Exhibitor and Partner Prospectus

May 12-15, 2019 • Westin San Diego • San Diego, CA

Sponsored by:
ABOUT IEMDC

The IEEE International Electric Machines and Drives Conference (IEMDC) seeks to address all aspects of design, operation, control, and systems integration of electric machines, electromechanical actuators, and the controls and power electronic drives that implement their applications.

Most global electrical energy is produced by machines and, nearly two-thirds of it is delivered to machines as the end-use devices, their importance for global energy and sustainability is unparalleled. Similarly, the production, use, and growth of electric machinery applications is a vital indicator of economic health. Machines today have expanded far beyond basic line-fed operation characteristic of their initial explosive growth two or three generations ago. Portable disk drives, laptop computers, piezoelectric haptic actuators, and advanced permanent magnet servos have taken their place alongside line-fed induction machines and high-power synchronous machines. Innovations in electric traction, wind generation, medical equipment, aircraft systems, and thousands of other applications continue to expand their domain. Devices have been built at the nano scale, while ever-larger hydro turbines operate the latest pumped-storage systems.

IEMDC is a place where traditional applications, modern drive systems, and future innovations can come together to seed and germinate new ideas and technologies.

As an IEMDC exhibitor, your company’s products, services, and solutions will have first-hand exposure to the anticipated 400 global participants from various sectors of the industry. IEMDC attendees are eager for the newest innovations, technologies, and services that support the Electric Machines and Drives industry.
PARTNER OPPORTUNITIES

EXHIBIT

Tabletop Exhibits | $2,100 (Limited availability)
Mingle with the attendees at your highly visible tabletop space which will be located in a high-traffic area during the conference. Display your materials at your tabletop exhibit which comes with (1) 6’x2½’ table and (2) Chairs. These opportunities are limited, so contact us immediately to reserve your space today!

Included in the Tabletop Price:
- Two (2) complimentary IEMDC 2019 Registrations with each tabletop exhibit
- Complimentary listing in the printed conference program
- Complimentary pre- and post-show mailing lists (email addresses only)
- Complimentary daily breaks provided in the exhibits area

Exhibit Days and Hours

Sunday, May 12
2:00 p.m. - 6:00 p.m. | Set-up

Monday, May 13
9:00 a.m. - 11:00 a.m. | Set-up
12:00 p.m. - 5:00 p.m. | Show

Tuesday, May 14
9:00 a.m. - 5:00 p.m. | Show

Wednesday, May 15
9:00 a.m. - 2:00 p.m. | Show
3:00 p.m. - 6:00 p.m. | Dismantle

Advertising and Event Sponsorship Information Coming Soon!
EXPO HALL FLOOR PLAN

California Ballroom

Salon A  Salon B  Salon C

Service  Service  Service

1  2  3  4  5  6  7  8  9  10  11  12  13  14
PARTNER OPPORTUNITIES

PRODUCT SPONSORSHIPS

Conference Bags | $3,600
Attendee bags are distributed to all attendees and offer premium visibility before and after the conference. This exclusive sponsorship includes your organization’s name and logo imprinted on each bag, as well as the option to include a bag insert at no additional charge.

Attendee Badge Lanyards | $2,600
As sponsor of the conference lanyards, each meeting registrant will “wear” your name daily throughout the meeting. This novelty item clips onto the attendee badge, which is required for entrance to all meeting activities. Your name and logo are imprinted on each lanyard for optimal visibility.

Notepads | $2,100
Attendees will use these branded writing pads to take notes during educational sessions and after the conference at work meetings, creating exposure to an even wider audience.

Pens | $1,100
You will literally be at attendees’ fingertips as the sponsor of IEMDC conference pen; included in each attendees conference bag.
PARTNER OPPORTUNITIES

EVENT SPONSORSHIPS

Reception | $8,200
As a sponsor of the Opening (May 12) or Student (May 13) reception, your company will be able to capture the attention of all the attendees.

Benefits include:
- 3-minute welcome address given to all attendees
- Verbal recognition during reception
- Acknowledgement on reception signage, conference website and printed program
- Two (2) complimentary full-meeting registrations

Lunch | $8,200 (Exclusive)
Put your company’s name in front of attendees by sponsoring the IEMDC conference luncheon on Wednesday, May 15th! This sponsorship includes one giveaway (at sponsor’s expense) that will be placed on each attendee’s seat.

