



Association of
Corporate
Travel
Executives

2017 Sponsorship Opportunities

Supporting Today's Modern Business Traveller.
Today's Challenges. Tomorrow's Future.

Table of Contents

Section:	Page:
Letter to our Supporters	4
About the ACTE and CAPA Cooperation	5
Partner Events	6
2016 Statistics	7
2017 Education	8
New Opportunities in 2017	9
New Conferences in 2017	10
2017 ACTE Global Events – by region	11
Exclusive Benefits for 2017 Circle Sponsors	15
Conference Opportunities - <i>Sponsorships that Support Attendee Education</i>	16
Conference Opportunities - <i>Sponsorships that Support Networking Opportunities</i>	21
Conference Opportunities - <i>InterACTE: Where Rewarding Relationships Are Made</i>	29
Education Forum Opportunities	34
Conference Opportunities - <i>Brand Awareness</i>	38
Industry Whitepaper Opportunities	50
Online Opportunities	51
Around the World	52
2017 ACTE CAPA Global Calendar	53

The content of this document is subject to corrections and fine-tuning.

18 January 2017

Letter to our Supporters

Dear ACTE Supporter:

Airlines, hotels, ground transportation companies, TMCs, expense reporting companies and charge card companies individually spend millions of dollars; each building productive relationships with hundreds of business travel managers and millions of travelers. The Association of Corporate Travel Executives accomplishes this with a lot less... Through one-on-one membership service and a personal commitment to you. Also, through a continuous refreshing of our offerings that keep travel managers coming back for more.

Our education theme for 2017 will be around Supporting the Modern Business Traveller. Today's traveller and the travel managers supporting travel program demand more. More interaction. More services. More options. We will create our education content in a way that simplifies how a travel manager will look to the major categories of needs and how they can design, update or build a travel program that is all encompassing and connected. We will do this while also keeping an eye on the future so everyone can be better prepared.

Questions in our industry have evolved beyond how should I look at the sharing economy or a punitive travel program to one that says – What's best for this traveller on this trip? ACTE will continue to lead our industry in this focus on the traveller and on their travel experience.

In the past year, ACTE has remained the preferred corporate travel resource for decision making travel managers, and their companies. Travel programs enacted by our members touch the lives of millions of travellers. But we like to work with smaller numbers as we work to address the varied needs of our members around the world. For example, companies now have a tighter, more reassuring, communications program with their travellers developed after attending an ACTE event or reviewing ACTE research. Or travellers who experience more relaxed flights, who sleep better on the road, and who generate stronger revenue streams for their companies because of the ACTE focus on Traveller Centricity and interaction with the travel suppliers.

ACTE treats each member like they were the only member. Therefore, our membership remains strong, year after year. This why our volunteer leadership attracts some of the most influential — and successful — names in the industry. It's why the ACTE brand is trusted to deliver content in such places China, Nigeria, Russia, France, Turkey, Australia, the US, Brazil, and Canada.

ACTE conferences, summits, forums and web events are your opportunity to a lasting business relationship that transcends the occasional media roundtable or inflated annual industry gatherings billed as global. We have an ambitious agenda for 2017 that includes the introduction of new Regional Conferences in Asia and the US. These new ACTE Regional Conferences will bring a focus on hot topics that are of interest right now. ACTE will also continue to collaborate with CAPA – Centre for Aviation on events around the world that will bring stronger content to the global ACTE community.

Thank you for the support of the betterment of the corporate travel industry and of ACTE.



Greeley Koch
Executive Director
Association of Corporate Travel Executives

18 January 2017

About the ACTE and CAPA Cooperation

Two global organisations — one respected for the scope of its programme content and the other renowned for the depth of strategic aviation and travel intelligence and data — will join together for various events around the world including in Australasia, India, London and other locations.

This is the most ambitious joint educational program ACTE and CAPA have structured in their three-year alliance.



“ACTE and CAPA are the strongest sources of innovative business travel management techniques, statistical analysis, practical programme development, and strategic intelligence serving a global industry,” said Greeley Koch, ACTE’s executive director. “These events will showcase the significance of traveller centricity in the Australasia market, while growing travel manager influence and value to their companies through our educational program. A strong partnership with CAPA in recent years has given us access to a vast portfolio of research and data for more inclusive content and stronger networking.” – Greeley Koch, Executive Director ACTE

“CAPA is delighted to be deepening our partnership with ACTE, which has unrivalled engagement with the corporate travel community. The A\$12 billion Australasian corporate travel market is a sophisticated and mature industry, with high expectations for quality, cutting-edge content, discussion and debate. We look forward to delivering an outstanding series of events in our home markets in Australasia with ACTE”, said Peter Harbison, Executive Chairman of CAPA.” – Peter Harbison, Executive Chairman CAPA



Partner Events

LACTE Sponsorship Opportunities

Here comes another edition of **LACTE - Latin American Corporate Travel & Events Experience**. Regarded as the biggest event for corporate travel & events in Latin America, its 12th edition will take place from 22nd to 24th March 2017 at Grand Hyatt São Paulo.

This year LACTE presents itself in a different way. New design, new agenda, new sponsorship opportunities and more MICE audience.

For 3 days, the main topics related to the corporate travel & events industry in Brazil, Latin America and the world will be discussed between customers and suppliers. A new space dedicated entirely to MICE was created.

If you want to learn more about the market and network with key professionals from these segments, enjoy the opportunities of relationship and exposure at the event. Sponsoring the event is a proven action to achieve important results in your business. LACTE is a success with audience and is now part of the corporate travel & events market calendar in Latin America.

ABROAD Sponsorship Opportunities

ABROAD is an intelligent roadshow, each lasting half a day and delivering the latest information in management and operational trends, as well as benchmarking opportunity. For partner suppliers, the roadshow enables meetings with customers, relationship building and lead generation. The roadshows include:



Who is the target audience?

Clients, travel managers, purchasers, secretaries, travel agencies and TMCs.



Who is the target audience?

Event managers, meeting planners, event planner agencies and TMCs.



Who is the target audience?

Event and travel managers, purchasers, meeting planners, secretaries, travel agencies, event planners and TMCs.

Contact ACTE for more details sponsorship@acte.org

A Look Back at 2016 Global Conferences in Numbers:

93% of Attendees said that the conference was a great use of their time.

91% of Attendees rated the overall value of InterACTE as excellent/good.

81% of Attendees established connections which could lead to further discussions.

