



CAPTURE STRATEGY

THE MOVES TO WIN

11th ANNUAL CONFERENCE 2013

EXHIBITOR BROCHURE

Four Pillars Hotel - Cotswold Water Park
23 – 24 October 2013

EXHIBITING AT CONFERENCE

The APMP UK Annual Conference is the UK's premier event and tradeshow that gives you unparalleled access to hundreds of leading bid and proposal management professionals.

The APMP UK conference attracts bid and proposal management specialists from a range of industries, from sole traders to blue chip organisations. Delegates also include bid team leaders, key decision makers and budget holders.

In 2012 over 275 bid professionals attended conference. This year, the conference promises to be better than ever, with exhibitors and sponsors having the opportunity to network and demonstrate their products and services. Delegate and exhibitor feedback from previous conferences consistently remains very high and we expect no less from this year's event.

The 2013 conference will be promoted through suppliers' mailing lists, social networking sites and directly to relevant professional bodies and like-minded organisations, giving exhibitors the opportunity to raise their business profile to new markets.

This year's programme includes renowned keynote speakers, additional specialist experts, break-out presentations, workshops and training sessions. The conference web site continues to be updated as speakers and exhibitors are confirmed.

The timetable is structured to include generous time for delegates to network and visit exhibitor stands.

This year there are a restricted number of exhibitor stands which will be strictly offered on a first come first served basis.

Brochure Contents	Page
Overview	2
Exhibiting at Conference 2013	3
Exhibition Area	3
Previous Exhibitors	3
Stand Costs	3
Stand Staff and Additional Guest Charges	3
Sponsorship	4
Awards	4
Conference Bag & Contents	4
Black Tie Award Dinner Table	4
Advertising	5
Delegate List	5
Order Form	7
Contact Details	8

EXHIBITING

Each stand includes a white clothed 6 foot table and two chairs unless otherwise agreed. Stands are positioned in a high traffic area of the event with break refreshments and lunch served in the same area.

The conference schedule is structured to accommodate plenty of time for delegates to view exhibitor stands.

Power and complimentary Wi-Fi is also available.

All exhibitors receive an electronic and hard copy listing of conference delegates valued at **£145.00**

Stand hire rates exclude stand staff or conference delegate passes

Stands are sold on a first come, first served basis and following exhibitor demand for conference 2012, early booking is recommended to secure a position.

Stand Costs

Day One Only	£995
Day Two Only	£845
Two Day Hire	£1,295

All prices listed exclude VAT

Stand Staff and Additional Guests

A maximum of three stand staff are allowed per exhibiting company at the Stand Staff rate, thereafter they are considered Additional Guests.

The following rates are per person and include morning and afternoon refreshment breaks, lunch, attending the Black Tie Award Dinner and full access to all conference presentations.

Two-day Stand Staff Exhibitor Pass	£325
One-day Stand Staff Exhibitor Pass.....	£255

1-2 delegates	£395
3-4 delegates	£385
5 or more delegates	£365

An additional complimentary place is offered with 10 or more delegates.

Please note these prices are non-negotiable and all prices listed in this brochure exclude VAT

Stand Staff rates are heavily reduced and in comparison, non exhibiting delegate rates are:

- Full Member price for attending conference = **£431.50** (£425.00 + £6.50 booking fee) + VAT
- Non member price = **£531.50** (£525 + £6.50 booking fee) + VAT

Previous Exhibitors have included:

- Bid Alliance
- Bid Solutions
- Bionics
- BrightCarbon
- Concurrence
- DRDA
- M62
- Neuxpower Solutions Ltd
- PCD
- PleaseTech Ltd
- Proposal Software
- Pursuit Communications
- Qorus
- Qvidian
- RogenSi
- Service Point
- Shark Finesse
- Shipley Limited
- Soluis
- Speed Author
- Strategic Proposals
- Xait

SPONSORSHIP - ANNUAL APMP UK AWARDS

Each year the APMP UK recognises the organisations, teams and individuals who have shone over the past 12 months. The winners are announced at the APMP UK Annual Conference Black Tie Dinner.

Sponsoring an Award Sponsorship offers you:

- Your company name or logo engraved on the relevant award plaque
- The opportunity to present the plaque to the winner at the dinner
- Company logo printed on the awards shortlist bulletins and other award related publications
- Company logo published in the main conference delegate brochure
- Company name and logo published on the main conference web site with link to your web address.
- Post awards publicity and copies of official photography

We encourage sponsor companies to add value to the awards through a donation of additional support or service to the winner such as complimentary training or consultancy as part of the award prize.

