

2019  
**IPAF**  
summit

**iapa**  
International  
Awards for  
Powered  
Access  
2019

6 MARCH, 2019 • DUBAI, UAE  
RADISSON BLU DUBAI DEIRA CREEK HOTEL

The combined educational  
and networking event for  
the access industry.

CONFERENCE • AWARDS • NETWORKING

SPONSORSHIP OPPORTUNITIES



CREATED AND ORGANISED BY

**IPAF**  
org

**access**  
INTERNATIONAL

مرحبا

[www.iapa-summit.info](http://www.iapa-summit.info)



The meeting place for  
the access industry

[www.iapa-summit.info](http://www.iapa-summit.info)



The IPAF Summit conference and the International Awards for Powered Access (IAPAs) is a fantastic combined educational and networking event for the access industry.



# THREE DAYS OF ACCESS EVENTS

**WHAT:**

Networking, conference, awards and site visit.

**WHERE:**

Radisson Blu Dubai Deira Creek Hotel, Dubai, UAE

**WHEN:**

March 5 to 7, 2019

## SCHEDULE OF EVENTS

**IPAF NETWORKING EVENT**  
MARCH 5

**IPAF SUMMIT CONFERENCE**  
MARCH 6

**IAPA AWARDS & NETWORKING RECEPTION**  
MARCH 6

**SITE VISITS**  
MARCH 7

All events above need prior registration. Space is limited so please book early.

The **IPAF Networking event** is an informal drinks reception held the evening before the IPAF Summit and IAPAs. The event is a good opportunity to network with industry colleagues, clients and potential customers.

The **IPAF Summit** is a high-profile conference bringing together senior representatives from across the access community to discuss and debate the latest developments in our industry. This features speakers from rental companies, OEMs and government agencies and helps attract a global audience to the awards.

The **IAPAs**, the International Awards for Powered Access is held the evening of the IPAF Summit. The awards are jointly organised by Access *International* and IPAF, and are the industry's most prestigious global awards, judged by access industry leaders. The evening starts with a networking drinks reception followed by a gala dinner and awards ceremony. Attracting large audiences of industry professionals this is a must attend event.

The **IPAF Site Visit** held on 7 March gives delegates the opportunity to see a working site or factory. The visit will be to a Manlift rental depot. More information will be available nearer the time at [www.iapa-summit.info](http://www.iapa-summit.info). Pre-registration is required. The event is open to delegates and IPAF Members.



# WHY DUBAI?

## THE CITY

- Dubai is one of the world's leading international business centres and regional hubs.
- The main Dubai airport serves 90 airlines flying to more than 240 destinations across six continents.
- Dubai is a stable and a safe city for visitors, citizens and residents alike.
- The city is well located to attract delegates from Asia, Europe, Africa and the Americas.

## THE MARKET

- The Middle East is a large and growing MEWP market, with enormous potential for expansion.
- The region is home to major access rental companies, including subsidiaries of large European and US firms.
- There are dozens of world-status projects ongoing, including Expo 2020 in Dubai, Jeddah Economic City in Saudi Arabia, Dubai Al Maktoum Airport and the Al Zour refinery in Kuwait.

## THE VENUE

### RADISSON BLU DUBAI DEIRA CREEK HOTEL, DUBAI, UAE

The Radisson Blu lies within the beautiful Deira Creek area of Dubai, just a short walk from bus and metro stations and is 7 kilometers from Dubai International Airport. The area nearby has shopping malls, as well as traditional souks such as the Spice Market.



# WHY SPONSOR?

## REACH THE BIGGEST BUYERS IN THE WORLD

- The leading global event for the industry.
- Attracts some of the biggest access rental companies in the world.
- Attracts more than 350 industry professionals worldwide.
- Promote your company brand and products to the biggest buyers of access equipment in the world.

## BUILD NEW BUSINESS RELATIONSHIPS

- Table top exhibition space during the IPAF summit and the IAPAs event.
- Scheduled coffee and lunch breaks during the IPAF Summit and the IAPA pre-dinner drinks reception will provide a great opportunity to be seen and network.
- Potential new clients and existing clients use this event as a meeting place.

