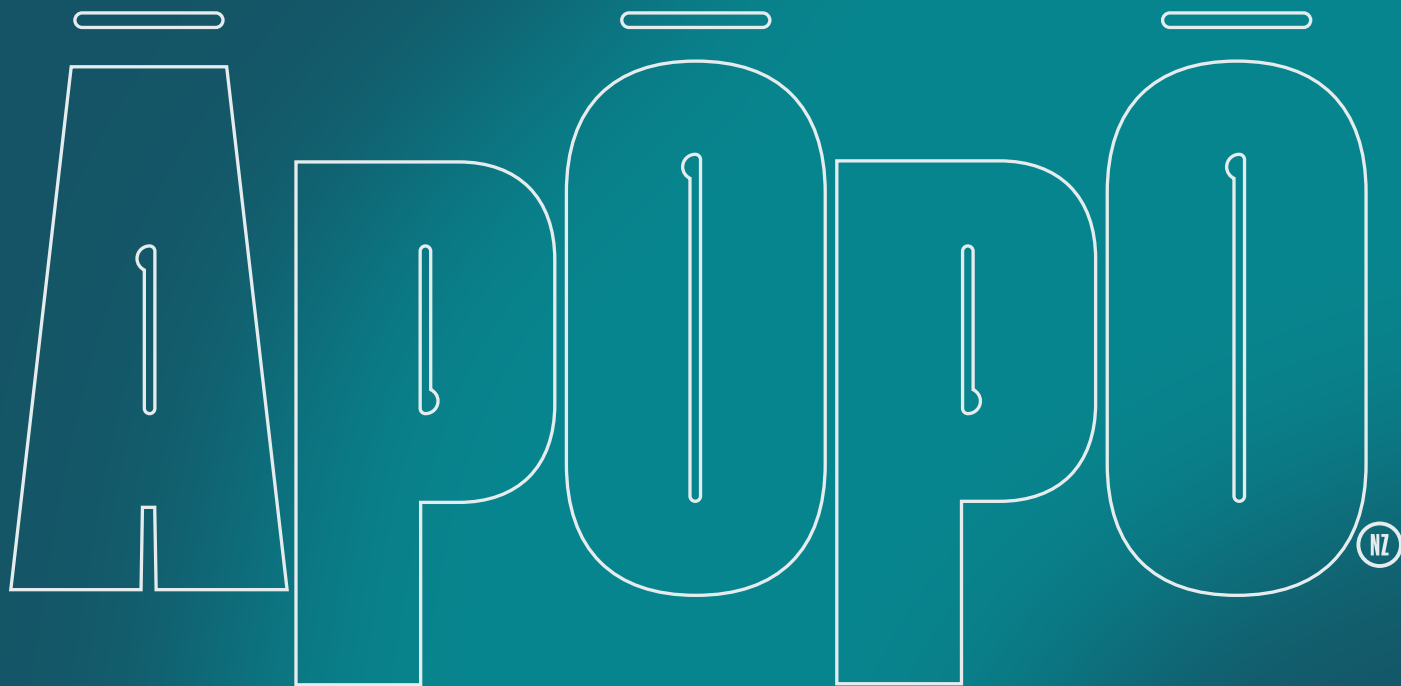


TE ANGA WHAKAMUA TAHI

Moving forward together



Āpōpō Congress 2024

Sponsorship Proposal

**21 - 23
May 2024**

**Tākina Wellington
Convention &
Exhibition Centre**

**Te Whanganui-a-Tara
Wellington**

Welcome



The world of infrastructure asset management is a world of tomorrow - Āpōpō. For all those involved in the infrastructure that underpins our communities’ well-being, connection, quality of life, and standard of living throughout Aotearoa New Zealand, ensuring that those communities are sustainably healthy and thriving, not only today, but for the future as well, is what inspires and motivates.

