



Let's sea our future together

PARTNERSHIP BROCHURE



www.oceans19mtsieemarseille.org





Let's sea our future together

DEAR CONFERENCE ATTENDEES, EXHIBITORS, PRESENTERS AND GUESTS,

On behalf of the Local Organizing Committee, it is our pleasure to warmly welcome you to the

MTS/IEEE OCEANS'19 MARSEILLE CONFERENCE AND EXHIBIT

OCEANS conference is jointly sponsored by the IEEE Oceanic Engineering Society (IEEE/OES) and the Marine Technology Society (MTS) and is one of the most influential international conference in this field, where you can discover all the new technologies and dedicated research linked to the comprehension of oceans. OCEANS '19 Marseille will be a fantastic place for information sharing and networking, with an Exhibition, several tutorials on special interest topics, hundreds of technical presentations and a student poster program. Moreover, for the first time in the OCEANS series, a day will be fully dedicated to the Exhibition, with on-site demonstrations, round tables, symposiums, ministerial delegations ... more than a simple exhibition, OCEANS '19 Marseille will offer a world leading forum, where industry, academia and government organizations will share knowledge and connect with marine science and ocean technology communities. Do not miss this opportunity to showcase your products to the world! Furthermore, the theme of the conference "Let's sea our future together" reflects our concern to understand the future of our oceans in terms of the preservation of marine, animal or plant life, as well as the exploitation of new energies.

Who could have imagined such a nice city, such a sunny and warm spot, such a place full of history, to host this prestigious event in France? At the gates of Provence and the French Riviera, founded in 600 BC by the Greeks from Phocaea, Marseille is the oldest city in France and the second largest in France after Paris, largest French city on the Mediterranean coast and largest commercial port. Marseille has much to offer its locals and tourists: an incredible coastline and 300 days of sunshine every year! Marseille has an impressive natural heritage with numerous lush parks in the heart of the city, offering refreshing havens when the sun is beating down. Just a few kilometers from the Vieux-Port lies the Calanques National Park, which is the perfect spot for year-round

outdoor activities. The famous Calanques cover 20 kilometers with untamed creeks to explore and clear blue water to enjoy. As you stroll around this Mediterranean city you will see its impressive heritage for yourself. Marseille is brimming with hidden gems from the old town of Panier to the Second Empire buildings and the Roman churches. Nearby, the city of Toulon, the fourth-largest French city on the Mediterranean coast, is the first French military port, home of the French Navy aircraft carrier Charles De Gaulle and its battle group. The presence of these two major ports, in the Provence-Alpes-Côte-d'Azur region, has generated the development of a large number of institutions (industries, companies and laboratories) dedicated to the sea exploitation and exploration.

Please take advantage of all the opportunities this prestigious event offers. The beautiful city of Marseille is waiting for you!

Sincerely yours,



Philippe Courmontagne
IM2NP/ISEN-Toulon
Conference Chair

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CONTACTS

General information:
info@oceans19mtsieemarseille.org

Exhibition:
partnership@oceans19mtsieemarseille.org

Registration & Accommodation:
registration@oceans19mtsieemarseille.org

Telephone: +33 (0)1 70 39 35 64

ABOUT MTS/IEEE OCEANS

The OCEANS conference is the flagship event of the IEEE Oceanic Engineering Society (OES) and the Marine Technology Society (MTS). It features all aspects of oceanic engineering, science and technology. The conference runs twice a year: every autumn (fall) in North America and every spring in the rest of the world. The rest of the world meetings alternate between Europe (in odd years) and Asia/Pacific rim (in even years).

The prestigious OCEANS series of conferences are recognized as the premier forum for the international marine community to meet and discuss topical issues in a format of easy information exchange. OCEANS brings together engineers, scientists, managers and policy makers from all aspects of the oceanic spectrum.

OCEANS features an associated trade exhibition with companies and institutions representing the wide range of activities found in the marine community.

Every edition brings together more participants and represents each topics of the field.

Let's sea our future together

COMMITTEE

General Chair: Philippe Courmontagne,
IM2NP / ISEN, Toulon, France

Technical Chairs: Claude Jauffret,
IM2NP / Université de Toulon, Toulon, France

Jérôme Mars,
GIPSA-Lab, Grenoble, France

Exhibit Chairs: Aymeric Bonnaud,
Naval Group, Paris, France

Christian Audoly,
Naval Group Research, Toulon, France

Financial Chair: Jean-Louis Chassaing,
IM2NP, Marseille, France

Tutorial Chair: Marc Pinto,
ECA Robotics, Toulon, France

Webmaster Chair: Hélène Tonchia,
WIE France Chair, Paris, France

Community Manager: Aurélie Demeulemeester,
ISEN-Toulon, France

TECHNICAL PROGRAMME TOPICS

SPECIAL MARSEILLE TOPICS

(subject to change)

OCEANS: A KEYNOTE OF THE CLIMATE CHANGE?