## ALIGN YOUR BRAND TO A WORLD CLASS EVENT

- Be associated with this prestigious event that promotes safety and innovation.
- The IAPAs have become synonymous with best practice and excellence in the global powered access industry.

# BRAND EXPOSURE

## AS SOON AS YOU SIGN UP

As soon as you sign up as a sponsor your brand exposure will begin, with your logo seen on all pre-event marketing materials, including magazines, newsletters, websites, e-casts and promotion displays. Increase the return on your investment by booking early.

# WHO ATTENDS & WHY?

## SENIOR EXECUTIVES FROM

- Rental companies
- Fleet owners
- Safety/training companies
- Manufacturers/distributors
- Used equipment specialists
- Financial institutions
- Access-related professionals

## WHY THEY ATTEND

- Network with like minded professionals
- Learn about key industry issues
- Generate ideas
- Forge partnerships
- Identify opportunities
- Boost reputation
- Celebrate excellence

2 COUSINS POWERED ACCESS LTD - AC BUSINESS MEDIA - ACCESS HIRE  
NATIONWIDE LTD - ACCESS INDUSTRIES - ACCESS PLATFORM SALES LTD  
- ACCESS PLUS (SCOTLAND) LTD - ACCESS SALES INTERNATIONAL - ACR  
RENT & RISE, ACARLAR IS MERKEZI - ADAM INDUSTRIES - ADVANCED ACCESS  
PLATFORMS LTD - AF-UPLIFT LTD - AGF ACCESS INC - AIRO BY TIGIEFFE  
SRL - AJ ACCESS PLATFORMS LTD - ALIMAK HEK LTD - ALMAC SRL - ALO  
TRAINING LTDA, ALO GROUP - AME PARTS - ANDREA BOLDRINI - AP AERIAL  
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ARBEITSSICHERHEIT & TECHNIK - ATN SA - BACKHOUSE JONES - BANNER  
PLANT LTD - BARBOSA - BLANDFORD ENGINEERING - BLESER MIEISTATION  
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SERVICE - LOXAM ACCESS LTD - LOXAM SA, FRANCE - MABER HOIST SRL  
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COMÉRCIO E ALUGUER DE MÁQUINAS, SA - PALFINGER PLATFORMS GMBH  
- PALFINGER PLATFORMS ITALY SRL - PARTNERLIFT GMBH - PB LIFTECHNIK  
GMBH - PEARLY - PETER CRAMER GMBH & CO KG - PETER JONES  
CONSULTING - PLATFORM HIRE LTD - POINT OF RENTAL SOFTWARE - POWER  
TOWERS LTD - QUICK REACH POWERED ACCESS LTD - R&M MARKETING  
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(RHA) - RUTHMANN GMBH & CO KG - SCANCLIMBER OY - SERIOUS LABS,  
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FUNG CONSTRUCTION MATERIAL LTD - SHIRLEY WANG, (BAIRI'S WIFE) -  
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RENTALS INC - UNIVERSAL EQUIPMENT INC - UP MAKINE - UTILITY SERVICES  
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- VERTIMAC BVBA - WILSON ACCESS HIRE LTD - WORKPLATFORM LTD  
- YARDBOURNE LTD T/A POWERED ACCESS SERVICES -

# SPONSORSHIP OPPORTUNITIES



## MAXIMUM OF 4 INDIVIDUAL PACKAGES

### Gold US\$20,000

ADD A BESPOKE  
OPTION FOR US\$2,000

#### During the IPAF Summit:

- Prominent table top exhibition table & 2 chairs.
- Space for 3 metre banner.
- Your company logo within the conference programme.
- Event banners which will include your company logo.
- Visual screening of your logo during the IPAF Summit.
- 10 tickets for the Summit.

#### During the IAPAs:

- VIP table of 10 at the IAPAs dinner in prominent position.
- Your company logo on the cover of the IAPA dinner menu.
- Small corporate gifts placed on each table (client to supply).
- 1 full page advertorial or advert within the menu.
- Visual screening of your logo during the dinner.
- Award category sponsorship with the option to present an award.
- Event banners during the awards dinner which will include your company logo.
- On stage branding during the dinner and awards ceremony.

