

## RATES AND BOOKING FORM RESERVED FOR MEMBERS OF NIEDERSACHSEN AVIATION

Carefully review the below package options and select the desired one for your company. All included features are described for each option. Please note: renderings of booths are for reference only and subject to change. We **highly recommend** you prepare graphics (i.e. posters, roll-ups, pop-up banners, printed graphic panels) for your hard-walled stand to maximize your participation. Additional equipment such as electrical outlets, chairs, showcases, etc. are provided by our stand builder. **One custom schedule of selected and approved meetings for each company** with contacts of your choice is included in each package. Additional options are available a la carte. (Note: Booth renderings below) are for reference only and subject to change. (Full details and specifications will be provided in Participant Guide.)

### REGISTRATION OPTIONS

#### OPTION 1: BASIC

- **4 m<sup>2</sup> booth** equipped with:
  - Hard wall structure
  - Lighting
  - Table and Chairs
  - Carpet flooring
  - Company Sign/Header
- **Admission for 1 Delegate Included**



- Detailed Event Catalogue and Participant Listings
- Access to AITS Conference Day on September 22<sup>nd</sup>
- Detailed company profile in online AITS 2020 Catalogue
- **A custom 2-day schedule of your target pre-selected B2B meetings based on your choices** (Sept. 23-24)
- Access to all Workshops and Conferences (Sept. 23-24) and Cocktail / Networking Reception (Sept. 23)

**EUR  
2,500**

#### OPTION 2: DELUXE

- **8 m<sup>2</sup> booth** equipped with:
  - Hard wall structure
  - Lighting
  - Table and Chairs
  - Carpet flooring
  - Company Sign/Header
- **Admission for 2 Delegates Included**



- Detailed Event Catalogue and Participant Listings
- Access to AITS Conference Day on September 22<sup>nd</sup>
- Detailed company profile in online AITS 2020 Catalogue
- **A custom 2-day schedule of your target pre-selected B2B meetings based on your choices** (Sept. 23-24)
- Access to all Workshops and Conferences (Sept. 23-24) and Cocktail / Networking Reception (Sept. 23)

**EUR  
3,900**

#### OPTION 3: TABLETOP w/ SCREEN

- B2B will be organized at a small table space
- Monitor included (for your company/product presentation)
- **Admission for 1 Delegate Included**

- Detailed Event Catalogue and Participant Listings
- Detailed company profile in online AITS 2020 Catalogue
- **A custom 2-day schedule of your target pre-selected B2B meetings based on your choices** (Sept. 23-24)
- Access to all Workshops and Conferences (Sept. 23-24) and Cocktail / Networking Reception (Sept. 23)

**EUR  
1,700**

#### OPTION 4: TABLETOP no SCREEN

- B2B will be organized at a small table space
- **Admission for 1 Delegate Included**

- Detailed Event Catalogue and Participant Listings
- Detailed company profile in online AITS 2020 Catalogue
- **A custom 2-day schedule of your target pre-selected B2B meetings based on your choices** (Sept. 23-24)
- Access to all Workshops and Conferences (Sept. 23-24) and Cocktail / Networking Reception (Sept. 23)

**EUR  
1,300**



## OPTION 5: SUMMIT

**EUR**  
**350**

- Access to AITS Conference Day on September 22<sup>nd</sup>
- Admission per 1 Delegate

### A LA CARTE / ADDITIONAL OPTIONS AVAILABLE

Additional selections can be made for any of the registration packages selected.

## A LA CARTE / ADDITIONAL OPTIONS

- **Additional Delegates** 200€ per each additional attendee
  - This provides full access to all workshops, conferences, and cocktail / networking reception.
- **Business Lunch** 30€ per each individual per day
  - Lunches are provided at nearby restaurant.
- **Workshop / Presentation\*\*** 1,500€ per workshop / presentation
  - This is an opportunity for your organization to have your own dedicated workshop / presentation on September 23-24.

**\*\*Workshop / Presentation:** If you are interested in presenting / having a workshop, please contact your local sales support. A brief abstract is requested for initial validation to ensure alignment with key topics and focus on the event. If your workshop is validated, the overview will be included in both the online catalogue and event catalogue to maximize communication about the topic. We do not guarantee attendance.



