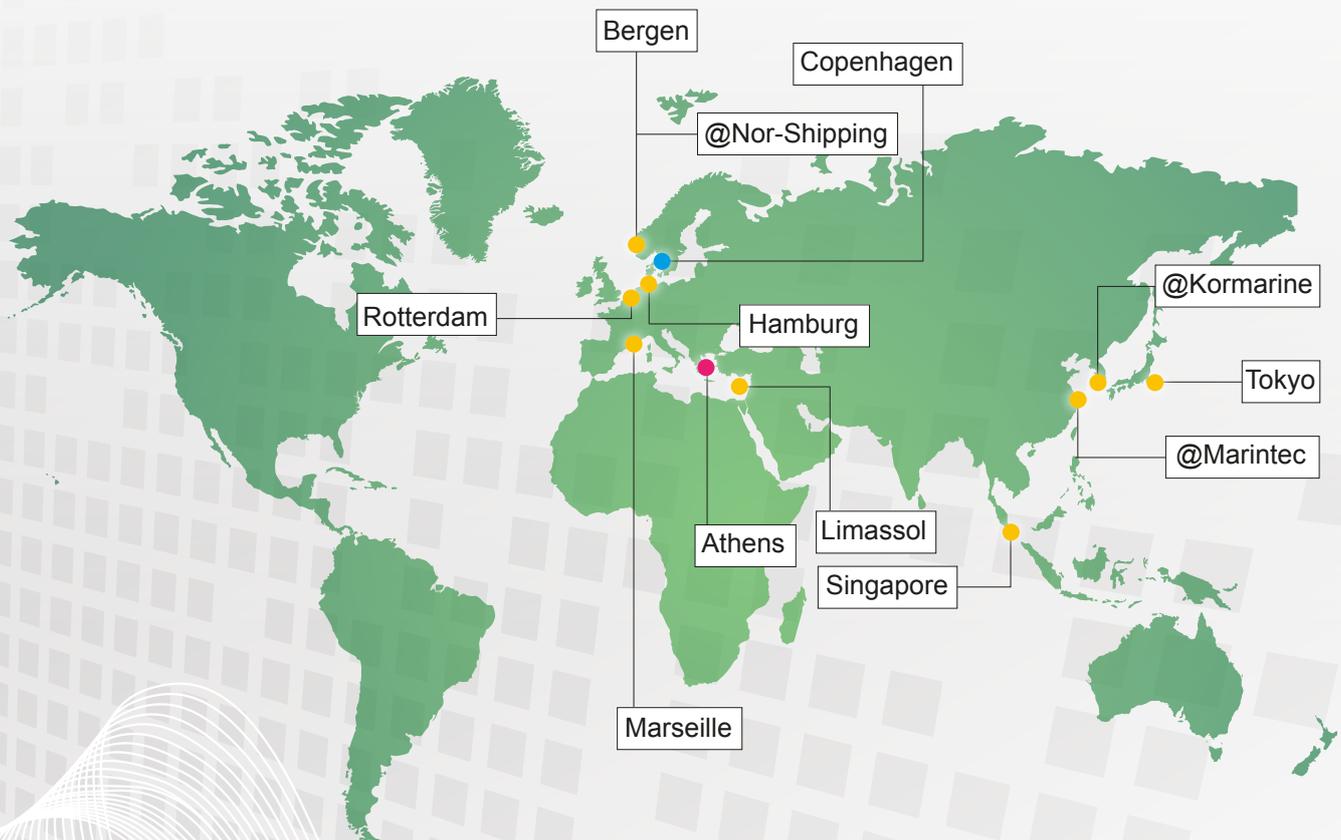


Digital Ship

MARITIME TECHNOLOGY CONFERENCES
& EXHIBITIONS

EVENTS 2017



Exhibition & Sponsor Sales Manager

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DIGITAL SHIP EVENTS 2017

Digital Ship Conference & Exhibition

Athens, 1 & 2 November 2017

This, the longest established two-day Digital Ship Conference & Exhibition, will cover all the main technical and strategic issues of the day, including;

- **Beyond Connectivity: Developments and Lessons in Maritime Communications**
- **Smart Strategies and Business Intelligence for Efficiency in Vessel Operations**
- **The iShipping Revolution: Harnessing Maritime Innovation and Disruptive Influence**
- **Over the Bridge: Developments in eNavigation and ECDIS Performance**
- **Crew Connect: Technology for Crew Talent, Training and Welfare**

Why Athens?

