

# PARTNERSHIP OPPORTUNITIES

## EMERGING TECHNOLOGIES IN PUBLIC INFRASTRUCTURE CONFERENCE 2018

14 - 15 June 2018

Intercontinental Hotel,  
117 Macquarie Street, Sydney NSW 2000



New South Wales

**IPWEA**

INSTITUTE OF PUBLIC WORKS  
ENGINEERING AUSTRALASIA

[www.infrastructureconference.com.au](http://www.infrastructureconference.com.au)

# WHY YOU NEED TO BE PART OF THE IPWEA NSW EMERGING TECHNOLOGIES CONFERENCE



New South Wales

## IPWEA

INSTITUTE OF PUBLIC WORKS  
ENGINEERING AUSTRALASIA

The Institute of Public Works Engineering Australasia (NSW Division) would like to invite you to participate in the IPWEA NSW Emerging Technologies Conference 2018 to be held again this year at the Intercontinental Hotel Sydney.

Held annually, the IPWEA NSW Emerging Technologies is NSW's leading forum for transformative new technologies within the public works and engineering sector and relevant for all levels of public works professionals.

### Fast Facts

- Consistent growth – with attendance and reputation increasing each year
- Attracts upwards 120 delegates from across New South Wales
- Delegates are multi-disciplinary from the public and private sectors
- Relevant, topical and innovative speakers
- The conference promotes success and innovative practice with a focus on current issues affecting all disciplines of public works

### HOST

#### Michael Pascoe

Michael Pascoe is one of Australia's most experienced and thoughtful finance and economics commentators with more than four decades in newspaper, broadcast and on-line journalism.

A regular commentator on Channel 7's Sunrise and the ABC's The Drum, Pascoe is contributing editor for Fairfax Media's Sydney Morning Herald and The Age and a highly-regarded conference speaker and facilitator, bringing perspective and rare humour to the "dismal science".



### IPWEA NSW Purpose

IPWEA NSW is established to be a charity with the purpose of advancing the public works excellence in Australia, particularly in NSW by:

- Conducting and publishing research into improvements to the processes used in public works and services to enhance NSW Communities
- Working with government at all levels to ensure that the interests of the community are represented in regard to the public decision making process relating to public works and services and
- Providing a forum for all people engaged in the public works to discuss best practice and enhancing the future of NSW Communities

### Packages and commitment levels are offered to suit your marketing strategies

We invite you to partner with us at the IPWEA NSW Emerging Technologies 2018. Our friendly Events Team will work with you to promote the conference to your target market and audience. The conference is hosted at a central venue with the advantage of a captive audience where delegates can stay in-house for the duration of the conference.

This is your opportunity to establish new business relationships or build on existing ones, with attendees who will interact with your brand, meet your team and experience your products. Choose from one of the partnership opportunities included in this prospectus or contact us about a tailored package to suit your needs.

An early commitment will bring greater exposure and return on your investment whether you wish to go ahead with an already existing or a tailored package.

### Audience

IPWEA Members including State Government, Local governments, councils, Engineering Schools & Universities, CEO's, CIO's, CTO's, CDO's, Heads of Policy, Civil Engineering, Heads of ICT, Heads of Project and Capital Works.

### The Benefits

Participating as a partner at the IPWEA NSW Emerging Technologies Conference will take you straight to the market and demonstrate your level of support and expertise as well as commitment to the public works industry.

