



**2020
EUROVENTSUMMIT:
Partnership
opportunities**



**EUROVENT
SUMMIT
ANTALYA**
22 - 25 SEP 2020

#BuildingBridges

Reach out to your target audience at the next edition of Europe's major gathering for Indoor Climate (HVAC), Process Cooling, and Food Cold Chain Technologies.



#BuildingBridges

The Teams of the Eurovent Association, Eurovent Certita Certification, and Eurovent Market Intelligence look forward to Building Bridges with you at the 2020 **EUROVENTSUMMIT**.

Join us in building bridges between manufacturers and consultants, planners, installers, trade associations and policy makers, between Europe, the East and beyond, towards more sustainable and circular products, towards more socially and environmentally responsible industry. Network with your colleagues throughout 50+ seminars, flagship evening events, and meetings with a Mediterranean touch in English and Turkish.

In short: #BuildingBridges

Profit from the **EUROVENTSUMMIT**'s wide-ranging representativeness and reach your target audience prior, during, and after the event.

Event details



22 - 25
September
2020



Antalya
Turkey



4 seminar days
and
3 evening flagship
events

50+

Working Group meetings
of Eurovent Association,
Eurovent Certita Certification,
Eurovent Market Intelligence,
and others

A reflection on the 2018 EUROVENTSUMMIT

Jointly organised by Eurovent Association, Eurovent Certita Certification, Eurovent Market Intelligence, AEFYT, and AFEC

Basics

Tagline:
¡VivaLaConectividad!

Date:
25-28 September 2018

Venue:
Hotel Meliá Lebreros
Seville, Spain

Language:
English, Spanish

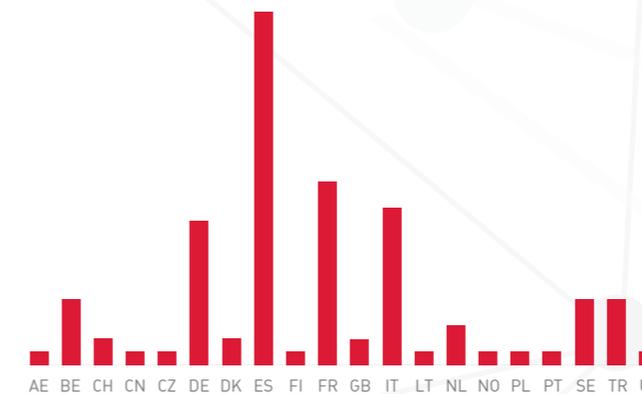
Website:
www.eurovent-summit.eu

Attendees

With 27% of total participants, Spain was the most well-represented country, reaching out to building consultants, designers, installers, manufacturers and political decision-makers.

Other well-represented countries:

- France (14%)
- Italy (12%)
- Germany (11%)
- Belgium, Sweden, Turkey (each 5%)



Impressions

- "Excellent networking opportunities, great place for connecting people"
- "Very special 'Family' atmosphere"
- "Possibilities to meet experts from different countries, and see different views on discussed topics"
- "Impressive dimension of the event"

