

Partnership & Endorsement Proposal



14 – 16 October 2014
Singapore EXPO Halls 3 and 4
SINGAPORE
Website: www.buildtechasia.com

8 – 10 October 2014
Suntec Singapore Halls 401-403
SINGAPORE
Website: ms-expo.com



Sphere Exhibits Pte Ltd
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10 June 2014

Mr Trần Ngọc Hùng
Chairman
Vietnam Federation of Civil Engineering Association
625A Đường La Thành,
Quận Ba Đình,
Hà Nội, Vietnam

Dear Mr Tran,

- **Manufacturing Solutions Expo 2014 | 8 – 10 October 2014 | Suntec Singapore Halls 401- 403**
- **BuildTech Asia 2014 | Facilities Management Solutions Expo 2014 | 14 – 16 October 2014 | Singapore EXPO, Halls 3 & 4, Singapore**

We are pleased to propose the following contra agreement between Sphere Exhibits Pte Ltd (Sphere Exhibits) and Vietnam Federation of Civil Engineering Association as follows:

Sphere Exhibits will provide Vietnam Federation of Civil Engineering Association the following:

- 1.1. To list Vietnam Federation of Civil Engineering Association logo (with hyperlink) on the website and marketing collateral of Manufacturing Solutions Expo 2014, *BuildTech Asia 2014*, *Facilities Management Solutions Expo 2014* and *Singapore Construction Productivity Week (SCPW)* under Supporting Organisation, where applicable.
- 1.2. 10% Early bird discount till 31 August 2014 for Vietnam Federation of Civil Engineering Association' members to attend Facilities Management Conference 2014. Vietnam Federation of Civil Engineering Association members signing up after 31 August 2014 will still be entitled to a 5% discount to attend Facilities Management Conference 2014.
- 1.3. Special group discount for hotel stays for Vietnam Federation of Civil Engineering Association members. (Please confirm number of participants in letter of invitation provided in this proposal for both trade shows)
- 1.4 2 x VIP invitation Tickets to be issued to Vietnam Federation of Civil Engineering Association's President & council members to attend the Opening Ceremony and VIP Tour on 8 October 2014 for

Manufacturing Solutions Expo 2014 and on 14 October 2014 for BuildTech Asia.(Vietnam Federation of Civil Engineering Association to confirm acceptance by faxing completed letter of invitation provided)

In exchange for the above, Vietnam Federation of Civil Engineering Association will provide Sphere Exhibits with the following:

- 2.1 To list Manufacturing Solutions Expo 2014, BuildTech Asia 2014 & Facilities Management Solutions Expo's logos (with hyperlink) on the website and marketing collateral of Vietnam Federation of Civil Engineering Association under Supporting Events, where applicable.
- 2.2 Manufacturing Solutions Expo 2014, BuildTech Asia & Facilities Management Solutions Asia's Web Banner and Logo to be displayed under Supporting Events segment on Vietnam Federation of Civil Engineering Association website.
- 2.3 Circulation of Manufacturing Solutions Expo 2014, BuildTech Asia & Facilities Management Solutions Asia's 2014's promotional and print materials to Vietnam Federation of Civil Engineering Association member network and upcoming events. Vietnam Federation of Civil Engineering Association to provide print and circulation schedule 1 week after signing of this contract).
- 2.4 Four (4) waves of electronic direct mailing (EDM) to the members' database between July and September 2014. Sphere Exhibits to provide html file for Vietnam Federation of Civil Engineering Association to broadcast. Vietnam Federation of Civil Engineering Association to share a copy of the broadcast report for archival purposes. Test emails should be sent to : zkbok@sph.com.sg
- 2.5 Dissemination of Pre-show editorial and post show editorial coverage to Vietnam Federation of Civil Engineering Association member database in the months of September and October 2014 respectively.(Sphere Exhibits to provide a copy of the press release for publishing).
- 2.6 Formation & Facilitation of a trade mission group consisting of member organizations in Vietnam Federation of Civil Engineering Association to attend Manufacturing Solutions Expo and BuildTech Asia 2014's associated networking events on 9 October 2014 and 14-16 October 2014 respectively. (This networking event is by invitation only and aims to connect regional C-level executives in the building and construction, engineering and manufacturing sectors. A separate e-invitation will be sent out by August 2014).

Please note that this contra agreement is subject to the following conditions:

- a) This Contra Agreement is only for Vietnam Federation of Civil Engineering Association.
- b) No promotion of any other materials/events/activities will be allowed without prior permission from the Organiser at least three full months before the event.
- c) If you agree with the above proposal, please endorse and return this contract back to us via email to rabitaj@sph.com.sg or via fax: +65 6319 6140.

If you agree with the above proposal, please endorse and return this contract back to us via email or Fax : +65 6319 6140. We look forward to a successful working relationship with you.

Thank you for your support.

Yours sincerely



Ms Rabita Jamal
Senior Manager, Trade Marketing
Sphere Exhibits Pte Ltd

Please sign if in agreement:

Mr Trần Ngọc Hùng
Chairman
Vietnam Federation of Civil Engineering
Association