

SPE International Oilfield Scale Conference and Exhibition

24-25 June 2020

Aberdeen,
United Kingdom

go.spe.org/ScaleAberdeen

Exhibition and Sponsorship Opportunities



Welcome to the SPE International Oilfield Scale Conference and Exhibition

The Society of Petroleum Engineers' International Oilfield Scale Conference and Exhibition has become recognised as one of the World's leading gatherings for industry professionals and academics involved in the development, implementation and monitoring of controls applied to mitigate oilfield scale in upstream oil and gas production.

The technical content is internationally renowned for its high quality and attracts delegates from across a broad spectrum of the global oilfield scale community.

As in previous years, this 15th biennial edition of the conference will take place in Aberdeen 24-25 June 2020 with a range of technical sessions, practical case studies and interactive discussions. It is a 'must-attend' event for industry professionals.

The International Oilfield Scale conference represents a great opportunity to update technical knowledge and meet companies and industry colleagues to discuss challenges and opportunities. The event provides plenty of networking opportunities as well as an exhibition showcasing some of the leading organisations active within the field.

With an attendee profile comprised of professionals from the operator, service and research sides, the event acts as an ideal backdrop to associate your company with the key themes driving this marketplace and to raise its profile. This brochure will give you an outline of who will attend and the range of ways in which you can make your company's expertise known to them.

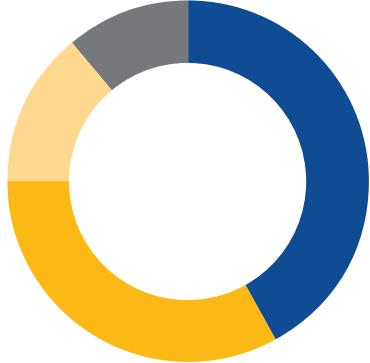
However you choose to take part, you are certain to find your involvement rewarding.

Sponsoring and exhibiting at the leading international event for oilfield scale professionals allows you to:

- Align your organisation with internationally renowned technical content
- Maximise your presence in the industry and strengthen your brand identity
- Showcase your latest technologies, services and expertise
- Network face-to-face with potential and existing customers
- Target over 10,000 international oilfield scale professionals through pre-event marketing

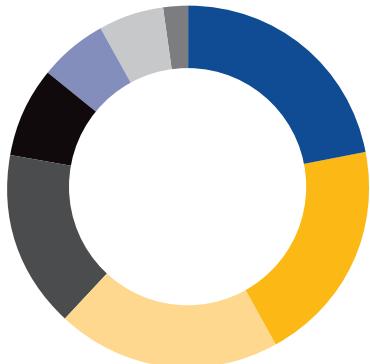
Attendee Statistics

Based on attendees from the 2018 SPE International Oilfield Scale Conference and Exhibition



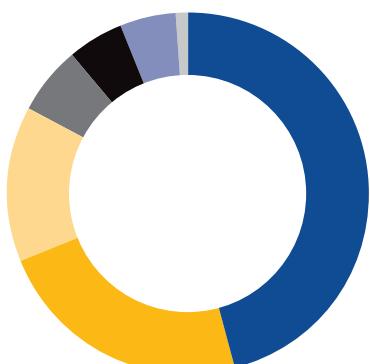
Organisation Type

■ Scale mitigation / solution providers	42%
■ Oil and Gas operators	33%
■ Major contractors	14%
■ Research / Academics	11%



Job Classifications

■ Operations/Production Chemist	22%
■ Senior Manager	20%
■ Technical Manager	20%
■ Engineer	16%
■ PhD Student	8%
■ Academic/Research	6%
■ Scientist	6%
■ Consultant	2%



Geographic Region

■ UK	46%
■ Rest of Europe	23%
■ North America	14%
■ Africa	6%
■ Middle East	5%
■ South America	5%
■ Asia	1%



Previous Exhibitors and Sponsors include*

*Exhibitors and sponsors from the SPE International Oilfield Scale Conference and Exhibition in 2016 and 2018



Exhibiting and Sponsoring allows your company to:

- Establish itself as a leading player within the market
- Align itself with the key discussion points surrounding oilfield scale
- Raise its profile as part of a targeted marketing campaign directed at more than 10,000 oilfield scale professionals

Exhibiting

£2,350 + VAT

Situated next to the registration area, the exhibition will also serve as the location for poster sessions, refreshment breaks, lunches and the drinks receptions.

