SPE/IADC MIDDLE EAST DRILLING TECHNOLOGY CONFERENCE AND EXHIBITION

29–31 January 2018
Jumeirah at Etihad Towers, Abu Dhabi, UAE

EXHIBITOR AND SPONSORSHIP OPPORTUNITIES

Building on today’s efficiencies for tomorrow’s market

www.spe.org/events/medt
About MEDT
Organised by the Society of Petroleum Engineers (SPE) and the International Association of Drilling Contractors (IADC), the 2018 SPE/IADC Middle East Drilling Technology Conference and Exhibition will be the eleventh edition of the event and will be taking place 29–31 January 2018 in Abu Dhabi, UAE.

Over the years, leading oil and gas organisations have benefited from participating at the SPE/IADC Middle East Drilling Technology Conference and Exhibition (MEDT) as the event provides an unprecedented platform for major players and industry experts from around the globe to share their latest technologies, techniques, and expand their current knowledge base.

MEDT facilitates in technology transfer, exhibiting developments and technological advancements, encouraging networking opportunities, and expanding business prospects.

It is an international event that focuses on the Middle East, thus providing a one-stop platform for a focused international and regional group of drilling professionals looking to tap into an array of opportunities to increase and enhance their technical awareness in the drilling and completion field.

Why Exhibit?
Exhibiting at the 2018 SPE/IADC Middle East Drilling Technology Conference and Exhibition offers you the opportunity to demonstrate your company’s advanced technologies and expertise, increase your brand awareness, and reinforce its recognition in the Middle East market. In addition, you will:

- Get up-to-the-minute information about the Middle Eastern oil and gas market
- Connect with some of the world’s most renowned figures in the drilling and completions field
- Promote your drilling and completions technologies, services, and products to the right audience
- Forge new business relationships and reinforce previous ones
- Monitor the latest technologies introduced by other industry giants to the market
- Benefit from marketing and PR campaign for the show
- Showcase your products and services
- Meet international and regional drilling experts, researchers, and industry professionals
- Close deals on the spot
- Showcase your company’s expertise with an international audience of drilling professionals
- Engage with visionary leaders within the industry

Exhibitor Benefits
- The floor plan has been designed to ensure maximum traffic to the exhibition area.
- High traffic and networking opportunities promoted by hosting all events under one roof (the exhibition, conference, registration, and all additional social functions)
- Free listing in the onsite conference programme and exhibit guide, plus a chance to advertise at a discounted rate. The programme will be distributed to all conference attendees and business visitors
- Complimentary invitations for customers, suppliers, and contacts to attend the exhibition

Who Will Attend?
- Well Engineering Managers/Directors
- Drilling Services Managers/Directors
- Procurement, Drilling, and Exploration Managers
- Contracts Managers
- Petroleum Engineers
- Drilling and Completion Engineers/Managers
- HSE Officers/Managers
- Exploration Engineers-Managers
- Project Engineers/Managers
- Geologists and Petrophysicists
- Rig Operators
- Drilling Team Leaders and Management

How Can Your Organisation Exhibit?
To ensure your participation at the event, and secure your ideal location, please submit the application form for exhibit space as soon as possible. Space is allocated on a first-come, first-served basis. Upon receipt of your application, we will reserve your preferred location and contact you with more information. Approximately two (2) months prior to the exhibition, you will receive an Exhibitor Services Manual. You will also receive shipping, travel, and hotel information.

For exhibition booth inquiries, contact Taghreed Khallaf at tkhallaf@spe.org or call +971.4.457.5850.
**SPACE ONLY**

**USD 600 per m²**

**Benefits**
- 4 Exhibitor passes* for 18m²
- 100 Visitor invitations for 18m²

**Technical Specifications**
- Only marked-up space provided
- Minimum space to be booked is 18m²
- Construction of a modular stand is not included
- Electrical power supply needs to be ordered additionally

**BASIC SHELL SCHEME**

**USD 650 per m²**

**Benefits**
- 2 Exhibitor passes* for 9m²
- 50 Visitor invitations for 9m²

**Technical Specifications**
- Modular aluminum system structure with white infill panels 2.5 meter high
- Blue fascia board with exhibitor name and stand number
- Wall to wall standard carpet
- 3 spotlights
- 1 single square socket (3 pins)

**WALK IN PACKAGE**

**USD 700 per m²**

**Benefits**
- 3 Exhibitor passes* for 9m²
- 100 Visitor invitations for 9m²

**Technical Specifications**
- Free standing octanorm structure with white infill panels 2.5 meter high
- 3 meter high custom pylon with vinyl graphics
- Blue fascia board with exhibitor name and stand number
- 1 curved counter with graphics
- 1 brochure rack
- 1 meeting table
- 2 chairs
- 1 waste bin
- Wall to wall standard carpet
- 3 spotlights
- 1 single square socket (3 pins)

*Exhibitor pass includes access to the exhibition, Opening Ceremony, Executive Plenary Session, ePoster Sessions, Luncheons, Welcome Reception (if applicable), Coffee Breaks, and all Networking Activities onsite.