Diverse event formats for 2017 providing you more personalized networking globally

5 Global Corporate Travel Conferences
 New York City - Tokyo - London - Toronto - Sydney

5 Regional Conferences
 NEW to 2017

40 Educational Forums Globally

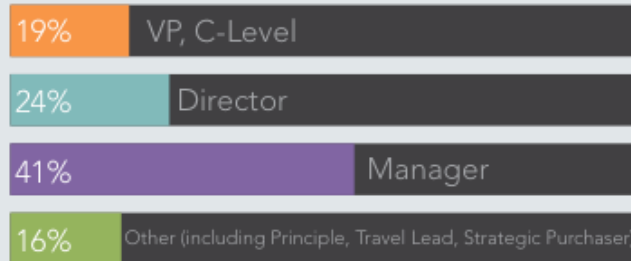
Unmatched Global Access

10,000 corporate travel
 professionals from
80+ countries attended
 ACTE events in the last
12 months

Flexible Design

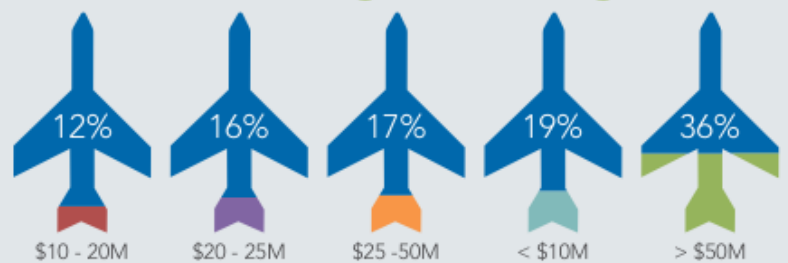
ACTE sponsorship is customised to fit
 your budget and unique needs

It's where decision makers come to network and learn



Convening the best and brightest for top level
 networking and unparalleled knowledge exchange

Travel buyers from all travel budgets and segments



because your sales strategy is different from market to market

2017 Education Evolves Around

Our 2017 education will build upon the travel manager as the hub, with the various spokes coming out to support today's modern business traveller. For our 2017 Global Conferences we will focus the General Sessions on Tomorrow's Future and then deep dive into Today's Challenges in the Breakout Sessions. Our Forums will cover the topics in various fashion.



New Opportunities in 2017

REGIONAL CONFERENCES:

ACTE is reducing the number of smaller localized events, and replacing them with Regional Conferences in the most popular markets including 3 in the US (San Francisco, Chicago and Washington D.C.) and 2 in Asia (Shanghai and Delhi). The Regional Conference offers a strong full day live-event, providing buyers with multiple education sessions to choose from and networking opportunities through the InterACTE experience. Sponsors have the opportunity to add on a hosted half-day workshop session for corporate buyers.

EXPANDING VIRTUAL OFFERINGS:

ACTE is accepting sponsors for a new set of Corporate Travel Management Courses, created in conjunction with NHTV Breda University. Courses include Basic, Intermediate and Advanced offerings with a range of on-demand video, resource materials and live-stream classroom options. Most courses include an assessment, and a co-branded university certificate is issued to passing participants.

AROUND THE WORLD:

This popular, once exclusive, industry immersion program is finally being opened up to sponsorship partners with an interest in growing the Corporate Travel industry knowledge for their internal staff, or as an offering to their buyer clients. The program includes 4 cities across the globe, each city offering a week of industry appointments, cultural nuances and insight into the road warrior experience. Cities included in the 2017 program are selected to provide contrast and comparison of the varied maturity levels within the industry. An ACTE representative plays the role of guide during business activities surrounding:

- Business practices by region
- Regional experts and suppliers
- Insider perspective from local contacts
- Economic and technology landscape

COMPLIMENTARY BUYER REGISTRATIONS

We have made it easier for you to bring your clients and prospects to an ACTE event with you! Complimentary Buyer registrations provided with your sponsorship selections now allow your qualified buyer guests to register with no processing fee for that event. These registration passes also include a complimentary one-year membership for the buyer, so they can join you at subsequent events for a nominal processing fee.

New Conferences in 2017



Global Corporate Travel Conferences:

This 2-day live event provides corporate buyers with 24+ education sessions developed based on relevant corporate travel trends, and networking opportunities through our InterACTE experience. InterACTE offers the participating sponsors a designated area for networking during time built into the conference schedule.



Regional Corporate Travel Conferences:

A new offer for 2017, this 1 day live-event provides buyers with multiple education sessions to choose from, developed based on relevant corporate travel trends, and networking opportunities through our InterACTE experience. Sponsors have an opportunity to host a half-day workshop before or after, for corporate buyers.



Education Forums:

Our traditional 1-day live event provide an environment for buyers to focus on practical issues and innovations through interactive, immersive learning, provocative discussions and networking. A narrow focus of 3-4 education sessions are developed for this program.

2017 ACTE Global Events

- by region

North America 2017 Events

ACTE Global Conferences

New York City
Toronto

ACTE Regional Conferences

San Francisco
Chicago
Washington DC

ACTE Education Forums

Boston
Seattle
Pittsburgh
Vancouver
Montreal
Calgary
Toronto



Latin America 2017 Events

ACTE Education Forums

Sao Paulo
Rio
Bogota
Buenos Aires
Campinas
Brasilia
Mexico City



2017 ACTE Global Events

- by region

EMEA & Russia 2017 Events

ACTE Global Conference
London

ACTE Education Forums

Amsterdam

Brussels

Zurich

Madrid

Paris

Stockholm

Warsaw

Geneva

Angola

Ghana

Kenya

Namibia

Nigeria

South Africa

Moscow

Milan



2017 ACTE Global Events

- by region

Australia 2017 Events



ACTE Global Conference

Sydney

ACTE Regional Conferences

Auckland

ACTE Education Forums

Canberra

Perth

Brisbane

Melbourne

Adelaide

Asia 2017 Events



ACTE Global Conference

Tokyo

ACTE Regional Conferences

Shanghai

Delhi

ACTE Education Forums

Bangalore

Jakarta

Singapore

Hong Kong

Seoul

2016 Circle Partners



GLOBAL BUSINESS TRAVEL



Caring more about you™



18 January 2017

Exclusive Benefits for 2017 Circle Sponsors

Partnership Spend Tiers	Chairman's Circle Partner US\$200,000+	President's Circle Partner US\$150,000+	Executive's Circle Partner US\$100,000+
Education Session Participation	4 opportunities	3 opportunities	2 opportunities
InterACTE Discount	25%	20%	N/A
Advisory Board (# of conferences)	3	2	1
Staff discounts for conference registrations	30%	25%	20%
Complimentary Staff Memberships	5	4	3
Discount for Corporate Buyer Memberships (Unlimited)	20%	15%	10%
Complimentary Buyer Membership*	8	6	5

*Complimentary buyer memberships allow qualified buyers to attend ACTE events for a nominal processing fee only.

