



**International BtoB Meetings  
for the Railway Industry  
April, 4 - 5 2018  
Valenciennes Congress Center - France**

**EXHIBITOR APPLICATION FORM**

**MEMBERS OF CNA E.V. - CLUSTER BAHNTECHNIK IN BAYERN**

This form is very important as the provided information on your technologies and capabilities will make up your profile in the online catalogue.

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.

**COMPANY DETAILS**

**COMPANY NAME :** .....

◆ Address : .....

◆ Postcode : ..... ◆ Town / City : ..... ◆ Country : .....

◆ Phone : ..... ◆ Fax : ..... ◆ Email : .....

◆ Website: .....

◆ 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** *(The person to whom the organizer will send all documents and files)*

◆ Title : ..... ◆ First name : ..... ◆ Last name : .....

◆ Job title : ..... ◆ Mobile phone : .....

◆ Direct phone : ..... ◆ Fax : ..... ◆ E-mail : .....

**Administrative follow-up**

◆ Title : ..... ◆ First name : ..... ◆ Last name : .....

◆ Job title: ..... ◆ Mobile phone : .....

◆ Direct phone : ..... ◆ Fax : ..... ◆ E-mail : .....

◆ Address (no PO boxes accepted) : .....

◆ Postcode : ..... ◆ City : ..... ◆ Country : .....

◆ Other useful information : .....

**Invoicing details: (required)**

◆ Company : ..... ◆ Registration N° : .....

◆ \*VAT N°: .....

◆ Title : ..... ◆ First name : ..... ◆ Last name : ..... ◆ Department : .....

◆ Address : .....

◆ PostCode : ..... ◆ City : ..... ◆ Country : .....

◆ Direct phone : ..... ◆ Fax : ..... ◆ E-mail : .....

**\*Additional Information (Compulsory)**

- a) Your company is registered in France, so French VAT is due
- b) Your company belongs to European Union, and is outside France, VAT is not applicable (you will have to auto declare your VAT to your own fiscal authorities). Please indicate the VAT number of the entity which will be billed.
- c) Your company is outside Europe, VAT is not applicable.



**Please return the completed form by mail, fax or email :**  
**Rail Industry Meetings :** advanced business events- E-mail : rim@advbe.com  
 35-37, rue des Abondances - 92513 Boulogne cedex - France  
 Tél : +33 1 41 86 41 10 - Fax : +33 1 46 04 57 61  
 SAS au capital de 50 000 euros – Siret : 515 013 506 00024 - NAF 8230Z



## PARTICIPATION CONDITIONS

### **SILVER PACKAGE: 1 company – 1 delegate – 4 sqm**

~~€2 900 excl. VAT~~

**€ 2 300 excl. VAT**

#### **The Silver Package includes :**

- ✓ **Access for one person**
- ✓ **A personalized 2-day schedule of pre-planned B2B meetings** based on your choices and the companies who will have chosen you
- ✓ **One 4 sqm booth (2x2), fully equipped** with spot lights, 1 table, 3 chairs, 1 company name sign, 1 power point/supply, carpet
- ✓ **A detailed company profile** in the RAIL INDUSTRY MEETINGS 2018 catalogue
- ✓ The RAIL INDUSTRY MEETINGS 2018 catalogue, available online in PDF format.
- ✓ Coffee bar access on April, 4<sup>th</sup> and 5<sup>th</sup> (hot and cold drinks served)
- ✓ Lunches, catered on April, 4<sup>th</sup> and 5<sup>th</sup> (hot and cold drinks included) and cocktail on April 4<sup>th</sup>
- ✓ **40 “sponsorship” invitations** for your prospects. Rail Industry Meetings arranges their accommodation and catering during the event.
- ✓ Access to all conferences
- ✓ The assistance of the RAIL INDUSTRY MEETINGS team during the event to increase its efficiency.



### **GOLD PACKAGE: 1 company – 2 delegates – 6 sqm**

~~€3 500 excl. VAT~~

**€ 2 450 excl. VAT**

#### **The Gold Package includes :**

- ✓ **Access for two persons**
- ✓ **A personalized 2-day schedule of pre-planned B2B meetings** based on your choices and the companies who will have chosen you
- ✓ **One 6 sqm booth (3x2), fully equipped** with spot lights, 1 table, 3 chairs, 1 company name sign, 1 power point/supply, carpet
- ✓ **A detailed company profile** in the RAIL INDUSTRY MEETINGS 2018 catalogue
- ✓ The RAIL INDUSTRY MEETINGS 2018 catalogue, available online in PDF format
- ✓ Coffee bar access on April, 4<sup>th</sup> and 5<sup>th</sup> (hot and cold drinks served)
- ✓ Lunches, catered on April, 4<sup>th</sup> and 5<sup>th</sup> (hot and cold drinks included) and cocktail on April 4<sup>th</sup>
- ✓ **40 “sponsorship” invitations** for your prospects. Rail Industry Meetings arranges their accommodation and catering during the event.
- ✓ Access to all conferences
- ✓ The assistance of the RAIL INDUSTRY MEETINGS team during the event to increase its efficiency.