- 0.1 Marine observatories
- 0.2 Renewable energies
- 0.3 Ocean noise evolution
- 0.4 Marine life transformation

STANDARD OCEANS TECHNICAL TOPICS

1. UNDERWATER ACOUSTICS AND ACOUSTICAL OCEANOGRAPHY

- 1.1 Sonar and transducers
- 1.2 Calibration of acoustic systems and metrology
- 1.3 Sound propagation and scattering
- 1.4 Acoustical oceanography
- 1.5 Geoacoustic inversion
- 1.6 Bioacoustics
- 1.7 Seismo-acoustics
- 1.8 Ocean noise
- 1.9 Signal coherence and fluctuation

2. SONAR SIGNAL / IMAGE PROCESSING AND COMMUNICATION

- 2.1 Sonar signal processing
- 2.2 Array signal processing and array design
- 2.3 Model-based signal processing techniques
- 2.4 Vector sensor processing
- 2.5 Synthetic aperture (active and passive)
- 2.6 Classification and pattern recognition (parametric and non-parametric)
- 2.7 Sonar imaging
- 2.8 Acoustic telemetry and communication
- 2.9 Biologically inspired processing

3. OCEAN OBSERVING PLATFORMS, SYSTEMS, AND INSTRUMENTATION

- 3.1 Automatic control
- 3.2 Current measurement technology
- 3.3 Oceanographic instrumentation and sensors
- 3.4 Systems and observatories
- 3.5 Buoy technology
- 3.6 Cables and connectors
- 3.7 Marine geodetic information systems

4. REMOTE SENSING

- 4.1 Air / sea interaction
- 4.2 Lidar
- 4.3 Passive observing sensors
- 4.4 Coastal radars
- 4.5 Ocean color and hyperspectral measurements
- 4.6 Airborne and satellite radar and SAR
- 4.7 Operational observation
- 4.8 Sensor synergy
- 4.9 Space systems

5. OCEAN DATA VISUALIZATION, MODELING, AND INFORMATION MANAGEMENT

- 5.1 Access, custody, and retrieval of data
- 5.2 Data visualization
- 5.3 Numerical modeling and simulation
- 5.4 Marine GIS and data fusion
- 5.5 Information management
- 5.6 Data assimilation

6. MARINE ENVIRONMENT, OCEANOGRAPHY, AND METEOROLOGY

- 6.1 Oceanography: physical, geological, chemical, biological
- 6.2 Marine geology and geophysics
- 6.3 Hydrography / seafloor mapping / geodesy
- 6.4 Hydrodynamics
- 6.5 Marine life and ecosystems
- 6.6 Meteorology
- 6.7 Pollution monitoring
- 6.8 Mineral resources

7. OPTICS, IMAGING, VISION, AND E-M SYSTEMS

- 7.1 Imaging and vision
- 7.2 Beam propagation
- 7.3 Optical sensors and adaptive optics
- 7.4 Marine optics technology and instrumentation
- 7.5 Holography and 3D imaging
- 7.6 Optical communication
- 7.7 E-M sensing

8. MARINE LAW, POLICY, MANAGEMENT, AND EDUCATION


- 8.1 Coastal zone management
- 8.2 Ocean economic potential

MTS/IEEE OCEANS CONFERENCE OVERVIEW

KEY FIGURES

 **1000**
delegates

 **750** submitted
abstracts

 **250** student
posters submitted

WHO WILL ATTEND?

Meet the oceanography community!

1 000 industrial and academic experts worldwide will get together in Marseille.



(origin of the audience)

WHY SHOULD YOU ATTEND ?

Meet your clients and develop your network

Promote your latest innovations and concepts in a supportive environment

Create new business opportunities

Keep up with your competitors

Enhance your knowledge of the market

Benefit from media coverage

ABOUT MARSEILLE

Nestled between sea and hills, Marseille is an amazing city that moves with the seasons and passions. Founded 2600 years ago, the oldest city in France combines the richness of a unique heritage, an intense cultural life, and an exceptional location.

Marseille offers all facilities for welcoming participants in a very easy way with its international airport Marseille-Provence which is the 3rd most important French airport and the top low-cost air terminal in Europe. From here, there are a hundred routes to 26 countries. Marseille can also be reached by train: the Mediterranean TGV reaches the center of Marseille (St-Charles train station) from the center of Paris in just three hours.

This city has the largest commercial port in France and one of the sunniest place in France.

This city offers a great environment and charming environment to spend few days.

LAST EDITION
Where:
Aberdeen, Scotland



NEXT EDITION
When & Where
June 17-20 2019,
in Marseille, France



MARSEILLE CHANOT EXHIBITION & CONVENTION CENTER

At the center of Marseille, Marseille Chanot Exhibition & Convention Center is 5 stops away of the Saint Charles Station. This place has new and modern buildings and the conference will take place in 2 of the buildings which are: Palais des Congrès and the Palais des Événements.

Marseille Chanot is situated less than 10 min away walking from many hotel and near the sea.

It is in a great location to discover Marseille.

HOW TO PARTICIPATE?

