



## SPONSORSHIP PROSPECTUS



The Association of International Energy Negotiators (AIEN), formerly known as AIPN, will host its seventh annual International Energy Summit, May 30 - June 1, 2023 at the InterContinental Hotel in Miami, Florida, USA.

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

Highlights include: prestigious speakers, updates on latest global and regional industry

developments, sessions to strengthen negotiation and other commercial skills, four pre-conference workshops, an Awards Dinner and a highly-rated Speed Networking Event.

If you only make one event sponsorship investment this year, the AIEN International Energy Summit is THE event for commercial and legal energy professionals. Do not miss this unique opportunity!

### 2023 INTERNATIONAL ENERGY SUMMIT SPONSORSHIP OPPORTUNITIES

#### CONTACT US!

KRISTIN CULWELL E: KRISTIN@AIEN.ORG P: +1 281-912-6063

EDDY ROBERTS E: EDDY.ROBERTS@CHEVRON.COM P: +1 281-961-7144

- ✓ 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 Energy Negotiators (formerly Association of International Petroleum Negotiators).
- ✓ Access to the top-talent, decision-makers from leading global energy companies, national oil/energy companies, and law firms.

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AIEN, formerly AIPN, is the premier membership association serving around 2,800 international energy negotiators in some 113 countries. Members come from a variety of disciplines: commercial, legal, technical, and academic and represent numerous international energy companies, host governments, law firms and academic institutions. The association helps support its members through education, networking and producing balanced model contracts. AIEN's model contracts provide an invaluable service to the energy industry, significantly decreasing the time it takes to finalize a deal.



## 97% of delegates would recommend the Summit

*"We have been supporting the IPS for many years and I think that it is the best event in the oil and gas industry worldwide."*

*- Past Sponsor Delegate*

*"This is one of the few places that you can always learn something. The calibre of the speakers and the attendees is such that you can always find somebody to learn from either in the programme or at the networking events."*

*- Past Sponsor Delegate*

*"The IPS is a place where you can meet people, make new connections and strengthen existing relationships. It is also an opportunity to showcase our company, our brand, so that people can get to know us more and more."*

*- Past Speaker Delegate*

*"I have enjoyed most, the networking, seeing old friends and meeting new ones, but also the knowledge that you pick up not only during the high-level sessions but also the in the corridors."*

*- Past Delegate*



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 7,000 AIEN 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.)

To coordinate sponsorship recognition, commitment for all sponsorship packages must be made by **May 12, 2023**, unless otherwise noted.

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## UNDERWRITING OPPORTUNITIES

Underwriting opportunities are exclusive.

### AWARDS DINNER • \$25,000

- Your company is the host of the evening cocktail reception and awards dinner
- Opportunity to make brief welcoming remarks at the event (5 mins)
- Reserved table of eight (8) for company representatives or client base
- Logo displayed on signage throughout the event space
- Logo on custom cocktail napkins (Commitment needed by May 5 for napkins.)
- Logo listed in the IES program and website
- Ability to purchase tickets to the Summit at a reduced price

### WELCOME RECEPTION • \$20,000

- 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.
- Opportunity to make welcoming remarks (5 mins) at the reception and offer a toast to conference attendees
- Eight (8) complimentary passes to the reception for your organization or client base.
- Logo displayed on reception signage
- Logo on custom cocktail napkins (Commitment needed by May 5 for napkins.)
- Logo listed in the IES program and website
- Ability to purchase tickets to the Summit at a reduced price

### ATTENDEE BAG • \$20,000

- This opportunity provides excellent brand visibility for your organization and long-lasting awareness to all conference attendees.
- Logo embroidered on professional quality bags and distributed to attendees at the conference attendees at the registration desk. (Logo will appear in conjunction with the IES logo)
- Logo listed in the IES program and website
- Ability to purchase tickets to the Summit at a reduced price
- Commitment must be made by April 28.

