is broken down into the following sections:

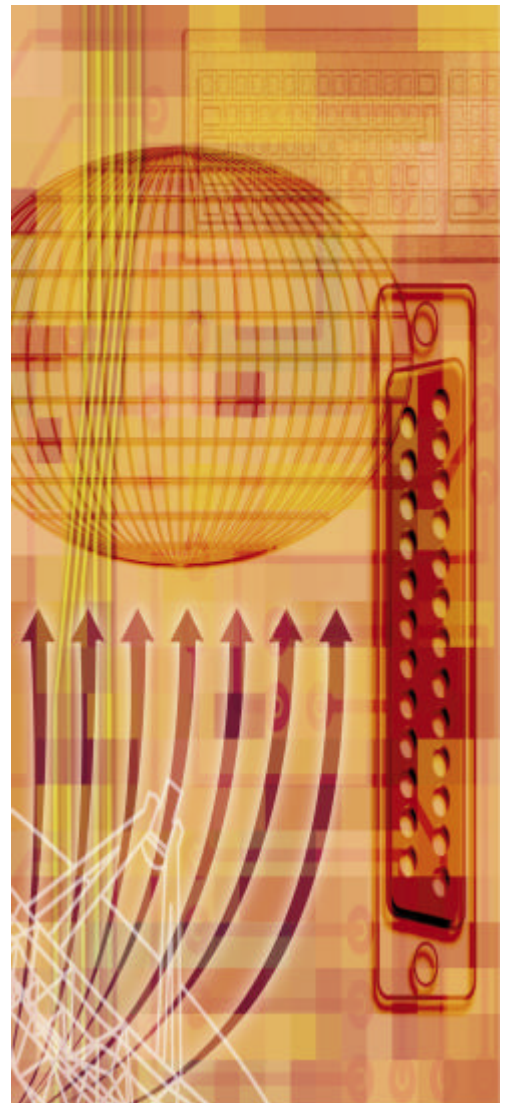
- Overview of sponsorship opportunities
- Detailed breakdown of sponsorship benefits
- ETIS audience & information services
- Sponsorship terms & conditions

Why sponsor ETIS events? Take a minute and see what people are saying about our events...

"I wish there were more industry bodies like ETIS... There are very few that exist who share knowledge and experience, and ETIS is truly unique..."
Robert Morgan, Director of Morgan Chambers

"I would like to thank you and your colleagues once again your kind hospitality and professionalism you provided at the conference. I enjoyed the whole conference very much. I can tell you that most of the presentations and the discussions for sharing experiences were very useful and mean a lot value added to my work. It was my pleasure to meet you and to meet such nice people in Stockholm. I hope we keep in touch and I am looking forward for the next ETIS conference."
Ms. Gondocs, Matav - IT Strategy

"ETIS has provided us with a wealth of knowledge and has helped us to enhance our insight into the Global Telecommunications industry. The Global ETIS Conference was a very relaxed and informal environment where many pertinent and pressing business issues were discussed in great detail by some of the industry's leading experts. Graham Technology looks forward to developing a long-term relationship with ETIS and contributing our experience of working with global telecommunication companies to this forum."
Milner, Business Unit Director
Graham Technology



ETIS SPONSORSHIP OVERVIEW

ETIS is a membership-based organisation, which brings together **your customers**, the major telecommunications providers in Europe, on key information and communication technology issues. Successful marketing in the Telecommunications sector is about making meaningful professional connections - exactly the kind of connections offered via ETIS events.



Sponsoring ETIS is an activity that creates an image of positive association between your company, ETIS and the Telecommunications industry. Below is wide range of flexible sponsorship opportunities designed to create new business opportunities for your organization and stake your claim in the telecom market.