### **PLATINIUM PACKAGE: 1 company – 2 delegates – 12 sqm**

~~€4 800 excl. VAT~~

**€ 3 360 excl. VAT**

#### **The Platinum Package includes :**

- ✓ **Access for two persons**
- ✓ **A personalized 2-day schedule of pre-planned B2B meetings** based on your choices and the companies who will have chosen you
- ✓ **One 12 sqm booth (4x3), fully equipped** with spot lights, 2 tables, 6 chairs, 1 company name sign and panel, 1 power point/supply, carpet
- ✓ **A detailed company profile** in the RAIL INDUSTRY MEETINGS 2018 catalogue
- ✓ The RAIL INDUSTRY MEETINGS 2018 catalogue, available online in PDF format
- ✓ Coffee bar access on April, 4<sup>th</sup> and 5<sup>th</sup> (hot and cold drinks served)
- ✓ Lunches, catered on April, 4<sup>th</sup> and 5<sup>th</sup> (hot and cold drinks included) and cocktail on April 4<sup>th</sup>
- ✓ **40 “sponsorship” invitations** for your prospects. Rail Industry Meetings arranges their accommodation and catering during the event.
- ✓ Access to all conferences
- ✓ The assistance of the RAIL INDUSTRY MEETINGS team during the event to increase its efficiency.



### **EXTRA DELEGATE:**

**€ 350 excl. VAT**

- ✓ Unrestricted access to all workshops and conferences
  - ✓ Coffee bar and cocktail access, lunches, catered on April, 4<sup>th</sup> and 5<sup>th</sup> (hot and cold drinks included)
- No additional schedule of meetings.

### **ADDITIONAL COMPANY PROFILE :**

**€ 450 excl. VAT**

An opportunity to show special capabilities of a partner or a company division in our online catalogue. This will not grant an additional schedule of meetings but will make it possible to add requested and validated meetings in the initial schedule.

**WORKSHOP:****€ 600 excl. VAT**

A 40-minutes "Technology Workshop" must focus on one of your specific capabilities that has applications in various sectors. You must submit a 5-10 line abstract for the organization to approve it. Note that 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.

**SPONSORING / COMMUNICATION :****From € 500 excl. VAT**

We offer you several options to promote your company and enhance your expertise from all participants.

**Communication partnership**..... € 500 excl. VAT

Your company logo on the event official website and on the event floor plans during the manifestation.

**An advert page in the Rail Industry Meetings catalogue**..... € 500 excl. VAT

Your advert page (provide us an HD pdf form, A4 form) in the catalogue distributed to each participants in a memory stick.

**Your company booklet in the event welcome kit**..... € 700 excl. VAT

Your booklet (4 pages maximum, A4 form maximum, provide us 600 booklets) in the welcome kit distributed to all the participants.

**Your company advertising spot**.....€ 1.000 excl. VAT

Your logo or advertising spot (no sound, 30 seconds maximum) will be played non stop on screens located in many areas of the manifestation.

**Badge Lanyards (Exclusive)**.....€ 1.000 excl. VAT

More than 500 attendees are expected at the event. Every attendee will receive a badge and the lanyard. Provide us 600 lanyards with your company name/logo.

**>Delegate Bags (Exclusive)**.....€ 1000 excl. VAT

The official bag will be available to all professional visitors and exhibitors attending the exhibition. As exclusive sponsor of the official bag, provide us 600 bags with your corporate message, which will deliver extensive brand awareness amongst visitors.

**Welcome kit (Exclusive)**.....€ 1000 excl. VAT

Each participant will get a welcoming kit (badges, B to B schedule, welcoming letter, floor plan, program, etc...). This welcoming kit will allow you a great visibility (provide us 600 folders or briefcases).

**IMPORTANT NOTE:** All requests are subject to validation by Advanced Business Events. Your sponsorship will become effective upon the latter approval.

**ORDER CONFIRMATION**

<input type="checkbox"/>	<b>SILVER PACKAGE</b>	<del>€ 2 000 excl. VAT</del>	.....	€ 2 030 excl. VAT
<input type="checkbox"/>	<b>GOLD PACKAGE</b>	<del>€ 3 500 excl. VAT</del>	.....	€ 2 450 excl. VAT
<input type="checkbox"/>	<b>PLATINIUM PACKAGE</b>	<del>€ 4 800 excl. VAT</del>	.....	€ 3 360 excl. VAT
<input type="checkbox"/>	<b>EXTRA DELEGATE</b>	€ 350 excl. VAT x	= €	excl. VAT
<input type="checkbox"/>	<b>ADDITIONAL COMPANY PROFIL</b>	€ 450 excl. VAT x	= €	excl. VAT
<input type="checkbox"/>	<b>WORKSHOP</b>			€ 600 excl. VAT
<input type="checkbox"/>	<b>SPONSORING :</b>			
<input type="checkbox"/>	Communication partnership.....			€ 500 excl. VAT
<input type="checkbox"/>	Advert page in the catalogue.....			€ 500 excl. VAT
<input type="checkbox"/>	Booklet in the event welcome kit.....			€ 700 excl. VAT
<input type="checkbox"/>	Advertising spot.....			€ 1.000 excl. VAT
<input type="checkbox"/>	Badges Lanyards .....			€ 1.000 excl. VAT
<input type="checkbox"/>	Delegate Bags .....			€ 1.000 excl. VAT
<input type="checkbox"/>	Welcome kit.....			€ 1.000 excl. VAT

Total due : .....