SPONSORING

Stand out from your competitors and maximize your visibility by sponsoring the conference. Select the package that best meet your marketing strategy and help you achieve your business objectives. We offer a wide range of opportunities for sponsors and exhibitors and will be happy to customize a partnership tailored to meet your needs and marketing objectives.

For each package the sponsor can select additional sponsorship items in the shopping list page 12

| SPONSORING PACKAGES | GOLD 20 000 € + VAT | SILVER 15 000 € + VAT | BRONZE 8 000 €+ VAT |
|---|--|---|--|
| Priority on booth location | 1 st priority (before May 16 th 2018) | 2 nd priority (before May 16 th 2018) | 3 rd priority (before May 16 th 2018) |
| Priority on marketing options | 1 st priority (before May 16 th 2018) | 2 nd priority (before May 16 th 2018) | 3 rd priority (before May 16 th 2018) |
| Acknowledgements on the website | Large Logo + link | Medium Logo + link | Small logo |
| Acknowledgements on social media | 2 posts | 1 post | |
| Interviews on website/ social media | 2 interviews | 1 interview | |
| Acknowledgements on the plenary stage | Large logo | | |
| Promotion during the conferences OCEANS'17 ANCHORAGE (USA) 18th – 21st September 2017 OCEANS'18 KOBE (Japan) 28th-31st May 2018 | Large logo on all onsite promotional material + corporate brochures display (must provide) | Medium Logo on all onsite promotional material + corporate brochures display (must provide) | Small logo on all onsite promotional material |
| Badges access to conferences | 3 | 2 | 1 |
| Invitation to Gala dinner Invite your staff and your clients! | 3 | 2 | 1 |
| Acknowledgements on visitor invitation | Large logo | Medium Logo | Small logo |
| Access to participants emails list | X | | |
| Amount to be chosen from the shopping list | 10 000 €+ VAT | 7 500 €+ VAT | 4 000 €+ VAT |

THE SHOPPING LIST: HOW DOES IT WORK?

You can spend the amount of the shopping list to book a booth space or to pick an item in the sponsored sessions, marketing or advertising opportunities.

If you are interested in one of these packages you will find the application form page of this brochure.

If you want more information you can contact us at: partnership@oceans19marseille.org

EXHIBITION

Book your booth for the exhibition to get the opportunity to present your new products or services, talk to influencers and potential customers.

| BOOTH | EARLY BIRD PRICE/SQM (before May 16 th 2018) | STANDARD PRICE/SQM (from May 16 th 2018) |
|--------------|--|--|
| Space Only | 225 € + VAT | 250 € + VAT |
| Shell scheme | 275 € + VAT | 300 € + VAT |

 **Booth size minimum of 6 sqm**

Space only means floor marking only: nothing will be provided but the exact floor measurements of the booth

The **shell scheme booth** consists of a modular construction with carpet, aluminum structure including panels, double-sided sign; 2 spot lights (for 6 square meters); One standard power box; Furniture package: 1 table + 2 chairs.

When you book a booth you also have to choose a **compulsory registration package** as described below:

| Exhibitor registration package | Standard | Premium |
|---|-------------|---------------|
| Price per package | 600 € + VAT | 1 250 € + VAT |
| Your company profile in the exhibitors' list | X | X |
| Your company logo on the exhibition floor plan | | X |
| The OCEANS'19 Web TV live streaming Follow all the key sessions from your booth via the App or the conference website | X | X |
| Access to the online marketing toolkit: Promote your presence with our official banners and visuals | X | X |
| 2 conference badges | | X |

The rental of an exhibit space gives the right to the following services:

- Use of booth during the exhibition and during assembly and dismantling periods
- Care taking of public areas, excluding the booths which are under your responsibility

Example of a package:

| Items | Specification | Price |
|---------------------------------|---------------|----------------------|
| Booth | 6 sqm | 1 500 € + VAT |
| Compulsory registration package | Premium | 1 250 € + VAT |
| Total amount | | 2 750 € + VAT |

To book a booth, please fill in and send us back the booth reservation form page 22.

