

2017 PARTNERSHIP OPPORTUNITIES

2017 Water Desalination Symposium Africa

Date: 24th, 25th & 26th May 2017

Venue: Southern sun Elangeni & Maharani ,Durban, South Africa

Solving Africa's Water Crisis. Collaboration , Collective Action and Increased Investment

EXPECTED ATTENDANCE

150

Meet 150 Top Decision Makers From:

SOE's, CEO's, COO's, Chief Technology officers, Plant Directors, Plant Managers, Quality Managers, Engineering Managers, Water Resources Directors, Heads of Desalination, Water Treatment Directors, Technical Directors, Desalination Managers, Marketing managers, Business Development Managers, Water & Power Investors Advocates, Government Ministries, Municipal Sectors, Industrial Sectors, Desalination Plant operators and owners, Power and Desalination Utilities and Desalination Equipment Manufacturers

SPEAKERS & PANELISTS

18

3 key note presentations from industry experienced leaders. Case study driven discussions and ½ day workshops on plants and desalination processes



Accredited Training
Provider By Services SETA
Accreditation No.
2287



Symposium Venue
Southern sun
Elangeni & Maharani
,Durban, South Africa

63 Snell Parade
 Durban 4001, South Africa
 Hotel Reservations & Customer Contact
 Centre
 +27 11 461 9744 | 0861 44 77 44
 Southern Sun Elangeni & Maharani
 Contacts
 +27 31 362 1300

<https://www.tsogosun.com/sandton-sun-hotel>

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OVERVIEW

Africa is facing unprecedented water shortages, various stakeholders from government and industry have come up with suggestions and solutions that will be critical to sustain the water supply beyond 2025. It has been recently reported that the city of eThekweni in South Africa last year signed a memorandum of agreement with Japan's New Energy and Industrial Technology Development Organization (Nedo) to build the R600-million water desalination plant, a first in Africa. The pilot project has been described by the city as Energy-saving and environmentally-friendly water-desalination technology, as it will use 30% less energy than conventional desalination methods.

Is the financing of such a project viable.....? Are we getting any value for our money from this investment.....? Have we exhausted all the possible options.....? Is the technology environmentally friendly? What happens to the brine.....? Is using 30% less of our already depleted energy supplies the answer...? Is the proposed project going to create jobs for the locals? What is water desalination.....? We ask ourselves all these questions, are we getting the right answers? This Symposium seeks to create a platform to answer all these questions.

Water shortages in Africa have led to water rationing and this has affected homes and industry, causing a negative impact to the economy, not to mention the spread of diseases. This Symposium will unwrap innovative ways of tackling water shortages and government initiatives across the continent. Major players from government, industry and commerce will meet to discuss the way forward, to find out if Public Private Partnerships are the solution to the water crisis in Africa.

To most African countries, the real headache is where the funds are going to come from? Are PPP's the way to go...? Is the corporate world willing to be part of such a project....? Are there proper project management tools in place? Are we getting any expert advice from those already using this method of water purification...? AMC International is proud to present this 2-and-a-half-day Symposium on how best we can tackle this water shortage threatening to wreak havoc to the continent.

I look forward to welcoming you at the Africa Water Desalination Symposium 2017

ABOUT AMC INTERNATIONAL

AMC has built up a comprehensive reputation for delivering cutting edge business to business events that match international industry standards on every level. Based in Johannesburg the commercial nerve center of Africa, AMC International was founded in 2001. Our service and product offering include: conferences, corporate sponsorship and hospitality, exhibitions and tailored corporate training. AMC international also maintains a fully- fledged office in Nairobi Kenya which is strategically positioned to penetrate the Eastern and Western African markets.

Over the years we have been strategically focused on fine tuning the most effective dissemination of business information to niche and specialized markets. AMC has built a vast variety of industry relationships that allow us to creatively leverage off the best-of-breed solutions and expertise so as to continuously offer our clientele and partners the very best in business information, knowledge and skills transfer. As a credible, reputable and globally recognized and accredited institution, we guarantee you strategic innovation and absolute value.

