

# Association of International Petroleum Negotiators

## SPONSORSHIP PROSPECTUS



### AIPN International Petroleum Summit

The Association of International Petroleum Negotiators (AIPN) will host its fourth annual International Petroleum Summit, May 21-23, 2019 at the Marriott Marquis Hotel in downtown Houston.

The International Petroleum Summit (IPS) is three days of intense learning, business networking and career enhancement.

Highlights include a highly-rated Speed Networking Event, prestigious speakers, including AIPN's Boulos Lecture, updates on latest global and regional industry developments, sessions to strengthen negotiation and other commercial skills, four pre-conference workshops, and AIPN's Gala & Awards Dinner.

If you only make one event sponsorship investment this year, the AIPN International Petroleum Summit is THE event for upstream international oil and gas. Do not miss this unique opportunity!



#### 2019 PROGRAM HIGHLIGHTS

##### Keynote Speaker

**Ryan Lance**, Chairman and Chief Executive Officer, ConocoPhillips  
**Peter Coleman**, Chief Executive Officer and Managing Director, Woodside  
**Starlee Sykes**, Regional President, Gulf of Mexico and Canada, BP plc

##### AIPN Boulos Lecture Speaker

**Dr. Scott W. Tinker**, Director, Bureau of Economic Geology, The University of Texas at Austin

### 2019 INTERNATIONAL PETROLEUM SUMMIT SPONSORSHIP OPPORTUNITIES CONTACT US!

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JESSICA MIMBELA E: JESSICAMIMBELA@GMAIL.COM P: 281-620-6427

- ✓ Sponsorship options to suit your needs and your budget - from networking areas and refreshment breaks, to evening entertainment and attendee gifts.
- ✓ Your brand associated with the well-regarded professional membership association: Association of International Petroleum Negotiators.
- ✓ Access to the top-talent, decision-makers from leading global upstream oil and gas companies, national oil companies, and law firms.

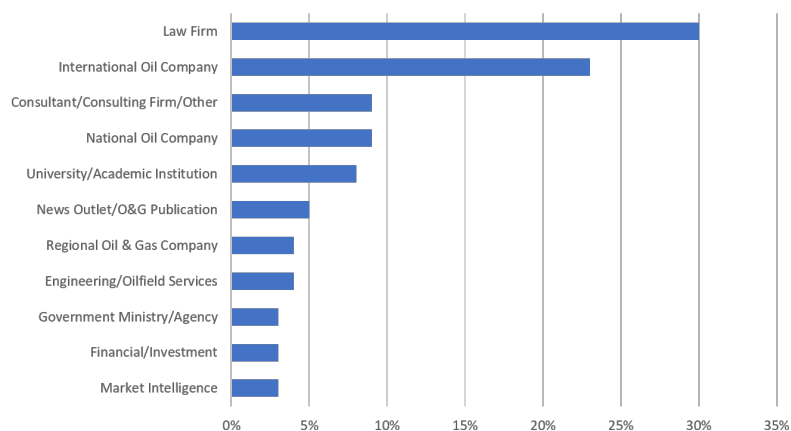
AIPN is the premier membership association serving around 3,200 international energy negotiators in some 113 countries. Members come from a variety of disciplines: commercial, legal, technical, and academic and represent numerous international oil and gas companies, host governments, law firms and academic institutions. The association helps support its members through education, networking and producing balanced model contracts. AIPN's model contracts provide an invaluable service to the energy industry, significantly decreasing the time it takes to finalize a deal.

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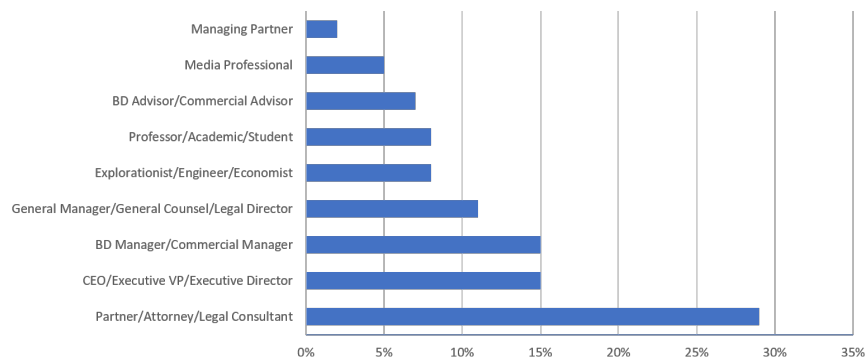


