

Annual Sponsorship Program

Value  Summit **2017**

Philadelphia, PA ★ August 27-30
Sheraton Society Hill Hotel



SAV 
Adding Value. Enhancing Ideas.

ValueSummit**2017**.org

Celebrating **70** Years of Value

About

The SAVE Annual Sponsorship Program was designed for companies and consultants to display their support and commitment to SAVE by engaging in year-long support opportunities. The program builds loyalty, while delivering marketing and branding opportunities to the global reach of the SAVE International community.

Sponsorship dollars help to underwrite SAVE expenses to serve the VE community, and provide valuable education and training for VE professionals. It also provides SAVE International with essential funding for operational activities.

Get involved by first selecting the opportunities from our menu below. As you select the different opportunities, your total expenditure will place you into our Annual Sponsor Levels, giving discounts on the total value of sponsorships and advertising:

Sponsorship Level	Total Spend	Discount
Hero	\$7,000+	15%
Champion	\$3,000-\$5,999	10%
Leader	\$500-\$2,999	5%

SAVE International® is the international society devoted to advancing and promoting the value methodology (VM). Also known as value engineering (VE), value analysis (VA) and value management, the process can improve quality and performance, reduce initial and life cycle costs, increase profits, and enhance customer satisfaction on projects, processes and products.

SAVE members are trained and certified in and practice the value methodology in more than 35 countries. Applications include construction, e.g., buildings, transportation, environmental; product design and manufacturing; health care; IT, and all aspects of business in government and industry.

SAVE International® offers its members opportunities for education and training, publications, tools for promoting the value methodology, certification, networking, and recognition.

Key Numbers

>1,600 Members
>30 Corporate Members
250 Annual Value Summit Attendees
>8,000 Certified Professionals

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Sponsorship Opportunities



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\$10,000

70th VE Anniversary Grand Sponsor

- Exclusive Grand Sponsor of the 2017 Value Summit and 70th VE Anniversary Celebration
- 5 Value Summit Individual Registrations
- Full-page ad in Summit Program
- 1 Exhibit Table and 2 Exhibitor Registrations
- Welcome Message at the Awards Banquet
- Recognition on all Event Signage and Pre-Summit Marketing Materials
- 1 Push Notification via Conference App to Attendees each Conference Day

\$3,000

President's Reception Sponsor (2 Available)

- 1 Value Summit Individual Registration
- Welcome Message to Attendees of the Reception
- Special Signage at Reception
- Logo on Reception Napkins
- Recognition on all Event Signage and Pre-Conference Marketing Materials

\$5,000

Keynote Sponsors (2 Available)

- 2 Value Summit Individual Registrations
- Half-page Ad in Summit Program
- 1 Exhibit Table and 2 Exhibitor Registrations
- Welcome Statement and Introduction of Keynote Speaker
- Recognition on all Event Signage and Pre-Summit Marketing Materials

\$2,500

Awards Dinner Sponsor (2 Available)

- 1 Value Summit Individual Registration
- 2 Awards Dinner Tickets
- Welcome Message to Dinner Attendees
- Special Signage at Dinner Event
- Recognition on all Event Signage and Pre-Conference Marketing Materials

\$2,000

Attendee App Sponsor (1 Available)

- 1 Value Summit Individual Registration
- Logo Placement on App Landing Page
- Recognition on all Event Signage and Pre-Summit Marketing Materials