Exhibitors receive the following benefits:

- 2m x 3m exhibition space for exhibitors to bring their own pop-up stand or display
- 1 x table; 2 x chairs; 1 x 13 amp socket.
- Company name and short product description listed in the Conference Programme given to all attendees
- Company name listed on the event website with a link to your company website
- One complimentary delegate registration for the Conference
- One access code to the online conference proceedings

ALL SPONSORSHIP PACKAGES INCLUDE THE FOLLOWING CORE BENEFITS:

- | | |
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| <p>1 Prominent on-site signage displayed at the conference in high traffic areas</p> <p>2 Logo included on the sponsors' page in the Conference Preview</p> <p>3 Logo included in the Conference Programme given out to all attendees</p> | <p>4 Logo on the event website with a link to your company website</p> <p>5 Logo displayed on signs in the registration area</p> <p>6 Logo on the sponsor page of the sponsors' page of the PowerPoint holding slides displayed between technical sessions and during coffee breaks</p> |
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THEN additional benefits depending on your choice from the sponsorship packages below:

PLATINUM SPONSOR

£6,500 + VAT

- Five complimentary full event delegate places for company employees
- Logo included on the cover of the Conference Programme
- 50% discount on a 3m x 2m exhibition stand
- Full page colour advertisement in the Conference Preview
- Full page colour advertisement in the Conference Programme

GOLD SPONSOR

£4,500 + VAT

- Three complimentary full event delegate places for company employees
- Half page advertisement in the Conference Programme
- 30% discount on a 3m x 2m exhibition stand

SILVER SPONSOR

£3,000 + VAT

- Two complimentary full event delegate places for company employees
- 15% discount on a 3m x 2m exhibition stand

ALL STANDARD SPONSORSHIP PACKAGES INCLUDE THE FOLLOWING CORE BENEFITS:

- | | |
|---|---|
| 1 Logo included on the conference website with a link to your company website
2 Logo included in the Conference Preview
3 Logo included in the Conference Programme given to all attendees | 4 Logo on prominent signage displayed at the conference in high traffic areas
5 Logo prominently displayed on signs in the registration area
6 Logo on the sponsors' page of the PowerPoint holding slides displayed between technical sessions and during coffee breaks |
|---|---|



THEN additional benefits depending on your choice from the sponsorship packages below:

OFFICIAL CONFERENCE BAGS**£2,750 + VAT**

All full conference registrants receive an official sponsored conference bag which will be designed and produced by the sponsor. Design subject to SPE approval and must include the SPE event branding.

- Company name or logo (subject to design) will be displayed on all the bags
- Two (2) complimentary full delegate places for company employees

COFFEE BREAKS**£2,950 + VAT**

Morning and afternoon coffee breaks on both days provide attendees with a great opportunity for informal networking

- Logo on signage acknowledging sponsorship in the area where the coffee breaks are held
- Two (2) complimentary full delegate places for company employees

CONFERENCE LANYARDS**£2,500 + VAT**

All full conference delegates for each event receive an official conference lanyard which is designed and produced by the sponsor. Design to be agreed in advance with the SPE.

- Company name or logo will feature on the lanyard strap (1 colour)
- Two (2) complimentary full delegate places for company employees

CONFERENCE LUNCHES**£3,100 + VAT**

There will be a conference lunch on each day of the event for all conference delegates. Conference lunches provide an excellent opportunity for informal networking and discussion.

- Logo on signage acknowledging sponsorship in the area that the luncheon is being held
- Two (2) complimentary full delegate places for company employees

CONFERENCE PREVIEW

£4,100 + VAT

The Conference Preview is distributed internationally to targeted professionals in the E&P industry who have an interest in oilfield scale. These include SPE members and other industry specialists.

- Full page 4-colour advertisement in the Conference Preview
- Half page full-colour advertisement in the Conference Programme
- Two (2) complimentary full delegate places for company employees

CONFERENCE PROCEEDINGS

£3,000 + VAT

Every delegate receives a card containing a unique access code to the conference proceedings. The proceedings contain notes from the technical sessions and are an excellent source of reference after the event.

- Full page 4-colour advertisement in the Conference Preview
- Half page full-colour advertisement in the Conference Programme
- Two (2) complimentary full delegate places for company employees
- Logo on the digital proceedings card

CONFERENCE PROGRAMME AND EXHIBITION GUIDE

£3,000 + VAT

All delegates receive a copy of the Conference Programme and Exhibition Guide upon arrival. It includes key information about the conference and exhibition.

- Full page 4-colour advertisement in the Conference Programme
- Two (2) complimentary full delegate places for company employees

WELCOME DRINKS RECEPTION

£4,500 + VAT

A Welcome Drinks Reception will be held at the venue immediately following the technical sessions at the close of the first day's proceedings. This is an opportunity for all attendees to network in friendly and informal surroundings.

- Signage acknowledging sponsorship in the area that the reception is held
- Two (2) complimentary full delegate places for company employees
- Half page 4-colour advertisement in the Conference Programme

To discuss any of these options or bespoke packages or to make a booking, please contact;

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