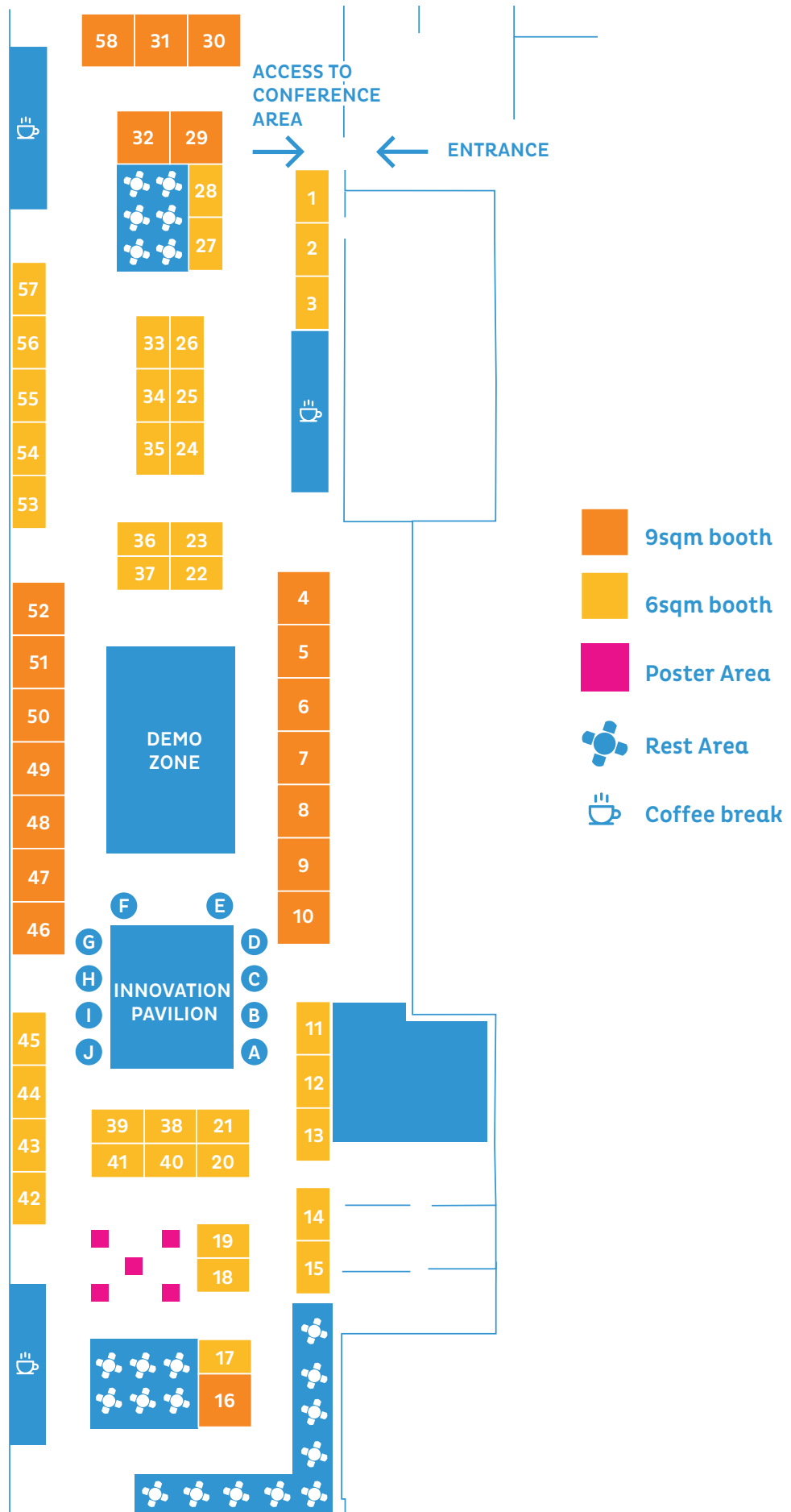
YOUR BOOTH IS JUST THE BEGINNING

Oceans'19 offers a wide variety of marketing opportunities designed to help you connect with international experts of Ocean. **More details page 12.**

EXHIBITION PLAN

PALAIS DES EVENEMENTS

(subject to changes)



INNOVATION CORNER FOR START-UP



The innovation corner is only for company created 5 years ago, or more recently with less than 20 employees. Developing or using products or services with high potential growth in the Ocean field.

| | PRICE |
|--------------------------------|---------------|
| Corner 3sqm + standard package | 1 500 € + VAT |
| Corner 3sqm + premium package | 1 750 € + VAT |

Each corner includes:

- A space of 3 sqm with: A counter, carpet, a bin, a sign, a high stool.
- A notification about new exhibitors sent by e-mail and on Oceans '19 social media a week before the event.
- A 15min presentation in the Agora to present your new products or services.



SHOPPING LIST: MARKETING AND ADVERTISING OPPORTUNITIES

SPONSORISED SESSIONS

SPONSORISED SESSIONS UPON REQUEST

You may take benefit from the presence of highly skilled specialists and experts to organize a side event or an industry session. These sessions will be announced and incorporated in the conference printed program. It's a unique opportunity to create high added value to sponsors wishing to extend their reach before, during and after the event. Such side events can also be private, with attendance on invitation, to organize corporate meetings, European projects meetings, etc.

All programmes and topics must be submitted to the Organizing Committee for approval.

TEST POOL UPON REQUEST

In addition to your booth, you have the opportunity to introduce your latest innovations. A test pool will be built within the exhibition area where you can set up 30 min live demonstration during coffee and lunch breaks.

15 MIN SPEECH 750 € + VAT



Take the opportunity to speak for 15 min in the Agora outside of the breaks and present your product and services to a large audience.

15 MIN SPEECH AND COFFEE BREAKS SPONSORSHIP 1 250 € + VAT



Sponsor the coffee breaks (acknowledgements in the programme and your logo on every table) and have a 15 min presentation in the Agora outside of breaks. It's the moment for you to present your product and services and to be heard by a large audience.

STUDENT POSTER COMPETITION 7 500 € + VAT

Sponsor the student poster competition and enhance your visibility to the future generations of engineers!