### ATTENDEE KEEPSAKE • \$12,000

- This opportunity provides excellent brand visibility for your company and long-lasting awareness in providing a conference keepsake to all conference participants
- Logo on the small keepsake item distributed to all attendees upon registration check-in. (Logo will appear in conjunction with IES logo)
- Item will be selected by AIEN with sponsor company input
- Logo listed in the IES Program and website
- Ability to purchase tickets to the Summit at a reduced price
- Commitment must be made by April 28.

### CONFERENCE REFRESHMENT BREAKS • \$10,000

- Position your company as the host of all four (4) refreshment breaks during the Summit
- Logo displayed on table signage
- Logo on custom cocktail napkins (Commitment needed by May 5 for napkins.)
- Logo listed in the IES program and website
- Ability to purchase tickets to the Summit at a reduced price

### NECK LANYARDS • \$10,000

- High visibility and a keepsake item for attendees
- Company logo lanyards for all Summit attendees
- Logo listed in the IES program and website
- Ability to purchase tickets to the Summit at a reduced price
- Commitment must be made by April 28.

### REGISTRATION - ONLINE & ONSITE • \$10,000

- Be the very first logo attendees see as they pick up their conference badge and bag!
- Logo will prominently be displayed on signage in the registration area
- Company name included on the registration webpage, online confirmation page and in registration confirmation emails
- Logo listed in the IES program and website
- Ability to purchase tickets to the Summit at a reduced price





## UNDERWRITING OPPORTUNITIES

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### MOBILE APP • \$9,000

- Each time the app is opened, your logo is displayed on a secondary opening page.
- Other features include:
  - watermarked logo on the “My Schedule” page
  - rotating banner ad and landing page that links to your URL
  - option to feature a multimedia video within the app.
- Logo listed in the IES program and website
- Ability to purchase tickets to the Summit at a reduced price

### SPEED NETWORKING EVENT • \$8,000

- Host this highly-rated event - the perfect forum for networking!
- This event allows participants to make up to 10 business connections in a short amount of time.
- Logo displayed on signage in the room during the event
- Opportunity to make welcoming remarks at the event (5 mins)
- Logo on the napkins distributed during the event (Commitment needed by May 5 for napkins.)
- Logo listed in the IES program and website
- Ability to purchase tickets to the Summit at a reduced price



### SLIDO AUDIENCE RESPONSE • \$6,000

- Logo displayed on screen whenever Slido is being used during Q&A sessions
- Logo displayed during live polling sessions
- Logo listed in the IES program and website
- Ability to purchase tickets to the Summit at a reduced price



### SPEAKER GIFTS • \$5,000

- Logo and/or special note recognizing company for the gift provided to all speakers (Logo will appear in conjunction with the AIEN logo).
- Selection of the gift will be made in consultation with the sponsor, however please note that the final design decision will be made by AIEN
- Logo listed in the IES program and website
- Ability to purchase tickets to the Summit at a reduced price
- Commitment must be made by April 28.

### NETWORKING SEATING AREA • \$5,000

- Located outside the general session room, this is the perfect space for attendees to relax and recharge phones during the conference in a living room style environment.
- Logo will be displayed on signage in the seating area.
- Ability to display company or firm literature on coffee tables in the seating area.
- Logo listed in the IES program and website
- Ability to purchase tickets to the Summit at a reduced price



## GENERAL EVENT SPONSORSHIPS

### DIAMOND • \$30,000 • 1 PACKAGE

- Five (5) Full Delegate tickets to the Summit
- Ability to purchase additional tickets at a reduced price
- Premier branding on all marketing and promotional materials before and during the conference, including a dedicated social media post.
- Logo listed in the IES program and website
- One (1) prominently positioned Exhibitor space available
- To maximize your exposure, your company or firm may also provide (at company's expense) chair covers with your company branding on them for the general session meetings

### PLATINUM • \$20,000

- Four (4) Full Delegate tickets to the Summit
- Ability to purchase additional tickets at a reduced price
- Logo listed as a Platinum sponsor on select marketing and post event materials
- Premier branding placement on select marketing and event materials
- One (1) Exhibitor space available
- Logo listed in the IES program and website