\$2,500

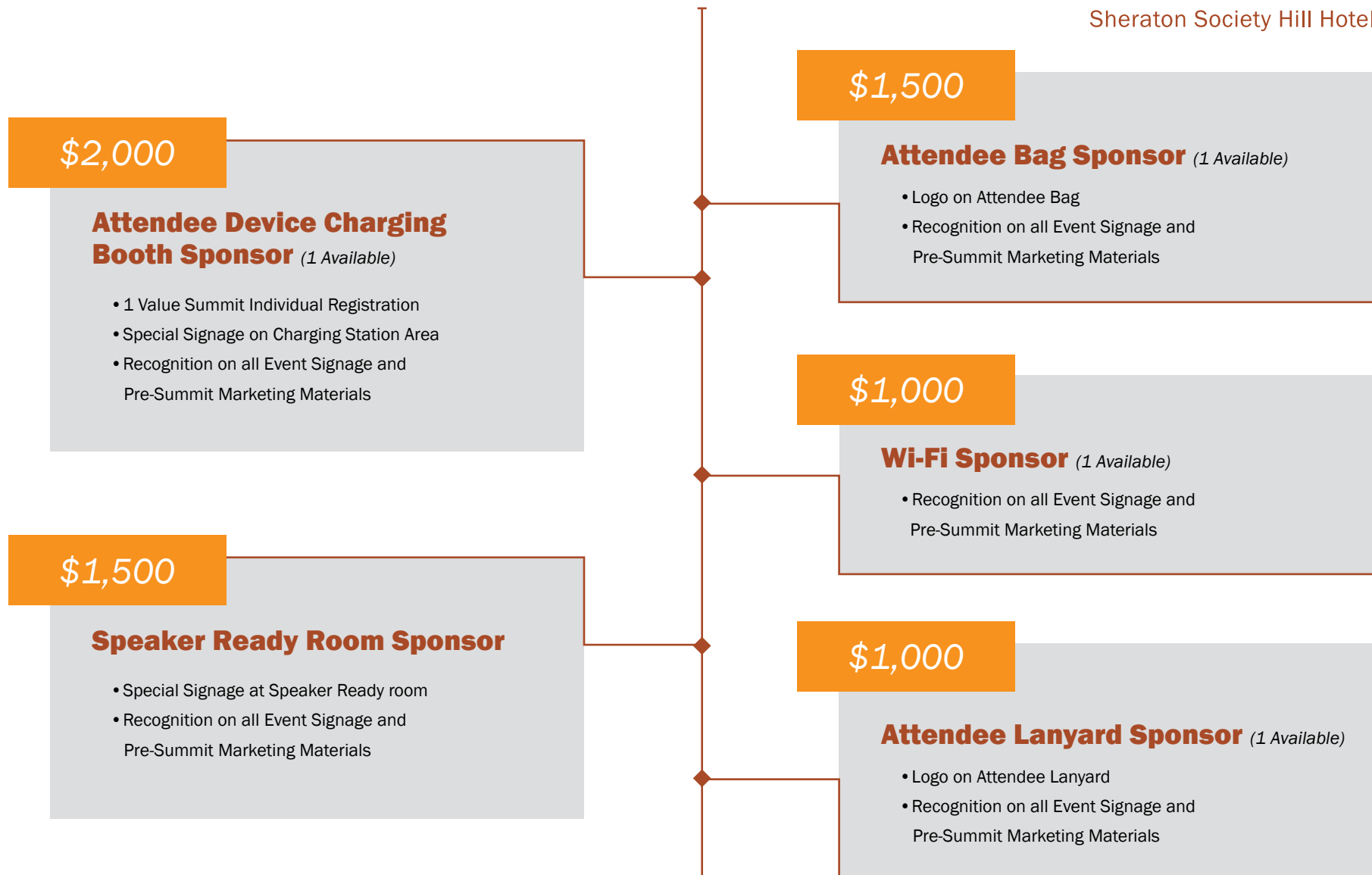
Lunch Sponsor (2 Available)

- 1 Value Summit Individual Registration
- Special Signage at Lunch Serving Stations
- Recognition on all Event Signage and Pre-Summit Marketing Materials

\$2,000

Coffee Break Sponsor (4 Available)

- 1 Value Summit Individual Registration
- Special Signage at Coffee Serving Stations
- Recognition on all Event Signage and Pre-Summit Marketing Materials