Numbers

524 participants

32 countries

45 meetings

3 flagship events

3 seminars

38 high-ranking speakers

17 press mailings

74 LinkedIn campaigns

8325 people reached through PR activities

2018 EUROVENTSUMMIT Partners

<p>1 CONNECTIVITY LEADER</p> <p>ebmpapst</p>	<p>12 MEDIA PARTNERS</p> <p>caloryfrio.com el portal sectorial de las instalaciones</p> <p>clima eficiencia la revista de la eficiencia energética</p> <p>Clima NOTICIAS.com</p> <p>climate control el especialista en climatización</p> <p>el Instalador Interempresas</p> <p>frío-caler aire acondicionado</p> <p>L'INDUSTRIAMECCANICA impresa. economia. politica. norme. export.</p> <p>JARN</p> <p>instalaciones</p> <p>REFRIGERATION PORTAL</p> <p>ХОЛОДИЛЬНЫЙ БИЗНЕС</p> <p>tecno instalación Soluciones de Climatización</p>
<p>1 CYBERSECURITY LEADER</p> <p>UL</p>	
<p>2 CONNECTIVITY PARTNERS</p> <p>CAREL</p> <p>ce is</p>	<p>18 SUPPORTING ASSOCIATIONS</p> <p>3E Asociación de Empresas de Eficiencia Energética</p> <p>aedici Asociación Española de Instaladores de Refrigeración y Climatización</p> <p>AFAR Asociación de Fabricantes de Aire Acondicionado</p> <p>Agremia Asociación de Empresas de Servicios de Instalación y Mantenimiento de la Instalación y la Energía</p> <p>Amascal Asociación de Empresas de Servicios de Instalación y Mantenimiento de la Instalación y la Energía</p> <p>AMI Asociación de Empresas de Instalación y Mantenimiento de la Instalación y la Energía</p> <p>anese Asociación de Empresas de Servicios Energéticos</p> <p>ATEAN Asociación de Noticias en energía de ambiente</p> <p>Atecyr</p> <p>Cni</p> <p>conair</p> <p>Epyme Asociación de Empresas de Instalación y Mantenimiento de la Instalación y la Energía</p> <p>eurammón Asociación de Empresas de Instalación y Mantenimiento de la Instalación y la Energía</p> <p>EUROVENT MIDDLE EAST</p> <p>fegeca Asociación de Empresas de Instalación y Mantenimiento de la Instalación y la Energía</p> <p>FENIE Asociación de Empresas de Instalación y Mantenimiento de la Instalación y la Energía</p> <p>REHVA Asociación de Empresas de Instalación y Mantenimiento de la Instalación y la Energía</p> <p>3E Asociación de Empresas de Instalación y Mantenimiento de la Instalación y la Energía</p>
<p>3 CONNECTIVITY SUPPORTERS</p> <p>koxka</p> <p>ISIB TURKISH HVAC-R</p> <p>WIKAI Part of your business</p>	
<p>2 EXHIBITION PARTNERS</p> <p>C&R CLIMATIZACIÓN y REFRIGERACIÓN Salón Internacional de Aire Acondicionado, Climatización, Ventilación, Frío Industrial y Comercio</p> <p>REFRIGERA 2019 20-22 FEBRUARY 2019 - PALAZZA EXPO - ITALY</p>	

2020 Sponsorship and Partnership opportunities

The Sponsorship/Partnership packages outlined in the next chapters can be flexibly adapted according to your organisation's particular needs and wishes.

Registration

Are you interested in becoming partner of the next EUROVENTSUMMIT? Fill out the enclosed registration form and return it to

Eurovent
80 Bd. A. Reyers Ln
1030 Brussels, Belgium

or to Ms Andrea Gasparova via
andrea.gasparova@eurovent.eu

We will get in touch as soon as possible!

Supporting Association

Eligibility

Associations active in the HVACR field representing manufacturers, consultants, engineers, designers, building owners, energy managers, and the like

Partnership amount

Free of charge

Maximum number of partnerships available

Unlimited

Responsibilities

- 2 email shots to your organisation's database
- Placement on your organisation's landing page
- Raising awareness during your organisation's meetings (e.g. General Assembly)

Advantages

Pre-Summit

LinkedIn post related to Summit mentioning your organisation	Placement of your organisation's logo on the Summit poster, newsletter template, and magazine advertisements	Promotion of your organisation on Summit homepage
1	Next to other partner logos (small size)	Logo, Link

Summit on-site

Complimentary VIP Summit passes	Opportunity to place promotion materials in the conference area
2	✓

Post-Summit

Provision of a 360-degree promotion report and other required materials for your marketing department
✓

On-site promotion



Registration desk with partner promotion materials

Media Partner

Eligibility

Industry related magazines, newspapers, online portals, and the like

Partnership amount

Free of charge

Maximum number of partnerships available

Unlimited

Responsibilities

- 2 A4 advertisements
- 2 email shots to your organisation's database
- Placement on your organisation's landing page
- 1 interview
- 1 dedicated article

Advantages

Pre-Summit

LinkedIn post sharing a chosen article of your magazine	Placement of your organisation's logo on the Summit poster, newsletter template, and magazine advertisements	Promotion of your organisation on Summit homepage
1	Next to other partner logos (small size)	Logo, Link

Summit on-site

Complimentary VIP Summit passes	Opportunity to place promotion materials in the conference area
2	✓

Post-Summit

Provision of a 360-degree promotion report and other required materials for your marketing department
✓

Pre-Summit and on-site promotion



LinkedIn posts prior to and during the Summit: With nearly 4,000 followers, the Eurovent LinkedIn page plays a major role in partner promotion.