Murray Pugh - Chief Executive

The Hard Issues

Some of the hard issues we must grapple with include:

- ensuring infrastructure asset resilience,
- enhancing our delivery capability through improved competency and capacity,
- meeting community aspirations for infrastructure enabled services,
- planning for demographic, climate and societal changes, and
- preparing for and responding to natural and man-made disasters.

We must solve these hard issues and more while respecting our environment, our economic capacity and fiscal constraints, our cultural integrity, and the burden and benefits of today’s decisions for future generations.

The Āpōpō Congress 2024 will bring together asset management professionals and industry leaders from around Aotearoa New Zealand to collectively address the challenges facing our industry.

To execute on this ambition we need to move forward with strength and knowledge, and the best way to do so is together. Te anga whakamua tahi.

The holistic principles of te ao Māori beautifully inform how we need to approach the responsibility of managing our infrastructure assets. Bringing together asset management and te ao Māori is a demonstration of moving forward together.

Te ao Māori Themes

The 2024 Āpōpō Congress will explore the hard issues we are facing as a profession, through a framework of three key te ao Māori principles or themes.

Manaakitanga or care for others, **Kaitiakitanga** or the role of guardianship and stewardship, and **Rangatiratanga** or leadership, are essential principles to inform our work in addressing our hardest issues.

This will reveal an alignment of practices, technologies and people with the fundamentals of a healthy, vibrant, sustainable and fulfilled society – supported by the infrastructure assets that enable it all to happen.

Why partner with us

Sponsors play a vital role in our Annual Congress, bringing innovative solutions and products to Congress attendees! It's an opportunity to connect with clients, and to play a role in inspiring the next generation with ideas and insights.

Āpōpō Infrastructure Asset Management Professionals and its predecessors IPWEA NZ, INGENIUM, ALGENZ and New Zealand Institute of County Engineers, have played vital roles in the creation, management and planning of infrastructure in Aotearoa New Zealand for the last 75 years, and we hope that this congress will assist in highlighting the past, present and future challenges that our industry faces.

If you choose to partner with us for this significant event, you can expect to meet and seek to influence industry professionals including policy makers, consultants and clients at this important networking opportunity. We also hope to attract a large number of our younger colleagues, and those new to asset management.



Sponsorship of our Āpōpō Congress 2024 will give you a targeted and relevant market of approximately 400 attendees enabling you to:

- Build brand recognition and generate awareness
- Showcase and profile your organisation among key decision makers
- Establish new, and reinforce existing relationships
- Engage in face-to-face networking.

This is your opportunity to be part of a successful, well established and highly anticipated Congress that sets the scene for an essential contributor to Aotearoa New Zealand's future infrastructure prosperity.

I very much hope to see you there.

Murray Pugh
Chief Executive

Sponsorship levels

Customise your engagement and bundle packages together to determine your level of sponsorship

Platinum Investment
\$27,500+GST

As a platinum sponsor, your organisation will be joining our premiere tier of sponsors



- Acknowledgement as platinum sponsor with prominent exposure
- Double exhibition booth
- Eight full Congress registrations
- Three stand attendee registrations excluding the evening functions
- Name association with a keynote speaker of your choice
- Opportunity to host one table at the awards dinner with a prominent location (we can help facilitate invites, must be registered delegates)
- Opportunity to address delegation as the Platinum Sponsor
- Organisation logo inclusion on lectern sign in main plenary, sponsors screen in the plenary room, and on Congress website.

Gold Supreme Investment
\$19,000 - \$27,999+GST

- Acknowledgement as gold supreme sponsor
- Double exhibition booth
- Four full Congress registrations
- Two stand attendees registrations excluding the evening functions
- Opportunity to address delegates as either two-minute presentation or short interview with the Congress MC
- Organisation logo included on sponsors screen in the plenary room, and on Congress website and collateral.



GOLD Investment
\$13,500-\$18,999+GST

- Acknowledgement as gold sponsor
- Single exhibition booth
- Three full Congress registrations
- Opportunity to address delegation as either two-minute presentation or short interview with the Congress MC
- Organisation logo included on sponsors screen in the plenary room, and on Congress website and collateral.