This opportunity includes:

- Logo on student competition sign
- Logo on the program
- Announce of your support in the Beacon Journal
- Display brochure at student Poster competition
- Speaking opportunity during the Poster competition

SOCIAL EVENTS

Sponsor one of the social events, a relaxing moment and an opportunity to network where the Ocean community is gathered.

It's the opportunity for your company to get high visibility.

ICE BREAKER (EXCLUSIVITY)

2 500 € + VAT

The Ice breaker will be a welcoming cocktail. Each participants will receive an invitation and the logo of your company will be on every buffet table. The sponsoring of this event will also give you the opportunity to have your logo on the final program.

The Ice Breaker will take place within the conference venue, Monday 17th June 2019.

GALA DINNER (DATE AND LOCATION TO BE CONFIRMED)

4 500 € + VAT

Become the sponsor of this great networking moments between delegates, exhibitors and participants. Your logo on the Gala dinner invitation, in the final program and in the dinner venue, speaking opportunity during the Gala's opening and 4 invitations for the dinner.

(Date and location to be confirmed)

COFFEE BREAKS

500 € + VAT / BREAK



During the coffee breaks, the logo of your company will be on every table and you will be acknowledged in the programme. It's an excellent way to enhance your visibility!

DIGITAL MARKETING

ADVERTISEMENT ON THE WEBSITE

FROM 1 000 € + VAT

The conference website is the place for attendees to get a full range of news and information on OCEANS '19! Get unmatched visibility by posting your corporate advertisement on this website.

- Home Page Website: 1 500 € + VAT
- Advert on the Exhibitor list: 1 000€ + VAT
- Registration page: 1 000 € + VAT

CONFERENCE OFFICIAL TABLETS

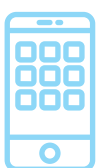
FROM 2 000 € + VAT

All the registered delegates will receive a digital tablet including all the useful documents for the conference. Afterwards, remaining tablets will be given to charity associations for children

- Sponsoring of the tablet task: 5 000 € + VAT (EXCLUSIVITY – including production)
- Your logo as start page of the tablets: 3 500 € + VAT (EXCLUSIVITY)
- Upload your corporate presentation on the tablet (pdf, application): 2 000 € + VAT

OCEANS '19 APP (EXCLUSIVITY)

3 000 € + VAT



Oceans '19 App is a one-stop opportunity that keeps attendees connected to the conference wherever they go. Post your corporate advert on the landing page and get a huge visibility each time someone log on the Web App.

This opportunity includes:

- Sponsor's visibility pre-home page
- Get metrics on safe traffic, demographics and click through
- Promotion of Web App on all our editions
- Acknowledgements to sponsor on conference website

OCEANS'19 WEB TV (EXCLUSIVITY)

5 000 € + VAT

All the conferences will be available on live streaming during the event and afterwards on replay. Your company can be the exclusive sponsor of this unique Web TV (logo display on each connexion + sponsor acknowledgment on the website). It's a long lasting visibility!

WIFI (EXCLUSIVITY)

3 500 € + VAT



Allow every participants to access their e-mail during the conference by sponsoring the Wi-Fi. Every time somebody will go on internet your logo will appeared, choose this opportunity to be remembered.

E-CONFIRMATION (EXCLUSIVITY)

2 000 € + VAT

Every time a participant will register, an e-mail of confirmation will be sent. At the bottom of the page there will be your company logo as a partner of the event. It's a way to be sure that every participant will know your company will be present.

TRADITIONAL MARKETING

LANYARDS

1 500 € + VAT



Every attendee receives a lanyard with his/her badge. These badges will be worn at all time during the conference you can have your logo next to the logo's event. This option offers a high visibility to the sponsor.

Lanyards will be provided by the Organizer.

FOOTPRINT (LIMITED TO 2 COMPANIES)

2 000 € + VAT



Each step will bring attendees closer to your booth! The floor stickers are displayed in the exhibit hall with your own personalization. Tell attendees where your booth is located or simply display your logo. The floor stickers are strategically placed on the exhibit hall floor of the conference center as a means of maximizing visibility for your company, your location and products. The stickers will be produced and provided by the Organizer.

WATER STATIONS

1 500 € + VAT

Participants will refresh themselves in the water stations. Seize the chance to sponsor water stations, you will have your logo on every water stations. All attendees will see it at least once a day.

CONNECTING TUNNEL

UPON REQUEST

A tunnel will be created to link the conference venue to the exhibition Hall. This hub will be a great opportunity for exhibitors to enhance brand recognition. This is the best way to invite the delegates to drop by your booth!

The official inauguration of the conference will take place in the connecting tunnel gathering all the key speakers, delegates and medias. This is a prime and unique location to promote your company and your brands.



GREEN OPTIONS

Your company is sensible to the environment issue and wants to help creating a sustainable event? Sustainable marketing options are available, please contact our secretary for more details: partnership@oceans19mtsieemarseille.org

PRACTICAL INFORMATION



PROMOTION & MEDIA

The organizers are here to make you feel as a real partner of the conference and to ensure you maximize your investment!