### GOLD • \$15,000

- Three (3) Full Delegate tickets to the Summit
- Ability to purchase additional tickets at a reduced price
- Logo listed as a Gold sponsor on select marketing and post event materials
- Logo listed in the IES program and website

### SILVER • \$10,000

- Two (2) Full Delegate tickets to the Summit
- Ability to purchase additional tickets at a reduced price
- Logo listed as a Silver sponsor on select marketing and post event materials
- Logo listed in the IES program and website

## EXHIBITOR

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

- One 6 foot dressed table, two chairs and power supply provided, situated in the foyer outside the general session room for both days of the Summit
- Two (2) Networking Delegate tickets
- Recognition as an exhibitor in conference signage and online
- As space is limited, exhibitor-provided signage must be pre-approved by AIEN

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# International Energy Summit



## 2023 IES SPONSORSHIPS AT-A-GLANCE

	SPONSORSHIP AMOUNT	EXCLUSIVE OPPORTUNITY	COMPLIMENTARY FULL DELEGATE REGISTRATIONS	COMPLIMENTARY NETWORKING REGISTRATIONS	ACCESS TO DISCOUNTED REGISTRATIONS	LONG-LASTING SUMMIT REGISTRATIONS	OPPORTUNITY TO ADDRESS AUDIENCE	PROVIDE LITERATURE	LOGO DISPLAYED ONLINE, APP & PROGRAM	LOGO DISPLAYED ONSITE	LOGO DISPLAYED IN PRE-EVENT EMAILS	VERBAL ACKNOWLEDGEMENT
AWARDS DINNER	\$25,000	x		x		x	x	x	x	x	x	x
WELCOME RECEPTION	\$20,000	x		x		x	x	x	x	x	x	x
ATTENDEE BAG	\$20,000	x		x	x		x	x	x	x	x	x
ATTENDEE KEEPSAKE	\$12,000	x		x	x		x	x	x	x	x	x
CONFERENCE REFRESHMENT BREAKS	\$10,000	x		x			x	x	x	x	x	x
NECK LANYARDS - <b>SOLD OUT!</b>	<del>\$10,000</del>	<del>x</del>		<del>x</del>	<del>x</del>		<del>x</del>	<del>x</del>	<del>x</del>	<del>x</del>	<del>x</del>	<del>x</del>
REGISTRATION - ONLINE & ONSITE	\$10,000	x		x			x	x	x	x	x	x
MOBILE APP	\$9,000	x		x	x		x	x	x	x	x	x
SPEED NETWORKING EVENT	\$8,000	x		x		x	x	x	x	x	x	x
SLIDO AUDIENCE RESPONSE - <b>SOLD OUT!</b>	<del>\$6,000</del>	<del>x</del>		<del>x</del>			<del>x</del>	<del>x</del>	<del>x</del>	<del>x</del>	<del>x</del>	<del>x</del>
SPEAKER GIFTS - <b>SOLD OUT!</b>	<del>\$5,000</del>	<del>x</del>		<del>x</del>	<del>x</del>		<del>x</del>	<del>x</del>	<del>x</del>	<del>x</del>	<del>x</del>	<del>x</del>
NETWORKING SEATING AREA - <b>SOLD OUT!</b>	<del>\$5,000</del>	<del>x</del>		<del>x</del>			<del>x</del>	<del>x</del>	<del>x</del>	<del>x</del>	<del>x</del>	<del>x</del>
DIAMOND SPONSOR	\$30,000	x	x	x			x	x	x	x	x	x
PLATINUM SPONSOR	\$20,000		x	x			x	x	x	x	x	x
GOLD SPONSOR	\$15,000		x	x			x	x	x	x	x	x
SILVER SPONSOR	\$10,000		x	x			x	x	x	x	x	x
EXHIBITOR SPACE	\$4,000			x			x					x