



APPLICATION AND CONTRACT FOR SPONSORSHIP

TechNet International 2013

Industry Conference & TechNet International Exposition
Congress Center ♦ Lisbon, Portugal
23 – 24 October 2013

Contact Information

Company Name.....
Contact..... Job Title.....
Tel..... Fax.....
Email..... Web Site
Address.....
.....
City..... Zip/Postal Code..... Country.....

Sponsorship Packages*

☐ Platinum Sponsor - €16,000

☐ Gold Sponsor - €8,000

☐ Silver Sponsor - €6,000

Total Cost: €

* Pricing listed above is in Euros (€) and does not include VAT.

Exclusive Sponsorship *

☐ Badge or Lanyard Sponsor - €5,000

☐ Lunch Sponsor - €5,000

☐ Coffee Break Sponsor - €3,000

Payment Information

Initials	Deposit and Payment Schedule
	Due with application.....50%
	After 24 June 2013.....100%

**Sponsorship will not be held or confirmed without deposit.
Failure to make payments does not release the contracted or
financial obligation of Sponsor.**

Cancellation Penalties

Cancellation Penalties	Initials
Through 24 June 2013.....50%	
After 24 June 2013.....100%	

Return Contract to:

AFCEA Exposition Management, c/o J. Spargo & Associates, Inc
11208 Waples Mill Road, Suite 112 ♦ Fairfax, VA 22030
Tel: +1 703-631-6200 ♦ Email: exhibitcontracts@jspargo.com

My company has a VAT (Value Added Tax) number: ☐ NO ☐ YES, the number is listed below:
..... (The country of VAT registration and of the billing address must be the same.)

IMPORTANT VAT Information: A confirmation will be emailed together with an invoice subject to following VAT details:

- Belgian companies: 21% Belgian VAT to be added to the sponsorship fee.
- EU Tax paying companies: No VAT for services located outside Belgium – Article 44 of EU Directive 2006/112. Client liable for VAT in country of registration – Article 196 of EU Directive 2006/112
- Non-EU companies: No VAT for services located outside Belgium – Article 44 of EU Directive 2006/112.

Credit Card Payment

☐ Visa ☐ MasterCard ☐ Eurocard ☐ American Express

Card Number: Exp. Date:

Name on Card: Amount: €

Billing address (If different from address listed in the Contact Information area.)

Company Name Billing Contact.....

Address.....

.....

City..... Zip/Postal Code..... Country.....

Signature:

This sponsorship application will become a contract upon acceptance with authorized signature and is based upon the sponsorship rules governing the exposition and general information that is included with this document.

Sponsor Signature..... Date.....

Printed Name..... Telephone.....

TechNet International 2013 Exposition Rules

1. Purpose

The objective of TechNet International is to further AFCEA objectives by providing a forum through exhibits and technical panels. Exhibitors and sponsors are limited to firms, organizations and agencies whose products and services are in harmony with the purpose of this Exposition. Active selling or order taking is NOT permitted.

2. Location

TechNet International will be held at the Congress Centre, Lisbon, Portugal.

3. Payment

Payment by Bank Transfer (full bank details will be included on each invoice) or credit card. Bank charges are the responsibility of the sponsor/exhibitor.

4. Eligibility

AFCEA has the sole right to determine the eligibility of any company or product for inclusion in the Exposition.

5. Cancellation or Change of Conference

In the event that the premises in which the Conference is conducted should become unfit for occupancy or substantially interfered with by reason of any cause or causes not reasonably within the control of AFCEA or its agents, the Conference may be canceled or moved to another appropriate location, at the sole discretion of AFCEA. AFCEA shall not be responsible for delays, damage, loss, increased costs, or other unfavorable conditions arising by virtue of cause or causes not reasonably within the control of AFCEA. Causes for such action beyond the control of AFCEA shall include, but are not limited to: fire, casualty, flood, epidemic, earthquake, explosion, accident, blockage, embargo, inclement weather, governmental restraints, act of a public enemy, riot or civil disturbance, impairment or lack of adequate transportation, inability to secure sufficient labor, technical or other personnel, labor union disputes, loss of lease or other termination by the Congress Centre, municipal, state or federal laws, or act of God. Should AFCEA terminate this agreement pursuant to the provisions of this section, the sponsor waives claims for damage arising therefrom. Refunds of "Paid Sponsorship Fees" in the event of event termination or cancellation shall be made to sponsors at the sole discretion of AFCEA and in any case, will not exceed the amount of each paid sponsorship fee less any pro rata adjustments based on non-reimbursable direct and/or indirect event costs or financial obligations incurred by AFCEA through the date of sponsors' notification of event termination or cancellation or through the completion of event termination or cancellation processes, whichever is later.