Welcome to AMC International.

WHY SHOULD YOU PARTNER?

- Get cost effective marketing exposure and branding to your target audience.
- Face-to-face meetings with your best prospects at the event
- Position and profile yourself as an industry leader
- Increase your brand recognition
- Create new partnerships and alliances
- Develop relationships through new networking opportunities
- Showcase new applications to a targeted audience of decision-makers
- Learn about the industry's most pressing issues
- Invite your key clients to attend the conference and let them see you outshine your competition
- Gain valuable industry research
- Increase your potential to secure new business opportunities



Why this Summit is a must attend!

To most African countries, the real headache is where the funds are going to come from? Are PPP's the way to go? Is the corporate world willing to be part of such a project? Are there proper project management tools in place? Are we getting any expert advice from those already using this method of water purification? AMC International is proud to present this 2-and-a-half-day Symposium on how best we can tackle this water shortage threatening to wreak havoc to the continent.

Highlight are:

½ **day** workshop Desalination Process with Boaz Keinan (IDE Head of RO Process Department)

½ **day** workshop Desalination Plants- Project Management with Ran Meerovitch Director, Special Projects IDE Technologies Ltd
Case Study on Sorek Desalination Plant (**The World's Largest and Most Advanced SWRO Desalination Plant**)

Government Funding & Initiatives

PPP's initiatives

Site Visit to eThekweni Water Desalination Pilot Project (The Bluff)

Who You Can Expect To See At This Event...

SOE's, Local and National Government Leaders, CEO's, Project and Investment Managers, Heads of Development and Sustainability, Finance Directors, Corporate Affairs Directors, Operations Directors, CSR?CSI Executives, Engineers etc.

Geographical breakdown



■ South Africa - 60%
■ Rest of Africa - 40%

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Conference Programme

Conference Programme	
Presentations	Panel Discussions
<ul style="list-style-type: none">• The technical aspects of Water Desalination• BOT Desalination Projects and their Financing in a nutshell• The future of Desalination Plant Design• eThekwini Water Desalination Proposed Pilot Project	<ul style="list-style-type: none">• The future of Water Reuse in South Africa• International Partnerships• Funding of Big Projects in South Africa• Bilateral Development Finance and Development• Is Desalination the best option for Africa• Industry and commerce CSR and Initiatives• Climate Change, Training and Development
Day 3 Workshop:	
Site Visit to eThekwini Water Desalination Pilot Project (The Bluff)	

STRATEGIC PARTNERSHIP PACKAGES

Date: 24th, 25th & 26th May 2017

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Diamond Partnership (1 partner)

At the conference

- Your corporate logo will be included in the conference brochure, Delegate pack and event backdrop as diamond sponsor which is sent out approximately 5000 prospective delegates. Your corporate logo will be included in any pre & post-marketing campaigns for this event.
- Exclusive Branding of the Event, Official event website with direct link to sponsors home page
- You will receive six (6) complimentary delegate tickets to attend the event either for colleagues, key new business prospects or existing clients
- Diamond sponsor Expo area (6x3) 18m2 with an electrical power point. If you require a dressed table and two chairs will be destroyed two members of your staff can attend to man your stand
- Insert your full colour company brochure, letterhead documentation into each delegate file
- Run a promo video of your company at the event
- Brand the workshop arena at the event.
- 15% percent discount to your client base(unlimited registration)
- Your company may provide a senior executive to present a case study at the conference for approximately an hr.
- Brand the conference lunch area as well as the exclusive networking cocktail at the end of day 1. You decide who you would like to see there. A company representative may address the delegates.
- You will receive the full confidential delegates list after the event
- Co-brand the event
- Chair a session at the event.
- 1 pull-up stand at registration counter and 1 poster display at the exhibition area
- Sponsorship and company mention in press releases and in all media interviews which deemed appropriate (conditional)

DIAMOND PARTNERSHIP INVESTMENT
=ZAR 200 000

Platinum Partnership (3 partners)