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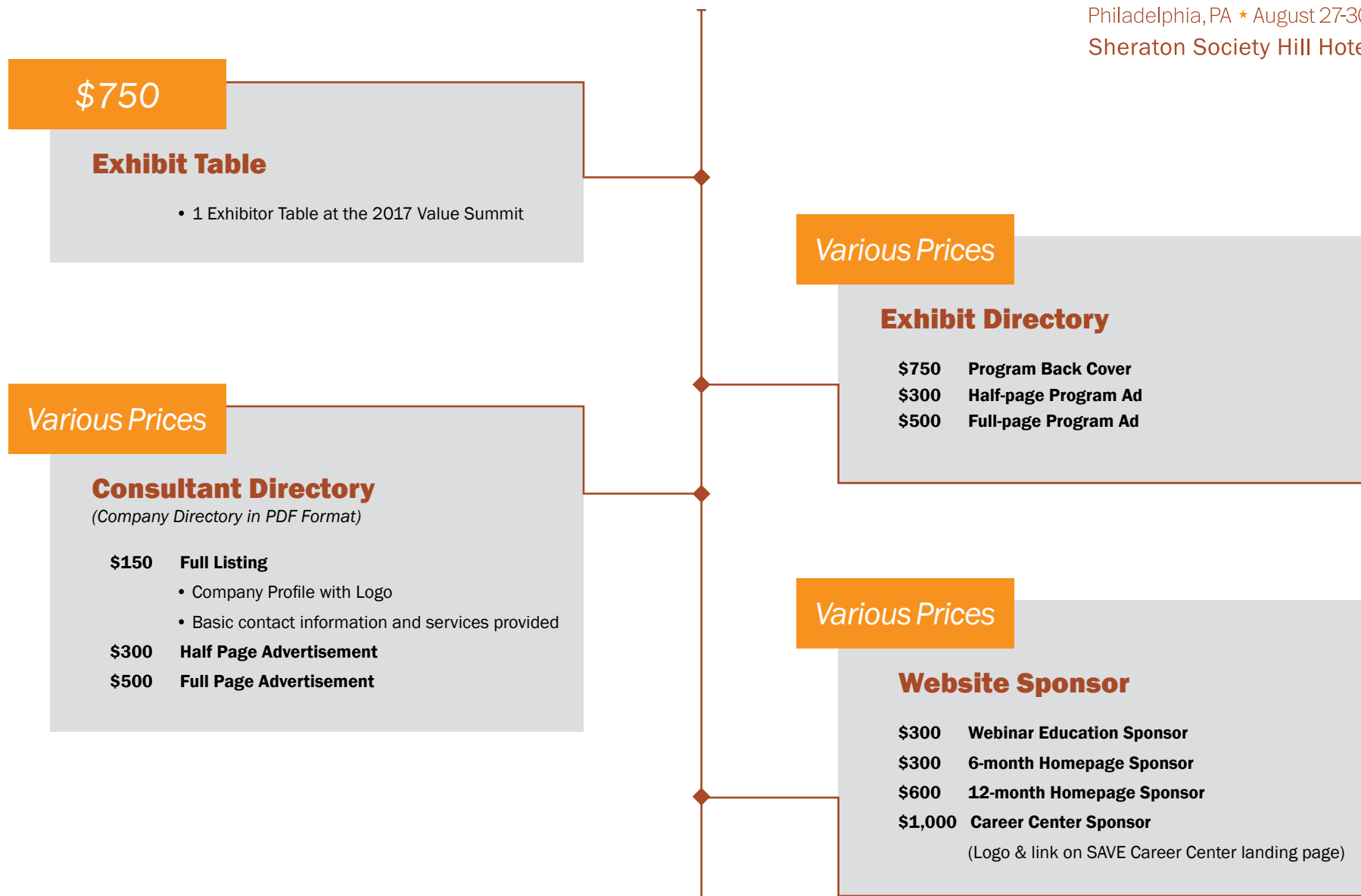
Advertising Opportunities



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Value Summit Sponsorships

- ☐ 70th VE Anniversary Grand Sponsor - \$10,000
- ☐ Keynote Sponsors - \$5,000 (2 Available)
- ☐ President's Reception Sponsor - \$3,000 (2 Available)
- ☐ Awards Dinner Sponsor - \$2,500 (2 Available)
- ☐ Lunch Sponsor - \$2,500 (2 Available)
- ☐ Attendee App Sponsor - \$2,000 (1 Available)
- ☐ Coffee Break Sponsor - \$2,000 (4 Available)
- ☐ Attendee Device Charging Booth Sponsor - \$2,000 (1 Available)
- ☐ Speaker Ready Room Sponsor - \$1,500
- ☐ WiFi Sponsor - \$1,000 (1 Available)
- ☐ Attendee Bag Sponsor - \$1,500 (1 Available)
- ☐ Attendee Lanyard Sponsor - \$1,000 (1 Available)

Value Advertising Opportunities

- ☐ Exhibit Table - \$750

Exhibit Directory

- ☐ Program Back Cover - \$750
- ☐ Half-page Program Ad - \$300
- ☐ Full-page Program Ad - \$500

Consultant Directory (Company Directory in PDF Format)

- ☐ Full Listing - \$150 Company Profile with Logo and basic contact information and services provided
- ☐ Half Page Advertisement - \$300
- ☐ Full Page Advertisement - \$500

Website Sponsor

- ☐ Webinar Sponsor - \$300
- ☐ 6-month Homepage Sponsor - \$300
- ☐ 12-month Homepage Sponsor - \$600
- ☐ 12-Month Career Center Sponsor - \$1,000
(Logo & link on SAVE Career Center landing page)