Exhibition Partner

Eligibility

Specialised HVACR exhibitions

Sponsorship amount

10.000 EUR

Maximum number of sponsorships available

6

Advantages

Pre-Summit

Press Release sent to the Eurovent database announcing your organisation's partnership	LinkedIn post related to Summit mentioning your organisation	Placement of your organisation's logo on the Summit poster, newsletter template, and magazine advertisements	Promotion of your organisation on Summit homepage	Promotion through email communication by using dedicated Summit email banner incl. your logo	Advertisement banner in the Eurovent newsletter CLIMANOVELA	Featured article in the Eurovent newsletter CLIMANOVELA
1	1	Next to other partner logos (small size)	Logo, Link, Description text of 250 characters incl. spaces	10 days	1 issue	1 issue

Summit on-site

Complimentary VIP Summit passes	Logo on Summit badge	Promotion material in Summit welcome package	Promotion space in the conference area	Event dedication
2	✓	✓	✓	Lunch / Spouse Programme / Coffee break

Post-Summit

Provision of a 360-degree promotion report and other required materials for your marketing department
✓

On-site promotion



Hotel entrance and reception, welcome foyer, and throughout the conference area (ebm-papst lounge):

- Screens, video walls
- Product displays
- Promotion booths and stands
- Banners in corridors and next to the registration desk

BridgeBuilding Contributor (2G)

Eligibility

HVACR product or component manufacturers, trade organisations, laboratories, and the like

Sponsorship amount

7.500 EUR

Maximum number of sponsorships available

8

Advantages

Pre-Summit

Press Release sent to the Eurovent database announcing your organisation's partnership	LinkedIn post related to Summit mentioning your organisation	Placement of your organisation's logo on the Summit poster, newsletter template, and magazine advertisements	Promotion of your organisation on Summit homepage	Promotion through email communication by using dedicated Summit email banner incl. your logo	Advertisement banner in the Eurovent newsletter CLIMANOVELA	Featured article in the Eurovent newsletter CLIMANOVELA
1	1	Next to other partner logos (small size)	Logo, Link, Description text of 250 characters incl. spaces	10 days	1 issue	1 issue

Summit on-site

Complimentary VIP Summit passes	Promotion material in Summit welcome package	Promotion space in the conference area	Event dedication
2	✓	✓	Lunch / Spouse Programme / Coffee break

Post-Summit

Provision of a 360-degree promotion report and other required materials for your marketing department
✓

Pre-Summit promotion



Dedicated Press Releases and mailings

- 10.000+ readers from over 80 countries
- Manufacturers, consultants, designers, engineers, decision-makers, service providers, and the like



More than 100 advertisements in magazines

BridgeBuilding Supporter (3G)

Eligibility

HVACR product or component manufacturers, trade organisations, laboratories, and the like

Sponsorship amount

15,000 EUR

Maximum number of sponsorships available

3

Advantages

Pre-Summit

Press Release sent to the Eurovent database announcing your organisation's partnership	LinkedIn post related to Summit mentioning your organisation	Placement of your organisation's logo on the Summit poster, newsletter template, and magazine advertisements	Promotion of your organisation on Summit homepage	Promotion through email communication by using dedicated Summit email banner incl. your logo	Advertisement banner in the Eurovent newsletter CLIMANOVELA	Featured article in the Eurovent newsletter CLIMANOVELA
1	1	Next to other partner logos (small size)	Logo, Link, Description text of 250 characters incl. spaces	10 days	1 issue	1 issue

Summit on-site

Complimentary VIP Summit passes	Promotion material in Summit welcome package	Promotion space in the conference area	Event dedication
2	✓	✓	Supporter (non-exclusive) of one of the events

Post-Summit

Provision of a 360-degree promotion report and other required materials for your marketing department
✓

Take the chance to become supporter of one of the Summit's evening events to connect with your target audience

Examples of promotion opportunities

- Welcome remarks
- Visual on-site promotion
- Various branding possibilities

Who wants to be a Climate Millionaire?



