



GVF - EMP Events 2018/19 Sponsorship Brochure

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Event Calendar

Mobile Connectivity 2019

Evolving the “New” New Verticals: Air.... Sea.... Surface.... Rail: London.... March

Connectivity 2019: Air, Sea, Surface & Rail: Evolving the "New" New Verticals will examine some of the key themes, technological developments, and market trends that feature on the path to a universal via-satellite mobile connectivity ecosystem. The Connectivity programme will analyse the latest developments in the satellite communications marketplace, the launch of more-and-more high throughput satellite (HTS) payloads into geostationary orbit, and soon beyond current MEO orbital assets, to multiple LEO constellations and the enablement of a multitude of new, awe-inspiring vertical markets.

Oilfield Connectivity 2019

Evolving the Next Generation Digital Oilfield: M2M.... IoT.... Applications in the Cloud: Aberdeen.... May

Government financial and other incentives, leaner production operations driven by technological innovation and investments by energy companies, have encouraged international technology companies to take advantage of the opportunity presented by the potential of “Big Oil”. With “Big Oil” has come “Big Data” – the specialism which focuses on solutions and services to store, manage, protect and analyse information extracted from the large volume of data generated by the oil industry, much of which is increasingly generated out of the rapidly expanding satellite communications/Machine-2-Machine (M2M) interface.

Cellular Backhaul 2019

The Road to 5G: Satellite + 3G.... 4G.... LTE & 5G (with 5G World organised by Knect365): London.... June

5G is in process of transition and its realisation is both a journey and a destination. Whilst the 5G standardisation process is still ongoing and there are continuing uncertainties, the technology is progressing from having been an unclearly characterised and poorly focused vision of the future of wireless communications towards the delivery of a plan for actual infrastructure – premised on the current emergence of an active ecosystem with various 5G capabilities being established and with a range of roadmaps for trials, testbeds and deployments – that is sufficiently progressed to facilitate the first commercial deployments in, for example, the United Kingdom by 2020-ish, and to support (according to the Ericsson Mobility Report) an estimated half a billion 5G subscriptions by the end of 2022.

AeroConnect 2019

The Inflight... Online Revolution Continues: London.... July - November (To be Confirmed)

The world’s networks of commercial airline routes – carrying increasing numbers of passengers, a constantly growing proportion of which are ‘Millennials’ and ‘Generation Z’ – are evolving. No longer will they be only a mode of transportation between domestic or international physical/geographical hubs, but also social networks in the sky – connecting the passenger (carrying two or even three wireless devices) to the home, to the office, to the circle of friends, to the YouTube ecosphere, etc. – and comprising aircraft that will increasingly become hubs in the communications sense of the word, using the technologies of fixed (FSS: Ku-band, Ka-band) and mobile (MSS: L-band) satellite systems and air-to-ground (ATG) networks. Whilst flight arrivals may always be subject to delays, widespread inflight connectivity (IFC) has most definitely arrived, or is at least undercarriage down, final approach.

The HTS Roundtable 2019

GEOs.... MEOs.... LEOs.... Enabling a Brave New World: London.... December

Over the next few years, more HTS capacity than ever imagined possible will be driving huge growth in a variety of market sectors including Maritime, Enterprise, Video & Data Services, Consumer Broadband, Connected Aircraft, Road & Rail.... and on and on it goes. The HTS London 2017 Roundtable: Enabling a Brave New World, offers an in-depth exploration of the drivers and trends behind the massive growth potential for the market for satellite-based broadband solutions, arising from a host of new applications being delivered into new market sectors, including into the communications on the move (COTM) ecosystem.

Please visit the [event archive](#) for details concerning the 2018 cycle of these events including programme, presentations, context statements and attendee lists

Please note

The GVF - EMP Partnership remains committed to actively seeking opportunities to embed it’s events in larger trade gatherings - a strategy introduced in 2018 which established the Cellular Backhaul and AeroConnect events as key features of the 5G World (London Tech Week) and Farnborough Air Shows respectively. Some of the above named events may be re-scheduled or re-named to take advantage of such opportunities as they arise.