Deposit (60 %) : .....

**( Compulsory to confirm your registration )**

**You can pay by Bank Transfer**

IBAN: FR76 3000 4008 0400 0107 2835 736

BIC Code: BNPAFRPPPC

Domiciliation : BNP PARIBAS CHAMPS ELYSEES

**or by credit card** (please contact us)

**The total due will be paid before the event**

**Please return the completed form by mail, fax or email :**  
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 35-37, rue des Abondances - 92513 Boulogne cedex - France  
 Tél : +33 1 41 86 41 10 - Fax : +33 1 46 04 57 61  
 SAS au capital de 50 000 euros – Siret : 515 013 506 00024 - NAF 8230Z



The remaining balance must be paid when you receive the invoice.

## ADVANCED BUSINESS EVENTS TERMS & CONDITIONS

Event name: Rail Industry Meetings 2018

Date: 4-5 April 2018

Location: Congress Center

City, Country: Valenciennes – France

### 1. ORGANIZATION

The Event is organized by abe - advanced business events, a limited company with a stated capital of 50.000 Euros, whose registered head office is located at 35/37 rue des Abondances - 92513 BOULOGNE-CEDEX - France, hereafter referred to as the Organizer.

### 2. PURPOSE

These regulations stipulate the terms and conditions according to which the Organizer sets up and runs the Event. They detail the respective rights and obligations of the Organizer and the signing company, hereafter referred to as the Participant. The Participant formally undertakes to abide by these regulations.

### 3. PLACE AND DATE

The Event will be held at the Place and dates indicated here above. The Organizer is free to change the Place or Date of the Event in case the Place is rendered unavailable or in case of *force majeure*, in which case no compensation shall be due to the Participant. The Organizer is free to cancel the Event further to expressly notifying the Participant, in which case ongoing registration applications shall be cancelled ipso jure, without any compensation due to the participant.

### 4. REGISTRATION, CANCELLATION, PAYMENT

Any company or institution is allowed to attend the Event provided it has the relevant skills to enter into negotiations with other attendees. The Organizer reserves the right to deny any registration without any obligations to justify their decision.

In the event the Participant cancels their registration twenty one days (21) or more prior to the Event, thirty percent (30) of the total registration fees shall be due to the Organizer. In the event the Participant cancels their registration twenty day (20) or less prior to the Event, the total registration fees shall be due to the Organizer.

All invoices issued and sent to the Participant must be remitted at the latest 5 days prior to the Event. The Organizer reserves the right to deny access the Participant to the Event if their accounts are not settled.

### 5. SERVICES INCLUDED IN THE OVERALL PARTICIPATION FEE

The Organizer shall deliver the services and products as explicitly described in the booking form attached to this agreement.

### 6. OBLIGATION TO PRODUCE A RESULT

The Organizer undertakes to diligently use the resources available to it without being subject to an obligation to produce any results.

### 7. INSURANCE

The Organizer is the sole legal responsible for the Event. However the Organizer's responsibility shall not be engaged for any damage caused to the Participant by a third party.

The Place is the sole legal responsible for the facility and premises, permanent or temporary, used for the Event, as well as all companies and activities operating and running under their direct request.

The Participant must hold an insurance policy that covers all damages caused by them, their staff or their belongings to a third party. The Participant must hold an insurance policy that covers all damages caused to their equipment and materials brought to the Event.

### 8. APPLICABLE AMENDMENTS

The Organizer reserves the right to bring additional amendments to this agreement to deal with any matters not initially mentioned in the agreement. Such amendments shall be notified and diligently sent to the Participant and come into force immediately.

Any infringement of this agreement by the Participant can lead to their expulsion from the Event provided the Organizer explicitly notifies it. In this case no refund nor compensation of any kind shall be due to the Participant.

The Participant agrees with these terms and conditions by signing this agreement.

In the event of disagreement the Participant agrees to first submit their query to the Organizer and seek amiable settlement.

If no amiable settlement is found the tribunal of Nanterre, France, shall be the sole competent tribunal to handle the case.

Company Name : \_\_\_\_\_

I hereby agree with  
Advanced Business Events  
terms and conditions

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

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

Signature:

\_\_\_\_\_

Company seal:

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

Contact Name :

\_\_\_\_\_



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