



# EUROPEAN ROBOTICS FORUM

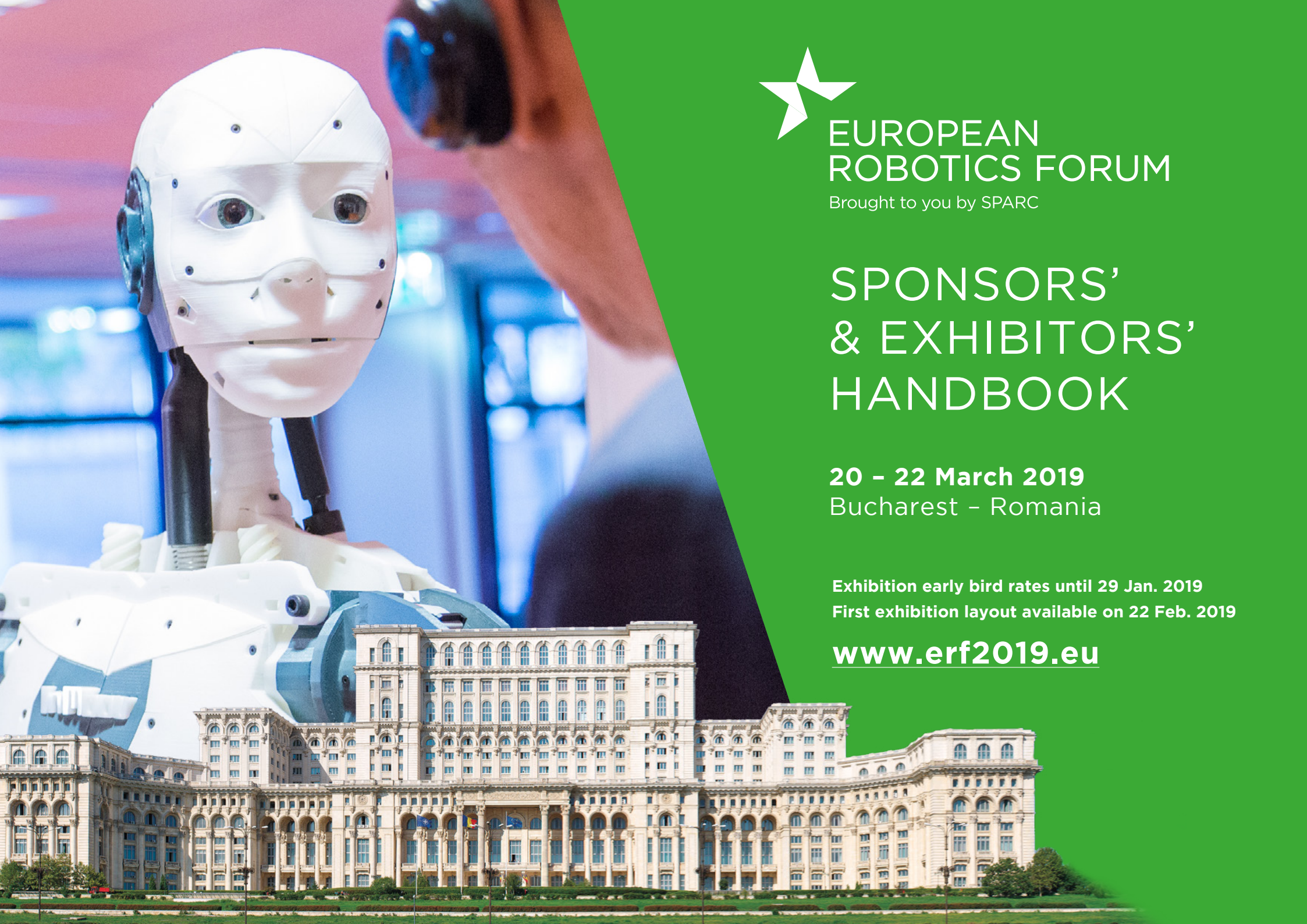
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## SPONSORS' & EXHIBITORS' HANDBOOK

**20 – 22 March 2019**  
Bucharest – Romania

Exhibition early bird rates until 29 Jan. 2019  
First exhibition layout available on 22 Feb. 2019

**[www.erf2019.eu](http://www.erf2019.eu)**





# Welcome !

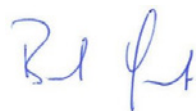
It is my pleasure to welcome you to Bucharest for the European Robotics Forum 2019 (#ERF2019), the annual meeting of euRobotics, now at its tenth edition.

