

IoT World Conference & Expo 2016



Sales Proposal

Date	【Exhibition & Conference】 Feb 16th(Tue), 2016
Venue	Aichi Industry & Labor Center 8F
Organizer	NANO OPT Media, Inc.
Number of Visitors	2,000* (expected) *including co-location events
Co-located with	3D CAD/CAM 3DPrinter utilized EXPO in NAGOYA

製造業のための
今求められる
3次元CAD/CAM
3Dプリンター活用EXPO



Key to success for factory 【IoT】 「 Cost reduction 」 & 「 Optimization 」

IoT (Internet of Things) it has been told that there is a possibility to expand the market in Japan in 2030 to up to \$ 1 trillion. Furthermore, even towards the Tokyo Olympic Games to be held in 2020, there is no doubt that the potential and the market is gradually expanding rapidly.

However, once the ignore solutions and services to take advantage of the IoT, and becomes to lose the opportunity.

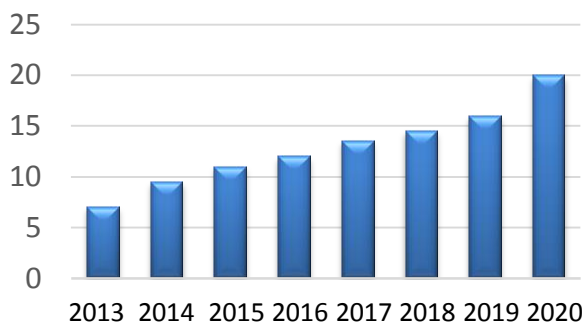
Following the "IoT World" of Interop Tokyo 2015, in the "IoT World conference", it brings together the customer to be the visitors target aiming to grow their business by utilizing the IoT. Please join us if you have the services and solutions and applications to expand the IoT business market. Please be captured by this conference a business opportunity that IoT has.

Target attendee

Manufacturing industry, energy companies (electricity, gas and water), medical and welfare institutions, health, construction, real estate, retail, Logistics / distribution, agriculture and forestry / fisheries / mining, trading, service industry, crime prevention, disaster preparedness, local government

IoT market forecast / JAPAN: Domestic]

(Trillion Japanese yen)



Source : IDC Japan Feb, 2015

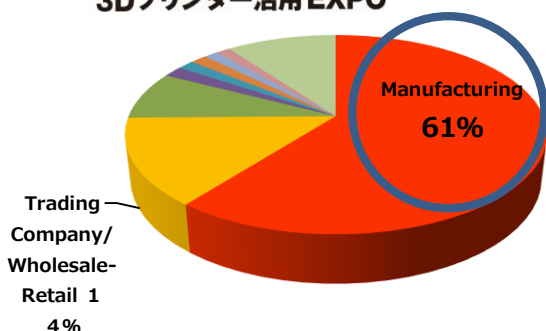
POINT

- Cost reduction
- Quality and performance
- Optimization for manufacturing equipment
- high-mix low-volume production for increased production efficiency

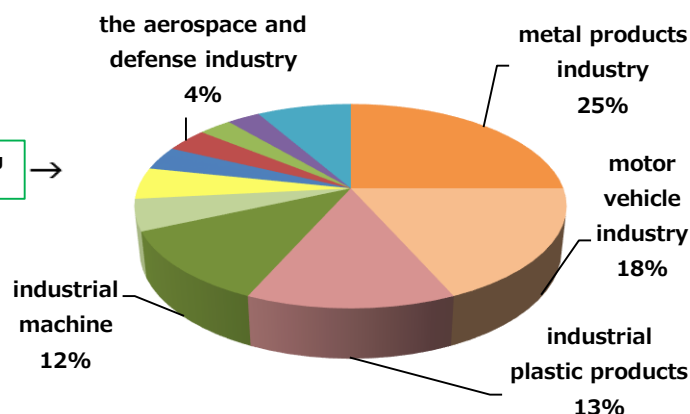
3D CAD/CAM 3D Printer utilized EXPO in NAGOYA attendee : 1,392 (result 2015)

製造業のための
求められる
3次元CAD/CAM
3Dプリンター活用EXPO

Visitor's demography



Manufacturing
breakdown →



-----IoT World Conference & Expo 2016 -NAGOYA- -----

and exhibiting opportunities, please contact:

IoT World Conference & Expo 2016 -NAGOYA- Show Management Office(NANO OPT Media,Inc.)