Specifically you will be able to:

- Connect with a target audience, key clients, prospects and stakeholders
- Influence many key decision makers in NSW at one event
- Access a broad regional, metropolitan and rural NSW network within the public and private sectors
- Develop an ongoing relationship with the IPWEA NSW Members
- Communicate your message and commitment to public works professionals
- Drive brand awareness through exclusive partnerships
- Maximise exposure at the premier conference devoted to emerging technologies
- Tap into the growth market in the public infrastructure sector



# PROGRAM

## Thursday 14th June 2018

8.30am	Registration & Coffee/Tea
9.00am	<b>Welcome Address Opening Remarks</b>
9.25am	<b>ENERGY</b>
10.25am	Morning Tea
10.55am	<b>IMPACT OF PUBLIC INFRASTRUCTURE ON THE ECONOMY</b>
12.25pm	Lunch
1.25pm	<b>INNOVATIVE TECHNOLOGY</b>
3.30pm	Afternoon Tea
4.00pm	<b>WESTERN CITY DEAL</b>
5.00pm	Close
6.30pm	Dinner Cruise on Sydney Harbour for Vivid Festival Depart: Harbour Fleet Steps Circular Quay

### VENUE

Intercontinental Hotel Sydney,  
117 Macquarie Street, Sydney



## Friday 15th June 2018

8.30am	Coffee/Tea
8.55am	<b>Opening Remarks</b>
9.20am	<b>TRANSPORT/AUTONOMOUS CARS</b>
10.05am	<b>PANEL DISCUSSION</b>
10.35am	Morning Tea
11.05am	<b>3D MAPPING/SOLAR/ROBOTS</b>
1.10pm	Lunch
2.10pm	<b>NSW GOVERNMENT DATA</b>
2.40pm	<b>WATER RESEARCH</b>
4.10pm	Afternoon Tea & Close

\*This program was correct at time of printing



## PARTNERSHIP OPPORTUNITIES

## Gold Partner

\$15,000 + GST (one only)

As Gold Partner you are a key partner in the success of the conference. In addition to receiving the highest level of exposure during the conference, IPWEA NSW will work alongside you to maximise your promotional opportunities and commercial rewards.

As Gold Partner you receive the following entitlements:

- **Time allocated to showcase your product at the conference including demonstration of product during a lunchtime session.**
- **Opportunity to provide speaker to present a session at the conference**
- **Freestanding promotional banner to be positioned in the registration area for the duration of the conference**
- **PR related activities promoting you as Gold Partner including IPWEA social media posts and member EDM's, advertising through industry publications.**
- **1 x 2 Day Conference Delegate Pass**
- Company videos and nominated speaker promoted through IPWEA social media outlets in the lead up to the event
- Company logo and 200-word company profile on Conference website\*
- Company logo to be printed on the front cover of the Conference Booklet
- Company logo featured on the conference website with a link to your company's homepage
- Power Point Slide Acknowledgement
- Delegate list supplied post conference
- Access to official photos to be used in company publications

## Silver Partner

\$10,000 + GST (one only)

This is a fantastic opportunity to promote your brand during the conference, where delegates, speakers and partners are networking in a relaxed social environment.

As Silver Partner you receive the following entitlements:

- **1 x 2 Day Conference Delegate Pass**
- **Freestanding promotional banner to be positioned in the registration area for the duration of the conference**
- **Opportunity to provide a speaker to present a session at the conference**
- Social Media promotion in the lead up to the conference on IPWEA social media outlets
- Company logo and 200-word company profile on Conference website\*
- Company logo to be printed on the front cover of the Conference Booklet
- Company logo featured on the conference website with a link to your company's homepage
- Power Point Slide Acknowledgement
- Delegate list supplied post conference
- Access to official photos to be used in company publications

## Dinner Partner

\$10,000 + GST (one only)

Opportunity to promote your brand during the Dinner Reception taking place Thursday 14th June, where delegates, speakers and partners are networking in a confined, relaxed social environment.

