



INDUSTRIAL COOPERATION & SUPPLY CHAIN CONFERENCE

An Opportunity for Global Aviation, Space & Defence OEM's to Meet UAE
Manufacturers and Explore Supply Chain Opportunities



A sponsorship
opportunity...

Dear Prospective Sponsor...

Foreign Direct Investment and Industrial Cooperation Programmes (FDI/ICP) are widely used globally to assist countries in developing their economic base and to increase their potential for export.

FDI/ICP can bring investment, knowledge and technology transfer, export opportunities, joint venture opportunities and innovation.

Recent changes to many of the UAE's industrial cooperation initiatives has resulted in huge opportunities for UAE based manufacturers wishing to benefit from the global supply chain market utilising Foreign Direct Investment.

The Sharjah Export Development Center (SEDC) seeks, through these policy changes, to work with both manufacturers and OEMs to maximise the local manufacturer's potential and capability to benefit from the resulting increase in local and international supply chain activities.

This conference will launch a portfolio of services to connect suppliers and manufacturers, thereby providing greater options for OEMs to identify suitable supply chain solutions from within Sharjah and the UAE.

Talk to us to take advantage of this exciting opportunity!

Who We Are...



مركز الشارقة لتنمية الصادرات
SHARJAH EXPORTS DEVELOPMENT CENTER

An initiative of Sharjah Chamber of Commerce and Industry, Sharjah Exports Development Center (SEDC) strives to provide an ideal environment to support and develop domestic exports. SEDC offers various services to encourage local industrial companies and exporters to enhance their competitive abilities to cater to foreign markets and to respond to regional and international business opportunities.

SEDC provides technical export solutions and tools that utilize integrated databases and knowledge that contribute to exporting activities, in addition to providing insurance and credit guarantees for exporters.



O2K Ltd., based in the UAE, is a sister company of Offsets 2000 Ltd., one of the most respected independent Offset consultancies.


O2K Ltd. provides global excellence in the management and development of offset programmes to defence companies, their supply chains and government agencies.

Using Industrial Cooperation Programmes to Boost Local Manufacturers' Sales and Capabilities

As a sponsor of this unique reception and conference your company will actively engage with key stakeholders and thought leaders to discuss innovative ideas on industrial cooperation and specifically the development of the UAE local supply chain capability.

The reception and conference aims to address the following:

- Supply Chain opportunities in the UAE to support industrial cooperation initiatives
- Identifying requirements to develop the Supply Chain across the UAE for procurement opportunities to satisfy current and future FDI/ICP opportunities
- The products and services currently available and the future needs required to grow exports for local manufacturers and support the international companies seeking UAE products



Helping to identify global
supply chain opportunities

Why Support the conference...

BENEFITS

- Associating your company with being supportive of the UAE's economic growth and development through industrial cooperation programmes
- Meet key political and economic influencers and key FDI/ICP stakeholders
- Learn about new avenues for FDI/ICP initiatives
- Media exposure for your organisation through the SEDC and O2K's Media Sponsors and electronic outlets

When and Where...

- **Venue**
The Sharjah Chamber of Commerce and Industry
Main Building
- **Date / Time**

Reception
21 November 2016
6 pm - 8:30 pm

Conference
22 November 2016
9 am - 3 pm

Industrial Cooperation & Supply Chain Conference ...

The conference aims to address the following:

- The opportunities created by ICPs for the UAE to develop into a global manufacturing destination
- The manufacturing & business challenges associated with becoming globally competitive as a manufacturing destination
- The specific and general requirements for manufacturers to become part of an OEM's supply chain

Reception

21 November 2016 | 6 pm - 8:30 pm

Welcome

H.E. Abdullah Sultan Al Owais, Chairman,
SCCI

Opening Remarks

A light introduction to the evening delivered by
a prominent UAE based entertainer

Activities

An outstanding opportunity for UAE and
international Tier I manufacturers to network
with and meet Sharjah and other UAE
suppliers of components and equipment on a
one-to-one basis.