Benefits include:
- Verbal recognition during the lunch
- Acknowledgment on lunch signage, conference website and printed program
- Two (2) complimentary full-meeting registrations
**PARTNER OPPORTUNITIES**

**EVENT SPONSORSHIPS CONTINUED**

**Presenter Breakfast | $5,100 (three available)**
Extend your company brand and gratitude to daily presents by sponsoring a presenter breakfast. Speakers will meet session chairs, confirm final presentation logistics and network with fellow presenters.

**Benefits include:**
- Verbal recognition during the lunch
- Acknowledgment on lunch signage, conference website and printed program
- Two (2) complimentary full-meeting registrations

**Networking Break | $1,900 each / $3,100 for two (eight available - 2 daily)**
Reinforce your presence at the conference by sponsoring a refreshing beverage break for attendees. As the sponsor of one of these breaks, you will receive special signage and a place to display your brochure near the serving areas. In addition, you may provide logo-imprinted napkins or cups for use at the event.

**Benefits include:**
- Verbal recognition during the lunch
- Acknowledgment on break signage, conference website and printed program
- One (1) complimentary full-meeting registration
TERMS AND CONDITIONS

CODES AND AGREEMENTS
The Sponsor and Exhibitor hereby agree to be bound by the “Terms and Conditions” set forth in this document.

SPACE ASSIGNMENTS
Tabletop Exhibitor requests will be addressed in order of receipt of application and payment. In order to emphasize the relevance and importance of Exhibitors’ product and services, the exhibit space may be arranged to promote your offerings in a non-competitive environment. Exhibitor locations will be assigned to tabletop spaces based on best fit. Within these rules, decisions regarding space are solely at the discretion of show management.

USE OF SPACE
The Exhibitor shall not sublet or share the tabletop space provided, nor shall the Exhibitor assign this lease in whole or in part without written notice to and approval from show management. The Exhibitor, as specified in these rules and regulations, will forfeit space not occupied by the close of the installation period. The space may be resold, reassigned, or used by exhibit management. The Exhibitor must pay all costs incurred in the operation of its tabletop space. This provision specifically covers expenditures incurred for lights, power, water and other utilities or services in connection with its own space. All exhibits must be arranged so as not to obstruct the general view or hide the exhibits of others. A maximum height of 8’ will be permitted on all exhibit components and signage. Tabletop Exhibit space includes (1) draped 6’x2 ½’ table and (2) chairs. Exhibitors will have roughly 3’ behind their table for chairs and for any pull-up banners. Exhibitor should not exceed 8’ wide total in their space, to include the 6’ wide table. No rigging or hanging is permitted.

MOVE-IN AND MOVE-OUT
Exhibit material cannot be received at the Westin San Diego Gaslamp Quarter prior to the move-in date. Exhibitor must complete installation of its exhibit in contracted space no later than 11:00 am on Monday, May 13. Should Exhibitor fail to do so, Exhibitor will be deemed a “No Show” and its space shall be subject to reassignment or cancellation without notice. Exhibitor shall remove all its property from the Westin San Diego Gaslamp Quarter by 6:00 pm on Wednesday, May 15. If such property is not removed within the period of time for move-out, IEMDC 2019 Management may remove such property at Exhibitor’s expense. Early teardown or dismantling of Tabletop space by exhibitors is strictly prohibited. Show Management will monitor and enforce this policy. Please plan your travel accordingly. If full payment of space rental fee has not been received, the exhibitor will not be permitted to set up, nor will freight be delivered to tabletop space. The Westin San Diego Gaslamp Quarter does not have a loading dock or forklift, so all pallets need to be sent with a delivery truck that has a lift gate.

SAFETY REGULATIONS
The use or storage of flammable liquids, gases, or solids will not be permitted. Only a safety film can be used. Video presentation must be arranged so that aisles are not blocked. Exhibitors must adhere to all municipal and state laws, rules and regulations. No combustible decorations are allowed and other material must comply with fire department regulations.