Circle Partner Benefits Include:

- Advance selection of Global Sponsorship items
- Invitation and one reserved table at main luncheon during all global conferences
- Recognition on ACTE.org homepage, including hyperlink to designated website
- Prominent Circle Partner logo recognition at all ACTE events
- ACTE Job Bank discounts for recruiting for open positions

Conference Opportunities

- Sponsorships that Support Attendee Education



Keynote Sponsor

In addition to branding the keynote speaker “presented by”, as a keynote sponsor you will have a 10-minute stage opportunity to showcase your thought leadership. This stage time will be spent by one of your executive leaders; either interview style or speech on an industry perspective during a general/plenary session for all attendees. Content, messaging, and timing to be developed in consultation with the ACTE Education team. First right of refusal offered to Circle Partners.

**Live Stream options are also available for virtual attendees, and on-demand access post conference.*

Deliverable Details:

- Pre- and post-conference attendee lists
- Logo recognition on event collateral, relevant web pages, and conference mobile app

	Global Corporate Travel Conference
United States	\$47,000
Asia	\$32,500
EMEA	\$47,000
Canada	\$22,000
Australasia	\$22,000
Latin America*	TBD
Russia*	TBD
Complimentary Registrations Staff	5
Complimentary Registrations Buyers	5

** Sponsorship details and benefits may vary.*

Conference Opportunities

- Sponsorships that Support Attendee Education



Keynote Introduction

Put your leadership on stage to provide a 5-minute company (or product) update, leading to the introduction of the general/plenary session keynote speaker. ACTE Education team is available to assist with conveying your message to all ACTE attendees.

Deliverable Details:

- Pre- and post-conference attendee lists
- Logo recognition on event collateral, relevant web pages, and conference mobile app

	Global Corporate Travel Conference
United States	\$33,000
Asia	\$19,500
EMEA	\$33,000
Canada	\$17,000
Australasia	\$17,000
Russia*	TBD
Complimentary Registrations Staff	4
Complimentary Registrations Buyers	4

* Sponsorship details and benefits may vary.

Conference Opportunities

- Sponsorships that Support Attendee Education



Individual Event Sponsor

As a sponsor and co-host, prominent branding and recognition is offered to a limited number of suppliers per event. Your included table top display during dedicated networking time provides reserved exhibit space, with room for a laptop, brochures and a pull up banner.

Deliverable Details:

- Acknowledgment from the podium at sponsored event
- Pre- and post-conference attendee lists
- Logo recognition on event collateral, and relevant web pages
- Regional Conference Sponsors also receive:
 - Speaking opportunity for an executive leader
 - One of a limited number of InterACTE booths
 - One panelist participation seat for an education session

	Regional Corporate Travel Conference	Education Forum
United States	\$25,000	\$3,500
Asia	\$25,000	\$3,500
EMEA		€3,500
Canada		\$3,500
Australasia		\$3,500
Latin America*	TBD	TBD
Russia*	TBD	TBD
Complimentary Registrations Staff	3	2
Complimentary Registrations Buyers	3	2

* Sponsorship details and benefits may vary.

Conference Opportunities

- Sponsorships that Support Attendee Education



Co-development of Education Session

Work with the ACTE Education team to develop an event breakout session around your area of expertise. Offer buyers an environment to learn what questions to ask; how to compare suppliers; or what to look for in essential tools. Build trust in your brand by showing you aren't afraid of the questions! Determine a format that works for your topic and developed content: Round-Table; Buyer Panel; Interview; Classroom Style.

Deliverable Details for Education Forum:

- 3-minute introduction of session
- Pre- and post-conference attendee lists
- Table Top Display with space for laptop, brochures and banner
- Logo recognition on event collateral and relevant web pages

Additional Deliverable Details for Global Conference:

- Up to 4 buyer registrations for selected panelists
- Opportunity to display a pull-up banner in session space
- Logo recognition on event collateral, relevant web pages, and conference mobile app
- Complimentary one-day pass or 50% discount on full conference registration

	Global Corporate Travel Conference	Education Forum
United States	\$17,000	\$2,500
Asia	\$13,000	\$4,500
EMEA	\$17,000	€2,500
Canada	\$8,500	\$4,500
Australasia	\$8,500	\$4,500
Russia*	TBD	TBD
Complimentary Registrations Staff	2	2
Complimentary Registrations Buyers	2	2

* Sponsorship details and benefits may vary.

Conference Opportunities

- Sponsorships that Support Attendee Education



Education Session

Align your brand with relevant industry issues by introducing an individual event breakout session designed by the ACTE Education team.

Deliverable Details:

- 3-minute introduction of session
- Pre- and post-conference attendee lists
- Logo recognition on event collateral, relevant web pages, and conference mobile app

	Global Corporate Travel Conference
United States	\$3,000
Asia	\$3,900
EMEA	\$3,000
Canada	\$2,500
Australasia	\$2,500
Latin America*	TBD
Russia*	TBD
Complimentary Registrations Staff	1
Complimentary Registrations Buyers	1

* Sponsorship details and benefits may vary.

Conference Opportunities

- Sponsorships that Support Networking Opportunities



Buyers-only Session

Open only to confirmed buyers, this session offers an exclusive opportunity for you to speak to those you are most interested in targeting. Use your 5 minutes of fame to show a commercial, give a brief presentation, or give them something to discuss. Be sure to remind them where they can come find you for the answers or further discussions!

Deliverable Details:

- Up to 5 minutes for a senior executive to address the audience
- Opportunity to provide attendee gift at chairs
- Pre- and post-conference attendee lists
- Opportunity to display a pull-up banner, space permitting
- Logo recognition on event collateral, relevant web pages, and conference mobile app

	Global Corporate Travel Conference	Regional Corporate Travel Conference
United States	\$10,000	
Asia	\$14,300	
EMEA	\$10,000	
Canada	\$12,000	
Australasia	\$12,000	
Latin America*	TBD	
Russia*	TBD	
Complimentary Registrations Staff	2	2
Complimentary Registrations Buyers	2	2

* Sponsorship details and benefits may vary.

Conference Opportunities

- Sponsorships that Support Networking Opportunities



Conference Orientation

ACTE is always looking to bring fresh faces into the family, and we want them to feel welcome. Each of our global conferences includes a New Comers session, designed for those who have not previously attended an ACTE global conference. The session provides helpful tips and advice on the conference experience, networking opportunities and the ACTE organization in a fun and lively environment. You will collaborate with the ACTE team to develop, present and acclimate our new arrivals!