Sponsorship Packages

Corporate Sponsor £17,500

- Applicable to all events on the year long cycle
- Top tier logo placement on the website home-page, the home page of each individual event - and the newly formed “download zone”, where the programmes and presentations from each event will be archived. Guaranteed exposure to in excess of 25,000 downloads per year - from unique visitors
- Top tier logo placement on all on-site printed materials including the programme, screen-saver and pop-up banners
- Where possible, a table-top exhibit will be provided
- Speakers, panellists, moderators on session(s) of choice - opportunity to help shape the programme content
- Acknowledgement in all press releases, blogs, delegate and speaker invitations and confirmation letters - opportunity to contribute quotes

Principal Event Sponsor: £6,500

- Applicable to individual events
- Top tier logo placement on the website home-page, the home page of each individual event - and the newly formed “download zone”, where the programmes and presentations from each event will be archived. Guaranteed exposure to in excess of 25,000 unique visitors per year - downloading presentations
- Top tier logo placement on all on-site printed materials including the programme, screen-saver and pop-up banners
- Where possible, a table-top exhibit will be provided
- Speakers, panellists, moderators on session(s) of choice - opportunity to help shape the programme content
- Acknowledgement in all press releases, blogs, delegate and speaker invitations and confirmation letters - opportunity to contribute quotes

Associate Event Sponsor: £5,000

- Applicable to individual events
- Second tier logo placement on the website home-page and on the home page of each individual event
- Second tier logo placement on all on-site printed materials including the programme, screen-saver and pop-up banners
- Speakers, panellists, moderators on session(s) of choice - opportunity to help shape the programme content
- Acknowledgement in all press releases, blogs, delegate and speaker invitations and confirmation letters

Guest Event Sponsor: £3,500

- Applicable to individual events
- Logo placement on the website home-page and on the home page of each individual event
- Logo placement on all on-site printed materials including the programme, screen-saver and pop-up banners
- Acknowledgement in all press releases, blogs, delegate and speaker invitations and confirmation letters

Please note

- All points are subject to the meeting of deadlines: print, press releases etc.
- Where table-top exhibits have been included among the package points - this will be subject to space availability
- Whereas the price of the Corporate Sponsor package is fixed - prices may vary according to each event. Please contact me directly for this information.

Paul Stahl

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Why Sponsor?

- Brand awareness, sales & marketing objectives and the opportunity to convey your company message to a highly informed and influential audience of providers and end-users alike - before, during and after each event. Weekly analytics, certified by our provider, confirm tens of thousands of website hits per week and tens of thousands of presentation downloads over the year, which for 2019 will be archived in the “download zone” of the event website, within which corporate & principal sponsors will have a visible presence. There is robust traffic from end-user centres such as Aberdeen, Houston, KL, Rio, Nigeria etc. (mostly accessing the Oilfield Communications event pages), London, Chicago, Seattle, Dubai, Singapore, Hong Kong etc. (mostly accessing the AeroConnect event pages), also maritime centres such as Hamburg, Hong Kong, Cyprus etc. and so on. Most interestingly, there is continued significant traffic sourced to Silicon Valley centres such as Mountain View and Sunnyvale.
- A leading role in key discussion led programmes noted for their integrity, impartiality and inclusivity, structured to provide an open networking and knowledge sharing environment for everyone involved and working with an organisation that is agile and able to move quickly into new vertical opportunities.
- The opportunity to leverage a stable of established, sustainable events with a genuine global identity and degree of recognition, at realistic, cost effective price levels - a superior value proposition.

Series Discount Structure

- | | |
|--|---------------------------|
| - Sponsorship of one event: | Published price applies |
| - Sponsorship of two events: | Published price minus 15% |
| - Sponsorship of three events: | Published price minus 20% |
| - Sponsorship of more than three events: | Published price minus 25% |

Summary 2018

2018 featured five events averaging 120 delegates per event.