SOUND DEVICES AND NOISE LEVEL
The use of devices for the mechanical reproduction of sound is prohibited. Any demonstration or presentation must be conducted at a low volume so that nearby exhibitors are not bothered.
LIABILITY
The Exhibitor assumes the entire responsibility and liability for losses, damages and claims arriving out of injury or damage to Exhibitor’s displays, equipment, and other property brought upon the premises of the Westin San Diego Gaslamp Quarter and agrees to indemnify and hold harmless show management, its parent affiliates, their heirs, executors, directors and assigns, its agent, servants and employees, against any and all liability, losses, damages, and claims. Exhibitor shall be fully responsible to pay for any and all damages to property owned by the Westin San Diego Gaslamp Quarter, its owners, and managers, which results from any act or omission of Exhibitor. Exhibitor agrees to defend, indemnify and hold harmless, the Westin San Diego Gaslamp Quarter, its owners, managers, officers or directors, agents, employees, subsidiaries, and affiliates, from any damages or charges resulting from Exhibitor’s use of the property. Exhibitor’s liability shall include all losses, costs, damages, or expense arising from or out of or by reason of any accident or bodily injury or other occurrences to any person or persons, including the Exhibitor, its agents, employees, and business invitees which arise from or out of the Exhibitor’s occupancy and use of the exhibition premises, the Westin San Diego Gaslamp Quarter, or any part thereof. All rules and regulations are subject to changes under this contract.

RESPONSIBILITY CLAUSE
Exhibitor assumes responsibility and agrees to indemnify and defend Meeting Management Services and the Westin San Diego Gaslamp Quarter and their respective employees and agents against any claims or expense arising out of the use of the exhibition premises. The Exhibitor understands that Westin San Diego Gaslamp Quarter does not maintain insurance covering the Exhibitor’s property and it is the sole responsibility of the Exhibitor to obtain such insurance.

CANCELLATION/REFUND
In the event the Exhibitor cancels its reservation for space, and does so on or before February 28, 2019, the Exhibitor will be refunded the rental fee less a $500.00 nonrefundable deposit per booth. Cancellations received after March 1, 2019 will forfeit the entire rental fee. No refunds will be made if space is not used, or for space not used part of the time. The foregoing regulations have been formulated for the best interests of all Sponsors and Exhibitors.

ELIGIBILITY
IEMDC 2019 reserves the right to determine the eligibility of any company or product for inclusion in the Exhibition. The acceptance of a tabletop space for the Exhibition does not carry the meetings endorsement of the equipment, supply or service displayed there.

SERVICES
Exhibitor must use qualified personnel (union or otherwise) for material handling, installing and dismantling exhibits, and other services as required by the convention centers rules and regulations.

COMPLIANCE WITH LAWS, RULES, AND SAFETY PRECAUTIONS
Exhibitor is responsible for knowledge of and compliance with all federal, state, and local laws, regulations, orders, and requirements applicable to Exhibitor’s participation in the IEMDC 2019, as well as all rules and regulations of the Westin San Diego Gaslamp Quarter and all related expenses and taxes. Exhibitor shall take all necessary measures to safeguard persons and property in the Coeur D’Alene Resort from any hazards associated with Exhibitor’s exhibit equipment. Exhibitor shall comply with applicable industry safety standards.
TERMS AND CONDITIONS

DELIVERY OF EQUIPMENT
Exhibitors will be responsible for delivery of their own equipment and/or display material to the Westin San Diego Gaslamp Quarter and for removal of equipment and/or display material. The Exhibitor assumes full responsibility for the delivery of its materials to the space, which is assigned for the purpose of exhibiting its product, service or materials. IEMDC 2019 assumes no responsibility for the performance of services by common carrier, express services, the U.S. mail, telephone and telegraph companies or any other service for which the Exhibitor may wish to make a contract.

ADVERTISING, CIRCULARS AND SOLICITATION
IEMDC 2019 Management reserves the right to prohibit distribution of souvenirs, advertising matter, or any other materials. Distribution from anywhere other than within Exhibitor’s Tabletop space is forbidden unless allowed by your specific sponsorship.

EXHIBIT PERSONNEL
Exhibitor must have staff present at tabletop during all event networking breaks, breakfasts, lunches and receptions unless previously arranged. Exhibitor’s personnel shall conduct themselves in a professional manner at all times.

AMERICANS WITH DISABILITIES ACT (ADA)
Exhibitor is solely responsible for ensuring that its tabletop space is in full compliance with the ADA, and for all costs related thereto.

FORCE MAJEURE
IEMDC 2019 Management may suspend or terminate this Contract without penalty in the event the Coeur D’Alene Resort becomes unavailable, is destroyed or damaged, or if it becomes inadvisable, impracticable, illegal, or impossible to hold IEMDC 2019 as scheduled due to any event beyond the control of IEMDC 2019 Management, including but not limited to the following: strike; lockout; injunction; emergency; act of God; act of war; curtailment of local, national, or international transportation facilities with a significant impact on domestic and/or international travel; and economic factors which make it impractical for IEMDC 2019 Management to hold the Exhibit as scheduled or otherwise perform its obligations hereunder (including the unavailability or inadequacy of the Westin San Diego Gaslamp Quarter). In such an event, Exhibitor hereby waives any and all damages and claims for damages and agrees that the sole liability of IEMDC 2019 shall be to refund to Exhibitor all payments made for exhibit space, less a proportionate share of all expenses incurred and committed by IEMDC 2019 Management, such as, but not limited to, advertising, hotel fees, etc., to the extent any monies remain after payment of such expenses.