Deliverable Details:

- Up to 5 minutes for a senior executive to address the audience
- Opportunity to provide conference 'tip sheet' with your logo
- Pre- and post-conference attendee lists
- Opportunity to display a pull-up banner, space permitting
- Logo recognition on event collateral, relevant web pages, and conference mobile app

	Global Corporate Travel Conference
United States	\$10,500
Asia	\$10,400
EMEA	\$10,500
Canada	\$6,500
Australasia	\$6,500
Russia*	TBD
Complimentary Registrations Staff	2
Complimentary Registrations Buyers	2

* Sponsorship details and benefits may vary.

Conference Opportunities

- Sponsorships that Support Networking Opportunities



Opening Reception

The opening reception sets the tone for the entire event with ample networking opportunity in a casual environment. As the sponsor and cohost, you receive exclusive branding during a time where all attendees are invited. Work with the ACTE events team for creative brand exposure.

Deliverable Details:

- Up to 5 minutes for a senior executive to address the general session audience
- Opportunity to provide an attendee gift
- Pre- and post-conference attendee lists
- Opportunity to display a pull-up banner
- Logo recognition on event collateral, relevant web pages, and conference mobile app

	Global Corporate Travel Conference
United States	\$70,000
Asia	\$26,000
EMEA	\$70,000
Canada	\$13,000
Australasia	\$13,000
Russia*	TBD
Complimentary Registrations Staff	7
Complimentary Registrations Buyers	7

* Sponsorship details and benefits may vary.

Conference Opportunities

- Sponsorships that Support Networking Opportunities



Closing Reception

Wrap up the event as the sponsor and cohost of the Closing Reception, including significant branding. Your executive is welcome to provide insight into the learnings and experiences of the event sessions.

Deliverable Details:

- Up to 3 minutes for a senior executive to address the general session audience
- Opportunity to provide an attendee gift
- Pre- and post-conference attendee lists
- Opportunity to display a pull-up banner, space permitting
- Logo recognition on event collateral, relevant web pages, and conference mobile app

	Global Corporate Travel Conference
United States	\$19,000
Asia	\$14,300
EMEA	\$19,000
Canada	\$8,000
Australasia	\$8,000
Russia*	TBD
Complimentary Registrations Staff	2
Complimentary Registrations Buyers	2

* Sponsorship details and benefits may vary.

Conference Opportunities

- Sponsorships that Support Networking Opportunities



Events by Invitation

An invitation only event reserved for the most senior level buyers and sponsors. As the exclusive sponsor and cohost, your branding is prominently displayed during this valuable networking opportunity, with reserved tables for your invited guests. Consider bringing a pull-up banner, or providing a gift for your attendees with a branded item.

President's Reception

- Up to 5 minutes for a senior executive to address the audience
- Complimentary attendance for 4 staff and 8 buyers
- Pre- and post-conference attendee lists
- Logo recognition on event collateral, relevant web pages, and conference mobile app

VIP Dinner

- Up to 3 minutes for a senior executive to address the audience
- Pre- and post-conference attendee lists
- Logo recognition on event collateral, relevant web pages, and conference mobile app

		Global Corporate Travel Conference
United States	President's Reception	\$13,000
Asia	VIP Dinner	\$14,300
EMEA	President's Reception	\$13,000
Russia*		TBD
Complimentary Registrations Staff		3
Complimentary Registrations Buyers		3

* Sponsorship details and benefits may vary.

Conference Opportunities

- Sponsorships that Support Networking Opportunities



Reception & Dinner

An evening to further connect and spend time enjoying casual entertainment in recognition and appreciation of ACTE Canada volunteers. As the sponsor and cohost, you receive exclusive branding during a time where all attendees are invited to acknowledge the many contributions of their colleagues. Tables are reserved for your selected guests.

Deliverable Details:

- Up to 3 minutes for a senior executive to address the audience
- Opportunity to provide attendee gift at chairs
- Pre- and post-conference attendee lists
- Opportunity to display a pull-up banner, space permitting
- Logo recognition on event collateral, relevant web pages, and conference mobile app

	Global Corporate Travel Conference
Canada	\$17,000
Complimentary Registrations Staff	3
Complimentary Registrations Buyers	3

Conference Opportunities

- Sponsorships that Support Networking Opportunities



Networking Luncheon

Open to all attendees, the Networking Luncheon provides a casual environment to share a meal and exchange business cards. ACTE will work with you to customize the branding of the luncheon area, including the use of slides or video. Tables are reserved for your selected guests.

Deliverable Details for Regional Conference:

- Up to 3 minutes for a senior executive to address the audience
- Pre- and post-conference attendee lists
- Table Top Display (*Regional Conference Only*) with space for laptop, brochures and banner
- Logo recognition on event collateral and relevant web pages

Additional Deliverable Details for Global Conference:

- Additional 2 minutes (total 5) for a senior executive to address the audience
- Opportunity to provide attendee gift at chairs
- Opportunity to display a pull-up banner, space permitting
- Logo recognition on event collateral, relevant web pages, and conference mobile app

	Global Corporate Travel Conference	Regional Corporate Travel Conference
United States	\$19,500	
Asia	\$19,500	
EMEA	\$19,500	
Canada	\$8,000	
Australasia	\$8,000	
Latin America*	TBD	
Russia*	TBD	
Complimentary Registrations Staff	2	2
Complimentary Registrations Buyers	2	2

* Sponsorship details and benefits may vary.

Conference Opportunities

- Sponsorships that Support Networking Opportunities



Refreshment Break

We know a day of networking and education can take a lot out of us. What keeps us moving and alert throughout the day? Our break times offer a variety of beverages and sustenance to fuel our minds, while providing yet another time for solid networking in a comfortable environment; all with your visible branding included, even on the deserts!

Deliverable Details:

- Opportunity to work with caterer
- Pre- and post-conference attendee lists
- Logo recognition on event collateral, relevant web pages, and conference mobile app

	Global Corporate Travel Conference
United States	\$5,000
Asia	\$6,500
EMEA	\$5,000
Canada	\$2,500
Australasia	\$2,500
Russia*	TBD
Complimentary Registrations Staff	1
Complimentary Registrations Buyers	1

* Sponsorship details and benefits may vary.

InterACTE

This dedicated exposition area for participating sponsors is an alternative to the traditional tradeshow. With our focus on hype-free interaction between senior buyers and senior suppliers, the InterACTE experience provides space for networking time and a designated location for appointments; follow up discussions; or product/service information. An excellent opportunity for launching new products or services relevant to the corporate travel industry, with the spaces staffed by your experts for discussions and product demos.



18 January 2017

29

Conference Opportunities

- InterACTE: Where Rewarding Connections Are Made



InterACTE Booth

A (1m x 1m) turnkey booth, provided by ACTE, branded with your logo and equipped with power outlets, WiFi and LCD monitor.