As Dinner Partner you receive the following entitlements:

- **Opportunity for 5minute speech to engaged audience on the boat, including a demonstration of your product**
- **Opportunity to provide dinner speaker and promotional material to hand out**
- Freestanding promotional banner to be positioned on the cruise boat
- Company videos and or nominated dinner speaker promoted through IPWEA social media outlets in the lead up to the event
- Company logo to be printed on the front cover of the Conference Booklet
- Company logo featured on the conference website with a link to your company's homepage
- Power Point Slide Acknowledgement
- Delegate list supplied post conference
- Access to official photos to be used in company publications



## PARTNERSHIP OPPORTUNITIES

## Coffee Lounge Partner

\$8,000 + GST (one only)

This package is an opportunity to put your company's name on the lounge area of the conference. The area will see a coffee station with a barista making fresh coffee for attendees to take on the go or enjoy in the lounge area.

As Coffee Lounge Partner you receive the following entitlements:

- **Opportunity to provide branded coffee cups and preferred coffee beans**
- Freestanding banner positioned in the lounge area
- Bar table provided
- Social Media promotion in the lead up to the conference
- Acknowledgement of sponsorship through EDM's to IPWEA NSW database
- Company logo featured on the conference website with a link to your company's homepage
- Delegate list supplied post conference
- Access to official photos to be used in company publications

Being the Coffee Lounge Partner allows you to be present at the conference in a relaxed environment where delegates and other participants will be enjoying a cup of coffee with your brand on it. A bar table is provided and you are more than welcome to bring along a promotional banner and brochures highlighting your area of expertise

## Lolly Bar Partner

\$8,000 + GST (one only)

As an afternoon treat on the final day, a branded lolly bar will be a way for our delegates to remember you! Branded lolly bags and or boxes, a great sugar hit and pick me up on a Friday afternoon will ingrain your branding into our delegates minds and will be a most memorable experience.

As Lolly Bar Partner you receive the following entitlements:

- **Branding around the Lolly Bar including pullup banners, logo on lolly bar stand and branded lolly bags or boxes**
- Company logo featured on the conference website with a link to your company's homepage
- Company logo on all printed conference material
- Delegate list supplied post conference
- Access to official photos to be used in company publications

## Exhibitor

\$5,000 + GST

The exhibitor package includes:

- Exhibition booth for 2 day conference
- Company logo featured on the conference website, with a link to the Company's homepage\*
- Delegate list details supplied after the Conference
- Company logo in the Conference Program Booklet\*
- One (1) tabletop and exhibitor pass

## Charger Station Partner

\$4,000 + GST (one only)

The charger station is another newly introduced opportunity for you to drive your brand amongst delegates whether or not you are able to physically attend the Emerging Technologies 2018. IPWEA NSW will provide an area for delegates to go to for the Charge Bar area, next to the main conference room. The lounge area is somewhere for our delegates to break away and do some work while the conference is on. Considering the importance of fully charged mobile phones and devices, it is guaranteed that delegates throughout the conference will make use of the charger stations.

As Charger Station Partner you receive the following entitlements:

- **Company logo/brand printed on charger station positioned in prominent location**
- Company logo featured on the conference website with a link to your company's homepage
- Company logo on all printed conference material
- Delegate list supplied post conference
- Access to official photos to be used in company publications
- Bar table provided



## PARTNERSHIP OPPORTUNITIES

## USB Partner

\$2,000 + GST (one only)

**All presentations will be provided to delegates on a USB and this your opportunity to provide branded USB sticks to an engaged audience.**

(Content to be approved by IPWEA NSW)

As USB Partner you receive the following entitlements:

- **Company logo/brand printed on USB**
- Company logo featured on the conference website with a link to your company's homepage
- Company logo on all printed conference material
- Company logo in the Conference Booklet\*
- Delegate list supplied post conference
- Access to official photos to be used in company publications



**For more information contact:**  
**Katrina Stuve**  
**Sector Conference Manager**  
**IPWEA NSW**  
**Ph: 02 8267 3009**  
**Email: [Katrina.stuve@ipwea.org](mailto:Katrina.stuve@ipwea.org)**

## Terms &amp; Conditions

IPWEA NSW reserves the right to accept or reject any application for sponsorship at its absolute and unfettered discretion with the return of any deposit. Sponsorship and Exhibition packages which may be limited in number, will be generally allocated to those organisations who apply earliest. Application of sponsorship and exhibition packages regardless of the preference indicated and alteration of the floor plan is at the discretion of IPWEA NSW, whose decision will be final

**Confirmation and Payment:**

To confirm your booking, please complete the Acceptance & Booking Form and return it to the Events Team at IPWEA NSW together with full payment of total sponsorship and exhibition cost.