Silver service Hors D'oeuvres and
refreshments served throughout the evening

Subject to change

The Conference

22 November 2016 | 9 am - 3 pm

Welcome

H.E. Abdullah Sultan Al Owais, Chairman,
SCCI

Keynote Speaker

H.E. Matar Al Romaithi, Chief Officer,
Tawazun Economic Council

Keynote Presentations

Mr. Ismael Abdullah Deputy CEO Strata
Manufacturing PJSC

Mr. Stan Ramirez, Vice President, Industrial
Cooperation, Lockheed Martin

Mr. Fahad Al Mheiri, Director of Business
Development, Emirates Defence Industries
Company

Ms. Courtney Foster, Supply Chain Solutions
Manager - The British Standards Institution

Ms. Kim Childs, Managing Partner, O2K Ltd.

Panel 1 - A Global Manufacturing Destination

Discussion around the potential for the UAE to become a
part of the global manufacturing supply chain

Panel 2 - Manufacturing & Business Challenges

Discussion around the manufacturing and business
challenges faced by UAE and Sharjah manufacturers to
enable them to supply to Tier 1 and 2 OEM's, globally,
through industrial cooperation opportunities.

Panel 3 - The UAE - A Global Manufacturing Destination

Discussion around the advantages, challenges and
opportunities for investing in, and sourcing from UAE
manufacturers.

Summary Plenary Session and Conclusion

Roger Bulgin, CEO, Offsets 2000 Ltd.

Buffet Luncheon and Networking

The Platinum Sponsorship Package

SPONSORSHIP AMOUNT - upon Request

Benefits:

1. (4) Delegate registrations
2. Nominate 2 Panel participants
3. Sponsorship and Branding of Networking Coffee Breaks (2)
4. Sponsor's logo on event video
5. Sponsor's logo on Speaker Table and Podium
6. Standard size roll-up banners to be displayed at the conference (provided by sponsor)
7. Sponsor's brochures and collateral materials at conference
8. Sponsor's profile in conference programme
9. Sponsor's logo on conference marketing materials and all conference electronic notifications sent by SEDC / O2K Ltd.
10. Logo on the conference homepage including web link
11. Recognition in conference press releases
12. VIP Photo Opportunity for Press Releases

Sponsor must supply ALL promotional material, artwork etc.

Bringing manufacturers and
global OEMs together

Sponsorship Opportunities...

We have developed a range
of sponsor packages catered
to your requirements



The Gold Sponsorship Package

SPONSORSHIP AMOUNT - upon Request

Benefits:

1. (3) Delegate registrations
2. Nominate 1 Panel participants
3. Sponsorship and Branding of Reception and Conference Networking Coffee Breaks
4. Sponsor's logo on event video
5. Sponsor's logo on Speaker Table
6. Standard size roll-up banners to be displayed at the conference (provided by sponsor)
7. Sponsor's brochures and collateral materials at conference
8. Sponsor's profile in conference programme
9. Sponsor's logo on conference marketing materials and all conference electronic notifications sent by the SEDC and O2K
10. Sponsor's logo on the conference homepage including web link
11. Recognition in conference press releases
12. VIP Photo Opportunity for Press Releases

The Silver Sponsorship Package

SPONSORSHIP AMOUNT - upon Request

Benefits:

1. (2) Delegate registrations
2. Sponsor's logo on event video
3. Standard size roll-up banners to be displayed at the reception and conference
4. Sponsor's logo on stage backdrop
5. Sponsor's logo to be published on all electronic media
6. Noted in conference programme

The Bronze Sponsorship Package

SPONSORSHIP AMOUNT - upon Request

Benefits:

1. (1) Delegate registration
2. Sponsor's logo on event video
3. Logo on stage backdrop
4. Noted in conference programme
5. Sponsor's logo to be published on all electronic media

Sponsor must supply ALL promotional material, artwork etc.

The background of the top half of the image is a dark, industrial scene. On the left, there is a geometric logo composed of blue triangles of various sizes and orientations, with one red triangle at the top left. The rest of the background is filled with a bright, glowing stream of golden-yellow sparks or molten metal particles, suggesting a welding or industrial process.

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