For more information about sponsorship please contact

Sam Pirani
Commercial Director
T: +44 (0)1959 563311 ext 2037
E: spirani@russellpublishing.com

Andrew Holland
Sales Manager
T: +44 (0)1959 563311 ext 2060
E: aholland@russellpublishing.com

Paul Hepburn
Sales Manager
T: +44 (0)1959 563311 ext 2084
E: phepburn@russellpublishing.com

Andrew Menniss
Sponsorship Sales Manager
T: +44 (0)1959 563311 ext 2036
E: amenniss@russellpublishing.com
The big picture

Now in its 10th year, *Airport IT & Security 2018* brings together Airport Directors, CIO’s and Heads of Security, IT and Operations for two days of invaluable insight. The conference will discuss and debate the latest developments, threats, challenges and opportunities facing today’s airports, and provides comprehensive insight into the handling of real life emergency situations.

Sponsorship of *Airport IT & Security 2018* will provide your company with unique access to this audience; raise your company profile, launch new products, showcase and demonstrate your company’s products and services, network and create business opportunities with global airport decision makers.

About the organiser

*International Airport Review* is the leading source of information for the airport and aviation community, covering topics such as passenger experience, airside operations, terminal operations, security, information technology, ATC/ATM, airport development and construction, and design.

Our bi-monthly printed magazine provides in-depth articles from the world’s leading airports and airlines, whilst our website features interviews, in-depth analysis, news, technical papers and case studies.

Global Airlines & airports to invest

$33bn in IT over the next 12 months

Global airport security market to exceed a spend of

$12.8bn by 2023

THE EVENT WILL BRING TOGETHER

1. Chief Operations Officers
2. Chief Information Officers
3. Chief Technology Officers
4. IT Directors
5. Heads of Security
6. Heads of Data
7. Heads of Technical
8. Heads of Risk
11. Heads of Operations

Previous speakers include

- Philip Baum, Managing Director, Green Light Ltd
- Fiona Hill, Head of Security Compliance & Training, Heathrow Airport
- Simon Calder, Travel Journalist, The Independent
- Debra Blaskett, General Manager Safety & Security, Perth Airport
- Houman Goudarzi, Project Manager, Technology & Innovation, IATA
- Eva Komender-Nemcova, Manager Baggage Network Services, Etihad Airways
- Velissarios Eleftheriou, Airport CNS/ATM Development Manager & A-CDM Implementation Manager Strategy & Development, Dubai Airports
- Tony Chapman, Senior Director Strategic Programmes, Global Airports, Rockwell Collins
- Anne Carnall, Program Manager, IATA
- Edward Bushman, Director of Emergency Management, Los Angeles World Airports
- Lucy McAuliffe, Security Operations Manager, Gatwick Airport
- Captain Martin Drake, Chairman of the BALPA Security Committee, British Airline Pilots Association
- Marc Pearl, President and CEO, Homeland Security & Defence Business Council
If you operate in the Airport IT and Security sectors here are some compelling reasons why you need to attend International Airport Review’s Airport IT & Security 2018 event.

Since 2007, 2,255 delegates have attended our events. That’s the equivalent of 11 Boeing 737 jets.

1,186 companies have been represented at our events, nearly twice the number of companies listed on the Frankfurt Stock Exchange.

Attendees have travelled from 79 countries.

Our visitors include the industry’s most influential figures.

800 presentations have been delivered, providing 125 hours of unmissable data and analysis. Industry leaders and delegates from as far afield as China, USA and the Philippines, have participated and benefited from our events and taken away valuable new insights into their areas of expertise.
## SPONSORSHIP OPPORTUNITIES

### SPONSORSHIP PACKAGES

<table>
<thead>
<tr>
<th>Features</th>
<th>Platinum Sponsor</th>
<th>Gold Sponsor</th>
<th>Silver Sponsor</th>
<th>Bronze Sponsor</th>
</tr>
</thead>
<tbody>
<tr>
<td>Recognised as a conference sponsor, at sponsorship level</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
</tr>
<tr>
<td>Identified as a headline sponsor of either IT or Security</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
</tr>
<tr>
<td>Premium speaker slot - 15 minutes on Day 1 of sponsored stream</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
</tr>
<tr>
<td>15 minute speaker opportunity (subject to availability)*</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
</tr>
<tr>
<td>Panel discussion - as moderator or panellist</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
</tr>
<tr>
<td>Conference exhibitor (3x2m area)</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
</tr>
<tr>
<td>Conference exhibitor (4x2m area)</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
</tr>
<tr>
<td>Social media coverage - pre + post + live / video interview</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
</tr>
<tr>
<td>Social media coverage - live</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
</tr>
</tbody>
</table>