At the last Digital Ship Athens in 2015, there were over 360+ attendees, including 190 end-users, all there to investigate the evolution of communications and technology, and the impact of these developments, with their peers and other industry experts. The event has become the annual central meeting point for end users, suppliers, and all those with an interest in learning how technology is influencing the decisions made by ship owners and managers.

In 2017, conference sessions will incorporate presentations from key suppliers and end users – with added panel sessions to summarise each of the core issues and provide an open discussion forum.



Digital Ship's Maritime CIO Forums

CIO Cyprus – 14 February 2017

CIO Mediterranean – 4 April 2017

CIO Hamburg – 3 May 2017

CIO@Nor-Shipping – w/c 29 May 2017 (Oslo)

CIO Tokyo – 5 September 2017

CIO Rotterdam – 26 September 2017

CIO Singapore – 4 October 2017

CIO@Kormarine – w/c 23 October 2017 (Busan)

CIO Bergen – 23 November 2017

CIO@Marintec – w/c 4 December 2017 (Shanghai)

These one-day Forums, with table-top exhibition displays, will take a more strategic (rather than technical) look at highlighted and topical questions, to consider: innovation, trends, and the evolution and impact of maritime technology from a business perspective, with topics including;

- **The Maritime Satcom Summit** - Beyond connectivity - evolution or revolution?
- **The Cyber Challenge** - Future proofing your infrastructure
- **Crew Connect** - Reviewing crew communications, training and welfare
- **The iShipping Revolution** - How big data, IoT and analytics are bringing a shift in smart shipping and how can we harness disruptive influence to deliver innovation and opportunity

Why more CIO Forums in 2017?

We are launching our successful CIO Forums in 3 new carefully selected shipping hub locations, to provide greater access to these markets for our sponsors & exhibitors. In several locations we have refreshed the two-day format to these more intensively focused one-day forums to give better ROI to our sponsors & exhibitors.

DIGITAL SHIP EVENTS 2017

Digital Ship's iShipping Conferences

NEW

Copenhagen, 1 & 2 March 2017

We are pleased to announce the launch of a new conference - iShipping Europe, designed to explore all the issues surrounding the iShipping Revolution, and discuss how to adopt these. The maritime sector is on the cusp of dramatic change, with questions to delve into such as; how can we harness all this data and information to build our own businesses and make them smarter, safer, and more sustainable?

The audience will leave with actionable take-aways having looked at:

- **innovation and influence** – using technology as a key differentiator, and disruptive lessons from across industry
- **information overload** – how to capture and analyze (the right) big data
- **IoT and connected ships**
- **integrated operations** – connecting ship to shore
- **investment** – how to choose the right path for your business & how to measure ROI

Features

- **Panel discussions, debating forums, breakout workshops and interactive sessions** will be the absolute focus of these events.
- **Discussions will be led and driven by end users** – the very people who are pioneering these transformations, and **all speakers will be carefully vetted by an Advisory Committee** made up of some of the industry's foremost experts.

Topic Focused Event

- **The Cyber Challenge Rotterdam - 31 January 2017**
- **The Cyber Challenge Athens – 25 April 2017**
- **The Cyber Challenge Hamburg – 19 October 2017 (TBC)**

Having hosted two very successful topic-focused events, The Cyber Challenge, during Posidonia and SMM in 2016, we are excited to go back to Athens and also bring one to Rotterdam in 2017. These will be further developed into a full day forum with extended discussion on what policies, guidelines and best practices are already in place, and how the industry can identify, quantify and mitigate cyber risk. The Forums will also ask if there is a gulf between perception and reality, and what are the real business risks.



SPONSORSHIP & EXHIBITION OPPORTUNITIES

There are four tiers of title sponsorship options, offering prominent branding and a place in the programme as a speaker/panellist/moderator, providing even more opportunity to enhance your exposure; the packages also include exhibition stands and delegate passes.

4 Tiers of Title Sponsorship

1. Global – currently not available.

2. Exabyte – one exclusive package

- 1 Speaker slot at each event*
 - Registration & Badge Sponsorship
 - Logo exclusively displayed on Registration sign and badges with acknowledgement of sponsorship (note: there will be Global Sponsor's logo next to the event title on sign and badges.)
 - Exhibition stand – shell scheme at two day events, table top at one day events. At the tradeshow events this is subject to availability.
 - Delegate Passes – x4 for internal staff only
 - Well-positioned logo/profiles on the event website and on the WebApp, and logo on all marketing materials, including e-blasts
 - Add on option: Sponsor has the option to host a pre-event (where possible) dinner or drinks reception for speakers and other VIP guests. Prices and options to be discussed with Digital Ship sponsorship manager.
 - Discounted passes for further colleagues, and discounted rates for sponsor business partners
-