**Total
Sponsorships**

\$

Sponsor, Exhibitor and Advertising Agreement

All sponsor, exhibition and advertising opportunities are available on a first-come, first-served basis. Sponsorship will be awarded only when a signed agreement form has been submitted. Please send completed forms to:

Ms. Maripat Traino, *Sponsorship Manager*

SAVE International, 19 Mantua Road, Mount Royal, NJ 08061
mtraino@talley.com

Company Name*: _____

Address: _____

Postal Code: _____ City: _____

State/Province: _____ Country: _____

Representative Name: _____

Email: _____

Phone: (_____) _____

Website: _____

Please make your support selections below.

Total Support Amount \$ _____

Terms of Payment: After the signed agreement is received, a confirmation and an invoice for the full amount is sent and due within 30 days of receipt. Payment may be made via check drawn on USD, bank wire transfer or credit card (Visa, MC, Discover, AMEX). We hereby confirm our agreement with the conditions as stated within this document and this contract, the terms of payment and the cancellation policy.

Signature: _____ Date: _____

**Name to be used in all Printed and Promotional Materials*

Rules and Regulations

Standards and Appropriateness

SAVE is opposed to discrimination based upon sex, actual or perceived gender, age, race, color, religion, creed, national or ethnic origin, disability, sexual orientation, gender identity and expression, genetic information, parental, marital, domestic partner, civil union, military, or veteran status.

All advertising must relate to the professional interests of SAVE membership and be in accordance with SAVE's commitment to ethical standards and to non-discrimination. SAVE reserves the right to reject any advertisement, which in SAVE's sole discretion is not in keeping with the organization's editorial purpose or does not meet its production standards. SAVE also reserves the right to place the word "advertisement" in any ad that resembles editorial material, or to reject or request redesign of any ad too closely resembling editorial matter.

Liability and Indemnification

The advertiser and/or advertising agency assume total and complete liability for the copy in their advertisements and warrant that same does not represent or contain false claims or infringe on the trademarks or copyrights of others. The advertiser and advertising agency hold SAVE harmless from any and all liabilities or claims, which may arise from any such infringement, alleged infringement, or other claims arising from the nature or content of the advertisements, and agree to indemnify and to reimburse SAVE for any and all costs, including legal fees, incurred as a result of any such claims.

Advertisers assume complete responsibility for the copy and artistic content of their ads. SAVE's liability to advertiser or advertising agency for any act or omission in connection with the reproduction of an advertisement or the performance of any other obligation is and shall be limited to the cost of the ad or portion thereof.

Dress Code

During operating hours of the exhibit hall, exhibitors and their registered representatives are required to wear standard business attire to include: business casual and business attire.

Non-Solicitation

Solicitation is allowed only in the exhibit hall. No organization or individual without assigned exhibit space, sponsorship, endorsement, or SAVE approval will be permitted to solicit business or distribute promotional materials during the 2017 SAVE Annual Value Summit to be held in Philadelphia, PA.

Non-Endorsement

The exhibiting of products or services at the SAVE 2017 Annual Value Summit does not constitute an endorsement by SAVE. Exhibitors are not permitted to represent that their products or services have been endorsed by SAVE unless SAVE has specifically provided express written endorsement.

Exhibitor Terms and Conditions

SHOW MANAGEMENT is TALLEY MANAGEMENT GROUP, INC., 19 Mantua Road, Mt. Royal, NJ 08061 USA (856) 423-7222 – Maripat Traino, mtraino@talley.com

ELIGIBLE EXHIBITS: SHOW MANAGEMENT reserves the right to determine the eligibility of any company or product to exhibit in the Annual Value Summit and further reserves the right to reject any application and/or limit space assigned to any one company.

INSTALLATION, SHOW AND DISMANTLEMENT: Exhibitor agrees to comply with assigned installation days and hours as detailed in the Exhibitor Prospectus. Exhibits may not be removed from the Facility until final closing of the show unless special permission is obtained in writing in advance from SHOW MANAGEMENT. Exhibits must be removed from the facility when specified in the Exhibitor Prospectus. Any displays or materials left in booths, without instructions, will be discarded.

CANCELLATION, WITHDRAWAL OR REDUCTIONS IN SPACE: Cancellation or reductions in space and refund is subject to the following conditions: Exhibitors shall give written notice of cancellation. If written notice is received more than 60 days prior to show opening, total money less a 50% cancellation fee will be refunded to Exhibitor; no refunds will be allowed for any cancellation less than 60 days prior to the opening of the Show and SHOW MANAGEMENT reserves the right to re-sell space.