We are confident that the 2019 chosen host – Bucharest, Romania's largest city and capital, as well as its cultural, industrial, and financial center, and the acknowledged experts whom we have invited, will ensure a memorable scientific and social programme.

Since 2014, our robotics exhibition has grown exponentially, from 12 exhibitors three years ago to 32 last year. In 2019, we introduced a range of sponsorship and exhibition options that can be tailored to your requirements. Conference and exhibition sponsorship are highly effective ways to build relationships and communicate your message. Extensive pre-conference publicity will promote your organisation to the widest possible audience. More than 1000 international delegates from across industry and academia are expected to attend the conference.

I am looking forward to very informative days here in Bucharest, full of networking opportunities, across the whole range of what robotics has to offer today and in the future. Special thanks go to the local organization team led by the e-Civis association, my colleagues from the Board of Directors and euRobotics' secretariat for the hard work that went into putting together this event.

**Dr. Bernd Liepert**  
euRobotics President



# TABLE OF CONTENTS

PAGE 4

ABOUT ERF2019

PAGE 6

VENUE

PAGE 8

FOR EXHIBITORS

PAGE 10

FOR SPONSORS

## EVENT DETAILS

**DATE:**

20 - 22 March, 2019

**VENUE:**

JW Marriott Bucharest Grand Hotel  
Calea 13 Septembrie 90, Bucharest, Romania

**LANGUAGE:**

The official language of the event is English

**PARTICIPANTS:**

Approx. 1000 participants are expected

## BROUGHT TO YOU BY





# ABOUT ERF2019

Celebrating its tenth edition, ERF has become the leading robotics event in Europe, with over 1000 attendees expected. Top European experts will present high-level robotics and AI strategies aiming to benefit people and society.

After the inaugural meeting in San Sebastian in 2010, this annual robotics networking event, organised by euRobotics aisbl, has quickly become the most influential meeting of the European robotics community.

If you are working in any of the following sectors, you should consider attending the 2019 event in Bucharest, Romania.

- Company using robots, or producing robots or any robotics technologies, in basic research, applied research, or in user-driven application developments and innovation, including autonomous and cognitive systems for transportation, health, software automation or RaaS and many other applications;
- Public or private investor in robotics R&D, or considering expanding your existing range of products and services into robotics;
- Stakeholder in regional, national, or European investments, technology transfer, to support strategic decisions in favour of the enormous economic potential for robotics expected within the next 10 years.

The event will provide you with the opportunity to:

- Identify the potential of robotics applications for business, creation of jobs, and meeting societal needs;
- Learn about the state of the art and most recent breakthroughs in applications (from agricultural robots to health services, from inspection and maintenance to logistics and construction);
- Network and meet possible partners for European projects;
- Learn about new robotic business opportunities, including those which may arise through the establishment of spin-offs and investments in this sector;
- Find out about on-going initiatives in robotics within Europe;
- Hear the European Commission's opinion about European robotics;
- Influence decision makers and strengthen the collaboration between all stakeholders in the robotics community.



# ABOUT ERF2019

In 2018, 957 attendees from 26 countries and 32 exhibitors joined us during our 70 sessions. In 2019, we expect over 1000 European robotics top experts to attend our sessions and other networking opportunities, with more sessions and networking opportunities.

We hope that you will take advantage of this opportunity to participate, contribute and have your voice heard and look forward to welcoming you in Bucharest.

ERF2019 will host a major exhibition where companies, universities and research institutes will showcase the most advanced European prototypes, products, services and projects funded under EU's Horizon 2020 research program. During the exhibition you will be able to meet representatives from the most advanced companies in the European robotics industry, research institutes and European projects. We have a full programme of informative workshops which will be presented by European experts. However, there will also be opportunities to network during the conference and at the planned evening social events, including at the Awards Dinner, where awards will be presented for the best robotics PhD thesis, the best technology transfer project and the best start-up idea.

This year we will continue using the dedicated event app Spot Me, which will offer unique opportunities to participants, speakers, sponsors and exhibitors alike, such as:

- Enhanced networking features such as matchmaking, contacting and establishing meeting with other attendees with similar interests
- Unique promotional opportunities through individual and company profiles
- Access to a wealth of resources such as: presentations, event information, floor plans and much more.