### BRANDING BEFORE THE EVENT

- Acknowledgement in event promotional material as a sponsor
- Spotlight interview in the *International Airport Review* event preview
- Full-page advert in the *International Airport Review* event preview
- Company logo and 150-word profile on conference website
- Acknowledgement in event promotional material as exhibitor

### BRANDING AT THE EVENT

- Company logo on delegate badges
- Company logo on select materials throughout the conference area
- Company logo at the top of the stage set of your sponsored stream
- Company logo on stage set in conference room
- Spotlight interview in delegate programme
- Company logo and 150-word profile in delegate programme
- Full-page advert in delegate programme
- Half-page advert in delegate programme
- Branded material for insertion in the delegate pack

### SPEAKER & SPONSOR DINNER PASSES

- Package includes the following number of dinner invites: 4 3 0 0

### DELEGATE PASSES

- Package includes the following number of delegate passes: 4 3 2 2

### POST EVENT

- Sponsors supplied with attendee list (name, job title and company)

### Prices

- **Platinum Sponsor**: £15,000
- **Gold Sponsor**: £12,500
- **Silver Sponsor**: £10,000
- **Bronze Sponsor**: £5,000

---

*Speaking slots are limited within the programme. They will be allocated on a first come first serve basis.

Other sponsors are encouraged to contact the sales team to discuss alternative branding/merchandise opportunities, such as a live product demonstration.

**Contact:**
T: +44 (0)1959 563311 ext 2060

---

For more information about these additional sponsorship opportunities, turn to Page 5

---

**OTHER SPONSORSHIP OPPORTUNITIES**

- SPEAKER & SPONSOR DINNER: £10,000
- REGISTRATION SPONSOR: £7,500
- NETWORKING DRINKS RECEPTION: £5,000
- DELEGATE LANYARDS: £4,000
- DELEGATE BAGS: £4,000
- COFFEE BREAKS - 1 DAY: £3,000
- LUNCH BREAKS - 1 DAY: £3,000
- STATIONERY: £1,500
- SEAT DROP: £750
OTHER SPONSORSHIP OPPORTUNITIES

1. Speaker & Sponsor Dinner
   As sponsor of the Airport IT & Security 2018 dinner your company logo will be prominent on all pre-event marketing and on each guest menu. You will have the opportunity to make a short welcome speech. The dinner is exclusively reserved for speakers, sponsors and VIP guests.

2. Registration
   All speakers, sponsors, delegates and VIPs are required to register, thereby giving the registration sponsor a unique opportunity to showcase their brand. We will place your company logo on our attendee badges and pre-event booking and registration forms.

3. Networking Drinks Reception
   The hosting of the drinks reception is a significant branding opportunity and a chance to meet and network in a relaxed environment. You will be acknowledged as Networking Drinks Reception sponsor in the delegate programme and your logo will be displayed on the conference screens prior to the reception where your own advertising pull-up banners will be on display.

4. Delegate Lanyards
   Lanyards provide an excellent opportunity to ensure your brand has a strong, all-day-long presence at the event. You can supply your own lanyards, or we can provide a quote to supply them for you.

5. Delegate Bags
   Delegate bags are personally handed to each attendee and will include the delegate programme and other promotional materials. You can supply your own bags, or we can provide a quote to supply them for you.

6. Coffee Breaks - Per Day
   As our refreshment break sponsor we will display your own advertising pull-up banners, throughout the exhibition area, during the breaks. You will be acknowledged as Tea & Coffee Break sponsor in the delegate programme.

7. Lunch Break – Per Day
   As our lunch break sponsor we will display your own advertising pull-up banners, throughout the exhibition area, during the lunch break. You will be acknowledged as Lunch Break sponsor in the delegate programme.

8. Stationery
   Branding of notepads and pens offers the opportunity to sponsor an item which will be both used at the event, and taken away, thereby increasing your brand awareness. You can supply your own merchandise, or we can provide a quote to supply this for you.

9. Seat Drops
   We will distribute your company literature on each delegate seat, within your chosen stream, either before a refreshment break or lunch.
"Airport 2017 provided a unique forum to see the latest issues in IT presented by industry experts, along with an unparalleled opportunity to network with my existing peers and to connect with new ones." Birmingham Airport Limited

"Good quality of speakers and participants with a great balance of giving and sharing information alongside networking." ACTS

"Well organised event. Recommended to keep updated with ongoing developments and new technologies." ACTS

"Perfect organisational industry gathering to learn from each other and to see innovations." DLR

"When preparing for an event you have expectations. When you can hit your expectations, and leaned more than you hoped for, one conclusion is in place - Great event!"

"Great variety of topics and level of detail." Munich Airport

"Very enriching - opportunity to meet people and learn a lot of new things - very relevant to my job."

"A great conference, at a great location. International Airport Review is building trust amongst individuals and companies." Brooklyn Associates Ltd

"Excellent event! Looking forward to 2018 in Amsterdam"