Exhibitor Rules and Regulations

BOUNDARIES: All parts of the exhibit must be contained within Exhibitor's assigned space boundaries. Aisle space is under the control of SHOW MANAGEMENT.

GENERAL SHOW POLICIES: Noisy or offensive exhibits are prohibited. Distribution of literature or samples must be related to exhibit and distribution limited to within Exhibitor's space. Canvassing the exhibit hall is strictly prohibited. No food or beverages may be distributed from Exhibitor's space without the pre-show approval of SHOW MANAGEMENT. The Exhibitor may not display signs that are not professionally prepared or that in the opinion of the Show Manager detract from the appearance of the Show in any manner whatsoever. SHOW MANAGEMENT shall have sole control over all admission policies at all times.

SUMMIT ACTIVITY APPROVAL: Any Value Summit activity or demonstration planned before, during or after the meeting by vendors (including but not limited to exhibitors, sponsors) that involve conference invitees, meeting attendees, delegates, or officers must be approved by SAVE. Such activities may not take place without pre-approval to maintain the educational integrity of the Summit or meeting. Certain activities, once approved, may warrant premium charges.

USE OF DISPLAY SPACE: A representative of the exhibiting company must be present at the booth(s) at all times during the posted exhibit hours. With the exception of book publishers, the sale of merchandise or equipment of any kind is prohibited in the exhibit hall. The use of SAVE's logo on displays, signs, giveaways, promotional literature or other material is strictly prohibited. In addition, the use of the SAVE International name or acronym must not be used on pre-, at-show and/or post-show promotional material unless specific written permission is granted. Use of any SAVE, Sponsor or other logos is strictly prohibited unless permission is granted directly from those organizations in writing. Signs or other articles are prohibited from being fastened to the walls, pillars or electrical fixtures. The use of thumbtacks, tape, nails, screws, bolts or any other tool or material, which could mar the floor or walls, is prohibited. Drip pans must be used under all equipment where there is a possibility of leakage. No helium filled balloons? or adhesive backed stickers may be used or given out by exhibitors.

EXHIBIT HALL BADGES: All exhibitor personnel must be registered. Instructions for this process are provided to exhibitor when confirmation of booth assignment is made.

UNION LABOR: Exhibitors are required to observe all union contracts in effect among SHOW MANAGEMENT, official contractors, facilities and various labor organizations represented. Any labor required for the installation or dismantle, decoration or use of equipment must be ordered through the general service contractor. Tipping is strictly forbidden for any personnel providing any services.

Space Assignments and Sublease

BOOTH ASSIGNMENTS

Booth assignments will be made according to the date of receipt of application on a space available basis. Exhibitors may not sublease the booth or any equipment provided by SHOW MANAGEMENT, nor shall Exhibitor assign this lease in whole or in part without written approval by SHOW MANAGEMENT in advance of the trade show.

RELOCATION OF EXHIBITS: SHOW MANAGEMENT reserves the right to alter the official floor plan, and/or re-assign any Exhibitor's location as deemed advisable. SHOW MANAGEMENT further reserves the right to make such changes, amendments and additions to these terms and conditions and such further regulations as it considers necessary for the good of the Show.

LIMITATION OF EXHIBITS: SHOW MANAGEMENT reserves the right to stop or remove from the Summit any Exhibitor, or his representative, performing an act or practice which in the opinion of SHOW MANAGEMENT is objectionable or detracts from the dignity of the Value Summit or is unethical to the business purpose of the Summit. SHOW MANAGEMENT reserves the right to refuse admittance of exhibits or materials to the Summit until all dues and fees owed are paid in full. No Exhibitor shall hold any social event, hospitality suite, meeting or demonstration to which attendees are invited or which entices attendees off the floor that is in conflict with the official conference schedule. In addition, ANY such activities may not take place outside the official Summit schedule without the express written permission of the SAVE International.

MUSIC, AUDIO EFFECTS, PHOTOGRAPHY and VIDEOTAPING: Music and audio-visual devices with sound are permitted only in those locations designed by SHOW MANAGEMENT and at such decibel intensity as not to interfere with the activities of other exhibitors. Photography and videotaping other than by official SHOW MANAGEMENT photographers are not permitted within the exhibit hall at any time. Only the exhibitor may grant permission to have its exhibit and/or products photographed.