At the conference

- Your corporate logo will be included in the conference brochure, delegate pack and event back drop as platinum sponsor which is sent out approximately 5000 prospective delegates. Your corporate logo will be included in any pre & post-marketing campaigns for this event.
- Visibility in Conference e-promotions
- You will receive four (4) complimentary delegate tickets to attend the event either for colleagues, key new business prospects or existing clients
- 12m2 (4x3) exhibition space with an electrical power point. If you prefer, a dressed table and two chairs will be provided. Two members of your staff can attend to man your stand
- Insert your full colour company brochure, letterhead documentation into each delegate file
- 10% percent discount to your client base (up to 20 registrations)
- Your company may provide a senior executive to present a case study at the conference for approximately 45 minutes to an hr.
- Brand a conference lunch for all attendees and speakers on day 2 of the conference.
- You will receive the full confidential delegates list after the event
- 1Poster Display at the exhibition

PLATINUM PARTNERSHIP INVESTMENT
=ZAR 150 000

Gold Partnership (4 partners)

At the conference

- Your corporate logo will be included in the conference brochure as gold sponsor which is sent out to approximately 5000 prospective delegates. Your corporate logo will be included in any pre & post-marketing campaigns for this event.
- You will receive three (3) complimentary delegate tickets to attend the event either for colleagues, key new business prospects or existing clients
- 9m2 (3x3) exhibition space with an electrical power point. If you prefer, a dressed table and two chairs will be provided. Two members of your staff can attend to man your stand
- Insert your company brochure, letterhead documentation into each delegate file
- 5% percent discount to your client base up to 15 registrations
- You will receive the full confidential delegates list after the event
- 1Pull up stand in the exhibition area
- Option of extra charge for company mention in press releases and media interviews (conditional)

GOLD PARTNERSHIP INVESTMENT
=ZAR 125 000

STRATEGIC PARTNERSHIP PACKAGES

Silver Partnership (5 partners)

At the conference

- Your corporate logo will be included in the conference brochure as silver sponsor which is sent out approximately 5000 prospective delegates. Your corporate logo will be included in any pre & post-marketing campaigns for this event.
- You will receive two (2) complimentary delegate tickets to attend the event either for colleagues, key new business prospects or existing clients
- 9m2 (3x3) exhibition stand with an electrical power point. If you prefer, a dressed table and two chairs will be provided. Two members of your staff can attend to man your stand
- Insert your company brochure, letterhead documentation into each delegate file
- 10% percent discount to your client base up to 10 registrations
- You will receive the full confidential delegates list after the event
- 1 poster display at exhibition area
- Conference e- promotions

SILVER PARTNERSHIP INVESTMENT
=ZAR 100 000

Bronze Partnership (6 partners)

At the conference

- Your corporate logo will be included in the conference brochure as bronze sponsor which is sent out approximately 5000 prospective delegates. Your corporate logo will be included in any pre & post-marketing campaigns for this event.
- You will receive one (1) complimentary delegate tickets to attend the event either for colleagues, key new business prospects or existing clients
- 9m2 (3x3) exhibition stand with an electrical power point. If you prefer, a dressed table and two chairs will be provided. Two members of your staff can attend to man your stand
- Insert your company brochure, letterhead documentation into each delegate file
- You will receive the full confidential delegates list after the event
- 1 pull up banner at exhibition area
- Online digital presence on event marketing.

BRONZE PARTNERSHIP INVESTMENT
=ZAR 75 000

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Alternative Individual Options

Opportunity 1: Exclusive Cocktail Sponsor – R50 000

- The cocktail at the end of day 1 will include selected drinks and snacks, finger foods. Your company may brand the area with your branding
- You may do a short presentation or a showcase at the function as well as any giveaways. We will advertise the cocktail in our online brochures during our pre-conference marketing.