INSURANCE
Exhibitor shall obtain insurance sufficient to cover liability for personal injury and for damage to third-party property resulting from its participation at the Exposition. It shall be solely the Exhibitor’s responsibility to obtain adequate additional insurance for Exhibitor’s participation in this event, including but not limited to insurance covering event cancellation and event interruption. IEMDC 2019 is not responsible for the loss of any material, whatever the cause. Exhibitors must leave their space clean. Exhibitors assume all responsibility for any damage their Exhibits may cause to the Westin San Diego Gaslamp Quarter. The obligations set forth in this Section shall survive termination, performance and expiration of the Exhibitor’s contract.
TERMS AND CONDITIONS

DAMAGE TO PROPERTY
Exhibitor shall be solely responsible for any and all damage to the Westin San Diego Gaslamp Quarter caused by Exhibitor, its contractors, or their respective officers, directors, employees, representatives, servants, agents, invitees, licensees, or subcontractors.

INDEMNIFICATION
Exhibitor agrees to defend, indemnify, and hold harmless IEMDC 2019, the Westin San Diego Gaslamp Quarter, the Operator, and their respective officers, directors, employees, and agents from and against any and all claims, demands, actions, causes of action, penalties, judgments and liabilities (including court costs and reasonable attorney’s fees) based upon or arising out of any act, omission, negligence, misconduct or breach of any material condition of this Contract by Exhibitor, its contractors, or their respective officers, directors, employees, representatives, servants, agents, invitees, licensees, or subcontractors.

NO LIABILITY
IEMDC 2019 and its agents will use reasonable care to protect Exhibitor against loss. The responsibility of IEMDC 2019 to Exhibitor does not extend beyond such endeavors; provided, however, that IEMDC 2019 Management may choose to provide a refund in an amount up to the fees actually paid by Exhibitor, at its sole discretion. In no event shall the IEMDC 2019 be liable for any indirect, consequential, punitive, or incidental damages, even if advised of the possibility of such damages. Exhibitor is solely responsible for the security of its property and the property of others under its control.

WAIVER
Exhibitor acknowledges that the IEMDC 2019, the Westin San Diego Gaslamp Quarter, and the Operator do not carry insurance coverage for Exhibitor’s property. Exhibitor agrees to bear all risk of any bodily injury (including death) or property damage or loss which Exhibitor or its contractors, or their respective officers, directors, employees, representatives, servants, agents, invitees, licensees, or subcontractors might sustain as a result of Exhibitor’s participation in the IEMDC 2019. Exhibitor hereby waives any and all rights of recovery, refund, or compensation for bodily injury (including death) or property damage against the IEMDC 2019, its Sponsors, the Westin San Diego Gaslamp Quarter, the Operator, and their officers, directors, employees, and agents based upon or arising out of Exhibitor’s participation in the IEMDC 2019, except such losses as may be the result of the sole gross negligence or willful misconduct of such parties.

GENERAL
The parties are independent contractors with respect to each other, and nothing herein shall create any association, partnership, joint venture or agency relationship between the parties. Neither party has any right nor authority to assume or to create any obligation or responsibility on behalf of the other party except as otherwise provided herein. The parties agree that all rights and obligations provided in this Agreement which do not expressly terminate pursuant to this Agreement shall survive beyond the term of this Agreement and shall remain in full force and effect in perpetuity. This Agreement represents the entire agreement of the parties and supersedes any other understanding of the parties concerning the subject matter herein. This Contract may be modified only with the written consent of IEMDC 2019 Management. The waiver of a breach of any of the terms hereof or of any default hereunder, shall not be deemed a waiver of any subsequent breach or default, whether of the same or similar nature, and shall not in any way affect the other terms hereof. No waiver or modification shall be valid or binding unless in writing and signed by the waiving party. All provisions of this Agreement shall be severable and no provision shall be affected by the invalidity of any other provision to the extent that such invalidity does not also render such other provision invalid. All notices required under this Contract shall be considered given when deposited in the U.S. mail, certified, return receipt requested, addressed to the respective parties as listed on the first page of this Contract.