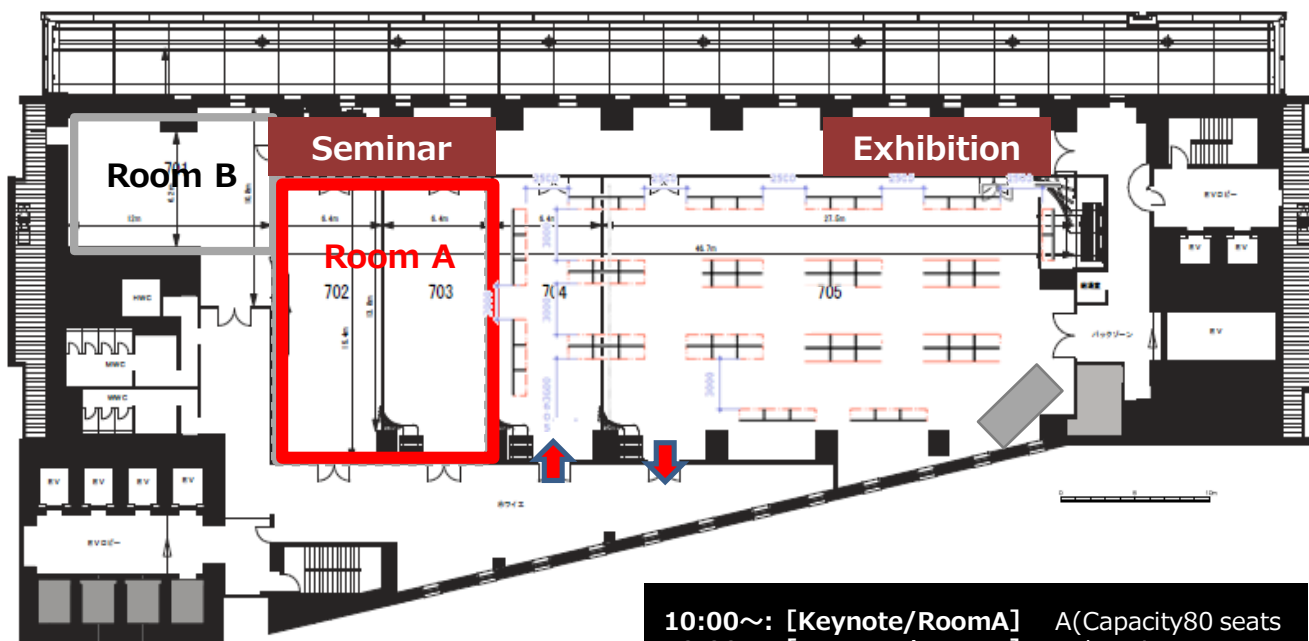
TEL: +81-3-6431-7800 FAX: +81-3-6431-7850 Email: sales-info@f2ff.jp

Seminar schedule (T.B.C)

	NAGOYA / Aichi Industry & Labor Center 8F		
Seminar Type / Theater	IoT World Conference	3D CAD/CAM 3D Printer	Exhibition
	Room A(80名)	Room B(50名)	
9:30-10:10	【Keynote】 Ministry of Economy, Trade and Industry		10:30-17:30
10:20-11:00	IoT Sponsor	3DP Sponsor	Exhibition
11:10-11:50	IoT Sponsor	3DP Sponsor	
12:00-12:40	IoT Sponsor	3DP Sponsor	
13:00-13:40	IoT General Session	3DP General Session	
13:50-14:30	IoT Sponsor	3DP Sponsor	
14:40-15:20	IoT Sponsor	3DP Sponsor	
15:30-16:10	IoT Sponsor	3DP Sponsor	
16:20-17:00	IoT Sponsor	3DP Sponsor	
17:10-17:50	IoT General Session	3DP General Session	

Specifications (Aichi Industry & Labor Center 8F)

Specifications / Seminar & Exhibition (T.B.C)



10:00~: [Keynote/RoomA] A(Capacity80 seats
10:00~: [Keynote/RoomB] co-location events

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[Sponsor Package] [limited 7 companies]

■ Sponsor Session x 1slot / 40min / Cap. 80seats / Pre-registration data

1 Slot : Room A(Capacity80 seats
(Maximum pre-registration 160 data will be provided to sponsors.) *Japanese data only.

Session Duration : 40min

Facility : Facility : Basic AV equipment(i.e. Projector, Screen

Contract Data Service : Contract Data Service : Pre-registration data will be provided to sponsors. *Japanese data only.

