

15th International Exhibition and Conference on **Smart & Sustainable City Solutions**



Co-located with



19-21 September 2018
Bombay Exhibition Centre
Mumbai, India

Partnership Cost-Benefit Matrix

| Benefits | Partner Country | Feature Country | Country Pavilion | Partner State | Feature State | State Pavilion | Partner City | City Pavilion | Principal Partner | Co-Partner | Associate Partner | Session Partner | Product / Tech Service Presentation |
|---|-----------------|-----------------|------------------|---------------|---------------|----------------|--------------|---------------|---------------------------|---------------------------|---------------------------|---------------------------|-------------------------------------|
| Exhibition Space (sq. mtr.) | 75 | 50 | 36 | 50 | 36 | 24 | 36 | 24 | 100 | 50 | 36 | 18 | 9 |
| Marketing Presentation Slot (minutes) | 15 | 10 | 10 | x | x | x | x | x | 15 | 10 | 10 | 10 | 10 |
| Guest of Honour at Inauguration | y | x | x | y | x | x | x | x | x | x | x | x | x |
| Presentation in Plenary Session | x | x | x | y | y | x | y | x | x | x | x | x | x |
| Presentation in Technical Session | y | x | x | y | y | y | x | x | x | x | x | x | x |
| Appropriate Media Coverage / Logo Mileage Options | y | y | y | y | y | y | y | x | y | y | y | y | x |
| Advertisement in Conference Papers / Exhibition Directory | Full Page | Full Page | Full Page | 2 Full Page | Full Page | Full Page | Full Page | Full Page | Full Page | Full Page | Full Page | Full Page | Full Page |
| Advertisement in Urban News Digest | Full Page | Full Page | Full Page | Full Page | Full Page | Full Page | Full Page | Full Page | Full Page | Full Page | Full Page | Full Page | Full Page |
| Profile / Brochure in Delegate Kit | y | y | y | y | y | x | y | x | y | y | y | y | x |
| Waiver of Delegate Fees | 25 | 15 | 10 | 25 | 15 | 10 | 10 | 5 | 10 | 5 | 2 | 2 | 2 |
| Local Hosting & Transport | x | x | x | 6 Persons | 4 Persons | 2 Persons | 2 Persons | 1 Persons | x | x | x | x | x |
| Partnership Fees | US\$ 60,000* | US\$ 45,000* | US\$ 30,000* | ₹ 30 Lacs* | ₹ 22.5 Lacs* | ₹ 15 Lacs* | ₹ 15 Lacs* | ₹ 10 Lacs* | ₹ 30 Lacs* / US\$ 60,000* | ₹ 20 Lacs* / US\$ 40,000* | ₹ 15 Lacs* / US\$ 30,000* | ₹ 10 Lacs* / US\$ 20,000* | ₹ 6 Lacs* / US\$ 12,000* |

* Add GST @ 18% extra

* Details of deliverables against each proposal available on request.

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