COPYRIGHT LAW: No copyrighted music may be played or sung in the exhibition area in any fashion (including, but not limited to, background music on video or audio presentations) without obtaining appropriate licensing. The exhibitor shall indemnify SHOW MANAGEMENT, SAVE and the facility, their officers, directors, employees, and agents and save them free and harmless from any and all liability whatsoever, for any infringement of or other violation arising out of the use of copyrighted music.

SECURITY: Although security service will be furnished, SHOW MANAGEMENT cannot and will not be responsible for damage to, loss and/or theft of property belonging to any exhibitor, its agents, employees, business invitees, visitors or guests. Each exhibitor must carry its own insurance.

LIMITATION OF LIABILITY: The Exhibitor agrees to make no claim for any reason whatsoever against: SHOW MANAGEMENT, SAVE International, their officers, directors, employees, agents and authorized representatives, the facility/hotel, Official General Service Contractor, for any of the following:

☐ Loss, theft, damage to goods, or injury to himself, his employees, or attendees while in the exhibition area, nor any consequential damage to his business for failure to provide space for the exhibit or for the failure to hold the event as scheduled. The Exhibitor assumes entire responsibility and hereby agrees to protect, indemnify, defend and save harmless all parties from claims, losses, damages to persons or property, governmental charges for fines and attorney's fees related to the use of the exhibition premises or part thereof. In addition, Exhibitor acknowledges that neither SHOW MANAGEMENT nor SAVE maintain insurance covering Exhibitor's property and that it is the sole responsibility of Exhibitor to obtain business interruption and property insurance covering such losses by Exhibitor.

☐ THE ABOVE-CITED REGULATIONS as well as all conditions stated in the Exhibitor Prospectus and exhibit application become a part of the contract between the Exhibitor and SAVE.

INSURANCE: All property of the Exhibitor is understood to remain under its custody and control in transit to and from or within confines of the Facility. SHOW MANAGEMENT does not maintain insurance covering Exhibitor's property. Exhibitor shall carry adequate insurance to cover premises, operations and contractual liability. Certificates shall be furnished upon request.

FORCE MAJEURE: In the event the Facility or any part of the exhibit area thereof becomes unavailable, whether for the entire event or a portion of the event, as a result of fire, flood, tempest, inclement weather or other such cause, or as a result of governmental intervention, malicious damage, acts of war, strike, lock-out, labor dispute, riot, or other cause or agency over which SHOW MANAGEMENT has no control or should SHOW MANAGEMENT decide, because of such cause, that it is necessary to cancel, postpone or re-site the exposition or reduce the move-in or installation time, show time or move-out time, SHOW MANAGEMENT shall not be liable to indemnify or reimburse exhibitor in respect to any damages or loss, direct or indirect, arising as a result thereof.

TERMINATION OF RIGHT TO EXHIBIT: SHOW MANAGEMENT reserves the right to terminate without notice an exhibitor's right to exhibit if an exhibitor or any of their representatives fail to observe the conditions of this contract, or if in the opinion of SHOW MANAGEMENT, they conduct themselves in an unethical or unprofessional manner. Such exhibitors will be dismissed without refund.

ADDENDUM: SHOW MANAGEMENT reserves the right to make changes, amendments, and additions to these rules as considered advisable for the proper conduct of the exposition, with the provision that all exhibitors will be notified of such changes.

Sponsorship Commitment and Cancellation Policy

SPONSORSHIP COMMITMENT: Only after full and final payment and a signed Letter of Agreement are both received will an official commitment exist between the SAVE and an organization for sponsorship. SAVE maintains the right to promote any and all sponsorship opportunities to any interested organization at any time until we receive full and final payment and a signed Letter of Agreement from sponsoring company. An organization interested in a sponsorship opportunity must send the Letter of Agreement and payment within 4 weeks of written commitment. If written commitment is made within 8 weeks of meeting, payment is due with signed LOA.

SPONSOR CANCELLATION: In the event a Sponsor must cancel a sponsorship opportunity, sponsor must notify SAVE in writing (email, fax or mail) to: mail: Maripat Traino, 19 Mantua Road, Mt. Royal, NJ 08061; email: mtraino@talley.com; fax: 856-423-3420. A penalty assessment based on when written cancellation is received:

- If cancellation is received more than 60 days before the first day of the event refund 50% of total paid.
- Refunds will not be offered to a sponsor for any cancellation within 60 days of the event.