■ Counter Booth Plan+Booth Space [1.5㎡]

=W1500mm x D1000mm

● Exhibit Fee includes:

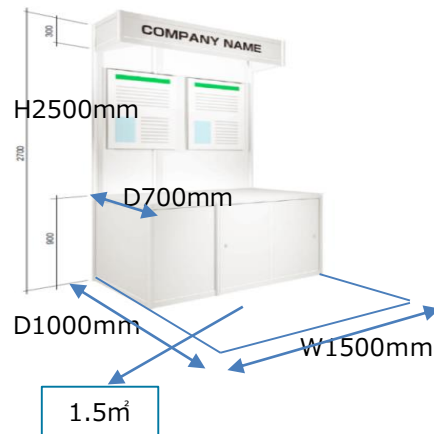
- ▼ Booth space : W1.5m x D1.0m x H2.7m
- ▼ Company name sign /per
- ▼ Power Outlet x 1 (100V /0.5kw / A2 spec plug (2)

※Booth position is classified by zone

※Please contact for original booth design.

※Please do arrange the power supply and exhibition options in accordance with exhibitors manual.

※Please see the boot option in next page.



※booth images

[Booth Sponsor] 1unit

■ Counter Booth Plan+Booth Space [1.5㎡] =W1500mm x D1000mm

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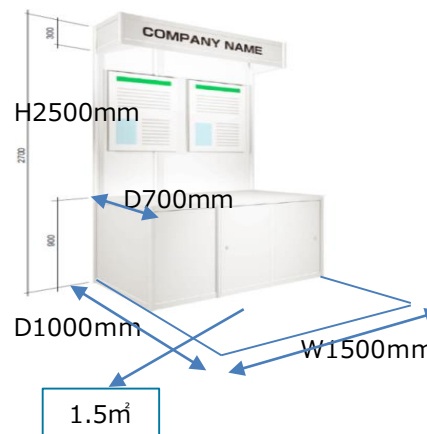
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※booth images

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Booth Option (an extract)

NO	Item	Price
1	Option counter booth (1unit/W1500×D700×H2500) x 1booth	ASK
2	Logo option for company name plate	ASK
3	Electric supply (100V-0.5KW) ※include A2 spec plug (2)	ASK
4	Power outlet ※include A2 spec plug	ASK
5	Unit counter set (Unit Counter : W900×D450×H750+ Counter chair x 1)	ASK
6	Catalog stand (Free standing /A4size・vertical/12step)	ASK
7	Catalog stand (On the counter/A4size・vertical/3step)	ASK
8	Visiting card box	ASK
9	AV/Computer equipment rental	ASK

< References > IoT World Conference 2015 [Tokyo] Sponsor lists (result 2015)



Internet of Things
Conference

[Tokyo]

ゴールドスポンサー



アビームコンサルティング(株)



SAS Institute Japan (株)



日本アイ・ビー・エム(株)



東京エレクトロンデバイス

Basho ジャパン(株)
東京エレクトロンデバイス(株)



PTCジャパン(株)



マークロジック(株)



レッドハット(株)

シルバースポンサー



NTTコミュニケーションズ



Couchbase Japan (株)



ジグソー(株)



ニフティ(株)



ネットワンパートナーズ(株)

特別協力



(一社)重要生活機器連携セキュリティ協議会



AllSeen Alliance



(株)デンソー

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■ AD Banner

[limited to 1 Company]

*including co-location events

■ Web Site Banner

[limited to 3 Companies]

■ Official Guide Sponsor

[limited to 1 Company]

※イメージ



back side

face side

Schedule

Deadline of Early Bird Discount

: October 23th (Fri), 2015

Pre-Registration

: at the beginning of December

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NAGOYA / Aichi Industry & Labor Center 8F



NAGOYA / Aichi Industry & Labor Center 8F
450-0002 Nagoya City, Nakamura Ward, Meieki 4-4-38

ACCESS アクセス



JR	JR NAGOYA Station	5 Minute Walk
Meitetsu	Meitetsu Nagoya Station	3 Minute Walk
Kintetsu	Kintetsu Nagoya Station	3 Minute Walk
Subway	Nagoya Station	1 Minute Walk

■ ↑ When Traveling by Train



■ When Traveling by Car

Nearest Expressway Exit

10 Minutes from the Nagoya Expressway Ring Route Nishikibashi Exit

*Required times will vary based on road conditions and congestion.



