



13&14
MARCH
2024
COPENHAGEN

SCANDIC, COPENHAGEN, DENMARK

THE ACCESS INDUSTRY ANNUAL CONFERENCE, AWARDS AND NETWORKING EVENT

SPONSORSHIP OPPORTUNITIES

Offering a powerful communication platform for:
Brand awareness - Marketing - Networking - Generating leads

CREATED AND ORGANISED BY



www.iapa-summit.info



WHAT:
Networking, conference,
awards and site visit.

WHERE:
Copenhagen, Denmark

WHEN:
13 & 14 March, 2024

THE VENUE
Scandic Hotel Copenhagen,
Vester Søgade 6, DK 1601,
Copenhagen V, Denmark





WELCOME



The IPAF Summit & IAPAs is the industry's flagship annual event. Now in its 15th year, it, celebrates the brightest and best in the industry, bringing together the international powered access community.

In 2023 the event was hosted in Berlin, Germany, selling out in record time with a higher than ever number of delegates attending from 24 countries.

For 2024 I am delighted that the event will be held in the beautiful city of Copenhagen, Denmark – a first for the Nordic region which has an established and rapidly growing powered access market in response to increasing demand.

The event held over two days comprises a site visit and evening networking session on the first day and the IPAF Summit takes place followed by the celebratory IAPAs including a drinks reception, gala dinner and awards announcements on the following day.

This is a great opportunity for sponsors to engage with delegates in a relaxed environment, enabling face-to-face networking, sharing perspectives and learning about the latest developments.

By sponsoring this fantastic event you can showcase your products and services, get your brand noticed, develop business leads and forge new connections.

I look forward to seeing you there!

Peter Douglas, CEO & MD, IPAF



The 2023 IAPAs, held in Berlin, Germany, was a resounding success, with a full capacity crowd in place to witness the winners from an outstanding shortlist of companies and individuals.

Equality, diversity and inclusion was the theme of the night, thanks to a new award of the same name, introduced for this year's awards. The EDI award celebrated the efforts of access-

related companies across the world that have been putting initiatives in place to transform their working environments.

The new award was the brainchild of IPAF president Karin Nars, and its influence on the evening was clear, as was the wide-ranging shortlist of high quality entries, representing the latest developments in the global access sector.

In 2024 the event will take place in Denmark's historic capital Copenhagen where delegates will again experience the highest levels in industry developments and practices and take the opportunity to network with decision makers from across the world.

I look forward to seeing you in Copenhagen.

Euan Youdale, Editor, Access International

The meeting place for the access industry

THE IAPAS 2023 RECEIVED AN EXCEPTIONAL NUMBER OF ENTRIES
AND WAS ATTENDED BY MORE THAN 475 DELEGATES.



www.iapa-summit.info

The IPAF Summit conference, along with the International Awards for Powered Access (IAPAs) is an excellent educational and networking opportunity for the access industry.



TWO DAYS OF ACCESS EVENTS

Wednesday 13th March SITE VISIT

Date & Destination TBC

Organised by IPAF, the site visit provides delegates the opportunity to see a working site or factory tour. Additional information will be provided nearer the time, please note pre-registration is required and open to delegates and IPAF members.

Wednesday 13th March WELCOME NETWORKING RECEPTION

Held the evening prior to the conference, the drinks reception is open to all pre-registered delegates offering time to socialise and network in a relaxed and informal environment.

Thursday 14th March IPAF SUMMIT

Held during the day, senior representatives gather from across the access community to hear from industry experts on the latest developments. High-profile speakers from rental companies, OEMs and government agencies present, debate and interact during the course of the day.

Thursday 14th March IAPAs

The International Awards for Powered Access is held in the evening during the gala dinner. Jointly organised by Access International and IPAF, these independently judged awards are considered by many as the industry benchmark. The evening commences with pre-dinner drinks followed by the dinner and Awards.



Created and organised jointly by the International Powered Access Federation (IPAF) and Access International, the combined IAPAs and IPAF summit is firmly established in the access industry as the annual event to attend.

