

16th National Energy Conference "Energy & Development 2011"
Athens, November 22-23, 2011, Ledra Marriott Hotel

Sponsorship Opportunities & Supporters' Benefits

Most IENE events are open to sponsorship and financial support from businesses and organizations. Sponsors are usually organizations and corporations operating within the broader energy field, (e.g. oil, gas, electricity, renewable energy efficiency). Organizations and companies from other fields such as banking, financial services and law may also become sponsors. The amounts involved in the sponsorship and financial support of IENE events vary and are determined according to the standards and organizational conditions involved each time.

The convening of a conference of national and regional importance such as the 16th National Energy Conference, "Energy & Development 2011", requires very high standards of organisation which is a prerequisite for the success of this unique event. Now in its 16th year the "Energy & Development" conference is an established event which attracts hundreds of delegates from Greece and other countries of the region but also from other of European countries. In addition there is high level participation from several international organizations including the IEA, the EIB, the Energy Charter, the Energy Community, the European Community etc.

The 16th National Energy Conference "Energy & Development 2011" is open to sponsorship and benefits for potential sponsors and supporters include the following:

- 1. The logo and name** of each sponsor or supporter to be displayed in various ways, such as:
 - On the printed announcements which are distributed before the event.
 - On all advertisements that are published in the Press.
 - On the backdrop of the stage and on all banners which are usually located in the areas where the event is being held, as well as on publicity posters.
 - On the event's special pages on the internet, via www.energia.gr and www.iene.gr.
 - On the event's official programme.
 - On all printed matter distributed to the delegates.
 - On the folder containing the conference documentation, which is given to each delegate upon registration

- On the video card projected on the screen during the event.
 - On the cover of the volume containing the conference abstracts and speakers CV's.
 - On the menu of the official conference lunch.
2. The possibility for a representative of the sponsor to speak during the event or participate in one of its panel discussions or to coordinate one of its sessions.
 3. The sponsor's name will be mentioned in all press releases which are sent out to the media.
 4. The sponsor's name & logo to appear on the first right-hand page of the volume containing the event's proceedings, or on the cover of the CD with the proceedings, which are published and distributed after the event.
 5. Each sponsor will have the opportunity to distribute printed and other material (e.g. CD-ROMs) concerning his business' products and activities during the conference. This material may be included in the conference folder if it is in the form of a slim brochure. Otherwise it can be displayed next to the registration desk.
 6. A representative of the sponsor may seat at the table of the speaker during the official conference lunch.
 7. Each sponsor or supporter is entitled to register certain number of participants free of charge in the event, chosen from its executives and associates. The number depends on the level of funding to be provided.
 8. Each sponsor has a right to free advertising space in selected IENE publications.
 9. Each sponsor is entitled to certain months' free inclusion of its logo on IENE's web site.

All the above describe the usual benefits that a sponsor or supporter of the 16th National Energy Conference "Energy & Development 2011" may expect. According to the particular profile of the supporting organisation, it is possible that further benefits may be offered by IENE which are not included in the above list. Such benefits are mentioned in writing in the "Sponsorship" agreement which is usually established between IENE and each Sponsor/Supporter. Interested sponsors or supporters receive first a written proposal with the detailed list of the specific benefits that can be offered by IENE.

Sponsorship Opportunities

There are eight of sponsorship categories for the National Energy Conference “Energy & Development 2011”:

- (i.) Major Sponsor
- (ii.) Conference Sponsor
- (iii.) Official Conference Lunch Sponsor
- (iv.) Cocktail Reception Sponsor
- (v.) Buffet Lunch Sponsor
- (vi.) Supporter
- (vii.) Event Supporter
- (viii.) Conference Material Supporter

➤ *Major Sponsor*

The conference will have a sole major sponsor, whose total contribution amounts to 30,000€ + 23% VAT. The major sponsor is entitled to 25 free conference registrations including participation in the official luncheons and dinner. The major sponsor is also entitled to all other benefits listed above (1-9).

➤ *Sponsor*

There will be several conference sponsors with each one contributing 10,000€ + 23% VAT each. Each sponsor is entitled to 10 free registrations. The sponsor is also entitled to all other benefits listed above (1-9).

➤ *Conference Lunch Sponsor*

There will only be one sponsor for the conference’s official luncheon on Tuesday, November 22, 2011. This sponsorship cost is 15.000€ +23 %VAT and the sponsor is entitled to 15 free registrations. The Conference Lunch Sponsor is also entitled to all others benefits (1-9) as mentioned in the previous pages.

➤ *Cocktail Reception Sponsor*

There will only be one sponsor for the conference’s reception on Tuesday evening, November 22, 2011. This sponsorship cost is 12.000€ +23 %VAT and the sponsor is entitled to 12 free registrations. The Cocktail Reception Sponsor is also entitled to all others benefits (1-9) as mentioned in the previous pages.

➤ *Buffet Lunch Sponsor*

There will only be one sponsor for the conference’s buffet on Wednesday, November 23, 2011. This sponsorship cost is 12.000€ +23 %VAT and the sponsor is entitled to 12 free registrations. The Buffett Lunch Sponsor is also entitled to all others benefits (1-9) as mentioned in the previous pages.

➤ *Supporter*

Each Supporter will contribute € 5,000€ + 23% VAT and is entitled to 5 free registrations. Each supporter also enjoys all other benefits (1-9) as mentioned in the previous pages.

➤ *Event Supporters*

The sponsor of an individual event has the opportunity of contributing towards the cost of one of the following:

1st day: 22/11

- Coffee Breaks, (2 coffee breaks) ⁽¹⁾ € 3,000

2nd day: 23/11

- Coffee Breaks, (2 coffee breaks) € 3,000
- Farewell Cocktail Reception ⁽²⁾ € 5,000

A 23% VAT charge is applied to the above prices

➤ *Conference Material*

Supporting possibilities also exist for a number of conference materials, such as:

- Book of Abstracts ⁽³⁾ € 6,000
- Conference Bag ⁽⁴⁾ € 5,000
- Badges ⁽⁵⁾ € 4,000

Again, a 23% VAT charge is applied to the above prices

⁽¹⁾ Supporter's name will be mentioned in the conference programme. The supporter will also be able to display the company's name and logo through banners which he will provide and will be positioned in the coffee areas. Each supporter is entitled to two (2) free registrations.

⁽²⁾ Farewell Cocktail Supporters will have their name mentioned in the programme and will also appear as supporters of the conference and will enjoy all the usual benefits (see 1-9). Moreover they will be entitled to five (5) free registrations.

(3) Each Supporter's logo will be displayed on the first right hand page and also on the back page of the volume containing the conference's abstracts and contributors' CV's. The supporter will be entitled to 5 free registrations and will also enjoy all the usual benefits (1-9).

(4) Supporter's logo will appear on the outside of the briefcase with the logo of IENE. The supporter will be entitled to 3 free registrations and will also enjoy all the usual benefits (1-9).

(5) The sponsor's logo will appear on all delegate badges. The supporter will be entitled to 3 free registrations. No other benefits will be provided