We would like to work together with you to ensure you maximise your investment!

- Ask for printed publications of the conference to share them with your contacts.
- Ask for conference banners to use in your email marketing campaigns to your clients and to promote your presence at the conference.
- Ask for the conference logo to use in your email marketing campaigns as well as in print advertisements and promotional material (reserved to Major Corporate Partners).
- Inform your contacts database of your participation in the event via e-mail blasts or newsletters.
- Send press releases to trade and medical publications.
- Post the conference banner on your company website

REGISTRATION INFORMATION

If you wish to register for the conference sessions, please consult the conference web site:

www.oceans19mtsieemarseille.org

or contact the registration department: registration@oceans19mtsieemarseille.org

ACCOMMODATION INFORMATIONS

The organizers have booked some allocations in the Marseille Chanot Exhibition & Convention Center area to comply with all of your future accommodation requests. Special rates have been negotiated in selected hotels.

Sponsors and exhibitors can book the hotel rooms at net rates without any agency surcharge. Please contact the conference office for further details: registration@oceans19mtsieemarseille.org

CORPORATE EVENTS

Should you need assistance to organize a corporate event during the conference, please contact us:

partnership@oceans19mtsieemarseille.org

IMPORTANT NOTICE: The signing of a partnership contract (partnerships, marketing, advertising and exhibition or any other form of participation) implies a commitment to neither organise nor promote conferences, conferences or events held during the schedule of the Official Conference Program without the agreement of the Organizing Committee.

SPONSORING & PARTNERSHIP RESERVATION FORM

To be returned to: Oceans'19 c/o MCI France 9, rue Gustave Ricard - 13006 Marseille - France
Phone: +33 (0)1 70 39 35 64 - **Email:** partnership@oceans19mtsieemarseille.org

Company name: _____

Contact name: _____

Postal Address: _____

Zip code and city: _____

Country: _____

E-mail: _____

Telephone: _____

VAT number: _____

Purchase order number (if applicable): _____

Company name for publications: _____

Invoicing address (if different): _____

My company is interested in booking: **Gold sponsoring**
20 000 € + VAT **Silver sponsoring**
15 000 € + VAT **Bronze sponsoring**
8 000 € + VAT

| | |
|-----------------------|--|
| Sponsoring package | |
| Amount (VAT excluded) | |

Partnership products (digital or traditional advertising)

| PLEASE INDICATE BELOW SELECTED PRODUCTS | AMOUNT |
|--|--------|
| | |
| | |
| | |
| | |
| TOTAL AMOUNT PARTNERSHIP PRODUCTS | |

| | |
|--|--|
| TOTAL AMOUNT (VAT EXCLUDED) | |
| VAT AMOUNT (20%)* | |
| TOTAL AMOUNT PARTNERSHIP PRODUCTS | |

* VAT at current rate, subject to modification

Upon receipt of this form, an invoice will be sent to you for a 50% deposit, with balance due by February 26th 2019.
The exhibitor of Oceans'19 declares have read and understood the general sales conditions and to accept them without reservation.

Date and signature:

Company stamp:

BOOTH RESERVATION FORM

To be returned to: Oceans'19 c/o MCI France 9, rue Gustave Ricard - 13006 Marseille - France
Phone: +33 (0)1 70 39 35 64 - **Email:** partnership@oceans19mtsieemarseille.org

Company name: _____

Contact name: _____

Postal Address: _____

Zip code and city: _____

Country: _____

E-mail: _____

Telephone: _____

VAT number: _____

Purchase order number (if applicable): _____

Company name for publications: _____

Description of exhibited products or devices: _____

Invoicing address (if different): _____

My company is interested in booking:

A booth of sqm Space only for 250 € + VAT per sqm Schell scheme for 300 € + VAT per sqm

My company is registration package will be (compulsory): Standard Premium

Booth Number(s): 1st choice: N° | ___ | ___ | 2nd choice: N° | ___ | ___ | 3rd choice: N° | ___ | ___ |

NB: Booth will be attributed in reservation order of arrival.

| | |
|--|--|
| TOTAL BOOTH AMOUNT (VAT EXCLUDED) | |
| TOTAL ANGLE (S) AMOUNT (VAT EXCLUDED) | |
| VAT AMOUNT (20%)* | |
| TOTAL AMOUNT VAT INCLUDED | |

* VAT at current rate, subject to modification

Upon receipt of this form, an invoice will be sent to you for a 50% deposit, with balance due by February 26th 2019.

The exhibitor of Oceans'19 declares have read and understood the general sales conditions and to accept them without reservation.

Date and signature:

Company stamp:

EXHIBITION & SPONSORSHIP RULES & REGULATIONS - GENERAL SALES CONDITIONS

MCI France has been entrusted with general logistics and organization of the MTS/IEEE Oceans '19 Marseille here below referred to as "the Event", to be held from the 17th of June to 20th of June 2019 in the Marseille Chanot Exhibition & Convention Center by the MTS/IEEE associations and MCI France may also be referred to as "The Organizer" here below.