WHY SPONSOR?

MEET GLOBAL BUYERS

- The leading global event for the industry.
- Attracts some of the biggest access rental companies and contractors 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.

SPONSORSHIP BENEFITS = BRAND ALIGNMENT

- Sponsorship of the IPAF Summit and IAPAs provides a perfect platform to boost your brand profile.
- Associate your organisation with best practice in the sector.
- The event always attracts significant interest from the industry, media coverage and includes hundreds of eminent guests from the access sector.



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

THE EVENT TYPICALLY ATTRACTS

478 FROM **148**
DELEGATES FROM COMPANIES

ENTRIES **150**
2023 IAPAS

IAPA ENTRIES

- The IAPAs 2024 will open for entries in the third quarter of 2023. Look out for announcements in September.
- Companies and individuals are invited to enter as many categories as they wish. Find all the categories on the event website.
- Entries should be based on activities undertaken and for products launched between September 2022 and September 2023.
- The shortlist and winners are chosen by an independent panel of access industry experts, which will meet in late January. The 2024 judging panel will be announced by the end of 2023.

LIMITED TO ONE SPONSOR - INCLUSIVE OF 20 TICKETS

\$31,000 / £24,000

HEADLINE €27,500

SOLD



Pre-Event:

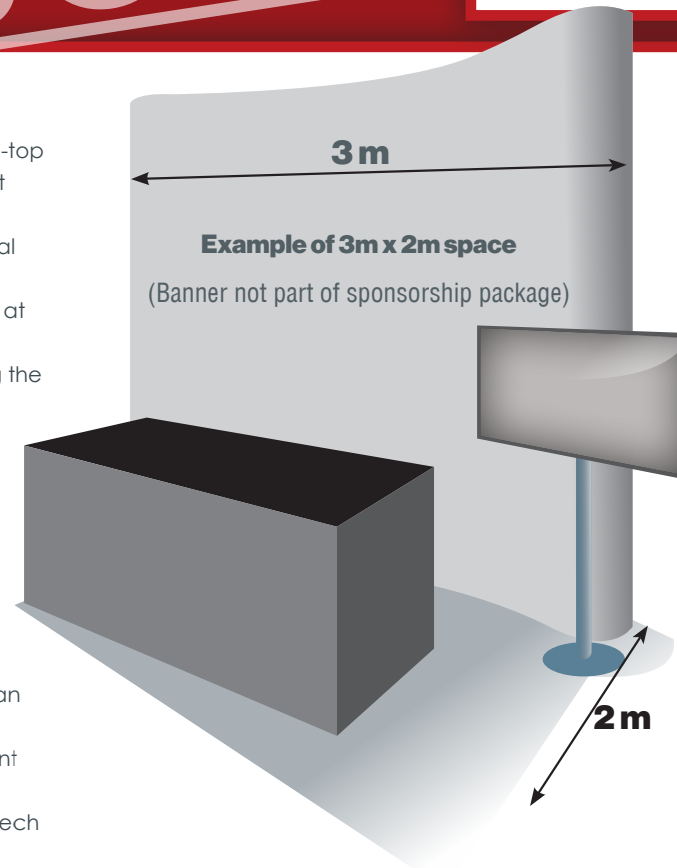
- Company logo, URL link to company website / Promotional video featured on IAPA website.
- Prominent logo on pre-conference publicity
- Social media promotion
- 3 x top digital banners on IAPA newsletter (570x200 px banner)

During the IPAF Summit:

- Prime stand-alone position for table-top display, inclusive of 2 chairs and flat screen TV.
- Your company logo within the digital conference programme.
- Prominent logo on pop-up banners at the event
- Visual screening of your logo during the IPAF Summit
- Premium stage branding during conference
- Exclusive logo on delegate bags
- Two promotional items in delegate bags (client to provide)

During the Awards Dinner:

- Award Category Sponsorship with opportunity for sponsor to present an award
- Two VIP tables (seat 20) in prominent position
- Acknowledgement in opening speech