## 2018 IPS DELEGATE INFORMATION

### DELEGATES BY COMPANY TYPE



### DELEGATES BY JOB TITLE



All conference sponsorship packages include the following benefits:

- Your company logo displayed on the event sponsorship page, including a link to your company/firm's website.
- Your company logo displayed on all pre-conference emails sent to more than 4,000 AIPN members and prospects.
- Your company logo displayed onsite through printed and digital slideshow signage, and displayed in the event mobile app.
- All delegates from your sponsoring organization will receive a badge ribbon with "Sponsor" designation to be worn throughout the entire conference. (Not included in the Exhibitor Space sponsorship.)

Sponsors committing \$5,000 or more also receive:

- Special recognition as a sponsor in an AIPN social media post.
- The opportunity to provide corporate literature and/or a small item (USB drive, pen, hand sanitizer, etc.) for stuffing in the attendee bag (subject to AIPN's approval).

## READY TO SPONSOR?

GREAT! PLEASE CONTACT CHELSEA ORDONEZ VIA EMAIL [CHELSEA@AIPN.ORG](mailto:CHELSEA@AIPN.ORG) OR VIA PHONE AT +1 281-912-6063.

IF YOU WISH TO SPONSOR AND NONE OF THE LISTED OPPORTUNITIES ARE SUITABLE, AIPN IS WILLING TO DISCUSS OTHER SUGGESTIONS.

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## PREMIER SPONSORSHIP • \$25,000 • 3 PACKAGES

As a Premier Sponsor, you will receive 4 complimentary conference registrations to the IPS, as well as 4 complimentary evening event tickets to both the Welcome Reception and Gala & Awards Dinner, a value of around \$12,000! With this level, you also receive the most prominent branding on all marketing and promotional materials before and during the conference. Your company or firm may also provide marketing materials and display signage at the conference. (Pull-up banners only please).

## GALA & AWARDS DINNER • \$25,000 • 1 PACKAGE (OR 2 CO-HOSTS AT \$12,500)

Your company is the host (or co-host) of the evening reception and awards dinner at the Hobby Center for the Performing Arts on Wednesday, May 22, the perfect evening to meet and network with attendees. Exclusive sponsors (not co-hosts) also have the opportunity to make brief welcoming remarks (5 mins) and are granted complimentary passes to the dinner for up to eight (8) representatives from your company or client base. (Co-hosts receive four (4) complimentary tickets). Your logo will be displayed on signage, as well as on the napkins displayed to attendees during the reception. (Commitment must be made by May 6 for napkins).

## WELCOME RECEPTION • \$20,000 • 1 PACKAGE (OR 2 CO-HOSTS AT \$10,000)

Be the first to be recognized and on the forefront of attendees' minds at the welcome cocktail reception held the evening before the conference kicks off. Hot and cold hors d'oeuvres will be served with an open bar providing an assortment of wine, beer and cocktails. Exclusive sponsors (not co-hosts) also have the opportunity to make welcoming remarks (5 mins) at the reception and offer a toast to conference attendees, as well as receive eight (8) complimentary passes to the reception for your organization or client base. (Co-hosts receive four (4) complimentary tickets). Your logo will be displayed on signage, as well as on the napkins displayed to attendees during the reception. (Commitment must be made by May 6 for napkins).

## ATTENDEE BAG • \$20,000 • EXCLUSIVE SPONSORSHIP

The attendee bag is distributed to all IPS delegates. This opportunity provides excellent brand visibility for your organization and long-lasting awareness to all conference attendees. Professional quality bags will be embroidered with your logo and distributed to attendees at the conference registration desk. (Logo will appear in conjunction with AIPN logo). Bag design will be selected by AIPN. Commitment must be made by April 22.