The metrics used to gauge success include attendance, delegate feedback, originality of programme subject matter and vibrant, interaction between panellists, moderators and audience, all of whom continue to leverage this dialogue driven format effectively as a means of articulating fully how their various organisations and the industry generally intends to progress - as well as gaining valuable insight, through detailed discussion and analysis, on how other industry players are configuring themselves for what looks like a bright but challenging future.

Post Event Activity

As important as the events themselves is the online marketing coverage, social media traffic, website hits and post - event presentation downloads, which continues to grow, offering an important sourcing tool for the industry and its end-user customers. Response to outreach from our media and trade association partners, as well as our own means, has increased general awareness significantly, with strong interest from the various verticals, that this process has enabled access to, driving this growth. This online "after-market", demonstrates that value is not just confined to the events themselves but is an ongoing process working continually throughout the year and beyond. Sponsors, therefore, have much to gain from a visible presence throughout this activity as well as a voice and identity at the events themselves. These packages are constructed to deliver both.

Looking Ahead 2019 and Beyond

In 2019 we will continue with further exploration into new vertical markets and innovative applied technologies, in particular inflight connectivity, 5G and cellular backhaul, maritime, M2M and IoT, connected cars, trains, coaches, and eventually citizens, un-manned vehicles, vessels and aircraft, smart cities, towns, villages and highways and consumer broadband connectivity. We will also expand upon the established partnership with the 5G / IoT divisions of Knect365, these major exhibitions are incorporated within the London Tech Week at the Excel Centre in London's Docklands in June, where the Cellular Backhaul programme was held for the first time in 2018, attracting hundreds of Telcos, MNOs and other 5G enablers, networking with the attending satellite professionals and accessing the web-based post-event materials. Similarly, the AeroConnect programme was held within the Farnborough Air Show. We will continue to seek out new partnerships with a variety of organisations to enable more effective penetration into new vertical markets.

The Organisers

About GVF

GVF is the single and unified voice of the global satellite industry. Founded in 1997, it brings together organisations engaged in the delivery of advanced broadband and narrowband satellite services to consumers, and commercial and government enterprises worldwide. Headquartered in London, GVF is an independent, non-partisan and non-profit organisation. The broad-based membership represents every major world region and every sector of the satellite industry, including fixed and mobile satellite operators, satellite network operators, teleports, satellite earth station manufacturers, system integrators, value added and enhanced service providers, telecom carriers, consultants, law firms, and users. Contact martin.jarrold@gvf.org in the UK office.

About EMP

EMP, (Event Management Partners), was launched in 2004 to develop and manage a niche portfolio of highly specialised technology focused conferences. EMP is particularly preoccupied with the practical application of various ICTs to selected vertical and emerging markets.

EMP works closely with key industry and government bodies as well as commercial entities and end-users with shared interests to ensure that critical industry objectives are analysed in depth and from a variety of perspectives.

EMP, since its formation, has organised and delivered close to 100 high quality conferences, roundtables and panel discussions across six geo-territories: Europe, Middle East, Africa, South America, the USA and Asia.

The GVF/EMP Partnership

The GVF - EMP Partnership was created in 2006 to develop and facilitate networking dialogues within the satellite communications industry, and between the satellite industry and the communications solution user communities.

The Partnership identifies, researches and produces platforms within key vertical and emerging markets where satellite and satellite hybrid communications solutions are mission - critical imperatives and vital revenue streams across a wide range of sectors, including:

- Oil & Gas
- Maritime
- Mining
- Cellular Backhaul 4G, 5G & LTE
- In-Flight
- Hospitality
- Vehicle Telematics/Smart Transportation
- Smart Cities
- Intelligent Highways
- The Digital Citizen
- Satellite News Gathering (SNG)
- Humanitarian Assistance
- Disaster Response
- Enterprise
- M2M
- IoT / IoE

The Partnership regularly presents conferences, roundtables and other events programmes around the world which investigate the markets, the services, and the technologies of the satellite communications solution ecosystem. For further information, please contact paul.stahl@uk-emp.co.uk.