



CORPORATE SPONSORSHIP

www.aien.org • CorporateSponsorship@aien.org

WHY BECOME A CORPORATE SPONSOR?

AIEN relies upon the generous financial support of numerous organizations including corporations, law firms, national oil companies, individuals and others to undertake the activities of the association. With your support, AIEN can continue to offer high-quality programs and services including support for developing industry accepted model contracts, research papers, workshops and training courses.

Our Corporate Sponsors also allow AIEN to foster the next generation of international energy negotiators by providing academic scholarships to students, scholarships for students to attend AIEN's International Energy Summit, awarding students as part of a writing competition, and funding academic research and employment for students over the summer. Our Corporate Sponsors are invaluable to the mission of our organization and the work that we do.

Be recognized as a proud sponsor of the premier international negotiators organization, which promotes fair and balanced model contracts, provides high quality educational material, and organizes networking opportunities with key industry leaders and decision-makers.

SPONSORSHIP BENEFITS

All sponsors receive a base level of recognition that includes:

- Mention of their support on AIEN's website,
- Recognition at the International Energy Summit, Model Contracts Workshop and all other signature events,
- Acknowledgment in AIEN's bi-monthly e-newsletter,
- Special badge ribbons for representatives attending AIEN signature events, and
- Special invitations to AIEN's annual Corporate Sponsor Appreciation event.

See page 3 for full benefit details, including a list of eligible events and requirements for new complimentary membership benefit.

Patron Level Sponsorship: \$15,000

- Four (4) complimentary registrations to eligible events (4 at 100% discount).
- Exclusive option to exchange one (1) complementary registration for one (1) 50% discount to the International Oil & Gas Contracts and Negotiations Core Course.
- 15% discount for additional registrations to eligible events.
- Complimentary individual memberships: Patrons receive the added benefit of three (3) complimentary membership renewals and three (3) complimentary new memberships.
- Complimentary access to on-demand topical webinars on AIEN University for sponsor's non-members.
- Company logo included in all sponsor recognition.
- Base recognition set forth above.

Benefactor Level Sponsorship: \$10,000

- Two (2) complimentary registrations to eligible events (2 at 100% discount).
- 10% discount for additional registrations to eligible events.
- Complimentary individual memberships: Benefactors receive the added benefit of two (2) complimentary membership renewals and two (2) complimentary new memberships.
- Complimentary access to on-demand topical webinars on AIEN University for sponsor's non-members.
- Base recognition set forth above.

Contributor Level Sponsorship: \$5,000

- One (1) complimentary registration to an eligible event (1 at 100% discount).
- 5% discount for additional registrations to eligible events.
- Complimentary individual memberships: Contributors receive the added benefit of one (1) complimentary membership renewal and one (1) complimentary new membership.
- Base recognition set forth above.

Supporter Level Sponsorship: \$1,000

- Supporter sponsors receive the base recognition set forth above.

QUICK FACTS ABOUT AIEN

- AIEN is an independent not-for-profit professional membership association that supports international energy negotiators around the world by offering resources that help to enhance their effectiveness and professionalism.
- In early 2022, the organization expanded its scope in order to address the growing needs of its members and sponsors for more resources related to the greater energy industry, while still remaining at the forefront of the global oil & gas industry.
- AIEN proudly serves roughly 2,500 professionals in 110 countries, offering three membership types: Active, Government/National Company and Student.
- Members come from many different disciplines (commercial, technical, academic, and legal) and represent many different international and host government oil, gas and energy companies, and national and multilateral governmental authorities.
- AIEN funds a variety of annual student outreach initiatives to foster the next generation of energy professionals.
- AIEN is composed of 9 regional chapters: Africa; Asia; Australia-Pacific; Canada; CIS-FSU; Europe; Latin America & Caribbean; MENA; and United States.
- Publications include: Journal of World Energy Law and Business (published by Oxford University Press); Model Contracts and associated documents; annual Research Papers; and the members-only *Advisor* e-newsletter.



REGIONAL CHAPTERS

Our nine regional chapters allow the organization to deliver high-quality services at a local level. Offering a variety of educational events, networking receptions and topical webinars, the regional chapters are a great way to get involved! If your organization is interested in getting involved or in sponsoring regional events, please contact Kevin Smith at kevin@aien.org.



AIEN SERVICES

Continuing Education

- International Energy Summit*, the association's flagship annual conference
- Workshops & Training Courses: Model Contracts Workshop*, Negotiation Skills Workshop*, Asset Valuation & Decision Analysis Workshop*, Gas Course: From PSC to LNG*, Above Ground Risk Workshop*, International Oil & Gas Contracts and Negotiations Core Course and two-week Short Course on International Oil and Gas Law, Contracts and Negotiations
- Dispute Resolution Conference
- Live and on-demand topical webinars and educational sessions on a variety of oil & gas topics, available free or heavily discounted for members on AIEN University

** denotes eligible course for complimentary registration benefit for associated sponsorship levels*

Model Contracts

- Widely accepted and used in the international energy industry. Members receive free access to all AIEN contracts.
- Non-members may purchase contracts for \$185 each.
- Model Contract drafting committees are a valuable tool for members to gain industry experience.

Networking

- Returning to our pre-Covid level of more than 90 receptions and chapter events held annually across the globe and presented virtually
- Online membership directory, message board social media
- Young Negotiators group and student outreach initiatives: annual writing competition and scholarship program, student clubs, scholarships to attend annual International Energy Summit, and summer assistantship

EVENT SPONSORSHIPS

Throughout the year, AIEN also offers a variety of event sponsorship opportunities. As an event sponsor, your company has access to key industry leaders and global decision makers, benefiting from networking, engagement, signage and other brand exposure. Sponsorships range from a variety of price points to fit your budget! Event sponsorships range from \$1,500 - \$30,000. Please contact Kristin Culwell at kristin@aien.org for more information.