promotion plan

Official Website

Ad & tie-up with Supporters

E-mail DM / Direct mail

Ad & tie-up with media

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IoT World Conference & Expo 2016 in NAGOYA

Application Form

FAX : +81-3-6431-7850

■ Exhibitor Information for the official website and Direct mail

Exhibitor Name	
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■ Contact Person

Company Name			
Division		Title	
Name		Email	
Address			
TEL		FAX	

■ Sponsorship ※Please fill in the blank below

Purchase Item	Fee	Amount	Sub total
Sub Total			
Consumption Tax(8%)			
Total			

Authorized
Signature

Date / / 2015

Name (Printed)

Contact Us! Management Office NANO OPT Media, Inc.
IoT WorldConference & Expo 2016 in NAGOYA Sales Team
TEL: +81-3-6431-7801 FAX: +81-3-6431-7800 Email: sales-info@f2ff.jp

Management Office	Date	Sales	Approval	

Terms of Application

1. **DEFINITIONS.** The term "Event" means IoT WorldConference & Expo 2016 in NAGOYA scheduled to be held 16th Feb, 2016 (the "Event Dates") at Aichi Industry & Labor Center, Japan (the "Event Facility"). The Event is owned, managed and produced by NANO OPT Media, Inc. ("NOM"). The term "Organizer" means NOM and its officers, directors, agents, affiliates, representatives, employees, successors and assigns. The terms "Exhibitor" or "Sponsor" means the company or person listed on the facing page, together with its officers, directors, shareholders, contractors, agents, representatives, employees and/or invitees, as applicable.

2. **ACCEPTANCE BY ORGANIZER.** Exhibitor's participation in the Event is subject to NOM's approval. No contract is created until NOM countersigns the Application. NOM may withdraw its acceptance at any time by refunding the Total Fee paid if NOM determines that Exhibitor or its product(s) are ineligible. NOM makes no representation or warranties of any kind, express or implied, regarding the Event or the number of persons who will attend the Event.

3. **CANCELLATION OR TERMINATION.**

a. **Cancellation by NOM.** NOM may cancel all or any part of the Event for any reason beyond its reasonable control, including but not limited to, natural or public disaster, act of God, acts of terrorism, venue construction, insufficient participation, market fluctuations, government regulation, or similar reasons, in which case Organizer will refund to Exhibitor a pro rata portion of any fees already paid to NOM, after which Exhibitor will have no further recourse against Organizer. A change in the name of the Event does not constitute a cancellation by NOM.

b. **Termination by Exhibitor.** All fees are deemed fully earned and non-refundable on when cancellation is made. Termination by Exhibitor must be in writing and will be effective upon receipt by NOM of an email addressed to sales-info@f2ff.jp. Exhibitor acknowledges the difficulty in determining a precise value for services rendered and expenses incurred by NOM for the Event, and of ascertaining damages incurred by NOM if Exhibitor terminates this Agreement or Exhibitor's participation in the Event; the amounts due from Exhibitor under this Agreement as of the effective date of any termination by Exhibitor belong to NOM and represent an agreed measure of compensation, and are not to be deemed or construed as a forfeiture or penalty.

4. **ASSIGNMENT AND USE OF SPACE.**

a. **Benefits and License Grant.** NOM will provide exhibit space (the "Space") at the Event for Exhibitor to display its qualified products and services (the "Exhibit"). The Total Fee includes use of the Space and any other benefits as specified in the Application or in the Exhibitor Services Manual as amended from time to time (the "Manual"). Exhibitor grants to Organizer the right to use Exhibitor's name and logo in connection with the promotion and production of the Event. Exhibitor may use the Event name before and during the Event solely to promote its participation in the Event and solely in compliance with any guidelines furnished by NOM.

b. **Space Assignment, Use, Installation, Occupancy, and Dismantling.** NOM will assign the Space, and may reassign the Space or alter Event layout or venue at any time. The Space is for Exhibitor's use only. Exhibitor may not share, sell, assign, sublease or charge admission for entry into any portion of the Space (including to an affiliated company) without NOM's prior written consent. Exhibitor must fully occupy the Space, and must provide displays, equipment, carpeting, etc., unless NOM specifies otherwise. Any Exhibits supplied by Exhibitor must be constructed safely using sound engineering practices, and must be installed before, occupied during, and dismantled after the Event in accordance with NOM's schedule. Exhibitor's activities must be confined within the Space, and must be in support of products directly related to Exhibitor's normal business activities. NOM may refuse permission to exhibit any products or services NOM deems objectionable or unsuitable for the Event. At the Event, Exhibitor may not exchange goods or money without NOM's prior written consent, nor assist any other party in soliciting business without NOM's prior written consent.