SILVER Investment
\$9,500 - \$13,499+GST

- Acknowledgement as silver sponsor
- Two full Congress registrations
- Opportunity to address delegation as two-minute presentation or short interview with the Congress MC
- Organisation logo inclusion in included on sponsors screen in the plenary room, and on Congress website and collateral.

BRONZE Investment
\$5,250- \$9,499+GST

- Acknowledgement as bronze sponsor
- One full Congress registration
- Organisation logo included on sponsors screen in the plenary room, and on Congress website and collateral.

GENERAL Investment
<\$5,249+GST

- Promoted as a general sponsor.

Programme and Content

Keynote/panel speaker Investment
\$5,250+GST per speaker

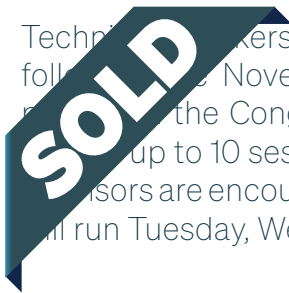
Our speakers are world-class experts and promise to be engaging.

Benefits:

- Acknowledgement, promotion, and benefits associated with relevant sponsorship level (see pages 5+6)
- Name association with the speaker
- Opportunity to thank the keynote speaker and two-minute address to delegates
- Display additional signage at the venue (sponsor to supply).

NB The allocation of keynote speakers will be on a first-in, first served basis.

Technical Streams Investment
\$5,250+GST per stream



Technical speakers have been selected by the Congress organising committee following the November 2023 Call for Abstracts. Successful abstracts will be posted on the Congress website and listed against their streams. Streams may run for up to 10 sessions. Presentations will be either 10 or 20 minutes plus Q+A. Sponsors are encouraged to chair the sessions in their sponsored stream. Streams will run Tuesday, Wednesday and Thursday – subject to the final programme.

Benefits:

- Acknowledgement, promotion, and benefits associated with relevant sponsorship level (see pages 5+6)
- Name association with the speaker
- Display additional signage at the venue (sponsor to supply).

NB The allocation of technical streams will be on a first-in, first-served basis.

Hospitality and Networking

Āpōpō Asset Management Excellence Awards Dinner

\$27,500+GST

SOLD

The awards dinner on Wednesday evening welcomes Congress attendees, award winners, clients, contractors, industry leaders and VIPs to network, connect, be inspired, meet future collaborators, and celebrate the industry. The dinner celebrates the winners of Āpōpō's Asset Management Excellence Awards - and will include the presentation of Kōmata o Te Rangi, Āpōpō's supreme award. We will also present the Āpōpō Scholarships and announce the winners of the Congress presentation competitions. The three-course dinner includes welcome drinks and typically hosts between 250 and 300 guests. Associate your organisation with the grand finale at the social highlight of Congress.

Benefits:

- Name association at the awards dinner
- Acknowledgement, promotion, and benefits associated with relevant sponsorship level (see pages 5+6), including the following:
 - Acknowledgement of your organisation by the award MC
 - Speaking opportunities (up to five minutes) at the awards dinner
 - Opportunity to host one table at the awards dinner with a prominent location (we can help facilitate invites, must be registered delegates)
 - Ten complimentary invites to the awards dinner
 - A double exhibition booth as a Platinum Sponsor.

Networking Event Package Investment

\$19,500+GST

SOLD

The Congress networking evening on Tuesday evening (150 mins) will be our premier networking event of the year. A casual affair, the emphasis is to provide an enhanced networking experience. Your brand will be exclusively displayed throughout the evening to demonstrate your commitment to the industry.

Benefits:

- Name association with the networking event
- Acknowledgement, promotion, and benefits associated with relevant sponsorship level (see pages 5+6) including the following:
 - Acknowledgement by the Congress MC
 - Speaking opportunities (up to five minutes)
 - Four full Congress registrations as a Gold Supreme Sponsor
 - Double exhibition booth as a Gold Supreme Sponsor
 - Opportunity to activate the event
 - Opportunity for additional signage at the event (sponsor to supply).