## CONFERENCE SESSION CHAIR COVERS • \$15,000 • EXCLUSIVE SPONSORSHIP

This sponsorship is the perfect opportunity to get your company or firm noticed! Customized chair seat back covers with your company's logo will be placed on the back of each chair in the general session meeting room. This exclusive, eye-catching sponsorship ensures high exposure. Commitment must be made by April 22.

## LUNCHEON • \$12,000 • 2 PACKAGES (OR 4 CO-HOSTS EACH \$6,000)

The luncheons offer a key opportunity to meet and network with IPS attendees. Your company is the host (or co-host) of one of the conference luncheons. A luncheon will be served to all attendees on Wednesday and Thursday. Exclusive sponsors (not co-hosts) also have the opportunity to provide welcome remarks (5 mins) at the luncheon highlighting your company activities and key services.

## NOTEBOOKS • \$10,000 • EXCLUSIVE SPONSORSHIP

This opportunity provides excellent brand visibility for your company and long-lasting awareness in providing writing journals to all conference participants. This exclusive sponsorship provides a keepsake item for attendees. The journals will be debossed with your logo on the outside cover and distributed to all attendees within the attendee bag upon registration check-in. (Logo will appear in conjunction with AIPN logo). Notebook design will be selected by AIPN. Commitment must be made by April 29.

# Association of International Petroleum Negotiators



## **SPEED NETWORKING EVENT • \$10,000 • 1 PACKAGE (OR 2 CO-HOSTS EACH \$5,000)**

Your company is the host (or co-host) of the highly-rated speed networking event, the perfect forum for networking! This event allows participants to make up to 10 business connections in a short amount of time, and then build on those connections throughout the IPS. This event has been extremely popular at past events, and 2019 is sure to be another hit! Exclusive hosts (not co-hosts) also have the opportunity to make welcoming remarks (5 mins). Your logo will be displayed on table-top signage, as well as on the napkins distributed during the event. (Commitment must be made by May 6 for napkins).

## **NALGENE WATER BOTTLES • \$10,000 • EXCLUSIVE SPONSORSHIP**

For extra exposure at the conference, plan to sponsor the attendee water bottles, which will be distributed to all IPS delegates. This exclusive sponsorship has high, long-lasting visibility and provides a keepsake item for attendees. (Logo may appear in conjunction with AIPN logo). Bottle design will be selected by AIPN. Commitment must be made by April 22.

## **NECK LANYARDS • \$8,000 • EXCLUSIVE SPONSORSHIP**

For extra exposure at the conference, plan to sponsor the conference neck lanyards. Have your logo displayed around each attendee's neck throughout the entire conference. This exclusive sponsorship has high visibility and provides a keepsake item for attendees. Commitment must be made by April 29.

## **CONTINENTAL BREAKFAST • \$8,000 • 2 PACKAGES (OR 4 CO-HOSTS EACH \$4,000)**

Allow attendees to start off the day by seeing your logo and networking with clients while enjoying a variety of coffee, juices, teas and breakfast foods. This opportunity provides excellent visibility for your organization as a sponsor of a breakfast during the conference. Your logo will be displayed not only on table signage, but also on the napkins distributed during the breakfast. (Commitment must be made by May 6 for napkins.)

## **REGISTRATION SPONSOR • \$7,000 • EXCLUSIVE SPONSORSHIP**

Be the very first logo attendees see as they pick up their conference badge and bag. As the exclusive sponsor of IPS registration, your logo will prominently be displayed on signage in the registration area. Your company name will also be included on the registration webpage, online confirmation page and in registration confirmation emails.

## **SLIDO AUDIENCE RESPONSE SPONSOR • \$7,000 • EXCLUSIVE SPONSORSHIP**

Slido is an audience interaction tool used during IPS sessions – a huge hit with attendees. Your logo will be seen by all attendees whenever Slido is displayed on screen during the conference! Slido will be displayed on screen during the Q&A for each session, as well as when a session partakes in a live poll. More details can be provided, if interested.