Deliverable Details Regional Conference:

- Access to e-social, an online appointment scheduling system
- Pre- and post- conference attendee lists
- Logo recognition on event collateral and relevant web pages

Additional Deliverable Details for Global Conference:

- Product description, photos, links to your social media sites listed in conference app
- Designated meeting area reserved for exhibitors
- Logo recognition on event collateral, relevant web pages, and conference mobile app

	Global Corporate Travel Conference	Regional Corporate Travel Conference
United States	\$12,000	\$4,500
Asia	\$7,800	\$4,500
EMEA	\$12,000	
Canada	\$6,000	
Australasia	\$6,000	
Latin America*	TBD	
Russia*	TBD	
Complimentary Registrations Staff	1	1
Complimentary Registrations Buyers	1	1

* Sponsorship details and benefits may vary.

Conference Opportunities

- InterACTE: Where Rewarding Connections Are Made



InterACTE *Plus*

A (2m x 2m) larger space which includes the branded turnkey booth, plus furniture (i.e., a table or couch) for you to meet comfortably with clients and prospects. Staffed by your experts for discussions and product demos.

Deliverable Details:

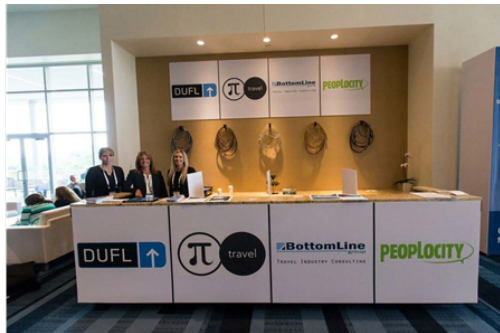
- Product description, photos, links to your social media sites listed in conference app
- Access to e-social, an online appointment scheduling system
- Designated meeting area reserved for exhibitors
- Wireless internet, electric outlets and LCD monitor
- Pre- and post- conference attendee lists
- Logo recognition on event collateral, relevant web pages, and conference mobile app

	Global Corporate Travel Conference
United States	\$24,000
Asia	\$13,000
EMEA	\$24,000
Canada	\$8,500
Australasia	\$8,000
Russia*	TBD
Complimentary Registrations Staff	2
Complimentary Registrations Buyers	2

* Sponsorship details and benefits may vary.

Conference Opportunities

- InterACTE: Where Rewarding Connections Are Made



InterACTE Shared

A customized area (4-5m), with signage, shared between multiple sponsors is a perfect fit for small business or emerging companies.

Additional Deliverable Details for Global Conference:

- Product description, photos, links to your social media sites listed in conference app
- Access to e-social, an online appointment scheduling system
- Designated meeting area reserved for exhibitors
- Logo recognition on event collateral, relevant web pages, and conference mobile app

	Global Corporate Travel Conference
United States	\$6,500
EMEA	\$6,500
Canada	\$4,000
Australasia	\$4,000
Russia*	TBD
Complimentary Registrations Staff	1
Complimentary Registrations Buyers	1

* Sponsorship details and benefits may vary.

Conference Opportunities

- InterACTE: Where Rewarding Connections Are Made



Customized InterACTE

There's no better way to provide attendees with the service experience travellers can expect when they fly on your airline or stay in one of your rooms for business travel. Grab some attention by customizing a space to accommodate your latest airline seating or room upgrades. If a picture is worth a thousand words, imagine the impact of the real deal! You'll work directly with ACTE's event team and contractors to create a space that encourages dialogue about the buyers needs and your solutions! *(Building expenses additional)*

Deliverable Details:

- Product description, photos, links to your social media sites listed in conference app
- Access to e-social, an online appointment scheduling system
- Designated meeting area reserved for exhibitors
- Wireless internet, electric outlets and LCD monitor
- Pre- and post- conference attendee lists
- Logo recognition on event collateral, relevant web pages, and conference mobile app

	Global Corporate Travel Conference
United States	\$30,000
Asia	\$30,000
EMEA	\$30,000
Canada	\$12,000
Australasia	\$12,000
Russia*	TBD
Complimentary Registrations Staff	4
Complimentary Registrations Buyers	4

* Sponsorship details and benefits may vary.

Education Forum Opportunities



Table Top Display

Your included table top display during dedicated networking time provides reserved exhibit space, with room for a laptop, brochures and a pull up banner.

Deliverable Details Education Forum:

- Post- attendee list

Deliverable Details Regional Conference:

- Post-attendee list
- Logo Recognition on event collateral, relevant web pages, and mobile app

	Education Forum	Regional Corporate Travel Conference
United States	\$1,500	\$2,500
EMEA	€1,500	\$2,500
Canada	\$1,000	\$2,500
Australasia	\$1,000	\$2,500
Latin America*	TBD	TBD
Russia*	TBD	TBD
Complimentary Registrations Staff	1	1
Complimentary Registrations Buyers	1	1

* Sponsorship details and benefits may vary.

18 January 2017

Education Forum Opportunities



IGNITE Sessions

IGNITE the industry in this fast-paced session, formatted to introduce or raise awareness of innovations in the corporate travel space. Sponsors present or demonstrate in succession, in a staged area. Consider adding a table top display for follow up conversations!

Deliverable Details:

- 5-minute speaking opportunity for senior executive
- Maximum of 20 PowerPoint slides that automatically advance every 15 seconds
- PowerPoint slides and guidance provided by ACTE
- Post- attendee list

	Education Forum
United States	\$2,000
EMEA	€2,000
Canada	\$1,500
Latin America*	TBD
Russia*	TBD
Complimentary Registrations Staff	1
Complimentary Registrations Buyers	1

** Sponsorship details and benefits may vary.*

Education Forum Opportunities



The Last Word

Your designated attendee will wrap up the event by providing insight into the learnings and experiences of the sessions to the attendees, encouraging continued conversation on the presented topics. Your included table top display during dedicated networking time provides reserved exhibit space, with room for a laptop, brochures and a pull up banner.

Deliverable Details:

- 5-minute speaking opportunity for senior executive (last word)
- Recognition in ACTE printed and online event material
- Logo on ACTE event pages and on-screen recognition
- Acknowledgment from the podium at sponsored event
- Pre and post- attendee lists

	Education Forum
United States	\$2,000
Asia	\$3,500
EMEA	€2,000
Russia*	TBD
Complimentary Registrations Staff	2
Complimentary Registrations Buyers	2

* Sponsorship details and benefits may vary.

Education Forum Opportunities



Breakfast, Lunch or Reception Sponsor

Open to all attendees, a breakfast, lunch or reception provides a casual environment to exchange refreshments and business cards. ACTE will work with you to customize the branding of the area, including use of slides or video.