3. Petabyte

- 1 Speaker or 1 Panel slot at each event**
 - Exhibition stand – shell scheme at two day events, table top at one day events. At the tradeshow events this is subject to availability.
 - Delegate Passes – x3 for internal staff only.
 - Well-positioned logo/profiles on website and on the WebApp, and logo on all marketing materials including e-blasts
 - Sponsorship of one of the following 2 options, the WebApp or Wi-Fi sponsorship included. (First come first served.)
 - Discounted passes for further colleagues and discounted rates for sponsor business partners
-

*Which slot at which events is to be discussed with Organiser. Speakers, panellists, sessions and topic to be guided by Digital Ship conference producer. Time of booking will be critical factor for this discussion. Sponsors must follow Digital Ship presentation guidelines, which will be provided. Any sponsor who does not adhere to the guidelines, Digital Ship reserves the right to cancel future presentations/panels with no penalty.

4. Terabyte

- 1 Panel slot at each event*
 - Delegate Passes – x2 for internal staff only
 - Lunch or Coffee Break Sponsorship (First come first served)
 - Exhibition stand – shell scheme at two day events, table top at one day events. An availability is subject at the events at tradeshows
 - Well-positioned logo/profiles on the event website and on the WebApp, and logo on all marketing materials including e-blasts
 - Discounted passes for further colleagues and discounted rates for Sponsor business partners
-

*! Important, applied to all title sponsorship options: Speaker/panel/topic/session to be agreed with Digital Ship conference producer. Sponsor must follow Digital Ship presentation guidelines., which will be provided. Any sponsor who does not adhere to the guidelines, Digital Ship reserves the right to cancel future presentations/panels with no penalty.

SPONSORSHIP & EXHIBITION OPPORTUNITIES

Summary of Title Sponsorship Inclusions

Items included	Global	Exabyte	Petabyte	Terabyte
Workshop	v			
Speaker Slot	v (**)	v	v (**)	
Panel Slot				v
Exhibition Stand	v	v	v	v
Lanyards Sponsorship	v			
Notepads & Pens Sponsorship	v			
Registration & Badge Sponsorship		v		
WebApp or Wi-Fi Sponsorship			v	
Dinner or Drinks Reception Sponsorship	v			
Lunch or Coffee Break Sponsorship				v
Add on: sponsorship of pre-dinner or drinks for speakers or VIPs		v		
Number of Delegate Passes	6	4	3	2
What tier of branding on website and all materials	1	2	3	4
How many options of this sponsorship are available	1	1	2	2-4(***)

Exhibition Opportunities

There are comprehensive exhibition packages available at each event stream. These opportunities do not include any assured place in the conference programme/s. You may of course send your proposal to the Conference Producer for consideration, but this offers no guarantees.

Exhibition Stand Package

- 1 shell scheme stand at 2 day events / 1 table top display stand at one day events, excluding those organized during external @tradeshows – TBC
- 3 delegate tickets for two day events / 2 delegate tickets for one day events – all only for internal company staff (not for partners or business contacts)
- Logo/profiles on the event website and on the WebApp, and logo on all marketing materials, including e-blasts
- Discounted passes for further colleagues and discounted rates for Sponsor business partners

Also other types of sponsorship, such as Power Station Sponsor, Water Station Sponsor, Photography Sponsor, Internet Café Sponsor, etc, can be discussed upon request.

CALENDAR 2017 AT A GLANCE

The Cyber Challenge Rotterdam	31 January
Maritime CIO Forum Cyprus	14 February
iShipping Europe: Copenhagen	1 & 2 March
Maritime CIO Forum Mediterranean: Marseille	4 April
The Cyber Challenge Athens	25 April
Maritime CIO Forum Hamburg	3 May
Maritime CIO Forum@Nor-Shipping	w/c 29 May
Maritime CIO Forum Tokyo	5 September
Maritime CIO Forum Rotterdam	26 September
Maritime CIO Forum Singapore	4 October
The Cyber Challenge Hamburg	19 October
Maritime CIO Forum@Kormarine	w/c 23 October
Maritime CIO Forum Bergen	23 November
Maritime CIO Forum@Marintec China	w/c 4 December

Dates/Locations are subject to change by Organiser.

For any enquiry, contact **Youngsuk Park, Exhibition & Sponsorship Manager** at Digital Ship via young@thedigitalship.com, or on **+44 (0)20 7017 3409**.



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