Lunch and Happy Hour Package
\$19,500+GST



The Congress happy hour (80 mins) on Wednesday evening will round out the day, networking and build the excitement for the Gala Dinner following. Your one lunch (60-75 mins) sponsorship included Your brand will be prominently showcased throughout the happy hour and lunch to demonstrate your commitment to the sector.

Benefits:

- Name association with the happy hour event and one lunch
- Acknowledgement, promotion, and benefits associated with relevant sponsorship level (see pages 5+6) including the following:
- Acknowledgement by the Congress MC
- Speaking opportunities (up to five minutes)
- Four full Congress registrations as a Gold Supreme Sponsor
- Double exhibition booth as a Gold Supreme Sponsor
- Opportunity to activate the happy hour and lunch
- Opportunity for additional signage at the happy hour and lunch (sponsor to supply).

Breakfast Investment
\$1,950+GST

Daily breakfasts in the exhibition area are always popular. An informal buffet-style breakfast provides additional networking opportunities.

Benefits:

- Name association with your breakfast
- Logo on signage at catering stations
- Opportunity for additional signage during breakfast (sponsor to supply)
- Acknowledgement by Congress MC.

Lunch Investment
\$2,950+GST

We allocate one hour in the programme for lunch each day, an excellent networking opportunity.

Benefits:

- Name association with your lunch
- Logo on signage at catering stations
- Opportunity for additional signage during lunch (sponsor to supply)
- Acknowledgement by Congress MC.

**Morning or Afternoon Tea
Breaks Investment**
\$1,450 +GST

Delegates make full use of these breaks to discuss sessions, network and refuel.

Benefits:

- Name association with your morning or afternoon tea
- Logo on signage at catering stations
- Opportunity for additional signage during chosen morning or afternoon tea (sponsor to supply)
- Acknowledgement by Congress MC.

**Barista Coffee Cart
& Booth Investment**

\$5,250+GST standalone coffee cart
\$9,500+GST coffee cart + exhibition booth

There is a better way to drive traffic! This package includes a coffee cart with espresso machine and professional barista available during scheduled breaks.



Benefits:

- Acknowledgement, promotion and benefits associated with relevant sponsorship level (see pages 5+6).
- Optional upgrades (additional investment):
 - Brand the coffee cart
 - Branded coffee cups
 - Display pull-up banners (sponsor to supply).

**Juice bar & Booth
Investment**

\$5,250+GST standalone juice bar
\$9,500+GST juice bar + exhibition booth

Bring a helping of healthiness to Congress delegates! This package includes a juice bar with freshly made juices and fruit available during scheduled break times.



Benefits:

- Acknowledgement, promotion and benefits associated with relevant sponsorship level (see pages 5+6).
- Optional upgrades (additional investment):
 - Brand the juice bar
 - Brand cups
 - Display pull-up banners (sponsor to supply).

Promotion and Engagement

Name Tags & Lanyards Investment
\$5,250+GST

Highly visible exposure! Have your corporate logo printed on the official conference lanyard and name badge worn by every registered Congress delegate, speaker and exhibitor.



Benefits:

- Acknowledgement, promotion and benefits associated with relevant sponsorship level (see pages 5+6)
- Logo printed onto the lanyard and name badge.

Slide Show Investment
\$1,950+GST

Logo on opening slide shows on Tuesday, Wednesday, and Thursday, plus name associated with the slideshow.



Benefits:

- Logo in the slide show
- Acknowledgement by Congress MC

Activation

Exhibition Booth Investment

\$5,250+GST single booth (3.0m x 1.8m)
\$9,500+GST double booth (6.0m x 1.8m)

The exhibition is based around the food and beverage service and networking area. Food and beverage service will be made available for exhibitors 20 minutes before each scheduled break to allow exhibitors access to refreshments before delegates arrive.