DEVELOP YOUR PLAN OF ACTION

Recognition of Corporate Sponsors begins January 2023 and continues through December 2023. In order to ensure you receive all recognition available, please confirm sponsorship and submit payment by **January 31, 2023**.

Gain exposure among global energy business leaders. Contact us today to get started!



Corporate Sponsorship Benefits at-a-glance

BENEFIT	SUPPORTER \$1,000+	CONTRIBUTOR \$5,000+	BENEFACTOR \$10,000+	PATRON \$15,000+
Special invitation to AIEN's Corporate Sponsorship Appreciation Event	✓	✓	✓	✓
Recognition in AIEN's International Petroleum Summit program (AIEN's annual conference)	✓	✓	✓	✓ COMPANY LOGO
Recognition in printed signage displayed at the International Energy Summit & Model Contracts Workshop	✓	✓	✓	✓ COMPANY LOGO
Recognition in AIEN's bi-monthly e-newsletter <i>Advisor</i> , sent to all members	✓	✓	✓	✓ COMPANY LOGO
Recognition with link on corporate sponsorship page on AIEN's website	✓	✓	✓	✓ COMPANY LOGO
Complimentary registrations for IES, MCWS, NSW, VWS, AGR or Gas Course*		1 \$2,500 savings!	2 \$5,000 savings!	4 \$10,000 savings!
Discount off additional registrations to eligible events during sponsor year		5%	10%	15%
Complimentary on-demand topical webinars on AIEN University for sponsor's non-members			✓	✓
Complimentary memberships for individuals at your organization during sponsor year**		1 renewal 1 new member	2 renewals 2 new members	3 renewals 3 new members
Option to exchange one eligible event 100% discount for a 50% discount to International Oil & Gas Contracts and Negotiations Core Course				✓
Sponsor logo recognition on AIEN's website homepage				✓

{CONTACT}

If your company is interested in participating, please complete the pledge form and return to the AIEN office. For questions, feel free to contact a member of the Corporate Sponsorship Committee.

David Haverkamp
VP Corporate Affairs
t +1-713-659-2187
e CorporateSponsorship@aien.org

John Bridges
AIEN Executive Director
t +1-281-912-6062
e john@aien.org

Patron Level sponsors receive \$10,000+ in registration savings!

Based on estimated registration fees



***Complimentary registrations** may only be used for eligible events. Eligible events are: International Energy Summit (IES), Model Contracts Workshop (MCWS), Negotiation Skills Workshop (NSWS), Asset Valuation & Decision Analysis Workshop (VWS), Above Ground Risk Workshop (AGR) or Gas Course. These registrations may be used at one event or spread out over multiple eligible events in 2023. Companies would only be eligible for the benefit after receipt of their contribution. At the end of the year, these benefits expire if not used. Patron level sponsors have the exclusive option to obtain a 50% discount to the International Oil & Gas Contracts and Negotiations Core Course (Core Course) in place of a one complimentary registration to an eligible event. Limited to one exchange per year.

****Complimentary membership** renewal discount is for individuals at your organization who are already members of AIEN, currently active and have not already renewed for the sponsor year. New membership discount is for individuals at your organization who have never been members or have not been active for three+ years. Discount is 100% off membership fee and membership-related fees. Individual names must be provided to AIEN when submitting sponsor pledge. Companies would only be eligible for the benefit after receipt of their contribution. At the end of the year, these benefits expire if not used.



2023 CORPORATE SPONSORSHIP PLEDGE FORM

Please submit to CorporateSponsorship@aien.org

Yes! My organization is pleased to participate as an AIEN Corporate Sponsor.

Company/Firm Name:		
Contact Name:		Contact E-mail:

Support Level

	PATRON LEVEL (MINIMUM \$15,000)
	BENEFACTOR LEVEL (MINIMUM \$10,000)
	CONTRIBUTOR LEVEL (MINIMUM \$5,000)
	SUPPORTER LEVEL (MINIMUM \$1,000)

Complimentary Individual Membership Details

Please include the full name and email address for each individual. Patrons receive 3 per category, Benefactors receive 2 per category, Contributors receive 1 per category. Individuals in each category will be verified for eligibility, and once confirmed, more details will be provided to the sponsor contact.

Membership Renewals (current AIEN members who have not renewed for the sponsor year)

Individual #1 Name:	Individual #1 E-mail:
Individual #2 Name:	Individual #2 E-mail:
Individual #3 Name:	Individual #3 E-mail:

New Memberships (never been an AIEN member or have not been active for 3 or more years)

Individual #1 Name:	Individual #1 E-mail:
Individual #1 Name:	Individual #1 E-mail:
Individual #1 Name:	Individual #1 E-mail:

Payment Details

Payment can be made by credit card, check (US funds drawn on a US bank only), ACH or wire transfer. Make checks payable to AIEN. By signing below, I acknowledge that I am authorized to sign for my company and understand that I am making a commitment to participate in this sponsorship opportunity and make payment by **January 31, 2023**.

I will pay via: <input type="checkbox"/> Credit Card <input type="checkbox"/> Check <input type="checkbox"/> ACH <input type="checkbox"/> Wire Transfer	
CC type: <input type="checkbox"/> Visa <input type="checkbox"/> Mastercard <input type="checkbox"/> American Express	
Total sponsorship amount: \$	<input type="checkbox"/> Please send an invoice
Company Name:	Phone:
Address (include city, state, postal code):	Country:
Contact name:	E-mail:
Name (on card):	
Card Number:	Expiration Date:
Cardholder's signature:	

Thank you for your commitment to AIEN!