ETIS Sponsorship Opportunities Overview	
Gold Sponsorship package <i>Best value!!!</i>	8.000 €
Silver Sponsorship package	5.500 €
Bronze Sponsorship package	3.000 €
Gala Dinner Sponsorship - Including high-profile speaking opportunity	5.000 €
Luncheon Sponsorship - Including speaking opportunity	3.000 €
Exhibit Area Reception Drink - Including 1 exhibit stand & speaking opportunity	3.000 €
1 Exhibit Booth	2.500 €
Sponsorship of Bags or Lanyards	2.000 €
<i>Special offer!</i> - A 30% discount is available for all ETIS Members, Associates & Partners	

The selection process for sponsors will be based on 3 criteria:

1. - *Priority will be given to our members / associate members to be sponsors and/or exhibitors.*
2. - *Relevance of the expertise and contributions to the subject matter.*
3. - *Tailor made sponsorship packages can be designed subject to availability.*

Gold Sponsor Benefits

ETIS Gold Sponsors are some of the most successful vendors in the world. They get exceptional exposure to their prospects and current clients during the conference by using the wide range of ETIS sponsorship tools available and so can you. The combination of hosting the high-profile Gala Dinner, speaking opportunities and promotions of your brand ensure that your company gets maximum exposure during the conference.



Gold Sponsorship Package - **8.000 €** *Best value!!!*

1. Appoint a speaker or session chair for the conference
2. Sponsorship of the Gala dinner with high profile speaking opportunity (*value 5.000 €*)
3. USB Memory Stick Sponsorship (*value 3.000 €*)
4. Company Logo on cover of main brochure & program
5. Company Logo on Conference website and links to your corporate website (+2.000 hits/month)
6. Company Logo on event posters featured inside the conference
7. Space for promotional message and article in the E-telit Newsletter (+10.000 readers)
8. Interview with company representative for publication in the post-conference Newsletter
9. In addition to the specific opportunities listed above, ETIS will endeavor to give recognition to the contributions of sponsors whenever promoting the event. (*Items 4 to 9, value 3.000 €*)

Order form: I would like to purchase a 'Gold Sponsorship Package' for **8.000 €**

Name:

Company:

Position:

Email:

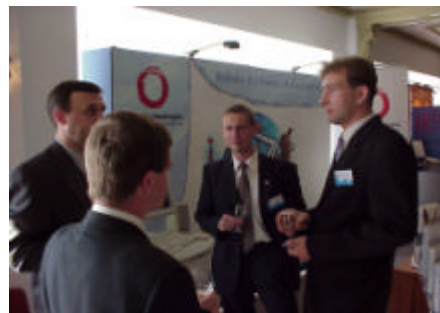
Billing Address:

Tel/Fax:

Signature:

Silver Sponsor Benefits

The Silver Sponsorship is ideal for those who want a high profile at the conference but have a limited budget. This package will give you high visibility during the popular luncheons where networking opportunities are at their peak. The ability to appoint a speaker to the meeting agenda will ensure your potential clients' undivided attention. You will also benefit from the numerous ETIS marketing channels.



Silver Sponsorship Package - 5.500 €

1. Appoint a speaker or session chair for the conference
2. Sponsorship of Luncheon with speaking opportunity (*value 3.000 €*)
3. Delegate Bags Sponsorship (*value 2.500 €*)
4. Company Logo on back cover of main brochure & program
5. Company Logo on Conference website and links to your corporate website (+2.000 hits/month)
6. Company Logo on event posters featured inside the conference
7. Space for promotional message and article in the March Conference Newsletter (+10.000 readers)
8. Interview with company representative for publication in the post-conference Newsletter
9. In addition to the specific opportunities listed above, ETIS will endeavor to give recognition to the contributions of sponsors whenever promoting the event. (*Items 4 to 9, value 3.000 €*)

Order form: I would like to purchase a 'Silver Sponsorship Package' for 9.000 €

Name:

Company:

Position:

Email:

Billing Address:

Tel/Fax:

Signature:

Bronze Sponsor Benefits

The Bronze Sponsorship package is an ideal way to promote your message and brand to the ETIS Audience. This package focuses on using both traditional and e-marketing tools to get your message across to the Telecommunications industry. One of the key benefits of this package is the ability to appoint a speaker to the conference agenda which will allow you to speak face to face with your potential customers.