- On receipt of the Acceptance and Booking Form, written confirmation and a tax invoice will be sent to you.
- Full payment is subject to the IPWEA NSW terms of trading, payable within 14 days of receiving invoice. Invoices will be issued upon receipt of Acceptance and Booking Form. If your payment is not received by the due date, the sponsorship will become available to other interested organisations. As spaces are strictly limited, returning an Acceptance and Booking Form does not guarantee a place as a Sponsor or Exhibitor.
- In the event of any late payment beyond the involved due date, additional fees will be incurred as determined by the event organisers. Such fees will be in addition to any outstanding sponsorship/exhibition fees and will not be negotiable

**Cancellation Policy:**

Cancellation of your sponsorship must be received by IPWEA NSW in writing. Cancellations received prior to 1 May 2018 will receive a refund of 25% of amount paid to IPWEA NSW. Any cancellations after 1 May 2018 will be required to pay the full amount as nominated in the Acceptance and Booking Form.

If the event is cancelled by IPWEA NSW or the Conference Committee less than 6 months prior to the scheduled date, the Sponsors and Exhibitors are entitled to a 75% refund. If the event is rescheduled by IPWEA NSW or the Conference Committee and the Sponsors/Exhibitors can reasonably demonstrate their inability to participate, they will be entitled to a full refund.

**Consequential Damage:**

IPWEA NSW will not be liable for any indirect or consequential damages arising out of a breach of this sponsorship contract.

**Detailed requirements and Due Dates:**

IPWEA NSW's requirements regarding the artwork for logos and advertisements, specifications and delivery details for signage, arrangements for static display, delivery of satchel inserts or other arrangements in order to deliver your entitlements will be sent to you in a confirmation email with relevant due dates.

Logos will be requested in a jpeg format, high resolution 300dpi. Should an alternative format be received IPWEA NSW cannot be held responsible for the quality of logos displayed in any of the promotional material.

In the event that materials, information or artwork required by IPWEA NSW are not received by the designated due date, the use for their intended purpose cannot be guaranteed. The value of these entitlements will not be refunded if this is the case.

**Exceptional Circumstances:**

IPWEA NSW reserves the right to change the venue and duration if exceptional circumstances demand it. In the event of a change of venue and/or duration, the agreement to participate will remain in force as long as the sponsors/exhibitor is informed at least a month before planned conference. IPWEA NSW will use reasonable endeavours to remedy the impact of exceptional circumstances.

Whilst IPWEA NSW take precautions to ensure that your property is not damaged or stolen, we decline responsibility for any loss of damage which will befall the person or property of the sponsor/exhibitor from any cause whatsoever. It is the responsibility of sponsors/exhibitors to ensure their insurance cover is adequate to their risk and requirements.

Should IPWEA NSW be unable to hold the Emerging Technologies Conference 2018 due to acts of God, government or events beyond its control, Sponsors and Exhibitors will receive a proportionate refund of any monies available after fixed costs have been met. IPWEA NSW is not responsible for any further costs incurred by sponsors/exhibitors in connection with the event.

**Venue:**

The sponsor/exhibitor and the servants, agents, contractors and invitees of the sponsor/exhibitor are also to observe the rules, regulations and procedures as prescribed by Intercontinental Hotel Sydney.

**Australian Privacy Act:**

The delegate list will be provided after the conference and it will exclude any delegates who have withheld permission to publish their details in accordance with the Australian Privacy Act.