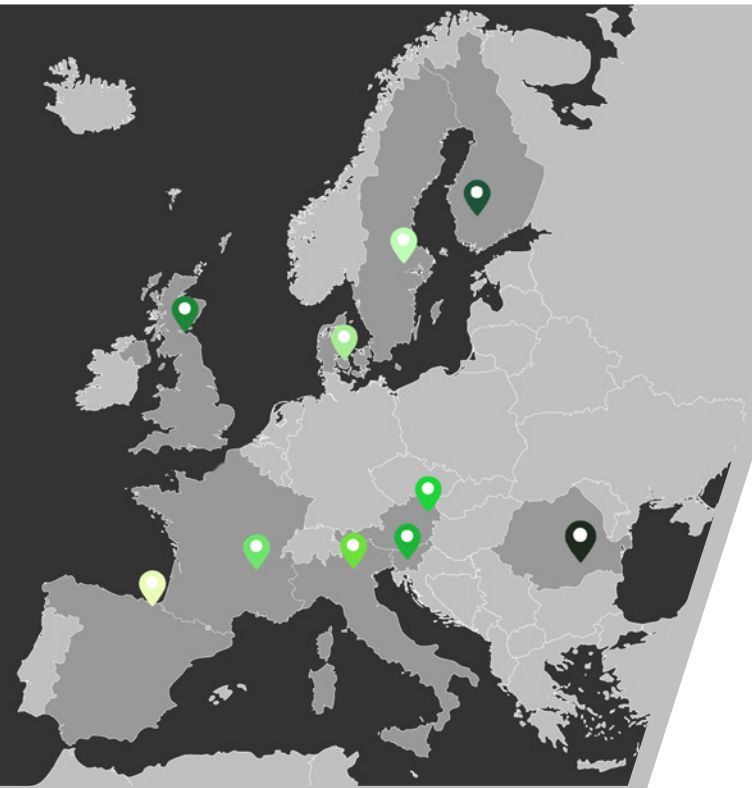
**All attendees will receive a personal invitation to join the event app.**



## EUROPEAN ROBOTICS FORUM

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- ERF2019 - Bucharest, Romania
- ERF2018 - Tampere, Finland
- ERF2017 - Edinburgh, Scotland, UK
- ERF2016 - Ljubljana, Slovenia
- ERF2015 - Vienna, Austria
- ERF2014 - Rovereto, Italy
- ERF2013 - Lyon, France
- ERF2012 - Odense, Denmark
- ERF2011 - Västerås, Sweden
- ERF2010 - San Sebastian, Spain





# VENUE

JW Marriott Bucharest Grand Hotel is located next to the Parliament Palace in Romania's capital city, Bucharest and features over 2,000 sq m flexible, newly renovated meeting spaces for all event types, from conferences to gala dinners or trainings.



The classical building located next to the Parliament Palace is frequented by heads of state and royalty. This “city within a city” houses everything the most demanding travelers may expect: a luxurious health center and spa providing for optimal relaxation after a busy day, enhanced services, 6 restaurants offering gourmet cuisine and facilities to handle all conference needs and smaller meeting rooms suitable for board meetings and presentations.

