

EXHIBITOR BROCHURE

S I X T E E N T H
A N N U A L
C O N F E R E N C E



9-10 October 2018
Hilton London Heathrow Airport
Terminal 5

MIND THE GAP

MIND THE GAP

THEME OVERVIEW: MIND THE GAP

APMP UK's 2018 Conference comes to Heathrow, London, where many of our delegates will hear that common safety announcement as they travel to visit us, warning of a gap between the platform and train.

But the concept of other 'gaps' within our profession is becoming apparent.

This year, **#APMPUKCON18** will explore solutions to the barriers, disparities, and incongruities of four key gaps within our profession, and challenge delegates to address those that exist within their own skills, workplaces and experiences.



1. **Bridging the Gap:** between sales and bidding, bidding and delivery, and other key business functions
2. **Mind over Matter:** stress, adversity and resilience in bid and proposal management
3. **The Skills and Knowledge Gap:** developing professional skills and competencies
4. **APMP Mastermind:** “out of the box” thinking for trailblazing practitioners and professionals

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CONFERENCE OVERVIEW

The APMP UK Conference is a two-day annual event offering unparalleled access to hundreds of leading bid and proposal management professionals from a range of sectors from independent consultants to national and multi-national organisations.

In the region of 300-350 delegates including bid team leaders, key decision makers and budget holders attend each year, providing exhibitors with the opportunity to network and demonstrate their products and services. The speaker and refreshments times are structured to include generous time for delegates to network and visit exhibitor stands.

The event is promoted through APMP UK mailing lists, social networking sites and directly to relevant professional bodies and like-minded organisations. The conference is also promoted to our 1,700 UK affiliated members as well as internationally through apmp.org.

There are six APMP UK Awards and a restricted number of exhibitor stands, which are on a strictly first come first served basis.

Previous exhibitors have included:

Aires Media Ltd

Bid Alliance

Bid Solutions Ltd

Bionic

BrightCarbon

Callprint

Commerce Decisions

Contracts Advance

CV Partner

DRDA

Greenbank

Harmonic

Hobs Reprographics

Knowledge Central

Neuxpower Solutions Ltd

Paragon Visual FX

PleaseTech Ltd

Propeller Studios Limited

Practical Sales Processes

ProposalGurus.com

Proposal Software

Pursuit Communications

Qorus

Qvidian

Salentis International

Service Point

Shiple Limited

Soluis

Speed Author

Strategic Proposals

TDL-London

VisibleThread

Xait

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EXHIBITING

With the stands positioned right outside the main conference and syndicate rooms, exhibitors will be in an excellent location with high traffic. The conference schedule is structured to accommodate plenty of time for delegates to visit exhibitor stands.

The number of exhibitor stands is restricted and offered on a strictly first come, first served basis. Following exhibitor demand in previous years, early booking is recommended to secure a position.

Stands include a clothed six-foot table, a mains power point, two chairs and complimentary hotel Wi-Fi.

Ticket rates are per person and include refreshment breaks, lunch, full access to speaker presentations and, where stated, attendance at the Black Tie Award Dinner.

Two Day Stand Hire (excluding staff/delegates)	£1,520	ea
Two Day Stand Exhibitor Pass (max. two people at stand, incl. Awards Dinner)	£405	pp
Additional Exhibitor Two Day Delegate (inc. Awards Dinner, tickets transferable)	£445	pp
Additional Exhibitor Two Day Delegate (excl. Annual Awards dinner)	£395	pp
Splittable two day ticket (a different delegate on each day, excl. Awards Dinner)	£575	ea
Additional One Day Delegate Stand Staff (excl. Awards Dinner)	£310	ea
Black Tie Award Dinner Ticket (Member)	£70	pp
Black Tie Award Dinner Ticket (Non-member)	£80	pp

[**BOOK HERE**](#)

Prices are non-negotiable, exclude VAT and accommodation. Booking reservations will only be secured on full receipt of payment. Hotel accommodation rates and reservation details are available on the main conference website.