The person or company buying an exhibition space (booth or stand), a marketing tool, an advertisement or becoming a financial partner (sponsor) to the event may also be referred to as "the Buyer".

Both the organizer and the Buyer may also be referred to as "the Parties".

APPLICATIONS

In order to be valid, Booth, Partnership, Marketing and Advertising application form(s) are to be carried out by post or email on the original application form here enclosed and sent to MCI France.

In the absence of specific written contract between the parties, the signature of the Booth, Partnerships, Marketing and Advertising application form(s) constitute a firm hire commitment and compel the subscriber to accept both the general conditions and the exhibition rules and regulations as well as all the specific conditions related to the event if applicable.

An invoice due upon receipt will be issued once the completed reservation form is received by the Organizer. In order to guaranty the reservation, a 50% deposit is due upon receipt of the invoice. No verbal or telephone agreement will commit the Organizer unless confirmed in writing. The total subscription fee is to be settled by February 26th 2019 at the latest. Non-payment by this stated deadline will lead to the cancellation of the right to use the booth, and without reimbursement of the sums paid.

Booth, partnership, marketing or advertising allocations will be attributed in reservation order of arrival unless specific event conditions state it differently and are subject to the full payment and the agreement of the Organizer. Once these locations have been attributed, no change will be possible without the Organizer's written agreement. All payment must be received by the Organizer prior to the event as per the general or specific event conditions. No sponsor/exhibitor will be allowed to begin move-in operations nor be listed as a sponsor/exhibitor in the event publications until full payment is received by the Organizer.

As for the Exhibition, the floor plan presented in this document is a non-contractual one. It is subject to acceptance by the Local Public authorities and its official Fire & Safety Regulation Services. However, the Organizer reserves the right to change if deemed advisable, the location, importance and layout of the surfaces requested by the exhibitor.

ACCEPTANCE OF APPLICATIONS

The Organizer reserves the right to refuse applications from companies not meeting standard requirements or expectations and reserve the right to curtail or close booths, wholly or in part, that reflects unfavourably on the character and the purpose of the event.

PAYMENT

The Organizer (MCI France) is the sole competent and authorized company to receive payments for this event. Payment of the deposit may be made either:

- by cheque to the order of Oceans'19/MCI and sent to: Ocean'19/MCI France – Marketing & Sponsorship Dept - 9, rue Gustave Ricard - 13006 Marseille – France
- Or by bank transfer to the order of Oceans'19/MCI France – LCL Bank-Paris SDC Paris 2 – 59, rue La Fayette – 75009 Paris - France
Bank code: 30002 -
Bank sort code: 05666
Account N°: 0000060496L - Key 01
IBAN: FR78 3000 2056 6600 0006 0496 L01
BIC: CRLYFRPP

In case of a bank transfer, please do not forget to specify the reason of your payment and the invoice number.

Or by all major credit cards: VISA, MASTERCARD, EUROCARD, and AMERICAN EXPRESS.

CANCELLATION CONDITIONS (APPLICABLE TO PARTNERSHIP, ADVERTISING, MARKETING OPTIONS AND EXHIBITION)

All cancellations must be made in writing to MCI France.

The Organizer shall retain:

- 25% of the agreed amount due if the cancellation is made before 25th November 2018
- 50% of the agreed amount due if the cancellation is made between 25th November 2018 and 26th February 2019
- 100% of the agreed amount due if the cancellation is made after 26th February 2019

After Exhibition space, Marketing, Partnership or Advertising have been confirmed, a reduction or any other kind of, is considered as a cancellation and will be governed by the above cancellation policy.

As for the Exhibition, a reduction in space can result in relocation of exhibit space at the discretion of the Organizer.

LOCAL AND SITE REGULATIONS

Buyers shall abide by the local and site regulations with respect to law and order, safe and security. The Organizer will take appropriate action against those who do not comply with the regulations. The Organizer have the authority to demand removal/change of any tools/papers/documents/structures which are not in accordance with the Event rules or even cancel the participation of the Buyer. The decision of the Organizers will be final and binding.

ENTRY TO THE EXHIBITION

Access to the exhibition will only be possible to regularly registered participants. To attend any meeting sessions, exhibition staff will need to register as full delegates and pay the appropriate registration fee (refer to conference regulations).

SHARING OF STANDS

Exhibitors are not permitted to share with others any booth space allotted to them without prior written consent of the Organizer.

USE OF RENTED SPACE AND BUILDING RULES

The use and branding of exhibit space may not exceed the rented surface. The height limitation as communicated in the Exhibition Technical Manual must be respected both for physical and visual devices (e.g. lasers, gobos, etc.).

INSURANCE

The Buyer renounces to take recourse against the Organizer or against the owners of the premises and undertakes to underwrite insurance policies covering all the risks incurred by the material exhibited (theft, damage, etc...) along with public liability covering the permanent or occasional staff employed by the company, present at the event. None of the Organizer's Insurance will cover the Buyer's activities during the Event.