6. Cancellation by Sponsor

In the event of cancellation by a sponsor, AFCEA shall determine an assessment covering the reassignment of prior services performed, and other damages related to cancellation, according to the following schedule:

Through 24 June 2013, 50% of total sponsorship fee.

After 24 June 2013, 100% of total sponsorship fee.

AFCEA must receive written notification of the cancellation by registered or certified mail. Date cancellation notice is received by AFCEA will determine above assessment charges. In the event of either a full or partial cancellation, AFCEA reserves the right to resell the cancelled sponsorship, regardless of the cancellation assessment. Subsequent reassignment of canceled sponsorship does not relieve the canceling sponsor of the obligation to pay the cancellation assessment. Appropriate payment must be received within 15 days of cancellation.

7. Limitation of Liability

Sponsor agrees to make no claim for any reason whatsoever against AFCEA, its employees, agents, or representatives for loss, theft, damage, or destruction of goods; nor for any injury, including death, to himself, employees, agents or representatives; nor for any damage of any nature, including damage to his business for failure to provide display space for marketing materials; nor for failure to hold the Exposition as scheduled; nor for any action or omission of AFCEA. The sponsor is solely responsible for his own marketing material, and should insure materials from loss or damage from any cause whatsoever. It is understood all property of a sponsor is in his care, custody, and control in transit to, or from, or within the confines of the designated conference area. AFCEA shall bear no responsibility for the safety of the sponsor, its personnel, employees, agents or representatives or personal property.

8. Insurance

The sponsor shall, at its sole cost and expense, procure and maintain through the term of this contract, comprehensive general liability insurance against claims for bodily injury or death and property damage occurring in or upon or resulting from the premises leased. Such insurance shall include contractual liability and product liability coverage, with combined single limits of liability of not less than minimum \$1,000,000 per occurrence/\$2,000,000 aggregate coverage. Such insurance shall name AFCEA, J. Spargo & Associates, Inc., Lisbon Congress Centre and FILDESIGN as an additional insured. During the term hereof, the sponsor shall maintain Workers' Compensation and Occupational Disease insurance in full compliance with all federal and state laws, covering all of sponsor's employees engaged in the performance of any work for sponsor. All property of the sponsor is understood to remain under its custody and control in transit to and from the confines of the hall. Proof of such insurance, including a Certificate of Insurance, shall be provided to J. Spargo & Associates, Inc. or its agent or representative as soon as practical but in no event more than three (3) calendar days after request, time being of the essence. Failure to remit such proof shall be a material breach of this agreement.

9. Union Labor

Sponsor shall employ only union labor, as made available by official contractors in the setting up and dismantling of their display and in the operations when required by union agreements.

10. Installing and Dismantling

Hours and dates for installing and dismantling shall be those specified by AFCEA. Sponsors shall be liable for all storage and handling charges resulting from failure to remove marketing materials from the Conference before the specified conclusion of the dismantling period set by AFCEA.

11. Damage to Property

The sponsor is liable for any damage caused by sponsor, sponsor's agents, employees or representatives to building floors, walls, or columns, or to standard equipment, or to other exhibitor's/sponsor's property. Sponsor may not apply paint,

lacquer, adhesive or other coatings to building columns, floors or walls, or to standard equipment.

12. Floor Loading

Under no circumstances may the weight of any equipment or marketing material exceed the specified floor load limit of the designated conference area. Sponsor accepts full and sole responsibility for injury or damage to property or persons resulting from failure, knowingly or otherwise, to distribute the marketing material and products in conformity with the maximum floor load specifications.

13. Alcoholic Beverages

The dispensing, distribution or use of alcoholic beverages in the designated conference area is prohibited without the express prior approval of AFCEA

14. Flammable Materials

No flammable fluids or materials of any nature, including decorative materials, use of which is prohibited by national, state, or city fire regulations may be used in designated conference area.