For exhibition booth inquiries, contact Taghreed Khallaf at tkhallaf@spe.org or call +971.4.457.5850.
Exhibiting at the 2018 SPE/IADC Middle East Drilling Technology Conference and Exhibition offers opportunities to:

- Share your latest technologies, techniques, and expand your current knowledge base.
- Connect with the international audience of drilling professionals.
- Engage with visionary leaders within the industry.
- Meet international and regional drilling experts, researchers, and industry professionals.
- Monitor the latest technologies introduced by other industry giants to the market.
- Forge new business relationships and reinforce previous ones.
- Promote your drilling and completions technologies, services, and products to the right audience.
- Get up-to-the-minute information about the Middle Eastern oil and gas market.
- Benefit from marketing and PR campaign for the show.
- Encourage networking opportunities, and expanding business prospects.
- Maximum traffic to the exhibition area.

**Exhibitor Benefits**

1. Showcase your products and services.
2. Benefit from marketing and PR campaign for the show.
3. Get up-to-the-minute information about the Middle Eastern oil and gas market.
4. Forge new business relationships and reinforce previous ones.
5. Promote your drilling and completions technologies, services, and products to the right audience.
6. Engage with visionary leaders within the industry.
7. Meet international and regional drilling experts, researchers, and industry professionals.
8. Monitor the latest technologies introduced by other industry giants to the market.
9. The floor plan has been designed to ensure maximum traffic to the exhibition area.
10. Free listing in the onsite conference programme and exhibit guide, plus a chance to advertise at a discounted rate.
11. High traffic and networking opportunities promoted by hosting all events under one roof (the exhibition, conference, registration, and all additional social functions).
12. Complimentary invitations for customers, suppliers, and contacts to attend the exhibition.
13. Registration, and all additional social functions.

**Who Will Attend?**

- Drilling Team Leaders and Management
- Geologists and Petrophysicists
- Exploration Engineers/Managers
- HSE Officers/Managers
- Procurement, Drilling, and Exploration Managers
- Well Engineering Managers/Directors
- Project Engineers/Managers
- Rig Operators
- Petroleum Engineers
- Drilling Services Managers/Directors

**When and Where?**

- **29 January 2018 – 31 January 2018**
- **Abu Dhabi, UAE**

**Contact Information**

- **Taghreed Khallaf**
  - Email: tkhallaf@spe.org
  - Phone: +971.4.457.585

**SPE/IADC Middle East Drilling Technology Conference and Exhibition**

Organised by the Society of Petroleum Engineers (SPE) and the International Association of Drilling Contractors (IADC), the 2018 SPE/IADC Middle East Drilling Technology Conference and Exhibition (MEDT) provides an unprecedented platform for major players and industry experts from around the globe to share their latest technologies, techniques, and expand their current knowledge base.
1. PARTIES

The parties to this contract are SPE Middle East DMCC (hereinafter “SPE”) and the named company that has applied for and been accepted as an exhibitor at the SPE/IADC Middle East Drilling Technology Conference and Exhibition to be held in Abu Dhabi, UAE (hereinafter “the Exhibitor”).

2. CONTRACT

The following provisions, plus any additions and amendments thereto (including Exhibit Regulations and the Exhibitor Services Manual) that may be established by SPE, become binding upon acceptance of this contract between the Exhibitor, its employees and agents, and SPE.

3. CHARACTER

The event is undertaken primarily for the technical education of its attendees. To provide the best possible atmosphere to discuss the technical application of the equipment and services displayed, the Exhibitor agrees as follows:

a) To exhibit only products that it manufactures, represents, or distributes, which comprise materials, equipment, apparatus, systems, services, and other component products applicable to advancing the engineering and scientific knowledge and development of energy resources.

b) To display such products or services in a tasteful manner so as to describe and depict the advantages of using such products or services.

4. PAYMENT/CANCELLATION/SPACE REDUCTION/RELOCATION

a) Exhibit space involvement is payable in 50% on submission of the contract to SPE. The remaining 50% will be paid by 1 December 2017

b) Space applications will not be assigned without payment. No exhibitor will be allowed to begin move-in operations until full payment and a duly executed contract have been received by SPE.

c) After space has been confirmed and accepted, a reduction in space is considered a cancellation and will be governed by the same policies as outlined below. Reduction in space can result in relocation of exhibit space at the discretion of SPE.

d) Should the Exhibitor submit a cancellation from the exhibition, the following will apply:

1. If the Exhibitor cancels 120 days prior to the event, 50% of the invoiced amount will be charged as cancellation fee.

2. If the Exhibitor submits a cancellation within 120 days of the event, 100% of the invoiced amount will be charged as cancellation fees.

e) No cancellation shall be acknowledged by SPE unless it is received in writing. The date of receipt of the cancellation request will be considered as the official date of cancellation.

f) SPE has the right to resell, re-assign, or dissolve cancelled exhibitor spaces.

g) No-show ruling: If the Exhibitor fails to utilise the exhibit space at the time of build-up/move-in as stipulated in the Exhibitor Service Manual, SPE reserves the right to consider the space cancelled. Approval of late build-up/move-in requests are at the discretion of SPE. Should SPE not be notified in writing of late requests, SPE shall consider the space cancelled and has the right to act as per Clause 4f.

h) In no event shall either of the parties be liable to the other such party hereunder for any indirect or consequential losses suffered including, but not limited to, loss of profits, loss of revenue, loss of business, or business interruption.

i) The exhibition rates should not be subject to any local or withholding taxes, invoice is to be paid in full.