FAILURE TO OCCUPY SPACE

Exhibitors not occupying booth space by the 17th of June 2019 will forfeit their booth space without refund. The space may be resold or used by the organizer.

FORCE MAJEURE

In the case of force Majeure, the event dates may be changed or the latter may be purely and simply cancelled. The Organizer cannot be held liable for any hindrance or disruption of Event proceedings arising from political, social, health or economic events or any other unforeseen incidents beyond their control. The Event cancellation conditions shall apply in any case. These conditions apply to Registration fees as well as Exhibitions, Sponsorship and Advertising sales.

The Organizers strongly recommend that Exhibiting companies obtain adequate cover for cancellation travel, health, accident and cancellation insurance before they depart from their countries.

The Organizer will accept no liability for personal injuries sustained by or for loss or damage to property belonging to Exhibiting companies and their representatives either during or as a result of the Event.

Security Likewise, and especially in case of risk of harm to any person's security (and independently from any case of force majeure), the event organizers reserve the right to change the event location and, if necessary, to move the event to another country or region than the one initially planned.

The event cancellation conditions stated below shall apply; the Organizer strongly recommend that buyers subscribe adequate covers for and adequate cancellation insurance.

In the event of litigation, jurisdiction falls under the Paris Law Courts alone.

INTERPRETATION OF THE REGULATIONS AND AMENDMENTS

The Organizer is the sole competent authority as to problems arising from the interpretation of the here enclosed regulations and their enforcement. Any expenses resulting from the non-observance of the here-enclosed regulations will be chargeable to the Buyer. MCI FRANCE reserves the right to change or to complete the here-enclosed regulations without prior notice but the Buyer will be informed.

EXHIBITOR/PARTNER TECHNICAL MANUAL

An Exhibitor/Partner Technical Manual will be sent to every registered Buyer a few months before the event and once invoice(s) has been paid. This manual contains all information regarding general conditions, safety regulations, setting up of a booth and arrangement conditions, description of the booth, specification documents and maps along with order forms and prices for all necessary services (telephone, electricity, transport, storage...) required by the Buyer.

REFUND OF VAT

According to the European Tax Legislation, organizers of international events, exhibitions and service companies have to invoice all services with 20% (current rate, subject to modification) Value Added Tax (VAT). Foreign companies (EU or non-EU) are, under certain conditions, entitled to a refund of VAT paid. Important: companies not belonging to the European Union have the obligation to appoint a Country tax representative in order to apply for a tax refund. More details will be available in the Exhibition Technical Manual.

RULES AND REGULATIONS FOR HEALTHCARE EXHIBITION AND PARTNERSHIP

As far as exhibition and Partnership are concerned, there are certain strict rules and regulations for pharmaceutical or device industry companies to respect. Please make sure to check with your compliance department and/or your subsidiary for more details. The Organizer cannot be held responsible for the Buyer's noncompliance.

HEALTH AND SAFETY LAWS AND REGULATIONS AT WORK

It is the responsibility of the Buyer to ensure that his contractor, employees, displays and exhibits comply with the latest legislation regarding Health and Safety at Work regulations. The Organizer cannot be held responsible for the Buyer's noncompliance to these laws and regulations.

THIRD PARTY COMPANIES

The organizer will communicate exclusively with clearly identified third party companies officially mandated by the Buyer (participating exhibitors and sponsors). Queries received from third party companies (i.e communication and press agencies) which do not clearly indicate which company they are representing will not be answered. It is the responsibility of the Buyer to inform the Organizer of the full contact details of the third party companies they are working with.

PRESS CONFERENCES

Press conferences organized by the Buyer or its duly authorized representatives may only be organized at times specified by the Organizer. The Organizer must be notified of any planned press conferences and all journalists must be officially registered to attend the event.

PROMOTION ONSITE

Give-aways and printed material may only be distributed in its own exhibition booth only unless otherwise stated by the organizer. It is the company's responsibility to also adhere to any restrictions and/or limitations which may be applicable according to the legislation of the host country of the conference. Contests, lotteries, raffles are subject to the approval by the organisers.

VISA AND DOCUMENTATION REQUIRED TO TRAVEL TO THE COUNTRY OF THE EVENT

It is the responsibility of the Buyer to ensure having adequate information and/or entry and visa documents to travel to the country of the event.

It is recommended that you plan your travel in advance and that you apply for your visa early, should you need one. The Organizer is NOT responsible for arranging visas. However, should you need an official invitation letter for visa application purposes, you may contact the Organizer's Secretariat who will be able to provide this. No exhibition and registration fee refunds will be issued for cancellation or non-attendance due to failure to obtain a visa. In any case, the organizer cannot be held responsible for any inconvenience relating to non-observance or non-compliance to the country law, rules and regulations.

KEY DATES

Abstract submission opening: **October 2018**

Opening of registration and hotel booking: **January 2019**

Deadline for abstracts submission: **January 2019**

Deadline for early bird registration: **May 2019**

Conference opening: **17th June 2019**

VISIT THE OFFICIAL CONFERENCE WEBSITE:

www.oceans19mtsieemarseille.org

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