Bronze Sponsorship Package – 3.000 €

1. Appoint a speaker or session chair for the conference
2. Logo on lanyards for conference name badges (*value 2.000 €*)
3. Company Logo on back cover of main brochure & program
4. Company Logo on Conference website and links to your corporate website (+2.000 hits/month)
5. Company Logo on event posters featured inside the conference
6. Space for promotional message and article in the March Conference Newsletter (+10.000 readers)
7. Interview with company representative for publication in the post-conference Newsletter
8. In addition to the specific opportunities listed above, ETIS will endeavor to give recognition to the contributions of sponsors whenever promoting the event. (*Items 3 to 8, value 3.000 €*)

Order form: I would like to purchase a 'Bronze Sponsorship Package' for 3.000 €

Name:

Company:

Position:

Email:

Billing Address:

Tel/Fax:

Signature:

Individual Sponsorship Opportunities

We also offer flexible sponsorship options tailor-made to suit all needs and budgets. Sponsoring the USB Memory Sticks is an original way to promote your brand and corporate information and you can be sure that it won't end up in a dust bin. The delegate bags are also an effective way of promoting your logo and delivering company brochures. As some meetings have several lunches and/or dinners there is also the option to sponsor them individually if availability permits.



Individual Sponsorship Opportunities (please tick desired options)

** Individual options are subject to availability, priority goes towards the packages*

Gala Dinner Sponsorship - Including high-profile speaking opportunity	<input type="checkbox"/> 5.000 €
Luncheon Sponsorship - Including speaking opportunity	<input type="checkbox"/> 3.000 €
Exhibit Booth – including branding on all conference materials	<input type="checkbox"/> 2.500 €
Memory Stick Sponsorship - Logo on USB Memory Sticks for all delegates (+ pre-loaded corporate info)	<input type="checkbox"/> 3.000 €
Conference Delegate Bags - Logo on Delegate Bags for all delegates (+ pre-packed corporate info)	<input type="checkbox"/> 2.500 €
Logo on lanyards for conference name badges	<input type="checkbox"/> 2.000 €

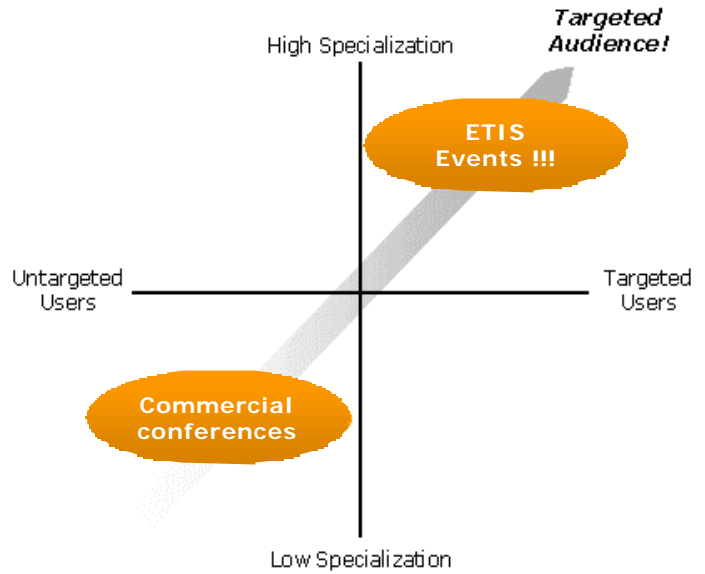
Order form: I would like to purchase the above ticked sponsorship items

Name:	Company:
Position:	Email:
Billing Address:	
Tel/Fax:	Signature:

ETIS Audience

ETIS events offer a highly targeted audience composed of high level IT decision makers in Telecommunications companies such as CIOs, IT Directors, IT Architects, etc...