5. EXHIBIT SPACE ASSIGNMENTS

a) Exhibit Space Assignments. Exhibit space is assigned on a first-come, first-served basis. SPE shall assign the exhibit space for the period of the 2018 MEDT Exhibition only and does not imply that the same or similar space will be held or offered for future events.

b) Upon official space assignment, the exhibitor will receive a booth Confirmation Notice. Space assigned will be deemed acceptable by the exhibitor unless reflected in writing to SPE.

c) SPE reserves the right to change the floor plan at any time and without notice. SPE may also move exhibitor to another location prior to or during the Event, if such change is deemed to be in the overall best interest of the exhibition by SPE in its sole discretion.

6. SUBLETTING SPACE

The Exhibitor shall not assign, sublet, or apportion the whole or any part of the allotted space or exhibit therein, nor permit any other person or party to exhibit therein any other goods, apparatus, etc. not manufactured or distributed by the Exhibitor in the regular course of business, except upon prior written consent from SPE.

7. ITEMS INCLUDED IN THE COST OF THE EXHIBIT SPACE

The standard booth package includes:

- Nightly vacuuming of the exhibit booth.
- Listing on the event website.
- Listing in the onsite conference programme.
- 15% discount on full-page advertising rates in the conference programme.
- Two (2) complimentary exhibitors passes per 9 sqm of exhibit space, with admittance to the exhibition, luncheons, coffee breaks, opening and closing ceremony.
- 50 free Invitations to extend to suppliers, customers, and clients to the exhibition only.

8. CHANGE OF FLOOR PLAN OR SPACE ASSIGNMENT

SPE reserves the right to change the floor plan design without notice. SPE may also move the Exhibitor to another location prior to or during the show, if such change is deemed to be in the best interest of the exhibition by SPE.

9. INSURANCE

The Exhibitor, at its own expense, must take out insurance for fire, property, public liability and theft. The insurance must cover the full period of occupancy of the premises by the Exhibitor and its agents and employees.

10. EXHIBITOR SERVICES MANUAL

Approximately two (2) months before the exhibition, SPE will send an Exhibitor Services Manual to the Exhibitor’s primary contact as listed on the Exhibition Application Form. Only fully paid exhibitors will receive this manual. The Exhibitor Services Manual will include information relating to participation at the exhibition, including additional exhibitor rules and regulations, official contractor forms, registration forms, exhibitor display rules, additional furniture order forms, etc.

11. AMENDMENTS

All matters and questions not specifically covered by the articles in this contract or in the official Exhibit Regulations shall be subject to the decision of SPE. These matters may be amended at any time by SPE in the overall best interest of the exhibition and notice thereof shall be binding on the exhibitors equally with the foregoing in this contract.

Signed and approved on behalf of

Organisation: ____________________________

Full Name: ____________________________

Date: ____________________________

Authorised Signatory | Company Stamp
Application/Contract for Exhibit Space

Please print in capital letters and return to Taghreed Khallaf at tkhallaf@spe.org or fax to +971.4.457.3164.

This exhibition contract for SPE/IADC Middle East Drilling Technology Conference and Exhibition will become binding once the exhibitor agrees to the policies set herein. The individual signing this agreement guarantees that he/she has the authority to enter into contractual obligations on behalf of their company.

Contact Details

<table>
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<tr>
<th>Field</th>
<th>Information</th>
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<tbody>
<tr>
<td>Primary Contact</td>
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<tr>
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<td>Job Title</td>
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Application for:

- [ ] Space-only Exhibit: ______________ m² at the rate of USD 600 per m² = USD _____________________________
- [ ] Basic Shell Scheme Exhibit: ______________ m² at the rate of USD 650 per m² = USD _____________________________
- [ ] Walk In Package Exhibit: ______________ m² at the rate of USD 700 per m² = USD _____________________________

Amount in words: __________________________________________

Booth Location

1st Preference ________ 2nd Preference ________

Space will be allocated on a first come, first served basis. For the latest floor plans please contact Taghreed Khallaf at tkhallaf@spe.org.