Special rates are on offer for Not for Profit organisations upon request. If interested please contact the Conference Team conference@apmpuk.co.uk

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EXHIBITOR FLOORPLAN



“ [The conference was]... clearly well organised ... the layout encouraged a spread of the footfall which was great ... our stand was busy throughout ... the delegates were highly knowledgeable & engaging. The conference ran smoothly and interest in our software exceeded my expectations... ”

Alex - Visible Thread (Previous Conference Exhibitor)



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AWARD SPONSORSHIP

Sponsoring an award at our prestigious Black Tie Awards Dinner offers your organisation exposure to over 200 delegates, whilst celebrating the best of bids and proposals in 2018.

Sponsorship packages include:

- Your company name or logo engraved on the relevant award plaque;
- The opportunity to present the award to the winner;
- Company logo printed on the awards shortlist bulletins and other award related publications;
- Company logo published in the main conference delegate brochure;
- Company name and logo published on the main conference web site with a link to your web address; and
- Post awards publicity and copies of official photography.



We also encourage sponsor companies to add value to the awards through a donation of additional support or service to the winner such as complimentary training or consultancy as part of the award prize.

Award winners will be announced at the APMP UK Annual Award Black Tie Dinner on 9th October 2018.

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AWARD CATEGORIES

Best Newcomer Award (individual) £550.00

To recognise a new recruit to the profession within the past 18 months who has made a significant contribution or impact to their organisation.

Innovation Award (individual, team or organisation) £550.00

To recognise a new way of making a positive impact to successful bid and proposal management.

People Development Award (organisation) £550.00

To recognise an organisation that has furthered the capability and/or impact of their bid teams to the success of the business.

The Fiona Flower Knowledge Management Award (individual, team or organisation) £550.00

To recognise the implementation of knowledge management that has resulted in more efficient and effective proposal submissions. Fiona Flower was a staunch supporter of the APMP UK until her untimely death in 2012. With the support of her family, we have instigated this award in her memory and to recognise her own pioneering work in the field of knowledge management.

Writing Award (individual or team) £550.00

To recognise excellent use of the English language – clarity, brevity and impact

Bid & Proposal Management Excellence Award (individual or team) £550.00

To recognise outstanding achievement(s).

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OTHER SPONSORSHIP OPPORTUNITIES

Conference Delegate Brochure Sponsorship

In return for printing up to 420 copies of the Conference brochure, the successful sponsor will receive:

- Back cover advert in brochure – the most prestigious of a maximum of six brochure adverts
- Complimentary sponsorship of Writing Award (if not previously sold)
- Two complimentary guest tickets to the Black Tie Awards Dinner (not for conference delegates)

Awards Dinner Wine Sponsorships x 2

Two sponsors to contribute £950 each towards the cost of providing table wine for the Awards dinner would be welcome. In return the sponsors will receive:

- An acknowledgement on Awards Dinner related collateral, including website, menus etc
- An on-stage thank you acknowledgement at the commencement of the Awards Dinner
- An evening of gratitude from around 200 attendees!

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BROCHURE ADVERTISING

Brochure advertising is strictly limited to a maximum of six adverts to provide maximum exposure to those sponsors.

Back cover

- allocated to
Conference
Brochure
sponsor

Inside cover (back)

£500

Inside Cover (front)

£500

Inside full page

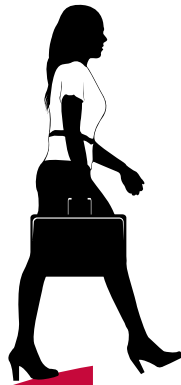
£400

max of three
available in total

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Prices exclude VAT and sponsors are required to provide print ready artwork according to specification provided.

conference@apmpuk.co.uk www.apmpuk.co.uk



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EMAIL



WEBSITE



TWITTER



LINKED IN