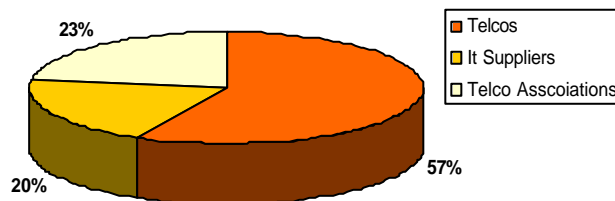
ETIS is a non-profit organization and our events hold a significant advantage over larger commercial conferences which are watered down in terms of attendees and the level of topics covered.



"How often do you gather the CIOs of the major European Telcos in a single room to exchange knowledge? This was a unique opportunity to identify best practices and debate the hottest issues facing CIOs in today's new business environment."

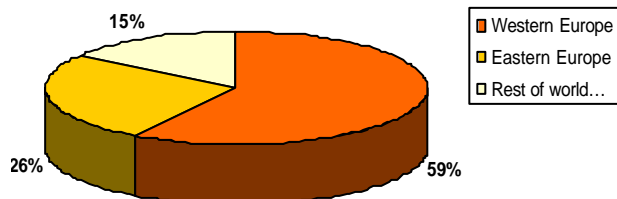
Mr. Pieter Buijs, CIO of KPN

ETIS Membership Base



ETIS Members are the major Telecommunications companies in Europe.

ETIS Geographic Breakdown



ETIS also has special relationships with selected suppliers and partner associations world-wide.

ETIS Information Services

e-telit newsletter (+10.000 readers/month)

The e-telit newsletter provides you with a wealth of information to stay connected with the latest news, trends and developments affecting the ETIS community and the Telecom industry in general. The newsletter is released to over 10.000 readers per month and is also widely read online via our website.



ETIS Website (+2.000 hits per month)

The ETIS Website is regularly visited by a well-defined group of IT professionals from our membership base in the telecommunications industry. The website has received almost 60.000 hits since its launch in October 2004 and averages over 2.000 hits per month.



Using the ETIS information services is an excellent way to get your logo, brand and message across to a large and targeted audience. The users of our web-based information services stem from a wide range of telecommunications companies from around the world.

USB Memory Sticks

The use of memory sticks is an original way of sharing information at various ETIS events. The advantage over traditional brochures is that people generally hold on to memory sticks as opposed to throwing them in the dustbin. Memory sticks are useful tools and they allow you to place your logo on them as well as pre-load your marketing materials.



Terms & Conditions

By accepting ETIS sponsorship, each sponsor agrees to the following standard sponsorship terms and conditions:

- Prices are valid for the entire period for which a sponsor contracts. Current prices are subject to change without notice.
- ETIS reserves the right to make changes to its sponsorship offer at any time without notice.
- No refunds shall be possible, though credit proportional to the remainder of the contract period may be given toward future sponsorship promotions.
- ETIS shall not be liable for any delays in delivery of sponsorship tools and/or non-delivery in the event of network difficulties, electronic malfunction, or any conditions beyond its control affecting delivery of the sponsorship. Any errors, omissions or problems will be corrected as soon as possible.
- Sponsorships shall be only on condition that the sponsors assume full liability and responsibility for any legal claims resulting from the sponsorship. ETIS and its members shall not be liable for any damages or costs associated with the posting of a banner or sponsorship tools, or for failing to post a sponsorship, whatever the reason or cause.
- Acceptance of sponsorship should not be construed as any type of endorsement by ETIS or by any third-party organizations (unless otherwise stated) of the sponsorship, the sponsor or the sponsor's organization, system, product or service. ETIS expressly disavows any such endorsement, whether implied or otherwise.
- This contract shall be interpreted and construed in accordance with the laws of Belgium and each party hereby submits to the non-exclusive jurisdiction of the Belgian courts.



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Sharing knowledge is our strength!