## **MOBILE APP OVERALL SPONSOR • \$6,000 • EXCLUSIVE SPONSORSHIP**

Conference attendees have interactive access to essential resources like event updates, live polling, speaker bios and much more, before, during, and after the event with the IPS Mobile App! Grab this exclusive opportunity today, and your company logo will be at attendees' fingertips for months. Each time the app is opened, your logo is displayed on a secondary opening page. Other features include: a watermarked logo on the "My Schedule" page; a rotating banner ad and landing page that links to your URL; and the option to feature a multimedia video within the app. More details can be provided, if interested.

## **REFRESHMENT BREAK • \$6,000 • 4 PACKAGES (OR 8 CO-HOSTS EACH \$3,000)**

Position your company as the host of one or more of the four refreshment breaks during the IPS. These breaks provide attendees with the perfect forum to network with peers, clients and prospects while enjoying a variety of refreshments and snacks. Your logo will be displayed not only on table signage, but also on the napkins displayed to attendees during the breaks. (Commitment must be made by May 6 for napkins).



# Association of International Petroleum Negotiators



## WIRELESS INTERNET • \$6,000 • EXCLUSIVE SPONSORSHIP

This partnership opportunity allows your company to provide a valuable service to conference participants – free wireless internet access in the conference room and surrounding areas. Attendees will be able to download presentations, network with colleagues and still be able to stay in touch with the office – courtesy of your company. Your logo will be displayed on signage, and your company name will be used as the network password that all attendees will use to connect online.

## NETWORKING SEATING AREA • \$6,000 • EXCLUSIVE SPONSORSHIP

Located outside the general session room, this is the perfect space for attendees to relax during the conference. Comfortable seating will be provided and set in a living room environment. Your logo will be displayed on signage in the seating area. You may also display company or firm literature on coffee tables in the seating area.

## EXHIBITOR SPACE • \$5,000 • 4 PACKAGES

You will be provided with your own tabletop exhibitor space, situated in the foyer outside the general session room. This area provides maximum exposure of your brand, and allows you to meet and network with attendees during the breaks and Welcome Reception. Exhibitors will be provided with one table, two chairs and power. In addition, each exhibitor space includes two exhibitor badges which allow entrance into refreshment breaks, lunches and the Welcome Reception. You will be recognized as an exhibitor in conference signage and online. As space is limited, sponsor-provided signage must be pre-approved by AIPN.

## GALA DINNER TRANSPORTATION • \$5,000 • EXCLUSIVE SPONSORSHIP

The transportation to and from the Gala & Awards Dinner is a major logistical element of the IPS, which many attendees will be utilizing. This is the ideal opportunity for an organization wanting exclusive naming rights for a reasonable price. Your logo will be displayed on signage in the hotel lobby area where attendees will gather prior to entering the buses, as well as in the gathering area at the Hobby Center for the return trip.

## SPEAKER GIFTS • \$5,000 • EXCLUSIVE SPONSORSHIP

Help us thank our speakers in style by sponsoring the gifts for esteemed presenters, panelists and moderators. Each speaker will receive a gift with your company's logo and/or special note recognizing your company for the gift, leaving a lasting impression. (Logo may appear in conjunction with the AIPN logo). Selection of the gift will be made in consultation with the sponsor, however the final design decision will be made by AIPN. Commitment must be made by April 22.

## HOTEL KEY CARDS • \$5,000 • EXCLUSIVE SPONSORSHIP

Make a first impression on attendees as they arrive at the Marriott Marquis before the IPS even begins! Customized key cards with your company's personalized design or logo will be distributed to attendees when they check-into the hotel. Attendees will use your branded key cards throughout their hotel stay. Commitment must be made by April 15.

## ATTENDEE BAG INSERT • \$2,500 • 10 PACKAGES

Looking for a sponsorship that markets your company to attendees and fits within your budget? Then, this sponsorship is for you! With this sponsorship you will have the opportunity to provide corporate literature and/or a small item (i.e. USB drive, pen, hand sanitizer, etc.) for stuffing in the attendee bag, which is given to all IPS attendees. Bag insert is subject to AIPN approval.

## MOBILE APP BANNER AD & LANDING PAGE • \$2,000 • 2 PACKAGES

Conference attendees will have interactive access to important resources before, during, and after the conference with the AIPN IPS Mobile App. Banner ads rotate at the top of the app dashboard page, and click through to a full-screen app landing page, which is linked to a sponsor-provided URL. Tell app users more about your product or services with this sponsorship!