Deliverable Details:

- 3-minute speaking opportunity for senior executive
- Table-top display (includes reserved exhibit space with space for a laptop and brochures/collateral, during dedicated networking time, opportunity to bring a pull-up banner)
- Recognition in ACTE printed and online event material
- Logo on ACTE event pages and on-screen recognition
- Acknowledgment from the podium at sponsored events
- Pre- and post-conference attendee lists

	Education Forum
United States	\$3,000
Asia	\$5,000
EMEA	€3,000
Canada	\$3,000
Australasia	\$3,000
Russia*	TBD
Complimentary Registrations Staff	2
Complimentary Registrations Buyers	2

* Sponsorship details and benefits may vary.

Conference Opportunities

- Brand Awareness



General / Plenary Session Commercial

The general session is full of engaging speakers and exciting panel discussions, drawing strong attendance and attention. ACTE will include your prepared video or commercial of up to 60 seconds as part of a relevant introduction or acknowledgement to your brand.

Deliverable Details Regional Conference and Education Forum:

- Post-conference attendee lists

Additional Deliverable Details for Global Conference:

- Pre- and post-conference attendee lists
- Logo recognition on event collateral, relevant web pages, and conference mobile app

	Global Corporate Travel Conference	Regional Corporate Travel Conference	Education Forum
United States	\$12,000	\$2,500	\$2,000
Asia	\$13,000	\$2,500	\$2,000
EMEA	\$12,000		€2,000
Canada	\$5,500		\$2,000
Australasia	\$5,500		\$2,000
Russia*	TBD		TBD
Complimentary Registrations Staff	1	1	1
Complimentary Registrations Buyers	1	1	1

* Sponsorship details and benefits may vary.

Conference Opportunities

- Brand Awareness



Registration Area

The place where every attendee absolutely has to be! Check-in, information and mobile app support - all located at the hub, our Registration Area. Your brand welcomes each and every attendee, and is associated with the help and guidance provided by ACTE staff throughout the conference.

Deliverable Details:

- Logo displayed on panels of registration desk
- Pre- and post-conference attendee lists
- Logo recognition on event collateral, relevant web pages, and conference mobile app

	Global Corporate Travel Conference
United States	\$7,500
Asia	\$9,750
EMEA	\$7,500
Canada	\$8,000
Australasia	\$8,000
Russia*	TBD
Complimentary Registrations Staff	2
Complimentary Registrations Buyers	2

* Sponsorship details and benefits may vary.

Conference Opportunities

- Brand Awareness



JOE

ACTE

Joe Traveller
United States

Travel Manager

Name Badges & WIFI

All of our attendees are provided with a branded name badge upon check-in. Have your brand prominently displayed on the first item attendees see, and wear throughout the conference. The ACTE Event staff will also coordinate customized name and password for the event WiFi* network, where available. (*WiFi not included in Education Forums*).

Multi-event pricing is also available



Deliverable Details for Regional Conference & Education Forums:

- Pre and Post-conference attendee list

Additional Deliverable Details for Global Conference:

- WiFi signage throughout event space advertising custom network name and password
- Logo recognition on event collateral, relevant web pages, and conference mobile app

	Global Corporate Travel Conference	Regional Corporate Travel Conference	Education Forum
United States	\$18,000	\$2,000	\$1,500
Asia	\$14,300	\$2,500	\$2,000
EMEA	\$18,000		€1,500
Canada	\$9,000		\$1,500
Australasia	\$9,000		\$1,500
Russia*	TBD		TBD
Complimentary Registrations Staff	2	1	1
Complimentary Registrations Buyers	2	1	1

* Sponsorship details and benefits may vary.

Conference Opportunities

- Brand Awareness



Lanyards

Every name badge is attached by a lanyard and provided at registration. Hang your branding around the neck of every attendee throughout the conference.

Deliverable Details:

- Logo printed on lanyards
- Pre- and post-conference attendee lists
- Logo recognition on event collateral, relevant web pages, and conference mobile app

	Global Corporate Travel Conference	Regional Corporate Travel Conference	Education Forum
United States	\$18,000	\$2,000	\$1,500
Asia	\$14,300	\$2,500	\$2,000
EMEA	\$18,000		€1,500
Canada	\$9,000		\$1,500
Australasia	\$9,000		\$1,500
Latin America*	TBD	TBD	TBD
Russia*	TBD	TBD	TBD
Complimentary Registrations Staff	2	1	1
Complimentary Registrations Buyers	2	1	1

* Sponsorship details and benefits may vary.

Conference Opportunities

- Brand Awareness



Mobile Charging Station

Our ability to stay connected is what makes it possible to attend events such as these, keeping our devices up to the task can be a challenge throughout the day especially when you are moving around. These towers offer individual lockers large enough to fit even a small laptop, and are equipped with various charger types to handle 98% of smartphones on the market today. Users create a custom locker PIN on the touchscreen and join the session of their choice. Custom wrap the tower and brand the touchscreen for maximum visibility. *(Up to 3 towers per event)*

Deliverable Details:

- Wireless Internet and electric outlets provided
- Pre- and post-conference attendee lists
- Customized branding on mobile towers

	Global Corporate Travel Conference
United States	\$10,000
Asia	\$10,000
EMEA	\$10,000
Canada	\$8,000
Australasia	\$8,000
Latin America*	TBD
Russia*	TBD
Complimentary Registrations Staff	1
Complimentary Registrations Buyers	1

* Sponsorship details and benefits may vary.

Conference Opportunities

- Brand Awareness



Agenda Billboard

Work with the ACTE Marketing team on the design of the large billboard, featuring the full conference agenda and your branding, to be placed in a central area of the conference location.

Deliverable Details:

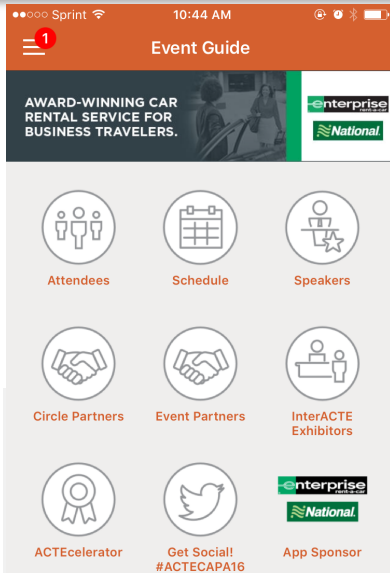
- Pre- and post-conference attendee lists
- Logo recognition on event collateral, relevant web pages, and conference mobile app

	Global Corporate Travel Conference
United States	\$18,000
Asia	\$10,400
EMEA	\$18,000
Canada	\$6,000
Australasia	\$6,000
Russia*	TBD
Complimentary Registrations Staff	2
Complimentary Registrations Buyers	2

* Sponsorship details and benefits may vary.