- [ ] Payment by Bank Transfer
  - Bank: HSBC Bank Middle East Limited
  - Branch: Jebel Ali, P.O. Box 66, Dubai, UAE
  - SWIFT Code: BBMEAEAD
  - A/C Name: SPE Middle East DMCC
  - IBAN: AE180200000036217131100

  IMPORTANT: TRANSFER REFERENCE MUST QUOTE ‘18MEDT’ AND THE ORGANISATION’S NAME

  I wish to receive invoice by [ ] Email [ ] Post
  Invoice to be addressed to: ____________________________

- [ ] Credit Card Payment
  - MasterCard [ ] Visa [ ] American Express
  - Card Number: ____________________________
  - Expiry: ________ Security Code (CCV): ________
  - Name on Card: ____________________________
  - Billing Address: ____________________________

  Amount Authorised to Charge: USD __________________

  CARD HOLDER
  SIGNATURE: ____________________________ DATE: ____________________________

Note: The UAE government is introducing a 5% VAT on goods and services from 1 January 2018. Once VAT guidelines have been finalised and issued by the government, we will contact you again to issue a VAT inclusive contract for your signature.

I hereby submit this contract on behalf of my Organisation to confirm Exhibition space at the SPE/IADC Middle East Drilling Technology Conference and Exhibition and take responsibility of abiding by the policies procedures, as outlined in the Contract.

NAME: ____________________________ DATE: ____________________________

SIGNATURE: ____________________________ DATE: ____________________________

For internal use only
SPE Staff: ____________________________ Signature: ____________________________
M.A: ____________________________ Date: ____________________________
Advertising Contract

Please print in capital letters and return to Taghreed Khallaf at tkhallaf@spe.org or fax to +971.4.457.3164.

The Contract for advertisement space at SPE/IADC Middle East Drilling Technology Conference and Exhibition will become binding once the advertiser agrees to the policies set herein. The individual signing this agreement guarantees that he/she has the authority to enter into contractual obligations on behalf of their company.

Contact Details

<table>
<thead>
<tr>
<th>Primary Contact:</th>
<th>Organisation:</th>
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<th>Job Title:</th>
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<tr>
<th>Telephone:</th>
<th>Mob:</th>
<th>Email (1):</th>
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Advertising Rates

For non-exhibiting organisations:
- Full Page USD 1,200
- Half Page USD 750

For exhibiting organisations:
- Full Page USD 900
- Half page USD 600

For sponsoring organisations:
- Full Page USD 900
- Upgrade to Full Page USD 600

Advertising Total in words: USD

Note: The UAE government is introducing a 5% VAT on goods and services from 1 January 2018. Once VAT guidelines have been finalised and issued by the government, we will contact you again to issue a VAT inclusive contract for your signature.

Advert Specifications

Ads should be sized as follows:
- Full page
- Trim size: 14.85 cm (wide) x 21 cm (tall)
- Bleed size: 15.45 cm (wide) x 21.6 cm (tall)
- Half page
- Trim size: 14.85 cm (wide) x 10.5 cm (tall)
- Bleed size: 15.45 cm (wide) x 11.1 cm (tall)

Ads should be high resolution, in Adobe Illustrator, EPS, or PDF.

Advertising materials in accordance with the above advert specifications must be submitted to SPE before December 2017

Terms and Conditions

- Advertising will not be accepted that in any way is considered by SPE to be inappropriate to SPE’s image
- Advertising will not be accepted if it includes political content
- Advertising is accepted by SPE with the understanding that the advertiser is ultimately responsible and liable for full payment to SPE of any outstanding charges for advertising space
- In accepting advertising, SPE provides no guarantees that such advertising will result in revenues for the advertiser
- The final decision on the advertising format and terminology as provided in this Advertising Contract rests with SPE

Payment by Bank Transfer

HSBC Bank Middle East, Jebel Ali Branch, PO Box 66, Dubai, UAE.
SWIFT Code: BBMEAEAD
A/C Name: SPE Middle East DMCC
USD A/C No.: AE18020000036217131100

IMPORTANT: TRANSFER REFERENCE MUST QUOTE ‘18MEDT’ AND THE ORGANISATION’S NAME

I hereby submit this contract on behalf of my Organisation to confirm Advertising space the SPE/IADC Middle East Drilling Technology Conference and Exhibition Programme that will be handed out to all delegates at the conference and take responsibility of abiding by the policies procedures as outlined in the contract.

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<th>NAME:</th>
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<td>SIGNATURE:</td>
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</table>

For internal use only

SPE Staff: ___________________________ Addl. Note: ___________________________

Approved by: ___________________________ Signature: ___________________________ Date: ___________________________
Sponsor Opportunities

Organised by the Society of Petroleum Engineers (SPE) and the International Association of Drilling Contractors (IADC), the 2018 SPE/IADC Middle East Drilling Technology Conference and Exhibition will be the eleventh edition of the event and will be taking place on 29–31 January 2018 in Abu Dhabi, UAE. The event offers various sponsorship opportunities for exhibitors and other organisations to increase their brand awareness and reinforce their presence at the event.