- Table wine sponsor (branded wine collars on all table wine throughout dinner)
- Prominent logo on front cover of the awards menu
- Gift on awards tables (client to provide)
- Double page spread advert in dinner menu
- Premium stage branding during awards
- Visual screening of your logo during the IAPA awards dinner
- Prominent company logo on all event banners
- Prize draw - drawn and announced on stage (gift supplied by client)

Post-Event Publicity:

- Prominent logo on post-conference publicity
- Logo branding on post conference videos
- Post-event report

*Please confirm if you require the TV, e-mail gary.brinklow@khl.com

LIMITED TO ONE SPONSOR - INCLUSIVE OF 15 TICKETS

\$26,500 / £20,500

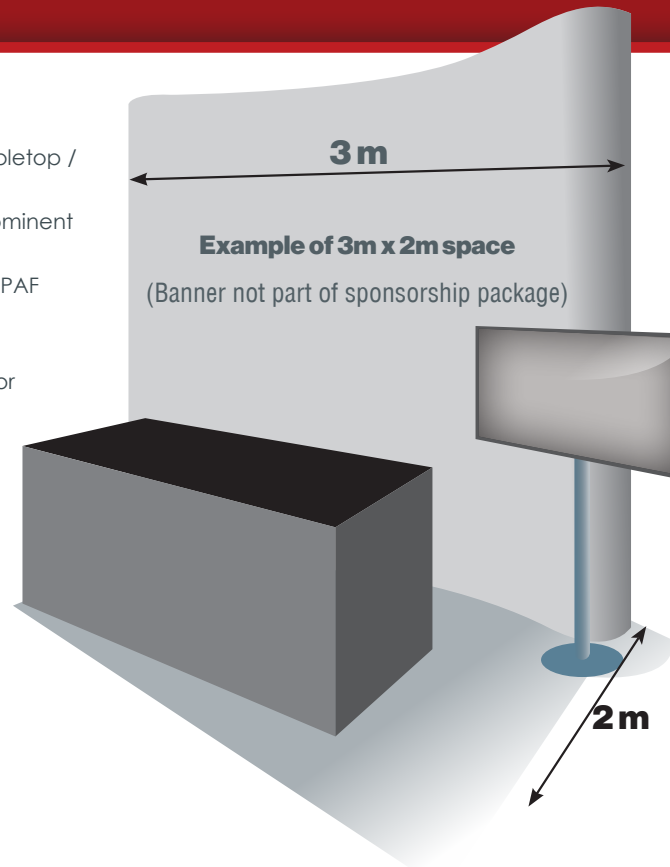
PLATINUM €24,000

Pre-Event:

- IAPAs website – Company logo / URL link to company website / promotional video
- Pre conference promotional advertisements – prominent company logo
- Social media promotion
- IAPAs newsletter x3 digital banners 570x100 pixels
- eBlast sent in January 2024 to all registered delegates

During the IPAF Summit:

- Area space 3m x 2m inclusive of tabletop / chairs x 2 / TV
- Pop up banners around event – prominent logo
- Visual screening of logo during the IPAF summit
- Stage branding – logo
- Delegate bags – promotional item or brochure
- Exclusive coffee break sponsorship (company logo on banners at coffee stations, company logo on napkins)
- Branding on high tables
- Branded coffee cups



During the IAPAs:

- 2 VIP tables (totalling 15 people) in prominent position
- Award Category Sponsorship with opportunity for sponsor to present an award
- Award Category – announcement of winner and presentation on stage
- Awards dinner menu – prominent logo
- Stage branding – logo
- Visual screening of logo during the IAPA awards dinner
- Awards dinner menu – full page advertisement
- Pop up banners around event – prominent logo

Post-Event Publicity:

- Post event report
- Prominent logo on post event publicity
- Post-conference videos – logo branding