AWARD CATEGORIES

Outstanding Newcomer Award (individual) £395.00

To recognise a new recruit to the profession within the past 18 months who has made a significant contribution or impact to their organisation.

Innovation Award (individual, team or organisation) £445.00

To recognise a new way of making a positive impact to successful bid and proposal management.

People Development Award (organisation) £495.00

To recognise an organisation that has furthered the capability and/or impact of their bid teams to the success of the business.

The Fiona Flower Knowledge Management Award £495.00

(individual, team or organisation)

To recognise the implementation of knowledge management that has resulted in more efficient and effective proposal submissions. Fiona Flower was a staunch supporter of the APMP UK until her untimely death in 2012. With the support of her family, we have instigated this award in her memory and to recognise her own pioneering work in the field of knowledge management.

Writing Award (individual or team) £395.00

To recognise excellent use of the English language – clarity, brevity and impact.

Bid & Proposal Management Excellence Award (individual or team) £595.00

To recognise outstanding achievement(s).

CONFERENCE SPONSORSHIP & ADVERTISING

Sponsorship of Black Tie Award Dinner Table **£750.00**

Renowned for being a thoroughly enjoyable evening, the APMP UK Annual Award Dinner is an excellent combination between recognising the achievements of fellow practitioners and enjoying a fine three course meal in great company. Live entertainment is also provided.

The Awards Dinner provides emphasis on the industry awards and as a sponsor you will:

- Have access to display two unstaffed promotional stands for the duration of the dinner
- Receive a special thank you acknowledgement during the introductions
- Have your company logo printed on dinner-related collateral and promotional material
- Sponsor acknowledgement in the conference web site, brochure and other relevant media

Conference Bag and Contents

You can further promote your organisation by including branded items in the delegates goodie bag. There is no charge for this and the items must be received by the conference organisers no later than 11th October for inclusion.

Please contact us if you are interested in part sponsoring the conference bag. This will be dual branded with the APMP UK

Conference Bag – Dual branding with APMP UK	£TBD
Promotional item	No Charge
Insert Promotional leaflet	£200

Advertising in Conference Brochure

A4 Back cover	Sold
A4 Inside cover	£500
A4 Inner page	£375
A5 Half page	£275

Advertising companies are required to provide print ready artwork according to spec provided.