Conference Opportunities

- Brand Awareness



Conference Mobile App

The ACTE conference mobile app is the go-to guide for the conference agenda, attendee list, networking events, education sessions and more! The app includes a scheduling tool, search capabilities and a resource area. The information is maintained within the app long after the event has concluded.

As the sponsor, your branding is prominently displayed to the user as soon as they open the app. A rotating banner ad is also displayed across the top of the event page, and includes a link to your designated URL.

Deliverable Details:

- Sponsor menu icon with your logo
- Pre- and post-conference attendee lists
- Logo recognition on event collateral, relevant web pages, and conference mobile app

	Global Corporate Travel Conference
United States	\$13,000
Asia	\$10,400
EMEA	\$13,000
Canada	\$8,500
Australasia	\$8,500
Complimentary Registrations Staff	1
Complimentary Registrations Buyers	1

Conference Opportunities

- Brand Awareness



Selfie Station

Social media is an undeniable force in today's world. The use of selfies shows no signs of diminishing. A customized canvas back-drop, co-branded with ACTE and your logo gives conference goers the right place, and the right time to snap away. Images shared with the conference hashtag appear on the conference social media wall displayed throughout the conference, and where shared, on the ACTE Twitter, Facebook, WeChat and other social media pages. Why not combine with some branded props and a selfie contest for your brand? *#WINNING*

Deliverable Details:

- Customized canvas co-branded with both ACTE and the sponsor's logos
- Pre- and post-conference attendee lists
- Logo recognition on event collateral, relevant web pages, and conference mobile app

	Global Corporate Travel Conference
United States	\$10,000
Asia	\$10,000
EMEA	\$10,000
Canada	\$5,000
Australasia	\$5,000
Russia*	TBD
Complimentary Registrations Staff	1
Complimentary Registrations Buyers	1

* Sponsorship details and benefits may vary.

Conference Opportunities

- Brand Awareness



Conference Bags

Work with the ACTE Event staff to select a smart conference bag, branded with your logo. The conference bag is provided to all attendees at check-in for ease of carrying conference collateral or giveaways, take home a few souvenirs and then keep for their own personal use. Consider including your collateral or giveaway inside the bags!

Deliverable Details:

- Pre- and post-conference attendee lists
- Logo recognition on event collateral, relevant web pages, and conference mobile app

	Global Corporate Travel Conference
United States	\$13,000
Asia	\$13,000
EMEA	\$13,000
Canada	\$8,000
Australasia	\$8,000
Russia*	TBD
Complimentary Registrations Staff	1
Complimentary Registrations Buyers	1

* Sponsorship details and benefits may vary.

Conference Opportunities

- Brand Awareness



Hotel Keycards

Where available, ACTE Event staff will work with the conference hotel to produce branded keycards used for room access, with your logo. Beyond conference attendees, your brand has access to every room in the building during the conference timeframe.

Deliverable Details:

- Logo printed on hotel keycard
- Pre- and post-conference attendee lists
- Logo recognition on event collateral, relevant web pages, and conference mobile app

	Global Corporate Travel Conference
United States	\$13,000
Asia	\$6,500
EMEA	\$13,000
Canada	\$6,000
Australasia	\$6,000
Russia*	TBD
Complimentary Registrations Staff	2
Complimentary Registrations Buyers	2

* Sponsorship details and benefits may vary.

Conference Opportunities

- Brand Awareness



ACTE Event staff can coordinate a variety of collateral and/or giveaway items with your branding, for production and distribution at our event. Pricing is determined based on the selected item, which can be distributed to attendees upon registration, as a room drop, or as an InterACTE booth giveaway.

Deliverable Details:

- Logo printed on sponsorship item, distributed to all attendees at registration
- Option for sponsor to include with promotional materials & industry research
- Pre- and post-conference attendee lists
- Logo recognition on event collateral, relevant web pages, and conference mobile app

Merchandise Possibilities (*more options available email us at sponsorship@acte.org*):

- Portable chargers or
- Notebooks or Note Pads
- Speakers
- Bottle openers
- Key chains
- Umbrellas
- Mints

Global Corporate Travel Conference

Regional Corporate Travel Conference

Pricing is based on selected item costs

Complimentary Registrations **Staff**

1

Complimentary Registrations **Buyers**

1

Conference Opportunities

- Brand Awareness



Be recognized on the ACTE website home page or designated event page through a rotating banner ad, designed in conjunction with the ACTE Marketing team, customized with a link to the URL of your choice. Prices are for an ad to run for 30 days.

- ACTE Homepage: 245 x 245 pixels, JPEG, GIF, PNG formats
- Event Page: 190 x 190 pixels, JPEG, GIF, PNG formats

Homepage	Global Corporate Travel Conference	Regional Corporate Travel Conference	Education Forum
United States	\$1,000	\$500	\$250
Asia	\$1,000	\$500	\$250
EMEA	\$1,000		€250
Canada	\$1,000		\$250
Australasia	\$1,000		\$250
Russia*	TBD		TBD
Event Page			
United States	\$500	\$250	\$100
Asia	\$500	\$250	\$100
EMEA	\$500		€100
Canada	\$500		\$100
Australasia	\$500		\$100
Russia*	TBD		TBD

* Sponsorship details and benefits may vary.

Industry Whitepaper

- Sponsorships that Support Attendee Education



Industry Whitepaper

(Delivered as a co-developed education session or via a webinar)

Take your thought leadership to the next level! The ACTE Education team collaborates with you every step of the way, from selecting your topic and timing, through to research, completion and press releases. ACTE will coordinate presentation of this co-developed research paper through either a webinar, or as an education session during one of our global conferences. Regardless of how you choose to release your findings, one of your executive leaders is invited to introduce the research during a general/plenary session at one of our global conferences.

Deliverable Details:

- Survey creation, distribution and collection
- Analysis of results by an independent research firm
- Review and input of drafted report
- Pre and post-event attendee lists for applicable event
- Logo recognition on event collateral, relevant web pages, and conference mobile app
- Complimentary single day or 50% discount on full conference attendance

\$35,000



Virtual Experiences

Take your message to their desktops. What do you do when you can't wait for a live event to share the news about a new innovation, or demonstrate a new or enhanced product or service? Book a webcast! The ACTE Education team will collaborate with you to schedule and co-develop this virtual education session, either with power point, screen share or integrated video.