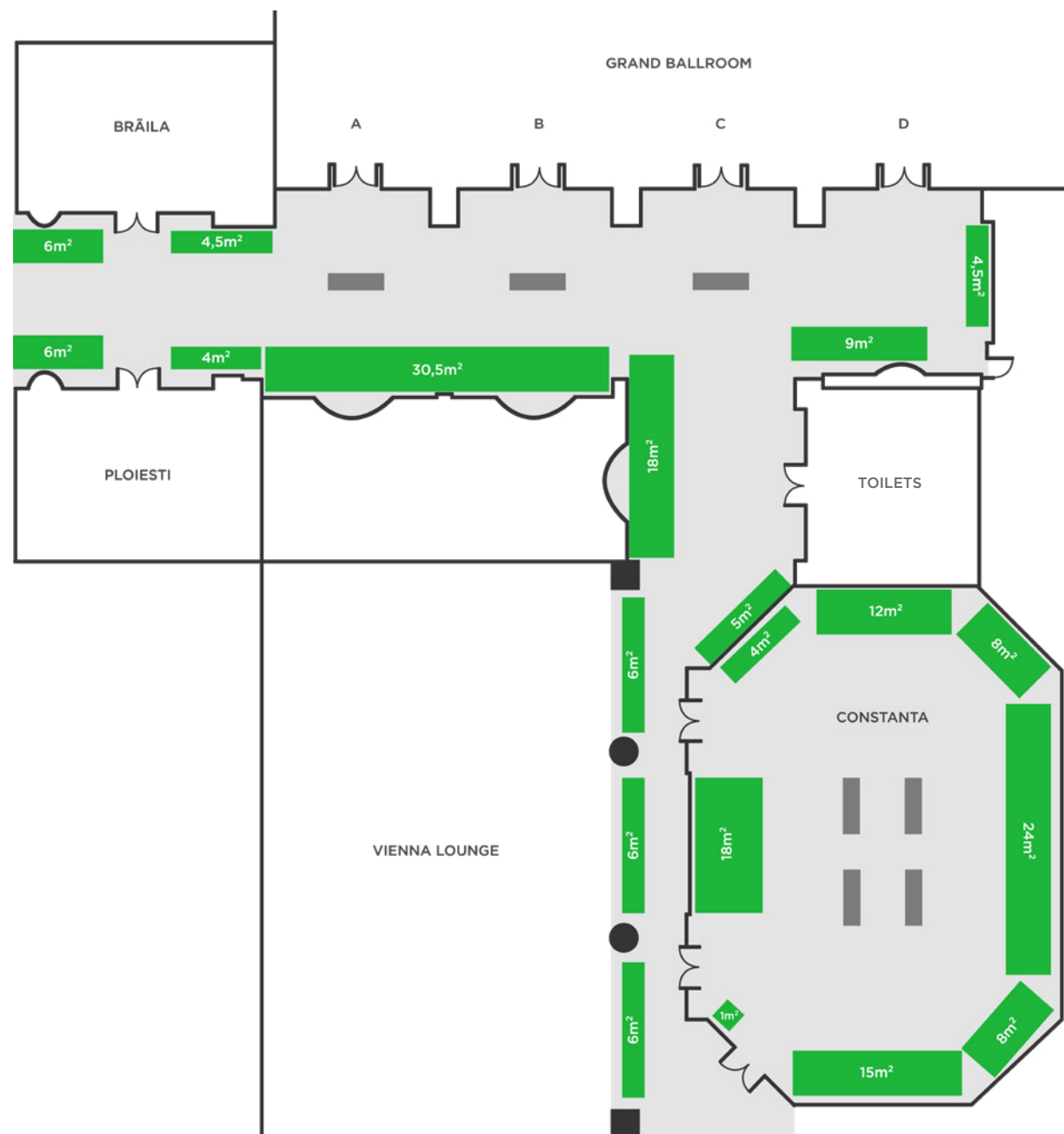
Known for its wide, tree-lined boulevards, glorious Belle Époque buildings and a reputation for the high life (which in the 1900s earned its nickname of “Little Paris”), Bucharest, Romania's largest city and capital, as well as its cultural, industrial, and financial center.



# EXHIBITION LAYOUT



- exhibition areas
- Foyer and Constanta Ballroom
- Catering



# FOR EXHIBITORS

The commercial exhibition will held on the 1st floor of the Marriott Hotel where coffee and lunch will be served to the event delegates during breaks.

## EXHIBITOR CONTACT

E-mail:  
[exhibition@erf2019.eu](mailto:exhibition@erf2019.eu)

## SPACE RENTAL PER m<sup>2</sup>:

	Member Price*	Non-Member Price*
Payment until or on 29 January, 2019	€250	€300
Payment after 29 January, 2019	€300	€400
Minimum rental space:	4 m <sup>2</sup>	

\*European projects can also apply for members' price

Each exhibition space will be equipped with electricity, table and two chairs. Additional equipment and services such as furniture hire, etc. can be rented at extra charge (full list supplied upon request). Allocation of space will be treated as a first-come first-served basis.

Additional equipment and services such as furniture hire, etc. can be rented at extra charge from the JW Marriott Grand Hotel, by e-mail: [Corina.Dinescu@marriott.com](mailto:Corina.Dinescu@marriott.com)

Allocation of space will be treated as a first-come, first-served basis. Organizers reserve the right to alter the location of the booth requested by the exhibitor without previous notice.