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LIMITED TO FOUR SPONSORS - INCLUSIVE OF 10 TICKETS

\$22,500 / £17,500

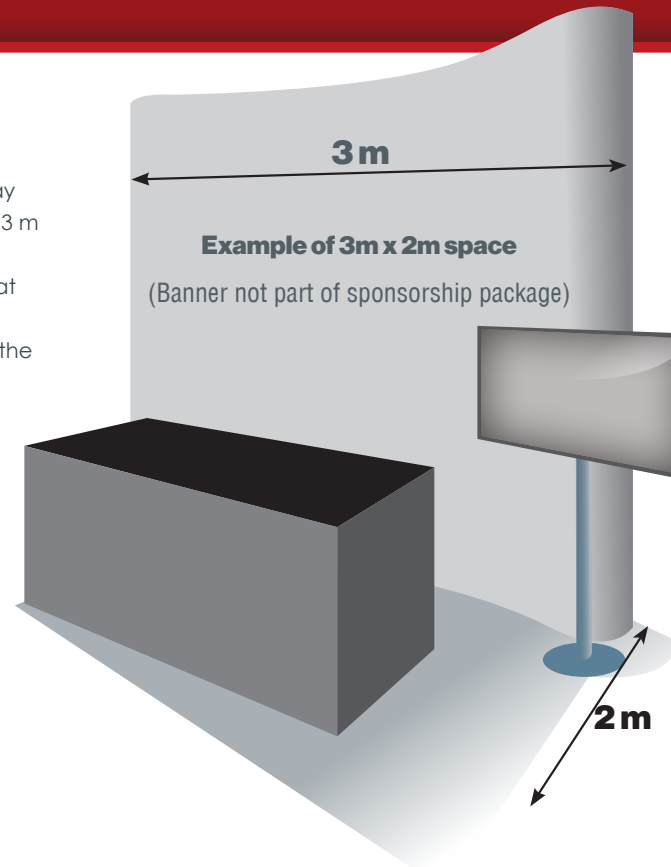
GOLD €20,400

Pre-Event:

- Company logo, URL and promotional video featured on IAPA website.
- Prominent logo on pre-conference publicity
- Social media promotion
- 3 x digital banners on IAPA newsletter (client to supply 570x100 px banner)

During the IPAF Summit:

- Prominent table-top exhibition display to include: table, 2 chairs, space for 3 m banner and TV*
- Prominent logo on pop-up banners at the event
- Visual screening of your logo during the IPAF Summit
- Stage branding during conference
- One promotional item in delegate bags (client to provide)



During the IAPAs:

- Award Category Sponsorship with opportunity for sponsor to present an award
- VIP table of 10 in prominent position
- Prominent logo on awards dinner menu
- Stage branding during awards
- Visual screening of your logo during the IAPA awards dinner
- Full page advert in dinner menu
- Company logo on all event banners.

Post-Event Publicity:

- Prominent logo on post-conference publicity
- Logo branding on post-conference videos
- Post-event report

DINGLI
Exceed · New Height

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LIMITED TO 6 SPONSORS - INCLUSIVE OF 5 TICKETS

LIMITED TO 15 SPONSORS - INCLUSIVE OF 2 TICKETS

SILVER

€14,000 \$15,500 / £12,000

Pre-Event:

- Company logo, URL and promotional video featured on IAPA website
- Social media promotion
- 3 x digital banners on IAPA newsletter (client to supply 150 x 150 px banner)

During the IPAF Summit:

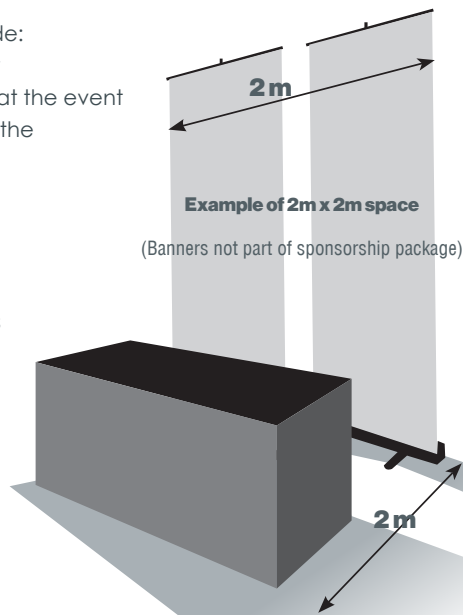
- Table-top exhibition display to include: table, 2 chairs, space for 2m banner
- Company logo on pop-up banners at the event
- Visual screening of your logo during the IPAF Summit