## Sponsor Packages

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<th>Sponsorship Package</th>
<th>Available Options</th>
<th>Price Options</th>
</tr>
</thead>
<tbody>
<tr>
<td>Titanium Sponsorship</td>
<td>One (1) Sponsorship Package</td>
<td>USD 45,000</td>
</tr>
<tr>
<td>Platinum Sponsorship</td>
<td>Three (3) Sponsorship Packages</td>
<td>USD 35,000 Each</td>
</tr>
<tr>
<td>Gold Sponsorship</td>
<td>Four (4) Sponsorship Packages</td>
<td>USD 25,000 Each</td>
</tr>
<tr>
<td>Silver Sponsorship</td>
<td>Sponsorship Packages</td>
<td>USD 20,000 Each</td>
</tr>
<tr>
<td>Conference Gala Dinner Exclusive Sponsorship</td>
<td>One (1) Sponsorship Package</td>
<td>USD 25,000</td>
</tr>
<tr>
<td>Conference Luncheons Sponsorship</td>
<td>(a) Exclusive Sponsorship</td>
<td>USD 25,000</td>
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<tr>
<td></td>
<td>(b) Three (3) Sponsorship Packages</td>
<td>USD 10,000 Each</td>
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<tr>
<td>Delegate Bags Exclusive Sponsorship</td>
<td>Sponsorship Packages</td>
<td>USD 18,000</td>
</tr>
<tr>
<td>Conference Proceedings Sponsorship</td>
<td>(a) Exclusive Sponsorship</td>
<td>USD 15,000</td>
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<tr>
<td></td>
<td>(b) Two (2) Sponsorship Packages</td>
<td>USD 10,000 Each</td>
</tr>
<tr>
<td>Conference Programme Sponsorship</td>
<td>(a) Exclusive Sponsorship</td>
<td>USD 15,000</td>
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<tr>
<td></td>
<td>(b) Two (2) Sponsorship Packages</td>
<td>USD 10,000 Each</td>
</tr>
<tr>
<td>Lanyards Exclusive Sponsorship</td>
<td>One (1) Sponsorship Package</td>
<td>USD 15,000</td>
</tr>
<tr>
<td>Conference Coffee Breaks Sponsorship</td>
<td>(a) Exclusive Sponsorship</td>
<td>USD 12,500</td>
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<tr>
<td></td>
<td>(b) Three (3) Sponsorship Packages</td>
<td>USD 5,000 Each</td>
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<tr>
<td>Stationery (Pens and Notepads) Sponsorship</td>
<td>(a) Exclusive Sponsorship</td>
<td>USD 10,000</td>
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<td>(b) Per Item: USD 6,000</td>
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<tr>
<td>Author Gifts Exclusive Sponsorship</td>
<td>Sponsorship Packages</td>
<td>USD 8,000</td>
</tr>
<tr>
<td>Conference Audio-Visual Equipment Exclusive Sponsorship</td>
<td>One (1) Sponsorship Package</td>
<td>USD 8,000</td>
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</tbody>
</table>

For tailor made sponsorship packages, contact Taghreed Khallaf at tkhallaf@spe.org or call +971.4.457.5850.
Titanium Sponsorship: One (1) Sponsorship Package Available at USD 45,000

This is the premium sponsorship option that provides a unique opportunity to secure maximum exposure during this conference.

**Titanium sponsorship benefits:**
- 18 sqm exhibition stand (shell scheme)
- Verbal acknowledgement at the opening ceremony
- Organisation’s logo and sponsorship title on the PowerPoint sponsor slide displayed between the technical sessions
- Organisation’s logo and sponsorship title on signs displayed in high-traffic areas
- Organisation’s logo and sponsorship title on the sponsors listing page of the conference preview* and conference programme
- Organisation’s logo, sponsorship title, and hyperlink on events main webpage
- Two (2) promotional pieces (brochure, handout, card flyer, or booklet) in the delegate bags (to be provided by the sponsor)
- Full-page colour advertisement in the conference programme
- Organisation’s logo on all event advertisements
- Organisations logo and sponsorship title on the press invitations
- Organisation’s name and sponsorship title on all SPE emails to potential delegates
- Six (6) complimentary invitations to the gala dinner, with seating in the VIP area
- Four (4) complimentary invitations to the welcome reception (if applicable)
- Acknowledgement in all press releases for the event
- One (1) insert about the organisation in the event’s press kit
- Organisation’s logo on the onsite registration forms
- Organisation’s logo and sponsorship title on the cover of the conference preview* and the conference programme