**ORDER CONFIRMATION**

Please mark all selections below for final confirmation:

**Registration Selection (select one option only)**

<input type="checkbox"/>	OPTION 1: BASIC	1 Delegate Included	EUR 2,500
<input type="checkbox"/>	OPTION 2: DELUXE	2 Delegates Included	EUR 3,900
<input type="checkbox"/>	Option 3: TABLE w/ SCREEN	1 Delegate Included	EUR 1,700
<input type="checkbox"/>	Option 4 : TABLE no SCREEN	1 Delegate Included	EUR 1,300
<input type="checkbox"/>	Option 5: SUMMIT	1 Delegate Included	EUR 350

**A La Carte / Additional Options**

<input type="checkbox"/>	Additional Delegates	EUR 200 each	x Total .....	EUR .....
<input type="checkbox"/>	Business Lunch	EUR 30 each per day	x Total .....	EUR .....
<input type="checkbox"/>	Workshop / Presentation	EUR 1,500		EUR .....

**Grand Total (excl. VAT\*)** **EUR** .....

**PAYMENT**

\*Additional Information on Tax:

- If your company is registered in France, French tax (VAT) is due;
- If your company is registered in the EU (excluding France), VAT is not applicable (and you must report it to your financial organization). Please indicate the tax registration number of the billing company.
- **If your company is not based in Europe, no taxes are applicable.**
- If your company is registered in Italy, Italian tax (VAT) is due; our Rome office will provide the bill and include the appropriate VAT amount.

Full payment at booking is accepted, and complete payment required before the event.

Payment Method:

- Payment can be made via credit card (via direct online – Visa and Mastercard only) or Wire / ACH transfer
- **Link to pay via Credit Card will be mailed directly to you after completion of booking;**
- Wire payment can be completed directly to our bank account (please provide copy of email receipt to: [compta@advbe.com](mailto:compta@advbe.com))
- Bank Details: IBAN: FR76 3000 4008 0400 0107 2835 736 | BIC Code: BNPAFRPPXXX | Bank: BNP PARIBAS PARIS-CENTRE AFFAIRES | Bank address: 8- 10 avenue Ledru Rollin – 75012 Paris, France
- **NOTE:** Bank details have changed; if you have previously attended one of our events, be sure to update our payment details accordingly.

**IMPORTANT NOTE**

Please review all Terms and Conditions, sign and return this booking form (4 pages) via email. This booking form generates invoice and payment instructions and will support your online profile. Completion of the technical overview is used in the online catalogue and matchmaking process.



**TERMS AND CONDITIONS FOR ADVANCED BUSINESS EVENTS (ABE)**

Name: **AERONAUTICS & SPACE INNOVATIVE TECHNOLOGY SUMMIT (AITS) 2020** (“Event”)  
 Date: **SEPTEMBER 22-24, 2020** (“Event Date”)  
 Location: **ENERGIELEITZENTRALE BLG-FORUM & GENERATORENHALLE,** (“Place”)  
 Am Speicher XI, 28217 Bremen - Überseestadt  
 City: **BREMEN, GERMANY**

- 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 AND 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.  
 The participant may cancel their registration up to forty-five days (45) prior to the Event without any penalties. If cancellation is submitted between twenty-one (21) to forty-four (44) days prior to the Event, the Participant must pay thirty percent (30%) of the total amount of their registration fees. If the cancellation is submitted less than twenty day (20) prior to the Event, the Participant must pay the full amount (100%).  
 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 or compensation of any kind 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 in 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**  
 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.
- 11. PRIVACY AND SECURITY POLICY**  
 I do accept the [policy of privacy & confidentiality and management of personal information](#).

Company Name: \_\_\_\_\_ I hereby agree with advanced business events terms and conditions

Company Address: \_\_\_\_\_ Company Seal: \_\_\_\_\_

VAT Number: \_\_\_\_\_

Contact Name: \_\_\_\_\_ Date: \_\_\_\_\_

Title: \_\_\_\_\_ Signature: \_\_\_\_\_



## ALTERNATE COMPANY PROFILE REGISTRATION

The purposes of this form is to support the completion of your profile in the online catalogue. We **highly recommend you utilize our online registration instead, to enter these details**. A confirmation email containing your online login and password will be provided, allowing you to enter your details, participants, and make selections for your requested meetings. If unable to complete online, the following form provides an alternate method.