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## 2019 IPS SPONSORSHIPS AT A GLANCE

	TOTAL NUMBER OF OPPORTUNITIES	SPONSORSHIP AMOUNT	COMPLIMENTARY / IPS REGISTRATIONS	EXCLUSIVE OPPORTUNITY	COMPLIMENTARY GALA DINNER TICKETS	DISPLAY PULL-UP BANNER	OPPORTUNITY TO ADDRESS AUDIENCE	PROVIDE LITERATURE/BAG INSERT	LOGO DISPLAYED ONLINE, APP & PROGRAM	LOGO DISPLAYED ONSITE	VERBAL ACKNOWLEDGEMENT	SOCIAL MEDIA MENTION
PREMIER SPONSOR	3	\$25,000	4		4	x		x	x	x	x	x
EXCLUSIVE GALA & AWARDS DINNER SPONSOR	1	\$25,000		x	8		x	x	x	x	x	x
EXCLUSIVE WELCOME RECEPTION SPONSOR	1	\$20,000		x		8		x	x	x	x	x
EXCLUSIVE ATTENDEE BAG SPONSOR	1	\$20,000		x				x	x	x	x	x
EXCLUSIVE CONFERENCE SESSION CHAIR SPONSOR	1	\$15,000		x				x	x	x	x	x
CO-SPONSOR GALA & AWARDS DINNER	2	\$12,500			4			x	x	x	x	x
EXCLUSIVE LUNCHEON SPONSOR	2	\$12,000		x			x	x	x	x	x	x
CO-SPONSOR WELCOME RECEPTION	2	\$10,000				4		x	x	x	x	x
EXCLUSIVE NOTEBOOK SPONSOR	1	\$10,000		x				x	x	x	x	x
EXCLUSIVE SPEED NETWORKING EVENT SPONSOR	1	\$10,000		x			x	x	x	x	x	x
EXCLUSIVE NALGENE WATER BOTTLE SPONSOR	1	\$10,000		x				x	x	x	x	x
EXCLUSIVE NECK LANYARD SPONSOR	1	\$8,000		x				x	x	x	x	x
EXCLUSIVE CONTINENTAL BREAKFAST SPONSOR	2	\$8,000		x				x	x	x	x	x
EXCLUSIVE REGISTRATION SPONSOR	1	\$7,000		x				x	x	x	x	x
EXCLUSIVE SLIDO AUDIENCE RESPONSE SPONSOR	1	\$7,000		x				x	x	x	x	x
CO-SPONSOR LUNCHEON	4	\$6,000						x	x	x	x	x
EXCLUSIVE MOBILE APP OVERALL SPONSOR	1	\$6,000		x				x	x	x	x	x
EXCLUSIVE REFRESHMENT BREAK SPONSOR	4	\$6,000		x				x	x	x	x	x
EXCLUSIVE WIRELESS INTERNET SPONSOR	1	\$6,000		x				x	x	x	x	x
EXCLUSIVE NETWORKING SEATING AREA SPONSOR	1	\$6,000		x				x	x	x	x	x
CO-SPONSOR SPEED NETWORKING EVENT	2	\$5,000						x	x	x	x	x
EXHIBITOR SPACE	4	\$5,000						x	x	x		x
EXCLUSIVE GALA & AWARDS DINNER TRANSPORTATION	1	\$5,000		x				x	x	x	x	x
EXCLUSIVE SPEAKER GIFT SPONSOR	1	\$5,000		x				x	x	x	x	x
EXCLUSIVE HOTEL KEY CARD SPONSOR	1	\$5,000		x				x	x	x	x	x
CO-SPONSOR CONTINENTAL BREAKFAST	4	\$4,000						x	x	x	x	
CO-SPONSOR REFRESHMENT BREAK	8	\$3,000						x	x	x	x	
ATTENDEE BAG INSERT SPONSOR	10	\$2,500						x	x	x	x	
MOBILE APP BANNER & LANDING PAGE SPONSOR	2	\$2,000						x	x	x	x	