c. **Own Risk.** Exhibitor has sole responsibility for any loss of its equipment or proprietary information, or any other loss including any subrogation claims by its insurer. Persons visiting, viewing, or otherwise participating in Exhibitor's Space are deemed the invitees or licensees of Exhibitor and not of Organizer.

d. **Third-Party Contractors.** NOM may require Exhibitor to use designated third-party contractors to provide certain services ("Required Contractors"), and Exhibitor must then use only the Required Contractors for such services. Notwithstanding such designation, Required Contractors and third-party vendors listed in the Manual act solely as independent contractors, and Organizer is not responsible for their performance, acts, or omissions.

Terms of Application

5. COMPLIANCE WITH LAWS AND RULES/INSURANCE.

- a. Laws and Rules. Exhibitor must comply with all applicable laws, regulations, and ordinances in connection with its participation in the Event, including but not limited to rules of the venue and any relevant labor union, construction of the Exhibit in compliance with the local disabilities act, the terms, conditions, and rules issued by NOM from time to time in connection with the Event. Exhibitor's conduct and the use of names and lists captured at the Event or provided by Organizer, are subject to guidelines set forth in the Manual.
- b. Third Party Proprietary Rights. Exhibitor will not violate any proprietary rights of third parties in connection with its participation in the Event, including but not limited to the performance, distribution, or posting of copyrighted material without a license, assignment, or other legally effective permission.
- c. Taxes and Licenses. Exhibitor is solely responsible for obtaining any licenses and permits, and payment of all taxes (including sales and use taxes), license fees, or other charges applicable to its participation in the Event, including taxes collected by Organizer.
- d. Insurance Exhibitor shall be required to secure, at its own expense and risk, adequate insurance coverage against any and all casualties provided in Section 7 below.

6. NOM MATERIALS. The Manual and any other methodologies or planning materials distributed to Exhibitor related to the planning or execution of the Event ("NOM Materials") are owned exclusively by and are confidential information of NOM. NOM grants to Exhibitor a nontransferable, nonexclusive license, on an "AS IS" basis, to use such NOM Materials solely in connection with Exhibitor's participation in the Event. Exhibitor is responsible for obtaining the Manual from NOM. Upon completion of the Event or earlier termination of this Agreement, Exhibitor must promptly return the NOM Materials to NOM upon NOM's written request. Exhibitor may use but may not sell lists of Event exhibitors or attendees without NOM's prior written permission.

7. LIMITATION OF LIABILITY; INDEMNITY.

- a. Under no circumstances Organizer or the Event Facility (the "Event Providers") is liable for lost profits or other indirect, incidental, consequential, or exemplary damages for any of their acts or omissions in connection with the Event, whether or not such Event Provider has been apprised of the possibility of such damages or lost profits. In no event will Organizer's liability hereunder, or otherwise in connection with the Event, exceed the amount actually paid to it by Exhibitor for the Space. Organizer is not liable for any errors in any listing or descriptions or for omitting Exhibitor from the Event show guide or other materials.
- b. None of the Event Providers are liable to Exhibitor for any damage, loss, harm, or injury to the person, property, or business of Exhibitor, or any of its visitors, officers, agents, employees, or other representatives, resulting from theft, fire, earthquake, water, unavailability of the venue or intermediate staging facilities, insufficient participation, accident, or any other reason in connection with the Event or any planning meetings, demonstrations, or staging's, except to the extent such liability arises directly from the willful misconduct of the Event Provider against whom liability is sought to be assessed.
- c. Exhibitor agrees to defend, indemnify, and hold harmless the Event Providers and those lawfully in the venue from and against any claim, loss, liability, or damage suffered due to (i) Exhibitor's construction or maintenance of an unsafe Exhibit, and/or (ii) the negligence or misconduct of Exhibitor or its agents or Exhibitor's breach of any commitment made hereunder.
- d. Exhibitor acknowledges and agrees that the terms and conditions of this Agreement are subject and subordinate to the terms and conditions of Organizer's agreement with the venue at which the Event is held.