Platinum Sponsorship: Three (3) Sponsorship Packages Available at USD 35,000

**Platinum sponsorship benefits:**
- 9 sqm exhibition stand (shell scheme)
- Verbal acknowledgement at the opening ceremony
- Organisation’s logo and sponsorship title on the PowerPoint sponsor slide displayed between the technical sessions
- Organisation’s logo and sponsorship title on signs displayed in high-traffic areas
- Organisation’s logo and sponsorship title on the sponsors listing page of the conference preview* and conference programme
- Organisation’s logo, sponsorship title, and hyperlink on events main webpage
- Organisation’s logo on all event advertisements
- Organisations logo and sponsorship title on the press invitations
- Organisation’s name and sponsorship title on all SPE emails to potential delegates
- Two (2) promotional pieces (brochure, handout, card flyer, or booklet) in the delegate bags (to be provided by the sponsor)
- Full-page colour advertisement in the conference programme
- Four (4) complimentary invitations to the gala dinner
- Two (2) complimentary invitations to the welcome reception (if applicable)
- Acknowledgement in all press releases for the event

*If sponsorship is secured before 15 August 2017*
Gold Sponsorship: Four (4) Sponsorship Packages Available at USD 25,000

Gold sponsorship benefits:
- 9 sqm exhibition stand (shell scheme)
- Verbal acknowledgement at the opening ceremony
- Organisation’s logo and sponsorship title on the PowerPoint sponsor slide displayed between the technical sessions
- Organisation’s logo and sponsorship title on signs displayed in high-traffic areas
- Organisation’s logo and sponsorship title on the sponsors listing page of the conference preview* and conference programme
- Organisation’s logo, sponsorship title, and hyperlink on events main webpage
- Organisation’s logo on all event advertisements
- Organisations logo and sponsorship title on the press invitations
- Organisation’s name and sponsorship title on all SPE emails to potential delegates
- One (1) promotional piece (brochure, handout, card flyer, or booklet) in the delegate bags (to be provided by the sponsor)
- Half-page colour advertisement in the conference programme
- Two (2) complimentary invitations to the gala dinner

Silver Sponsorship: Available at USD 20,000 Each

Silver sponsorship benefits:
- 9 sqm exhibition stand (shell scheme)
- Verbal acknowledgement at the opening ceremony
- Organisation’s logo and sponsorship title on the PowerPoint sponsor slide displayed between the technical sessions
- Organisation’s logo and sponsorship title on signs displayed in high-traffic areas
- Organisation’s logo and sponsorship title on the sponsors listing page of the conference preview* and conference programme
- Organisation’s logo, sponsorship title, and hyperlink on the event’s main webpage
- One (1) promotional piece (brochure, handout, card flyer, or booklet) in the delegate bags (to be provided by the sponsor)
- Half-page colour advertisement in the conference programme
- Organisation’s logo on all event advertisements
- Organisation’s name and sponsorship title on all SPE emails to potential delegates

Conference Gala Dinner Exclusive Sponsorship: USD 25,000

Sponsorship benefits:
- Verbal acknowledgement at the opening of the gala dinner
- Organisation’s logo and sponsorship title on the PowerPoint sponsor slide displayed between the technical sessions
- Organisation’s logo and sponsorship title on signs displayed in high-traffic areas
- Organisation’s logo and sponsorship title on the sponsors listing page of the conference preview* and conference programme
- Organisation’s logo, sponsorship title and hyperlink on events main webpage
- Full-page colour advertisement in the conference programme
- Organisation’s logo, sponsorship title, and hyperlink on all SPE emails to potential delegates
- Organisation’s logo and sponsorship title on title signs displayed at the gala dinner
- Two (2) reserved tables for eight (8) at the gala dinner
- Ten (10) complimentary invitations to the gala dinner
- Organisation’s logo and sponsorship title on all table tent cards at the gala dinner
- Organisation’s logo and sponsorship title on all VIP table tent cards at the gala dinner
- Organisation’s logo and sponsorship title on napkin sleeves at the event

*If sponsorship is secured before 15 August 2017
Conference Luncheons:  
(a) Exclusive Sponsorship: USD 25,000  
(b) Three (3) Sponsorship Packages Available at USD 10,000 Each

Luncheon will be provided on all three days of the conference with all full conference registrations. These luncheons will provide opportunities for delegates to network and for sponsoring organisations to demonstrate hospitality to all conference delegates.

Sponsorship benefits:
- Verbal acknowledgement at the opening of the luncheon
- Organisation’s logo and sponsorship title on the PowerPoint sponsor slide displayed between the technical sessions
- Organisation’s logo and sponsorship title on signs displayed in high-traffic areas
- Organisation’s logo and sponsorship title on the sponsors listing page of the conference preview* and conference programme
- Organisation’s logo, sponsorship title, and hyperlink on the event’s main webpage
- Organisation’s logo and sponsorship title on signs displayed in the luncheon area
- Organisation’s logo and sponsorship title on all table tent cards
- One (1) reserved table for eight (8) at the conference luncheon for the day of sponsorship

Delegate Bags Exclusive Sponsorship: USD 18,000

Each conference delegate will receive a delegate bag containing conference materials.