Delegate List

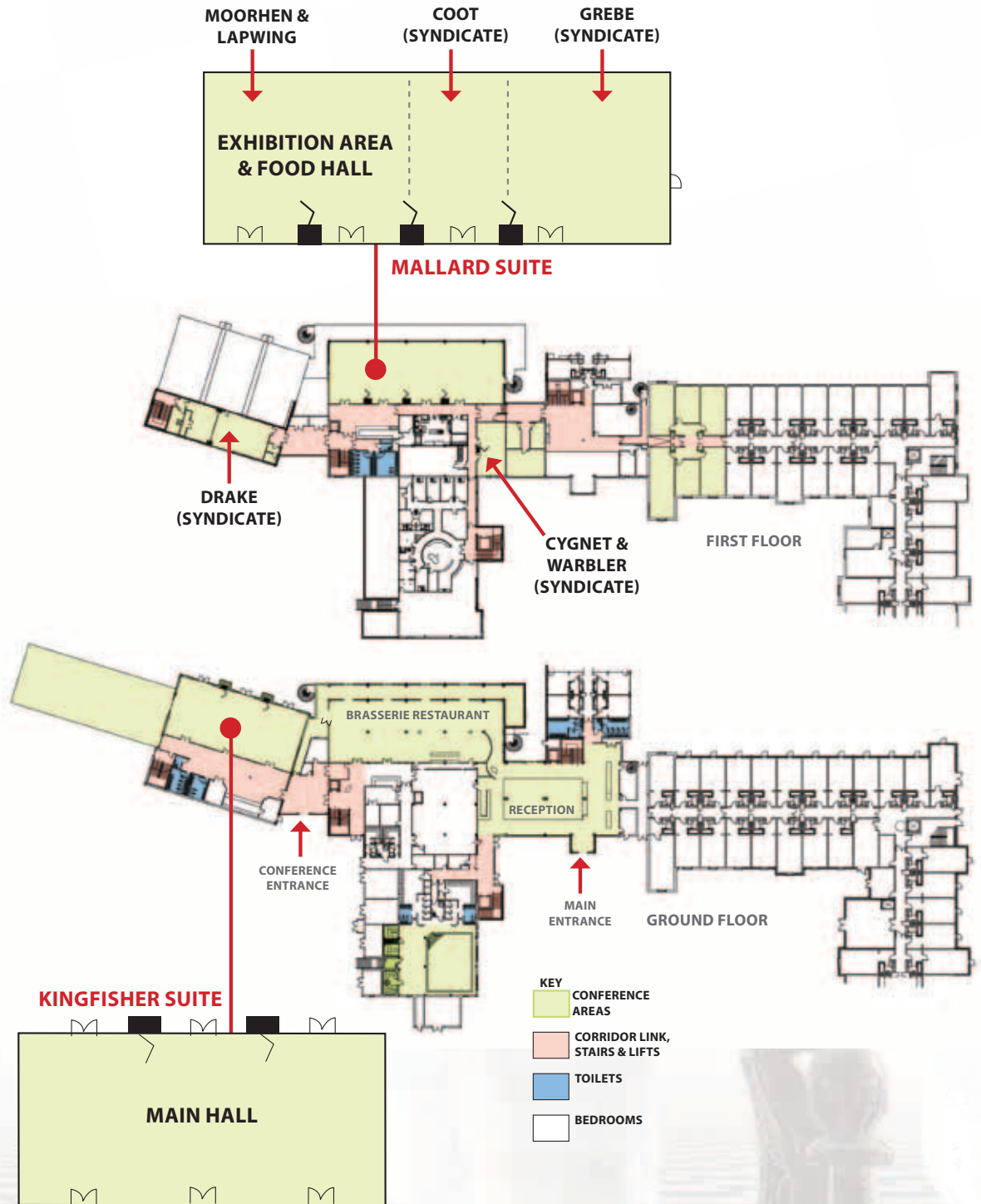
The delegate list contains the delegate and company name of conference attendees who expressly give their permission for details to be passed on.

Cost to non-exhibiting companies **£145.00**



HOTEL FLOOR PLAN

Please note that stand positions are to be confirmed and the exhibitor hall layout will be updated on the conference web site Exhibitor Brochure.



CAPTURE STRATEGY THE MOVES TO WIN



11th ANNUAL CONFERENCE 2013

ORDER FORM

Company Name

Company Address

Contact Name

Contact Telephone

Contact Email

Exhibiting	Cost	Quantity	Subtotal
Stand for Day One Only (23 October)	£995		
Stand for Day Two Only (24 October)	£845		
Two-day Stand Hire	£1,295		
Two-day Stand Staff / Exhibitor Pass *	£325		
One-day Stand Staff / Exhibitor Pass	£255		

Stand Staff Name

1	£325
2	£325
3	£325

Additional Exhibitor Guests

1-2 delegates *	£395		
3-4 delegates	£385		
5 or more delegates	£365		

Additional Guest Name

1	£395
2	£395
3	£385
4	£385
5	£365
6	£365
7	£365
8	£365

* Please enter stand staff / guest details in form (right)

Sponsorship

Awards:

Bid & Proposal Management Excellence	£595.00		
Writing	£395.00		
Knowledge Management	£495.00		
People Development	£495.00		
Innovation	£445.00		
Outstanding Newcomer	£395.00		

Conference Bag / Contents

Conference bag - dual branded with APMP UK	TBD		
Promotional item	N/C		
Insert Promotional leaflet	£200		

(Prices listed are for attending 2 days)

Any other information

Black Tie Award Dinner Table £750.00

Conference Brochure Advertising

A4 Back cover	Sold		
A4 Inside cover	£500		
A4 Inner Page	£375		
A5 Half page	£275		

Conference Delegate List £145.00

Subtotal	£	
VAT	£	
Total Amount Due	£	

All prices listed are exclusive of VAT

Please email order form to Heather Bennett at:
conference@ampmukconf.co.uk

Enquiries:
Heather Bennett at:
conference@apmpukconf.co.uk
Tel: 07939 111 253
www.conference2013.apmpuk.co.uk

Brochure designed
and produced by
Karen Holloway Design
karen@karenholloway.co.uk
07515 947982