## EXHIBITION PERSONNEL REGISTRATION

Personnel must be registered and wear exhibitor's badge. Exhibitors are entitled to free of charge exhibitor's fees (badges) with regard to the size of the exhibition space:

Exhibition space 4-8 m <sup>2</sup>	1 free participant badge
Exhibition space 9-16 m <sup>2</sup>	2 free participant badges

For bigger booths, please consider the sponsoring options on page 11.

Exhibitors' badges do not include conference dinner. Conference Dinner can be purchased separately.



# FOR EXHIBITORS

## EXHIBITOR'S PROFILE

Upon receipt of the booking form, you will be asked to provide the organiser with a 100-word company profile and your logo (PNG, 300dpi format). This will be published in the catalogue of exhibitors on the event app. Company logo will also be printed on a booth signpost included in the exhibition space.

## PAYMENT POLICY

All rates for sponsors and exhibitors exclude 19% statutory VAT. If payment is not received by the event organizers before the exhibition set up day, sponsors and exhibitors may not be allowed to set up their stands. A confirmation will be sent after the payment is settled.

## CANCELLATION POLICY

All cancellations must be sent in writing to [exhibition@erf2019.eu](mailto:exhibition@erf2019.eu). The organizer will refund 50% of the total amount paid if the written cancellation of the exhibition is received until 29 January 2019. After 29 January 2019 no payment will be refunded.

## APPLICATION FORM

Online registration form for exhibition is mandatory. [Click here](#) for the on-line registration form for exhibition. Should you have difficulties with the on-line exhibition form please contact [exhibition@erf2019.eu](mailto:exhibition@erf2019.eu).

Payment details will be provided by invoice. Payments can be made without any charges of the beneficiary.

## DEADLINE FOR APPLICATIONS

Deadline for exhibition registration is 8 March, however, display on the Exhibition Floor plan is only guaranteed for registrations until 22 February.

## EXHIBITOR CONTACT

E-mail:  
[exhibition@erf2019.eu](mailto:exhibition@erf2019.eu)

# FOR SPONSORS

ERF 2019 is offering opportunities for making prospective partners visible at their selection:

DIAMOND SPONSORSHIP

PLATINUM SPONSORSHIP

GOLD SPONSORSHIP

SILVER SPONSORSHIP

BRONZE SPONSORSHIP

## SPONSOR CONTACT

E-mail:  
[exhibition@erf2019.eu](mailto:exhibition@erf2019.eu)

## WHY SPONSOR?

Participating as a sponsor and/or exhibitor at ERF2019 can take you straight to your target market and demonstrate your level of support and commitment to the robotics sector.

## ERF2019 CAN PROVIDE YOUR ORGANISATION WITH:

Maximum exposure at the largest and most influential robotics conference in Europe

An opportunity to build and reinforce strategic relationships within the robotics sector

A cost effective way to reinforce your organisation's brand and build brand awareness amongst a relevant audience

Access to a broad network of industry partners from industrialists, researchers, investors, elected officials and media

Increased marketing opportunities including visibility on the conference website and associated marketing materials

Media partnership – possibility to get exposure of your brand on national and international media

## TERMS & CONDITIONS

Payment details will be provided by invoice. Payments can be made without any charges of the beneficiary. All payments are due 3 weeks before 13 March latest.

## CANCELLATION POLICY

The organizer will refund 50% of the total amount paid if the written cancellation of sponsorship is received until 29 January 2019. After 29 January 2019 no payment will be refunded.

## APPLICATION FOR SPONSORSHIP

Online registration form for sponsorship is mandatory. [Click here](#) for the on-line registration form for sponsorship. Should you have difficulties with the on-line sponsorship form please contact [exhibition@erf2019.eu](mailto:exhibition@erf2019.eu). Exhibitors and sponsors may contact the venue to arrange a viewing of the facilities. Please contact the event organizer to arrange this.