### COMPANY DETAILS

Address		Year Founded	
City		Number Employees	
State		Total Turnover (in \$M)	
Zip		% Export	
Country		Export Area(s)	
Telephone		Group Nationality	
Fax		Group Affiliation(s)	
Website		Trade Assoc./ Org. Membership(s)	
Email			

### ADMINISTRATIVE CONTACT

(Details for person who will support registration)

Title		Direct Phone	
Name, FIRST		Mobile	
Name, LAST		Email	
Job Title		Fax	

### BILLING DETAILS

(if different from above)

Address		Title	
City		Name, FIRST	
State		Name, LAST	
Zip		Job Title	
Country		Department	
VAT N°		Direct Phone	
Fax		Mobile	

### PARTICIPANT CONTACT DETAILS

(Details for individuals who will attend event)

#### Delegate 1

Title		Address (if different)	
Name, FIRST		City	
Name, LAST		State	
Job Title		Zip	
Direct Phone		Country	
Mobile		Email	

#### Delegate 2

Title		Address (if different)	
Name, FIRST		City	
Name, LAST		State	
Job Title		Zip	
Direct Phone		Country	
Mobile		Email	



**PRIMARY ACTIVITIES**

**SECONDARY ACTIVITIES**

**NATURE OF PARTICIPATION**

**We're Offering**

**We'll Support**

- Commercial representation
- Common research programs
- Licenses / Technologies
- Products
- Other (specify)

- R & D partnership
- Services
- Skills
- Sub-contracting

- Design
- Engineering
- Manufacturing, industrialization
- Production
- Other (specify)

- Purchasing
- Quality
- Research & Development
- Sub-contracting

**YOUR CAPABILITIES, SERVICES AND TECHNOLOGIES**

**MANUFACTURING PROCESS**

**ADDITIVE MANUFACTURING & 3D PRINTING**

- Binder jetting
- Digital light processing
- Directed energy deposition
- Material extrusion
- Material jetting
- Powder bed fusion
- Raw materials
- Sheet lamination
- Stereo lithography

**BONDING & JOINING**

- Adhesives and sealants
- Arc welding
- Brazing
- Electron beam welding
- Friction welding
- Laser welding
- Mechanical fasteners
- Polymer welding
- Resistance braze spot welding
- Single sided spot welding
- Soldering

**LASER TECHNOLOGIES**

- Design for laser cladding
- Design for laser soldering
- Laser ablation
- Laser cutting
- Laser hardening
- Laser marking
- Laser metal welding
- Laser peening
- Laser plastics welding
- Laser surface texturing
- Laser-assisted forming

**MACHINING AND FORMING**

- Abrasive machining
- Ceramic processing
- Composites processing
- High speed machining
- Hydro forming
- Incremental forming
- Internet-based machining
- Metal casting
- Micro forming
- Micro machining
- Plastics processing
- Powder metallurgy

**MICRO AND NANO FABRICATION**

- Chemical micro-machining
- Electro-chemical micro-machining
- Hybrid micro-machining
- Mechanical micro-machining
- Thermal micro-machining

**SURFACE TREATMENT**

- Resin / R&D / Prototype
- Raw Material
- Equipment

**SUSTAINABLE AND GREEN MANUFACTURING**

- Carbon emissions reduction technologies
- Energy efficiency and conservation technologies
- Waste reduction technologies
- Water conservation and quality technologies

**NON-TRADITIONAL MATERIAL REMOVAL**

- Abrasive flow finishing
- Abrasive jet machining
- Electric discharge machining
- Electro-chemical process
- Electron beam machining
- Electro-physical process
- Ion beam machining
- Laser assisted machining
- Laser beam machining
- Magnetic abrasive finishing
- Ultrasonic machining
- Water jet machining
- Nano technology

**ROBOTICS**

**ROBOTICS, MECHATRONICS & AUTOMATION**

- Artificial Intelligence
- Communication systems
- Control systems
- Cost oriented automation systems
- Embedded systems
- Human-machine systems
- Robot software
- Robots (manufacturing, calibration, programming)
- Sensors and actuators
- Cobotics
- Assembly peri-robotics
- Field robotics
- Laser cutting robotics
- Machine tool robots
- Machining robots