During the IAPAs:

- Company logo in the dinner menu
- Stage branding during awards
- Company logo on all event banners
- 5 tickets for the IAPAs awards dinner

Post-Event Publicity:

- Logo on post-conference publicity
- Logo branding on post-conference videos
- Post-event report



SUPPORTER

€6,900 \$7,500 / £6,000

Pre-Event:

- Company logo, URL and promotional video featured on IAPA website
- Prominent logo on pre-conference publicity
- Social media promotion
- 3 x company logo on IAPA newsletter

During the IPAF Summit:

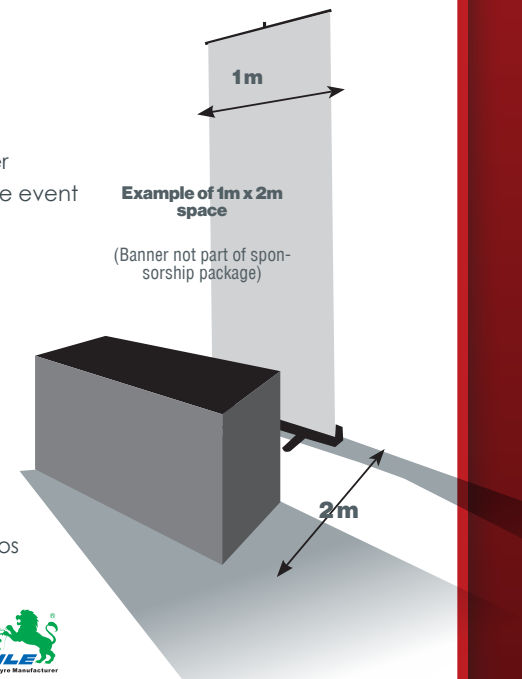
- Table-top exhibition display to include: table, 2 chairs, space for 1m x 2m banner
- Company logo on pop-up banners at the event
- Shared branding on flat screens

During the IAPAs:

- Company logo in the dinner menu
- Stage branding during awards
- Company logo on all event banners
- 2 tickets for the IAPAs awards dinner

Post-Event Publicity:

- Logo on post-conference publicity
- Logo branding on post-conference videos
- Post-event report



EXCLUSIVE FOR 1 SPONSOR - INCLUSIVE OF 5 TICKETS

IPAF & IAPAs

WELCOME RECEPTION

€18,000 \$20,000 / £15,500



WEDNESDAY 13TH MARCH, 2024

Pre-Event:

- Company logo, URL and promotional video featured on IAPA website
- Prominent logo on pre-conference publicity
- Social media promotion
- 3 x digital banners on IAPA newsletter (client to supply 570 x 100 banner)



During the IPAF Summit:

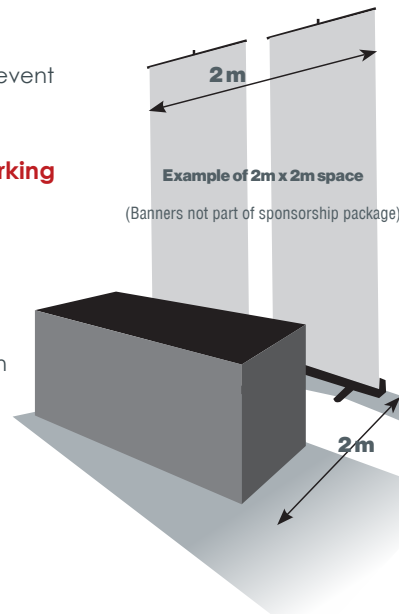
- Table top exhibition display to include: table, 2 chairs, space for 2m x 2m banner
- Company logo on pop-up banners at the event
- Company logo on screens in venue