15. Lotteries or Contests

The operation of games of chance or lottery devices, or the actual or simulated pursuit of any recreational past time is permitted only on written approval from AFCEA

16. Noise and Odors

Noisy or obstructive work will not be permitted during open hours of the Conference, nor will noisily operating displays, nor displays producing objectionable odors. AFCEA shall have sole discretion in determining what is noisy, obstructive or objectionable.

17. Music

Any sponsor using music must ensure that licensing fees have been paid to the appropriate agency, i.e., ASCAP or BMI. AFCEA is not responsible for any licensing fees for music played in sponsors designated area.

18. Obstruction of Aisles

Any demonstration or activity that results in excessive obstruction of aisles or prevents ready access to nearby exhibitor's booth/sponsor's designated area shall be suspended for any periods specified by AFCEA.

19. Attendance

Admission policies shall remain, at all times, the prerogative of AFCEA, and may be revised or amended to suit unforeseen conditions. Visitors must register according to the rules of the event.

20. Booth Personnel

Exhibitor/sponsor representatives are restricted to personnel engaged in the display, demonstration, application or sale of the company's product or services. Booth personnel shall wear "exhibitor" badge identification furnished by AFCEA at all times while they are in the exhibit area. All other employees and representatives of the exhibiting companies must register as Show Attendees. AFCEA reserves the right to restrict or limit the number of booth representatives. All exhibits must have personnel present during exposition hours.

21. Height and Non-Blocking Regulations

All sponsor display construction design must conform to the regulations set forth in the "Display Rules and Regulations," a copy of which is supplied to each sponsor by AFCEA. "Display Rules and Regulations" provides details as to what is allowed for sponsor's display so as to enable use of the space without detriment to neighboring sponsors or the Exposition.

22. Use of Space

Distribution of marketing materials is limited to the confines of the sponsor's designated area.

26. Display

AFCEA shall have full authority for approval or arrangement and appearance of items displayed. AFCEA may, at its discretion, require replacement, rearrangement, or redecoration of any item or any display area, and no liability shall attach to AFCEA for the costs that may evolve upon sponsor thereby. Sponsors with special backgrounds or side dividers must make certain that such material is furnished in such a manner as to not be unsightly to sponsors in adjoining areas. If such surfaces remain unfinished at twelve noon of the day before the scheduled opening of the show, AFCEA shall authorize the official decorator to effect the necessary finish and the sponsor must pay all charges involved thereby.

23. Exhibitor Representative's Responsibility

Neither the conference/exhibition sponsor, nor its show management company or other agents or representatives, or their shareholders, officers, directors, employees or contractors shall be responsible for any injury, loss, or damage that may occur to sponsors or to sponsor's agents, employees, affiliated personnel, officers, directors, shareholders, contractors or representatives or any of their property, businesses, or other activities from any cause whatsoever, prior to, during or subsequent to the conference. By signing this Agreement, sponsor expressly and voluntarily and knowingly assumes all such risk and expressly agrees, and hereby does, indemnify, defend and hold harmless the conference/exhibition sponsor, its show management company and other agents and representatives, and their shareholders, officers, directors, employees and contractors, from and against all claims and liabilities arising out of, or in any way related to, the acts or negligence of sponsor, sponsor's agents, employees or representatives.

24. Photographing Exhibits

Photographing exhibits is limited to closed hours or candid shots only. Exhibitors, sponsors and photographers may not disrupt visitor traffic by clearing an exhibit space or aisle for photography during regular exposition hours.

25. Dress of Attendants

Uniforms, shop jackets and coveralls may be worn for demonstrations. Costumes not regularly associated with the business and professional character of the conference must have the approval of AFCEA Management.

36. Waiver of Rights

Any rights of AFCEA under this contract shall not be deemed waived in any manner except as specifically waived in writing and signed by an authorized officer of AFCEA.

27. Relocation and Floor Plan Revisions

AFCEA retains the exclusive right to revise the exhibition hall floor plan/designated conference space and/or move assigned sponsors as necessary.

28. Amendment and Addition Rules

Any matters not specifically covered by the preceding rules shall be subject solely to the decision of AFCEA. AFCEA may, at any time, amend or add further rules to these rules, and all amendments made shall be binding on sponsor equally with the foregoing rules and regulations.

29. Agreement to Rules

Sponsor, for himself or itself, his or its personnel, employees, agents or representatives, agrees to abide by the foregoing rules and those provided and contained in the Exhibitors Manual, and by any amendments and additional rules that may be put into effect by AFCEA.