**MACHINERY, TEST & CONTROL**

**MACHINE TOOLS**

- 3D printers
- Advanced CNC centers
- Broaching machines
- Lathes
- Planers
- Shapers
- Turning, drilling, grinding and milling machines

**THERMAL CONTROL**

- Elimination of thermal waste
- Thermal control components
- Thermal control systems -incl. Software
- Thermal electric cooling

**TESTS, INSPECTION & MEASURES**

- Non-destructive testing
- Test benches
- Virtual testing and simulation

**COMPUTER-AIDED MANUFACTURING**

**COMPUTER TOOLS AND SYSTEMS**

- Applications development
- Applications engineering
- Applications quality and product insurance
- Computer-aided design (CAD)
- Computer-aided process planning (CAPP)
- Computerized maintenance management systems
- Computerized process simulation
- Direct digital manufacturing
- Internet of things

- Networks & gateways
- Smart manufacturing
- Smart warehouses

**CYBER SECURITY**

- Cloud access and protection
- Container security
- Deception
- Endpoint detection and response
- Hardware authentication
- Managed detection and response
- Micro segmentation
- Network traffic analysis
- Remote browser
- Software-defined perimeters

**SOFTWARE**

- Reusable, upgradeable software
- Software development
- Software engineering
- Software quality and product insurance
- Software tools

**VIRTUAL MANUFACTURING**

- 3D testing
- Control-centered VM
- Design-centered VM
- Product testing and optimization
- Production-centered VM

**ENGINEERING & OTHER SERVICES**

**ENGINEERING & DESIGN CENTERS**

- Design
- Electronic
- Geometry
- Instrumentation, experiments
- Interior/exterior noise reduction
- Mechanical
- Modeling, calculation
- Optimization
- Visualization

**TECHNICAL SERVICES**

- Certification
- Consulting, auditing
- Industrial design
- Information
- Laboratories
- Maintenance
- Packaging
- Products handling
- Products insurance
- Quality
- R&D centers
- Safety, accident prevention, Industrial hygiene
- Technology watch
- Training
- Transport, logistics

**SMART FACTORY**

- Framework / structural works
- Automatic Control
- Infrastructure
- Glass / solar / window solutions

OTHER (If not listed):

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END USE / FINAL APPLICATION(S)		
AEROSPACE, SPACE, DEFENSE	AUTOMOTIVE	OTHER INDUSTRIES
<input type="checkbox"/> Business Jet <input type="checkbox"/> Commercial and Military Fixed Wing Aircraft <input type="checkbox"/> Rotary Wing Aircraft <input type="checkbox"/> Satellites <input type="checkbox"/> Military Land Vehicles <input type="checkbox"/> Missiles <input type="checkbox"/> Spacecraft <input type="checkbox"/> Launchers <input type="checkbox"/> Unmanned Aerial Vehicle/System UAV/UAS <input type="checkbox"/> Other (specify): ..... ..... .....	<input type="checkbox"/> Light Vehicles <input type="checkbox"/> SUV <input type="checkbox"/> Pickup Truck <input type="checkbox"/> Cargo Truck <input type="checkbox"/> Electric Vehicles (EV) <input type="checkbox"/> Hybrid Vehicles <input type="checkbox"/> Construction / Mining Vehicles <input type="checkbox"/> Buses / Coaches / Other Large Transport <input type="checkbox"/> Agriculture / Farming Vehicles <input type="checkbox"/> Other (specify): ..... ..... .....	<input type="checkbox"/> Construction <input type="checkbox"/> Consumer Goods <input type="checkbox"/> Electronics <input type="checkbox"/> Medical <input type="checkbox"/> Oil and Gas <input type="checkbox"/> Renewable Energy <input type="checkbox"/> Ship Building / Marine <input type="checkbox"/> Sporting Equipment <input type="checkbox"/> Other (specify): ..... ..... .....

*In the following section, please describe how your capabilities and services are used. Please also ensure you include reference of certifications and standards.*

**Technical Data**

**Acquired Certifications**

**Customer References**

**Technical Achievements**

**Type of Contacts Sought (during the AITS meetings)**

**Production Sites Abroad (Countries)**