#### KHL & IPAF media promotion:

- Your company logo and link to your site in a prominent position on the IAPA website.
- Your logo on all IAPA advertising in *Access International*, *Access Lift & Handlers* and *International Rental News* magazines and related digital media.
- Your logo and link to your site on IAPA promotional e-mails.

## MAXIMUM OF 6 INDIVIDUAL PACKAGES

### Silver US\$12,500

ADD A BESPOKE  
OPTION FOR US\$3,500

#### During the IPAF Summit:

- Table top exhibition & space for 2 m banner.
- Individual branding on flat screens.
- Company logo within the conference programme.
- 5 tickets to the IPAF Summit.

#### During the IAPAs:

- 5 tickets for the IAPAs dinner.
- Company logo in the dinner menu.
- Logo on event banners during the awards.
- Branding on screens during the dinner.

#### KHL & IPAF media promotion:

- Your company logo and link to your site on the IAPA website.
- Your logo on all IAPA advertising in *Access International*, *Access Lift & Handlers* and *International Rental News* magazines and related digital media.
- Your logo and link to your site on IAPA promotional e-mails.



**EXCLUSIVE TO JUST ONE COMPANY**

## Drinks Reception US\$13,500

### During the IAPAs drinks reception:

- Event banners in the drinks reception area
- Welcome banners at entrance.
- Branding on flat screens in the drinks reception area.
- 5 tickets for both the IPAF Summit and IAPAs Awards Dinner.
- Table top exhibition & space for 2 m banner.

### KHL & IPAF media promotion:

- Your company logo and link to your site in a prominent position on the IAPA website.
- Your logo on all IAPA advertising in *Access International*, *Access Lift & Handlers* and *International Rental News* magazines and related digital media.
- Your logo and link to your site on IAPA promotional e-mails.



## Support US\$5,000

**ADD A BESPOKE  
OPTION FOR US\$5,000**

### During the IPAF Summit:

- Table top exhibition & space for 1 m banner.
- Shared branding on flat screens.
- Company logo within the conference programme.
- 2 tickets to the IPAF Summit.

### During the IAPAs:

- 2 tickets for the IAPAs Dinner.
- Company logo in the dinner menu.
- Logo on event banners during the awards

### KHL & IPAF media promotion:

- Your company logo and link to your site in a prominent position on the IAPA website.
- Your logo on all IAPA advertising in *Access International*, *Access Lift & Handlers* and *International Rental News* magazines and related digital media.
- Your logo and link to your site on IAPA promotional e-mails.

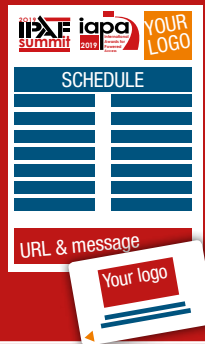


# BESPOKE ADDITIONS

**ADDITIONAL OPTIONS ARE AVAILABLE WHEN  
COMBINED WITH ANY OTHER SPONSORSHIP  
ALL ARE EXCLUSIVE TO JUST ONE COMPANY**

## WELCOME PACK

- Your company design on the delegates' hotel room key cards.
- Your company logo, slogan and web address on the schedule to be handed out with the key cards as guests check in to the hotel.
- Additional two tickets to the Summit and IAPAs.



## COFFEE BREAKS SPONSOR

- Your company logo\* on coffee cups.
- Banners at coffee stations during breaks.
- Your company logo on napkins.
- Additional two tickets to the Summit and IAPAs.



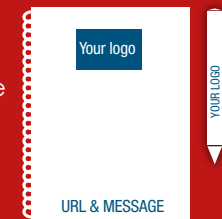
## TABLE WINE SPONSOR

- Your company logo/design on wine bottle hangers during the awards dinner.
- Additional two tickets to the Summit and IAPAs.



## NOTE PAD & PEN SPONSOR

- Your company logo\* on pens and pads to be placed on conference tables during the Summit.
- Additional two tickets to the Summit and IAPAs.



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\* single colour logo



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