Powered by CEIS and WIKA, this challenging quiz tested the knowledge of 195 participants of our industry, its legislative environment, the Spanish region, and most recent digital developments.

60 Shades of Eurovent



In the impressive surroundings of Hacienda el Vizir, Eurovent celebrated its 60 years — in a truly Andalusian manner under starry Southern skies. It was an unforgettable evening spiced with traditional courses, alternated with unique memories of personalities that have shaped the Eurovent Association over the decades.

Powered by CAREL and Koxka

BridgeBuilding Partner (4G)

Eligibility

HVACR product or component manufacturers, trade organisations, laboratories, and the like

Sponsorship amount

30.000 EUR

Maximum number of sponsorships available

3

Advantages

Pre-Summit

Press Release sent to the Eurovent database announcing your organisation's partnership	LinkedIn post related to Summit mentioning your organisation	Placement of your organisation's logo on the Summit poster, newsletter template, and magazine advertisements	Promotion of your organisation on Summit homepage	Promotion through email communication by using dedicated Summit email banner incl. your logo	Advertisement banner in the Eurovent newsletter CLIMANOVELA	Featured article in the Eurovent newsletter CLIMANOVELA
2	2	In top row of partner logos (medium size)	Logo, Link, Description text of 500 characters incl. spaces	20 days	2 issue	2 issue

During the Summit

Complimentary VIP Summit passes	Logo on Summit badge	Promotion material in Summit welcome package	Banner at the entrance of a seminar room	Promotion space in the conference area	Event dedication
4	✓	✓	✓	✓	Supporter (non-exclusive) of one of the events

Post-Summit

Provision of a 360-degree promotion report and other required materials for your marketing department
✓

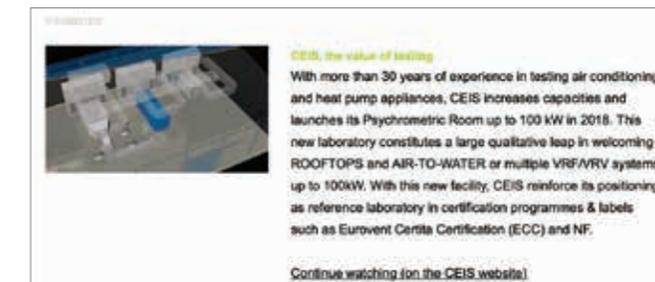
Pre-Summit promotion



Logo in email banner



Banner in CLIMANOVELA



Featured article in CLIMANOVELA

On-site promotion



Banner placement at the entrance of a seminar room



Promotion space in the conference area

BridgeBuilding Leader (LTE)

Eligibility

HVACR product or component manufacturers, trade organisations, laboratories, and the like

Sponsorship amount

40.000 EUR

Maximum number of sponsorships available

1

Advantages

Pre-Summit

Press Release sent to the Eurovent database announcing your organisation's partnership	LinkedIn post related to Summit mentioning your organisation	Placement of your organisation's logo on the Summit poster, newsletter template, and magazine advertisements	Promotion of your organisation on Summit homepage	Sharing of corporate / technology video on Eurovent YouTube channel CLIMANOVELA Interactive	Promotion through email communication by using dedicated Summit email banner incl. your logo	Advertisement banner in the Eurovent newsletter CLIMANOVELA	Featured article in the Eurovent newsletter CLIMANOVELA
3	4	On top, next to the Summit logo (large size)	Logo, Link, Description text of 750 characters incl. spaces, Embedded corporate/ technology video	20 days	✓	3 issues	3 issues