# SPONSORS' PACKAGES

## SPONSOR CONTACT

E-mail:  
exhibition@erf2019.eu

### DIAMOND SPONSORSHIP

### PLATINUM SPONSORSHIP

### GOLD SPONSORSHIP

### SILVER SPONSORSHIP

### BRONZE SPONSORSHIP

	EUROPEAN ROBOTICS FORUM				
	Diamond	Platinum	Gold	Silver	Bronze
1. Price <sup>1</sup>	€15000	€10000	€8000	€5000	€3000
2. Exhibition space <sup>2</sup>	18 m <sup>2</sup>	15 m <sup>2</sup>	9 m <sup>2</sup>	6 m <sup>2</sup>	4 m <sup>2</sup>
3. Free delegate registrations <sup>3</sup>	5	4	3	2	1
4. Room name <sup>4</sup>	★	★	★		
5. Special 90 sec video shown at the beginning of the conference <sup>5</sup>	★				
6. Special slide at the beginning of the conference with all sponsors' logos	★	★	★	★	★
7. Logo on conference web banner	★	★	★	★	★
8. Logo on ERF2019 app	★				
9. Logo on event roll-up in each conference room	★	★	★	★	
10. Advertisement in the sponsoring section of the event website	★	★			
11. Logo on ERF2019 sponsors' page and slider	★	★	★	★	★
12. Logo on screens onsite	★	★	★	★	★
13. One benefit to choose from options on page 12	★	★			
14. Leaflet in the event bag	★	★			
15. Event app advertising - See options on page 13	★	★	★	★	★

#### Notes

<sup>1</sup> Members of euRobotics get 5% discounted price on sponsoring. European projects can also apply for the membership discount.

<sup>2</sup> Online registration form for exhibition and sponsorship is mandatory. Floor space sizes included in the sponsorship packages are standard. Bigger floor spaces can be acquired by paying the additional square metres required.

<sup>3</sup> The entry badge does not include conference dinner, which can be purchased extra at the price of €45.

<sup>4</sup> For Gold Sponsorship: upon availability – Diamond and Platinum sponsors have priority, then Gold sponsors on first come first served basis. For Gold sponsors, there is €1000 supplement for securing a room name (if confirmed by the organisers that the option is available).

<sup>5</sup> to be provided by the sponsor to the organisers in advance

# FOR SPONSORS

Sponsored presentations  
and other sponsoring  
opportunities

€3000 supplement available as stand alone sponsoring option.  
Diamond and Platinum sponsors can choose one option as part of  
their package:

10 min. address  
during the  
Opening Plenary  
session

OR

Award handing  
and max. 3 min.  
address during  
the Awards  
Ceremony

OR

Possibility to  
host the visit at  
Comana Paper  
Mill

## Comana Paper Mill Event – Wednesday, 20 March

Designed as a Workshop-Museum, The Paper Mill (Moara de hârtie), is a space that is reviving, keeping and transmitting forward Romanian and universal crafts traditions. The Paper Mill started with handmade paper, letterpress printing and bookbinding and, since 2016, added seven more traditional crafts inside of the Comana Crafts Village.

As a host you can welcome the participants with a short introduction and some traditional beverage and local appetizers.

For more information: [www.moaradehartie.ro/en](http://www.moaradehartie.ro/en)

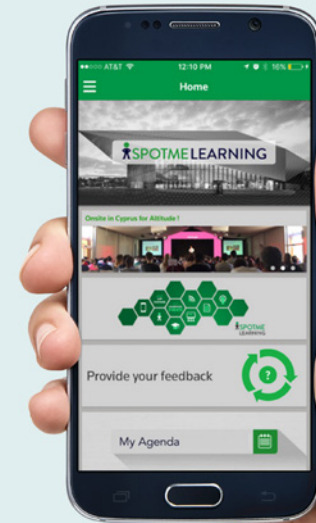
## SPONSOR CONTACT

E-mail:  
[exhibition@erf2019.eu](mailto:exhibition@erf2019.eu)



# EVENT APP SPONSORING OPPORTUNITIES

Presentation of sponsoring opportunities on the Spotme event app as defined on page 11, “Sponsors’ Packages”.



## SPONSOR CONTACT

E-mail:  
[exhibition@erf2019.eu](mailto:exhibition@erf2019.eu)

	Diamond	Platinum	Gold	Silver	Bronze
1. Splash screen	Exclusive				
2. One push notification					
3. One push notification for each option on page 12					
4. Directory entry (logo, description see page 9)					
5. Logo on conference app web banner					
6. Invitation email	Exclusive				
7. Post-Event notification e-mail (for attendees to join the app)	Exclusive				





# EUROPEAN ROBOTICS FORUM

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ADDRESS:

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1030 Brussels, Belgium

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E-MAIL: [secretariat@eu-robotics.net](mailto:secretariat@eu-robotics.net)

WEBSITE: [www.eu-robotics.net](http://www.eu-robotics.net)



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