Deliverable Details:

- Includes speaking opportunity for senior executive and corporate clients
- Brand recognition and acknowledgement during the webcast
- Post attendee list
- Extended exposure through our ACTE Online on-demand access
- Two marketing messages sent to promote webinar

Power point or Screen Share	\$15,000
Video	\$20,000

Around the World

- Internship and Training Programme Opportunities



Around the World

Around the World Travel Internship Programme

Sponsoring an intern provides you with the opportunity to:

- Pre-screen potential university graduates who have expressed interest in working in the corporate travel industry.
- Send an intern to a four week immersion training programme that fast-tracks their knowledge.
- Identify a project for completion by your selected intern(s).
- Opportunity to employ intern(s) at the completion of the programme.
- The opportunity to transition the intern into a permanent position, if you choose.
- Fill important roles within your company without the lengthy learning curve.

Around the World Training Programme for Business Professionals

Sponsoring a client or business professional provides you with the opportunity to:

- Show your support for a client and the corporate travel industry.
- Arrange for your client or potential client to visit one of your international offices to meet face-to-face.
- Strengthen relationships and communications with a client or potential client.

Sponsoring an employee provides you with the opportunity to:

- Strengthen your employees understanding of how corporate travel is managed around the world.
- Invest in up to four-weeks of education for your employee to enhance their skills.
- Enhance your employees connections with market leaders in the industry.
- Educate your employee on business practices and culture etiquette to better conduct themselves on a global level.

**240 qualified applications were received for the 2017
Around the World Travel Internship Programme.**

2017 Global Calendar

Dates are subject to change

- Global conference
- Regional conference
- Educational forum



Region	City	Event	Date	Country
EMEA	Brussels	Educational Forum	2 February	Belgium
Asia	Mumbai	Regional Conference (CAPA India Aviation Summit)	8-9 February	India
Australasia	Brisbane	Educational Forum	10 February	Australia
Asia	Singapore	Educational Forum	February	Singapore
LATAM	Belo Horizonte	ABROAD MICE Ed Forum	16 February	Brazil
Canada	Toronto	Educational Forum	Feb/March	Canada
Australasia	Canberra	Educational Forum	15 March	Australia
Asia	Seoul	Educational Forum	March	Korea
LATAM	Sao Paulo	LACTE 12 Global Conference	22-24 March	Brazil
EMEA	Moscow	Educational Forum	28 March	Russia
EMEA	London	Educational Forum	23 March	UK
EMEA	Nairobi	Educational Forum	March*	Kenya
EMEA	Johannesburg	Educational Forum	March*	South Africa
USA	Orlando	Global Conference (CAPA Americas Aviation Summit)	4-5 April	USA
Canada	Vancouver	Educational Forum	April	Canada
USA	New York	Global Conference (ACTE Global Conference USA)	23-25 April	New York City
Asia	Delhi	Regional Conference	April/May	India
EMEA	Dublin	Educational Forum	April*	Ireland
EMEA	Stockholm	Educational Forum	March/April	Denmark
EMEA	Windhoek	Educational Forum	April	Namibia
EMEA	Dublin	Global Conference (CAPA Airline Leader Summit)	11-12 May	Ireland
USA	Pittsburg	Educational Forum	May	USA
LATAM	Rio de Janeiro	ABROAD MICE Ed Forum	9 May	Brazil
EMEA	Zurich	Educational Forum	11 May	Switzerland
Asia	Jakarta	Educational Forum	30 May	Indonesia
Australasia	Melbourne	Educational Forum	30 May	Australia
USA	San Francisco/Bay Area	Regional Conference (Pay)	June*	USA
USA	Boston	Educational Forum	June	USA
Canada	Calgary	Educational Forum	June	Canada
LATAM	Sao Paulo	ABROAD Corporate Ed Forum	1 June	Brazil
Asia	Osaka Kansai	Global Conference (CAPA LCCs in North Asia)	13-14 June	Japan
EMEA	Amsterdam	Educational Forum	27 June	Netherlands

Region	City	Event	Date	Country
EMEA	Luanda	Educational Forum	June	Angola
EMEA	Accra	Educational Forum	June	Ghana
EMEA	Lagos	Educational Forum	June	Nigeria
Australasia	Perth	Educational Forum	4 July	Australia
LATAM	Rio de Janeiro	ABROAD Corporate Ed Forum	4 July	Brazil
Australasia	Sydney	Regional Conference (CAPA Australia Pacific Aviation Summit)	1-2 August	Australia
LATAM	Campinas	ABROAD MIX Educational Forum	3 August	Brazil
LATAM	Brasilia	ABROAD MIX Educational Forum	15 August	Brazil
LATAM	Bogota	Educational Forum	August	Colombia
Asia	Tokyo	Global Conference (ACTE Global Conference Asia)	22-23 August	Japan
Australasia	Adelaide	Educational Forum	1 September	Australia
LATAM	Cartagena	Global Conference (CAPA Latin America Aviation Summit)	11-12 September	Colombia
USA	Chicago	Regional Conference	September	USA
Canada	Montreal	Educational Forum	September*	USA
EMEA	London	Educational Forum	September*	UK
LATAM	Buenos Aires	Educational Forum	September	Argentina
Asia	Bangalore	Educational Forum	October	India
EMEA	London	Global Conference (ACTE-CAPA Global Conference, London)	11-13 October	UK
Australasia	Auckland	Regional Conference	17-18 October	New Zealand
Asia	Singapore	Global Conference (CAPA Asia Aviation Summit)	7-8 November	Singapore
USA	Washington, D.C	Regional Conference	November	USA
Asia	Hong Kong	Educational Forum	November	China
EMEA	Geneva	Educational Forum	November	Switzerland
EMEA	Madrid	Educational Forum	November*	Spain
Canada	Toronto	Global Conference (ACTE Global Conference, Canada)	19-21 November	Canada
EMEA	Milan	Educational Forum	November	Italy
Australasia	Sydney	Global Conference (ACTE-CAPA Global Conference, Sydney)	29-30 November	Australia
Asia	Shanghai	Regional Conference	December	China
EMEA	Paris	Educational Forum	December	France
EMEA	Warsaw	Educational Forum	November	Poland
LATAM	Sao Paulo	ABROAD MICE Ed Forum	4 December	Brazil
LATAM	Recife	ABROAD MIX Educational Forum	TBC	Brazil
LATAM	Curitiba	ABROAD Corporate Ed Forum	TBC	Brazil
LATAM	Fortaleza	ABROAD MIX Educational Forum	TBC	Brazil
LATAM	Bogata	ABROAD MIX Educational Forum	TBC	Columbia
LATAM	Porto Alegre	ABROAD Corporate Ed Forum	TBC	Mexico
USA	Seattle	Educational Forum	TBD	USA