

IAOP EOS18

Marriott Brussels
Grand Place

Brussels, Belgium

11-14 June, 2018



Sponsorship Prospectus





IAOP® is the global association that brings together customers, providers, and advisors in a collaborative, knowledge-based environment that promotes professional and organizational development, recognition, certification and excellence to improve business service models and outcomes. With a community of members and affiliates worldwide, IAOP is the leading professional association for organizations and individuals involved in transforming the world of business through outsourcing.

IAOP hosts the world's best-known and most highly-respected executive conferences and forums on the topic of outsourcing. Every IAOP event is first and foremost about learning and networking, and its programs are designed by the leaders in the field.

At IAOP's conferences, outsourcing customers, providers, advisors and academics come together. Game-changing ideas are shared. The latest trends and opportunities are identified. And, hundreds of millions of dollars of business deals are initiated and made. First produced in 1998, the conference series has been held nearly 40 times on five continents and is renowned for the quality of its speakers and the depth and breadth of its educational programs.



why sponsor?

Taking part in the Outsourcing World Summit® Conference Series is your key to meaningful engagement with decision-makers from the world's largest buyer organizations involved in the world of outsourcing, shared services, GBS, and captives across strategic partnership models. Gain a proven, unparalleled opportunity to reach influencers and open doors for your services by sponsoring or exhibiting at EOS18!

If your goal is to enhance the global visibility of your organization and make deep connections with real buyers, you can't afford to miss this highly-interactive, innovative and energetic networking and educational conference.

EOS18 sponsors and exhibitors:

- *Gain access to decision-makers who are responsible for seeking out and developing business partnerships.*
- *Cultivate new and existing relationships face-to-face — the most effective method for initiating and developing trust and lasting relationships.*
- *Promote their organization's capabilities and build their brand as well.*

Don't let this once-a-year opportunity to meet your target market pass you by — maximize your marketing dollars by getting involved today!



**Contact Scott Douglas, Director of
Association Development at
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or +1.845.452.0600 ext. 103.**

from companies like:

Accenture • American Express • Ancestry.com • Allianz • Applied Materials • Aramark • ASTRA • AstraZeneca • Asurion • AT&T • Avasant • BASF • Boeing • Boston Scientific • BP • Bristol-Myers Squibb • Canon • Capgemini • CBRE • CGI • Citi • Colliers International • Comcast • Credit Suisse • Daimler • Danone • Deloitte • Diebold • Discover Financial Services • Disney • Ernst & Young • Facebook • Fannie Mae • GE Capital • General Motors • Genpact • Germany Trade & Invest • Goodyear • GoDaddy • Gorrissen Federspiel • Guardian Life • HBC • HCL • Hess • Hotwire.com • HP • Humana • IBA • IBM • Infosys • Intel • Intetics • ISS • Johnson & Johnson Consumer Group • KellyOCG • Kimberly-Clark • Kodak • KPMG • London School of Economics • Luxoft • Manulife Financial • Mattel • MAYKOR • McGraw-Hill Companies • Merck • MetLife • Microsoft • Molson Coors • Morrison & Foerster • Neo Group • Neusoft • Nike • Nordea Bank • Nokia • Orange Business Services • PepsiCo • PETCO • Pillsbury Winthrop • Pitney Bowes • PNC Bank • Procter & Gamble • Qantas Airlines • Quint Wellington Redwood • Rio Tinto • Sanofi • Shaw Pittman • Sodexo • Sprint • State Farm • Strategy& • Symantec • TCS • Teleperformance • Thomson Reuters • Time Inc • TransUnion • UBS • Unilever • Union Bank • UTC Aerospace Systems • Viacom • Vodafone • Walmart • Wells Fargo • Western Union • Whirlpool • Wipro Technologies • Zurich Insurance • and more!



what are summit delegates saying?

It is great to find an event that has a mesh of end-users, providers, advisors, and academics who are all contributing in their own way to the study of outsourcing. The conversations stretch from digital transformation to sourcing and vendor management - that is a true value add. It is a great opportunity to my regional peers as well, and we will continue to attend both the US and EMEA events by IAOP.

— Patrick Corcoran, Luxoft

EOS is an important business event for outsourcing professionals. It creates opportunity not only to gain great knowledge, but also to meet the people you read about in the business press.

Extremely well organized event and great networking across Europe. Sessions were informative and I learned a great deal about practice.

— Vishal Khanna

Knowledge. Networking. Great business climate.

EOS is on its way to becoming Europe's flagship outsourcing event with its attendance, the quality of its speakers and the topics covered. It has an outstanding body of knowledge, which is expanding every year as well as a platform for in-depth networking.

— Marko Kovacevic, Trizma

EOS in Amsterdam was another well executed and value added event. The topics and speakers offered great insights to topics that are relevant to me as a person on the buy side of outsourcing.

These events always attract industry thought leaders and I always am enriched by participating in these events.

— Michael Nacarato, COP, Freedom Mortgage



sponsorship opportunities

Platinum Sponsor (2) — \$25,000

- Emcee (Day Host)
- Keynote Session with Client
- Logo on Reg Bag or Lanyard (first come, first choice!)
- Table-top exhibit space
- 1-page flyer or promotional item inserted inside the registration bags
- Four complimentary passes
- Four complimentary client passes
- Premium placement on all Summit promotional pieces, website, onsite banners and signage

Cocktail Reception (2) — \$11,000

- Taking place on Monday, 11 June and Tuesday, 12 June these receptions are always well attended, and all appreciate the cocktails and hors d'oeuvres and networking after a full day!
- Includes an introduction by IAOP's CEO and a 5-minute toast
- On-site signage with company logo
- Napkins printed with your company logo
- Event webpages hyperlinked to the sponsor's website

Gold Sponsorship (4) — \$17,000

- Breakout Session with Client
- Table-top exhibit space
- Two complimentary passes
- Two complimentary client passes
- Placement on all Summit promotional pieces, website, onsite banners and signage
- 1-page flyer or promotional item inserted inside the registration bags

Attendee Pen & Notepad Sponsorship — \$4,000 SOLD!

- One organization will have the opportunity to have their logo imprinted on the pen and notepads distributed to all EOS18 delegates. In addition, sponsor also receives logo in the program and on the event's website.

Charging Stations — \$4,000

- Registration area placement of one power station featuring your logo and branding. Available throughout the event. Sponsor also receives logo in the program and on the event's website.

Bronze Sponsor (4) — \$6,000

SOLD OUT!

- Table-top exhibit space
- Two complimentary passes
- Placement on all Summit promotional pieces, website, onsite banners and signage
- 1-page flyer inserted inside the registration bags

Refreshment Breaks — \$3,000

- Get brand recognition with attendees and exhibitors alike as they stop to refresh themselves with water or a cup of coffee! Prominent display of sponsor's logo on single-use coffee cups and drink cups at all refreshment breaks. Sponsorship includes logo in the program and on the event's website.



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