Benefits:

- Acknowledgement, promotion, and benefits associated with relevant sponsorship level (see pages 5+6)
- Opportunity to register up to three stand attendees \$350+GST each, excluding the evening functions, (tickets can be purchased if required), no pass outs.
- Logo and listing in the Congress App
- Logo and listing on the Congress website

Inclusions:

- Exhibition booth (shell scheme)
- 10-amp power supply
- Spotlights x2
- Clothed trestle table and two chairs

Exhibition timings

Tuesday 21 May

- Morning Tea
- Lunch
- Afternoon Tea

Wednesday 22 May

- Breakfast
- Morning Tea
- Lunch
- Afternoon Tea
- Happy hour

Thursday 23 May

- Breakfast
- Morning Tea
- Lunch



Activation Space

The Āpōpō Congress 2024 will take place at Tākina Wellington Convention & Exhibition Centre.

Tākina is located at 50 Cable Street, Te Aro, Wellington 6011.

Tākina is located in Wellington CBD's cultural precinct, within easy walking distance of key transport links, entertainment and dining options, and accommodation rooms. The trip from the airport to the city – 15 minutes – will be the longest commute visitors will have during their stay in Wellington.



Competitions, Scholarships & Awards

Not available for inclusion in sponsor level packages.

Competitions

Poster Competition - \$5,000K +GST

- Name association
- Branding of poster display area (sponsor to supply)
- Logo included on printed posters
- On stage to present winners prize at Gala Dinner.

Best Paper and Presentation Competition - \$10,000K +GST

- Name association
- Introduction to presentations speaking opportunity – plenary
- Logo on winner and runners up certificates
- On stage to present winners prize at Gala Dinner.

Under 35 Presenter Competition - \$5,000K +GST

- Name association
- Introduction to presentations speaking opportunity - plenary
- Logo on winner and runners up certificates
- On stage to present winners prize at Gala Dinner.

Scholarships

Emerging AM \$5,000K +GST

Emerging Governance \$10,000K +GST

Young Leader \$10,000K +GST

Senior Professional \$5,000K +GST

- Name association
- Logo on winner and runners up certificates
- On stage to present winners scholarship at Gala Dinner.

Asset Management Excellence Awards

Per Category \$5,000K +GST (Sustainability, Community, Innovation, Improvement, Leadership)

- Name association
- Logo on award winner and finalists certificates
- On stage to present category award at Gala Dinner.

Supreme Award \$10,000K +GST (reserved for 3 years +\$5,000K +GST)

- Name association
- Logo on award winner and finalists certificates
- On stage to present supreme award at Gala Dinner.

Terms and Conditions

We accept the following conditions in relation to the sponsorship package:

- All prices are exclusive of GST and in New Zealand Dollars
- A confirmation letter/invoice will be forwarded on receipt of your completed application form.
- Organisation signage and acknowledgements in relation to sponsorship will be the final decision of the Organising Committee
- The Organising Committee reserve the right to change the exhibition floor plan layout if necessary
- Sponsors will be considerate of other companies, support and keep their own branding within the boundaries of their exhibition booth and/or sponsored item
- All insurance is the responsibility of you/your organisation or organisation. The Congress steering committee, Āpōpō, Composition Ltd or Tākina Events, accept no liability or responsibility for death or illness, or injury/accident to, or financial loss by any person attending the Congress or exhibition, whatever the cause

Cancellation Terms:

When Sponsorship is confirmed, the following conditions apply in relation to your package cancellation.

Should your organisation cancel, the following fees apply:

- 25% cancellation fee if cancelled prior to March 2024
- 50% cancellation fee if cancelled prior to April 2024
- Thereafter, any refund is at the discretion of Āpōpō

If you have any questions, please contact our Congress partner, Composition.

Jess McLachlan, Composition

E: jess@composition.co.nz

P: 022 638 4542