Opportunity 2: Facilitate The Full Day Workshop – R45 000

Brand your company and its solutions. Topic subject to approval

Opportunity 3: Exclusive Meeting partner – R40 000

Be the sole partner of a room that will be available upon request to delegates and speakers and yourself for the duration of the event. The meeting room will be named after your company and have your logo. You may include banners and brochures in the room. We will provide finger food for sponsor meetings only and provide 2 delegate passes for your guest

Opportunity 4: Lunch Sponsor – R35 000

Brand the lunch area for one day on the conference.

You may make use of banners and any other material on that day. You may address the delegates for 10 minutes at the beginning of the lunch



SUMMARY OF BENEFITS	DIAMOND	PLATINUM	GOLD	SILVER	BRONZE
Branding					
Front cover of conference brochure	√	√	√	√	√
Inside conference brochure	√	√	√		
Exclusivity	√	x	x	x	x
Event website	√	√	√		
Print Media & Outdoor Advertising	√	√	√		
Conference benefits					
Speaking session or Panel Discussion	√	√	√	√	√
Panel Session					
Panel Chair	√	√	√	x	x
Complimentary delegate passes	6	4	3	2	1
Discount on further registrations for your staff	15%	10%	5%	10%	
Number of A4 pages inserted in documents	3	2	1	x	x
Venue signage (supplied by sponsor)					
Inside conference room (max size 2m x 1m)	√	x	x		
In conference registration area (max size 2m x 1m)	√	√	√		
Exhibition benefits					
Raw space (m²)	6x3 (18sqm)	4x3 (12sqm)	3x3 (9sqm)		
Post-event marketing					
Conference delegate list	√	√	√		
Other					
Research survey	√	x	x		
Mailing to client list	√	√	√		
INVESTMENT	ZAR 200 000	ZAR150 000	ZAR125 000	ZAR100 000	ZAR75 500

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Thank you for your interest in sponsoring this programme. To confirm your sponsorship booking please provide the following:

Partnership Options: (Prices are for raw space excluding package extras)

- | | | |
|---|---|---|
| <input type="checkbox"/> [1] Diamond Partnership = ZAR200 000 | <input type="checkbox"/> [2] Platinum Partnership = ZAR150 000 | <input type="checkbox"/> [3] Gold Partnership = ZAR125 000 |
| <input type="checkbox"/> [4] Silver Partnership = ZAR100 000 | <input type="checkbox"/> [5] Bronze Partnership = ZAR75 000 | <input type="checkbox"/> [6] Exclusive Cocktail Sponsor = ZAR50 000 |
| <input type="checkbox"/> [7] Full Day Workshop = ZAR45 000 | <input type="checkbox"/> [8] Exclusive Meeting Sponsor = ZAR40 000 | <input type="checkbox"/> [9] Half Day Workshop = ZAR35 000 |
| <input type="checkbox"/> [10] Lunch Sponsor = ZAR45 000 | <input type="checkbox"/> [11] Raw Space 3mx3m = ZAR35 000 (6 available) | <input type="checkbox"/> [12] Speaker Company Raw space 3x3m =ZAR18 500 |

NB: A 50 % refundable deposit is required to reserve your chosen package and/or exhibition space NB: All prices exclude VAT

ORGANISATIONAL INFORMATION

Name: _____
Title: _____
Institution: _____
Address: _____
City: State/Province: _____
Postal Code:: _____
Phone: Fax: _____
E-mail: _____

AUTHORISATION:

INITIALS AND SURNAME

DESIGNATION

AUTHORISATION SIGNATURE

DATE

BANK TRANSFERS

ACC NAME: AMC INTERNATIONAL , BANK: NEDBANK

BRANCH: HYDE PARK, BRANCH CODE: 197205, ACC NUMBER: 1972179772

SWIFT CODE: NEDSZAJJ

<input type="checkbox"/> Credit Card	<input type="checkbox"/> Master Card	<input type="checkbox"/> VISA Card	<input type="checkbox"/> Diners Club	<input type="checkbox"/> AMEX
Card No:	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>
Exp date:	<input type="text"/>	/	<input type="text"/>	CVV No: <input type="text"/>
Cardholder's Name: _____				
Signature: _____ Authorization Code: _____				