8. PERSONAL INFORMATION PROTECTION

- a. Personal Information obtained from Exhibitor through Application and Contract for Exhibit Space is to be used for the purpose to deliver announcements of the following events, conferences and the related marketing services. NOM will not disclose registered personal information to a third party without the consent of Exhibitor.
- b. NOM may have firms or groups selected by NOM manage the above personal information for the purpose declined by the above clause. In that case, NOM supervises firms or groups to treat personal information properly.

Terms of Application

9. RELEASE. Exhibitor acknowledges that the Event may be recorded and reproduced in any form (including but not limited to digital formats), and hereby authorizes Organizer and its designees to record, transcribe, modify, reproduce, publicly perform, display, distribute, redistribute, and transmit in any form and for any purpose any such recording of the Event, and agrees to execute any additional release presented by Organizer, its licensees, or permits, in connection with such activity or to give effect to this provision. Exhibitor agrees that Organizer may, and hereby irrevocably grants to Organizer the right to, use and publish Exhibitor's name as part of any full or partial list or compilation of Event participants. Exhibitor hereby releases Organizer and its designees from and waives all claims it or its employees or agents may possess, now or in the future, in connection with all activities contemplated by this paragraph 8, and waives any statutory restriction on waivers of future claims or moral rights.

10. MISCELLANEOUS. When countersigned by NOM, this contract will constitute the entire agreement between Exhibitor and Organizer concerning its subject matter, and may only be modified in a writing signed by the parties. Organizer's rights under this contract are not deemed waived except as specifically stated in writing and signed by an authorized representative. If any term of this contract is declared invalid or unenforceable, the remainder continues in full force and effect. Organizer may assign this contract or its responsibilities to any other party. Any action arising out of this contract or the Event must be brought in Tokyo, and governed by Japan law, exclusive of the choice of law rules of any jurisdiction, and Exhibitor consents to venue and jurisdiction in Tokyo, and waives any right to claim such venue or jurisdiction is not convenient. Organizer is entitled to recover reasonable attorneys' fees and costs in any action to enforce this Agreement. Exhibitor may not assign this Agreement to any other party, including a successor in interest in the event of a merger or sale of assets, without the prior written consent of Organizer, in which event Exhibitor must guarantee performance of the assigned obligations. This Agreement is binding upon the permitted heirs, successors, and assigns of Sponsors IoT WorldConference & Expo 2016 in NAGOYA .

Agreement on Obtaining of Personal Information

_____ (hereinafter called the “Corporation”)
hereby confirms as follows at the inception of obtaining the information about visitors coming to IoT
World Conference & Expo 2016 in NAGOYA (the “Event”) through the NANO OPT Media Inc.
 (“NOM”):

- The Corporation shall acknowledge that the information about visitors of the Event provided by the NOM includes personal information defined in Article 1, Section 2 of the law about protecting personal information of visitors (the “Personal Information”), and shall handle the Personal Information with adhering to the law of protecting Personal Information and other related ones.
- The Corporation shall not utilize the Personal Information for the purpose other than sales promotion such as sending direct mails (the “Purpose”), shall administrate the information in a strict manner under the Corporation’s privacy policy, and shall not disclose, expose, leak, distribute, or resell the information to a third party other than employees and board members of the Corporation who need the Personal Information for the Purpose. In addition, in the event that the Corporation re-entrusts business for the Purpose to a third party, the Corporation shall be liable to the NOM in regards to all the actions taken by the aforementioned party including utilization of the Personal Information.
- When sending information based on the mediated Personal Information for the first time, the Corporation shall specify the names of the Event in which the information was provided and the Corporation, contact information of the Corporation, and the ways of modifying and deleting the Personal Information. In the event of receiving requests for modifying or deleting the Personal Information, the Corporation shall take a prompt action accordingly.
- In the event of any dispute with a third party including an individual as the entity of the Personal Information arising from utilization of the Personal Information of the individual by the Corporation, violation of the Confirmation by the Corporation, or leakage of the Personal Information by the Corporation or the third party entrusted by the Corporation, the Corporation shall settle this matter at its own expense and on its own responsibility without causing any inconvenience to the NOM. If any damage occurs to the NOM due to the above-mentioned reasons, the Corporation shall indemnify the loss of the NOM.
- The Corporation shall revoke or eliminate the Personal Information and its duplicate the Corporation has received from the NOM within six (6) months from the date the Corporation accept the Personal Information from the NOM.

Date: _____

(Address) _____

(Company name) _____

(Title) _____

(Name) _____

(Signature) _____