Sponsorship benefits:
- Organisation’s logo and sponsorship title on the PowerPoint sponsor slide displayed between the technical sessions
- Organisation’s logo and sponsorship title on signs displayed in high-traffic areas
- Organisation’s logo and sponsorship title on the sponsors listing page of the conference preview* and conference programme
- Organisation’s logo, sponsorship title, and hyperlink on the event’s main webpage
- One (1) promotional piece (brochure, handout, card flyer, or booklet) in the delegate bags (to be provided by the sponsor)
- Organisation’s logo and sponsorship title, in conjunction with SPE’s logo, on the delegate bags

Conference Proceedings:  
(a) Exclusive Sponsorship: USD 15,000  
(b) Two (2) Sponsorship Packages: USD 10,000 Each

Sponsorship benefits:
- Organisation’s logo and sponsorship title on the introductory page of the Conference Proceedings Voucher Card
- Three (3) complimentary conference registrations
- Organisation’s logo and sponsorship title on the PowerPoint sponsor slide displayed between the technical sessions
- Organisation’s logo and sponsorship title on the signs displayed in high-traffic areas
- Organisation’s logo and sponsorship title on the sponsors listing page of the conference preview* and conference programme
- Organisation’s logo, sponsorship title, and hyperlink on the event’s main webpage
- Half-page colour advertisement in the conference programme

*If sponsorship is secured before 15 August 2017
Conference Programme:  
(a) Exclusive Sponsorship: USD 15,000  
(b) Two (2) Sponsorship Packages: USD 10,000 Each

Sponsorship benefits:  
- Organisation’s logo and sponsorship title on the PowerPoint sponsor slide displayed between technical sessions  
- Organisation’s logo and sponsorship title on signs displayed in high-traffic areas  
- Organisation’s logo and sponsorship title on the sponsors listing page of the conference preview* and conference programme  
- Organisation’s logo, sponsorship title, and hyperlink on the event’s main webpage  
- Full-page colour advertisement in the conference programme  
- Organisation’s logo and sponsorship title on the cover of the conference preview* and conference programme  
- Organisation’s logo, sponsorship title, and URL address on the bottom (footer) of each page of the conference programme  
- One (1) page company profile of the sponsor

Lanyards Exclusive Sponsorship: USD 15,000  
The sponsor should provide lanyards to SPE.

Sponsorship benefits:  
- Organisation’s logo and sponsorship title on the PowerPoint sponsor slide displayed between technical sessions  
- Organisation’s logo and sponsorship title on signs displayed in high-traffic areas  
- Organisation’s logo and sponsorship title on the sponsors listing page of the conference preview* and conference programme  
- Organisation’s logo, sponsorship title, and hyperlink on the event’s main webpage  
- Organisation’s logo and sponsorship title on lanyards (straps) for delegate badges

Conference Coffee Breaks:  
(a) Exclusive Sponsorship: USD 12,500  
(b) Three (3) Sponsorship Packages: USD 5,000 Each

A morning and afternoon coffee break will be provided each day.

Sponsorship benefits:  
- Organisation’s logo and sponsorship title on the PowerPoint sponsor slide displayed between the technical sessions  
- Organisation’s logo and sponsorship title on signage displayed in high-traffic areas  
- Organisation’s logo and sponsorship title on the sponsors listing page of the conference preview* and conference programme  
- Organisation’s logo, sponsorship title, and hyperlink on the event’s main webpage  
- Organisation’s logo and sponsorship title on sponsorship acknowledgement cards in each coffee break area  
- Organisation’s logo and sponsorship title on coffee mugs (mugs to be provided by the sponsor)

Stationery (Pens and Notepads):  
(a) Exclusive Sponsorship: USD 10,000  
(b) Per Item: USD 6,000

Notepads will be provided to each delegate in the delegate bags. The sponsor should provide the pads/pens to SPE.

Sponsorship benefits:  
- Organisation’s logo and sponsorship title on the PowerPoint sponsor slide displayed between the technical sessions  
- Organisation’s logo and sponsorship title on signs displayed in high-traffic areas  
- Organisation’s logo and sponsorship title on the sponsors listing page of the conference preview* and conference programme  
- Organisation’s logo, sponsorship title, and hyperlink on the event’s main webpage  
- Organisation’s logo and sponsorship title on notepads/pens (to be provided by the sponsor)

*If sponsorship is secured before 15 August 2017
Author Gifts Exclusive Sponsorship: USD 8,000
All conference speakers will receive a memento of their participation in and contribution to the conference.

Sponsorship benefits:
- Verbal acknowledgement before presentation of gifts
- Organisation’s logo and sponsorship title on the PowerPoint sponsor slide displayed between the technical sessions (shared with Audio-Visual sponsors)
- Organisation’s logo and sponsorship title on signs displayed in high-traffic areas
- Organisation’s logo and sponsorship title on the sponsors listing page of the conference preview* and conference programme
- Organisation’s logo, sponsorship title, and hyperlink on the event’s main webpage
- Organisation’s logo and sponsorship title, in conjunction with SPE’s logo, on author gifts
- Organisation’s logo and sponsorship title featured on ‘With Compliments’ card presented with gifts

Conference Audio-Visual Equipment Exclusive Sponsorship: USD 8,000
The main technical session room and author check-in room will be equipped with a laptop/computer and LCD projector, as well as other necessary audio/visual equipment.