During the IPAF & IAPAs Welcome Networking Reception

- Exclusive event banners in the venue
- Welcome banners at entrance
- Solus branding on flat screens in the drinks reception area
- Promotional video playing during reception
- 5 tickets for both the IPAF Summit and IAPAs awards dinner

Post-Event Publicity

- Logo on post-conference publicity
- Logo branding on post-conference videos
- Post-event report



EXCLUSIVE FOR 1 SPONSOR - INCLUSIVE OF 5 TICKETS

IPAF SUMMIT

REGISTRATION & NETWORKING

€8,400 \$9,500 / £7,500



THURSDAY 14TH MARCH, 2024

Pre-Event:

- Company logo, URL and promotional video featured on IAPA website
- Prominent logo on pre-conference publicity
- Social media promotion
- 3 x digital banners on IAPA newsletter (client to supply 570 x 100 px banner)

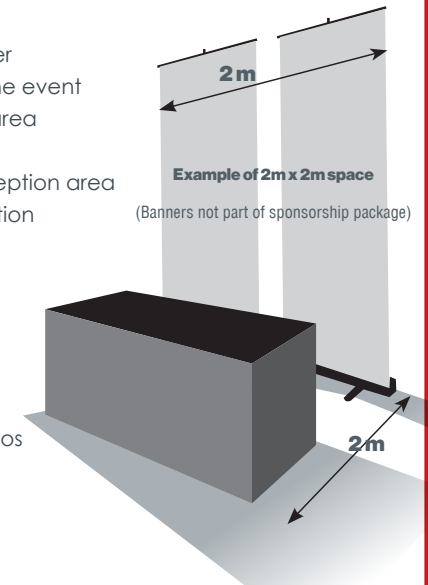


During the IPAF Summit:

- Table-top exhibition display to include: table, 2 chairs, space for 2m x 2m banner
- Company logo on pop-up banners at the event
- Company logo on screens in sponsors' area
- Exclusive banner at the registration desk
- Solus branding on flat screens in the reception area
- Promotional video playing during reception
- 5 tickets for both the IPAF Summit and IAPAs awards dinner
- Branding on high tables

Post-Event Publicity:

- Logo on post-conference publicity
- Logo branding on post-conference videos
- Post-event report



EXCLUSIVE FOR 1 SPONSOR - INCLUSIVE OF 5 TICKETS

NETWORKING LUNCH

€7,200 \$8,000 / £6,500



THURSDAY 14TH MARCH, 2024

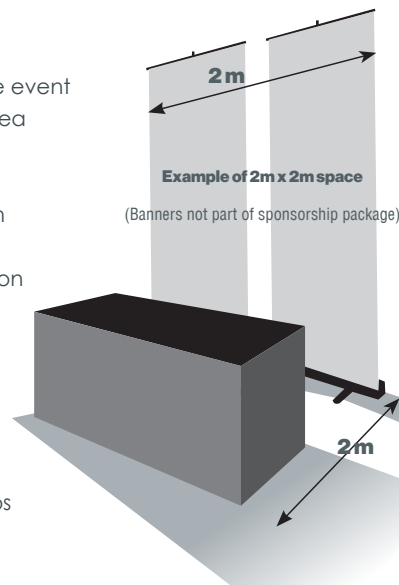
Pre-Event:

- Company logo, URL and promotional video featured on IAPA website
- Prominent logo on pre-conference publicity
- Social media promotion
- 3 x digital banners on IAPA newsletter (client to supply 570 x 100 px banner)



During the IPAF Summit:

- Table-top exhibition display to include: table, 2 chairs, space for 2 x 2m banner
- Company logo on pop-up banners at the event
- Company logo on screens in sponsors' area
- Exclusive event banners in the lunch area
- Branded napkins
- Solus branding on flat screens in the lunch reception area
- Promotional video playing during reception
- 5 tickets for both the IPAF Summit and IAPAs awards dinner
- Branding on high tables



Post-Event Publicity:

- Logo on post-conference publicity
- Logo branding on post-conference videos
- Post-event report

EXCLUSIVE FOR 1 SPONSOR - INCLUSIVE OF 5 TICKETS

IAPA PRE-DINNER DRINKS

€16,200 \$18,000 / £14,000

THURSDAY 14TH MARCH, 2024

Pre-Event:

- Company logo, URL and promotional video featured on IAPA website.
- Prominent logo on pre-conference publicity
- Social media promotion
- 3 x digital banners on IAPA newsletter (client to supply 570 x 100 banner)

During the IPAF Summit:

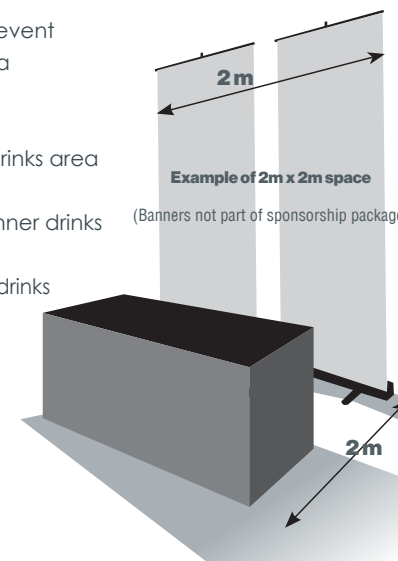
- Table top exhibition display to include: table, 2 chairs, space for 2m x 2m banner
- Company logo on pop-up banners at the event
- Company logo on screens in sponsors' area

During the IAPAS Pre-Dinner Drinks

- Exclusive event banners in the pre-dinner drinks area
- Welcome banners at entrance
- Solus branding on flat screens in the pre-dinner drinks area
- Promotional video playing during pre-dinner drinks
- 5 tickets for both the IPAF Summit and IAPAs awards dinner

Post-Event Publicity

- Logo on post-conference publicity
- Logo branding on post-conference videos
- Post-event report



EXCLUSIVE FOR 1 SPONSOR - INCLUSIVE OF 2 TICKETS

LANYARD & SUPPORTER PLUS

€9,400 \$10,920 / £7,800



BESPOKE ADD-ONS

€3,000 \$3,600 / £2,600

KEY WALLET SPONSOR

- 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.



NOTEPAD & PEN SPONSOR

- Your company logo on pens and pads to be placed on conference tables during the IAPAF Summit. (Client to supply.)

*Single colour logo



Pre-Event:

- Company logo, URL and promotional video featured on IAPA website
- Prominent logo on pre-conference publicity
- Social media promotion
- 3 x company logo on IAPA newsletter

During the IAPAF Summit:

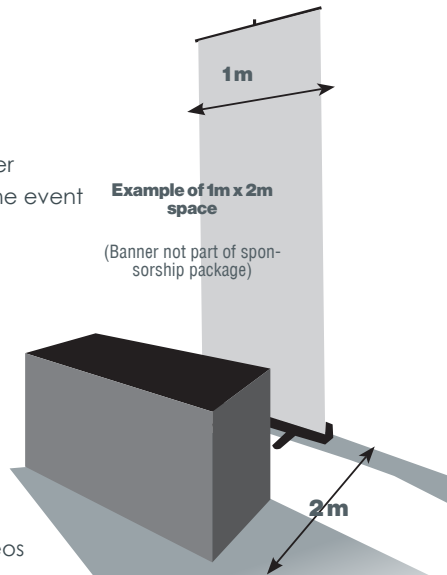
- Table-top exhibition display to include: table, 2 chairs, space for 1m x 2m banner
- Company logo on pop-up banners at the event
- Shared branding on flat screens

During the IAPAs:

- Company logo in the dinner menu
- Stage branding during awards
- Company logo on all event banners
- 2 tickets for the IAPAs awards dinner

Post-Event Publicity:

- Logo on post-conference publicity
- Logo branding on post-conference videos
- Post-event report



2024
IPAF
summit

iapa
International
Awards for
Powered
Access
2024

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