During the Summit

Complimentary VIP Summit passes	Logo on Summit lanyard (exclusive)	Promotion material in Summit welcome package	Banner at the entrance of the hotel	Banner at the entrance of a seminar room	Promotion space in the conference area	Event dedication
6	✓	✓	✓	✓	✓	Exclusive partner of Innovation/HUB

Post-Summit

Provision of a 360-degree promotion report and other required materials for your marketing department	Integration of your logo in Innovation/HUB videos on Eurovent's ClimaNovela channel
✓	✓

On-site promotion



During the 2018 Eurovent Summit, the Connectivity Leader ebm-papst welcomed 264 guests in an inspiring environment of Pabellón de la Navegación, a naval museum about the history of Spain's shipping industry.

Leading personalities from in and outside the industry gave visionary, non-commercial keynote presentations in a TED-style manner.

Examples of promotion opportunities

- Signature cocktail
- Welcome remarks
- Visual on-site promotion

New: Eurovent TechTank

Aside from the standard Sponsorship packages, this year's **EUROVENTSUMMIT** places great value on innovation, providing space for manufacturers to display their latest cutting-edge products throughout the conference area.

Show the HVACR world how forward-thinking your organisation is by joining the Eurovent TechTank!

Sponsorship amount

4.000 EUR

Maximum number of sponsorships available

7

Eligibility

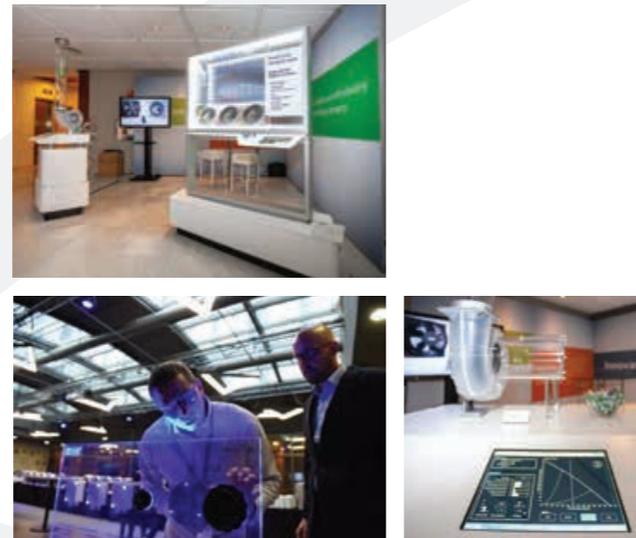
Products having an innovative feature launched not more than a year prior to the Summit:

- Patented feature
- Feature awarded an innovation prize (e.g. European Design Award)
- Innovation that allowed a product to get a better Energy Labelling class compared with the previous product (e.g. from B to A class)
- Innovation that has reduced the CO2 emissions by 20% (compared to the CO2 emissions of the previous product)
- Innovation listed in the last CSR (Corporate Social Responsibility) report of the organisation

Which manufacturers are allowed to present their products?

ECC certified HVACR product or component manufacturers:

- Summit BridgeBuilding Supporters (3G), Partners (4G), and the BridgeBuilding Leader (LTE): All without extra charge
- Other interested manufacturers complying with one of the innovation requirements listed above: A charge of 4.000 EUR applies



Examples of the Eurovent TechTank display

New: Table Sponsor

The 2020 **EUROVENTSUMMIT** shows its dedication to budget-conscious manufacturers by providing them with an option to reach out to their target audience on a smaller and more intimate scale.

Make use of the opportunity to invite your guests and clients to an exclusive private table during one of the evening events, branded according to your needs.

You and your guests will get the chance to participate in the entire course of the Summit, as well as to gather in a personal manner in your private lounge during one of the Summit's evening events.

Sponsorship amount

3.500 EUR

Maximum number of sponsorships available

10

Includes

- Private table for 10 during one of the Summit's evening events
- 9+1 Summit Passes with access to all meetings, events, seminars, and amenities during all **EUROVENTSUMMIT** days
- Branding for your private table including your organisation's logo



Examples of Table Sponsorship: Your organisation's rollup next to your private table



Registration

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