Sponsorship benefits:
- Organisation’s logo and sponsorship title on the PowerPoint sponsor slide displayed between the technical sessions
- Organisation’s logo and sponsorship title on signs displayed in high-traffic areas
- Organisation’s logo and sponsorship title on the sponsors listing page of the conference preview* and conference programme
- Organisation’s logo, sponsorship title, and hyperlink on the event’s main webpage
- Half-page colour advertisement in the conference programme

*If sponsorship is secured before 15 August 2017
Sponsorship Contract

Please print in capital letters and return to Taghreed Khallaf at tkhallaf@spe.org or fax to +971.4.457.3164

The Sponsorship Contract for SPE/IADC Middle East Drilling Technology Conference and Exhibition will become binding once the sponsor agrees to the policies set herein. The individual signing this agreement guarantees that he/she has the authority to enter into contractual obligations on behalf of their company.

Contact Details
Primary Contact: ___________________________________________________________
Organisation: ______________________________________________________________________________________________
Job Title: ________________________________________________________________________________________________
Address: ____________________________________________________________________________________________________
City: _______________________________________________________________________________ Country: __________________________________________________________________________________
Postal Code: ___________________________________________________________________________ Telephone: __________________________ Fax: __________________________
Email (1): ____________________________________________ Email (2): _______________________________________________

Our Organisation commits to the below marked option(s):

- Titanium Sponsorship USD 45,000
- Platinum Sponsorship USD 35,000
- Gold Sponsorship USD 25,000
- Conference Gala Dinner USD 25,000
- Luncheons: Day ______ USD 10,000 USD 25,000
- Silver Sponsorship USD 20,000
- Delegate Bags USD 18,000
- Conference Proceedings Voucher USD 10,000 USD 15,000
- Conference Programme USD 10,000 USD 15,000
- Lanyards USD 15,000
- Coffee Breaks: Day ______ USD 5,000 USD 12,500
- Stationery: Item ______ USD 6,000 USD 10,000
- Author Gifts USD 8,000
- Audio-Visual Equipment USD 8,000

Sponsorship Total in words: US Dollars _____________________

- Payment by Bank Transfer
Bank: HSBC Bank Middle East
Branch: Jebel Ali, PO Box 66, Dubai, UAE
SWIFT Code: BBMEAED
A/C Name: SPE Middle East DMCC
USD A/C No.: AE180200000036217131100
IMPORTANT: TRANSFER REFERENCE MUST QUOTE 18MEDT AND THE ORGANISATION’S NAME

I wish to receive invoice by Email Post
Invoice to be addressed to:____________________

Note
- Sponsorship rates should not be subject to any local or withholding taxes. Please note that the invoice is to be paid in full.
- The UAE government is introducing a 5% VAT on goods and services from 1 January 2018. Once VAT guidelines have been finalised and issued by the government, we will contact you again to issue a VAT inclusive contract for your signature.
- Applications must be accompanied with a high resolution company logo (EPS or JPEG format).

I hereby submit this contract on behalf of my organisation to confirm Sponsorship for the SPE/IADC Middle East Drilling Technology Conference and Exhibition and take responsibility of abiding by the policies procedures, as outlined in the Contract.

NAME: ____________________________
SIGNATURE: ____________________________ DATE: ________________

CARD HOLDER

SIGNATURE: ____________________________ DATE: ________________

For internal use only
SPE Staff: ____________________________ Remarks: ____________________________
Approved by: ____________________________ Signature: ____________________________ Date: ________________
SPE Sponsorship Payment/Cancellation Policy

- Sponsor are liable to pay in full on submission of the Sponsorship Contract to SPE.
- The Sponsorship rates in this contract do not include any local or withholding taxes. Please note that invoice is to be paid in full.
- No Sponsorship will be acknowledged or promoted, either in print or on the SPE official website, until the sponsor has submitted a proof of payment for their intended sponsorship package.
- Payment is to be made in U.S. dollars only. SPE accepts credit cards, cheques, and wire transfers.
- Should a sponsor notify SPE of their intent to cancel the contract, the sponsor shall be liable for fees as shown below:
  - 25% of invoiced amount as cancellation fee for a notice received 120 days prior to the event.
  - 50% of invoiced amount as cancellation fee for a notice received 90–119 days prior to the event.
  - 75% of invoiced amount as cancellation fee for a notice received 60–89 days prior to the event.
  - 100% of invoiced amount as cancellation fee for a submission received within 59 days of the event.
  - 100% of invoiced amount as cancellation fee if an irreversible sponsorship deliverable has been provided before the notice has been received by SPE.
- All cancellations must be submitted in writing to SPE.

I hereby acknowledge and confirm that I have read the above terms and conditions and I agree with the same.

Name: _______________________________________

Job Title: _______________________________________

Date: _______________________________________

Signature  Company Stamp