



الهيئة الوطنية للنفط والغاز
NATIONAL OIL & GAS AUTHORITY

Held under the Patronage of
His Excellency Shaikh Mohammed bin Khalifa bin Ahmed Al-Khalifa,
Minister of Oil, Kingdom of Bahrain



PIPELINE OPERATIONS & MANAGEMENT 2018



MIDDLE EAST

23-26 APRIL 2018
GULF CONVENTION CENTRE
MANAMA, BAHRAIN

SPONSORSHIP AND
EXHIBITION PROSPECTUS

www.pipelineconf.com

YOUR INVITATION TO A WORLD CLASS CONFERENCE AND EXHIBITION

Pipeline Operations & Management Middle East - POMME 2018 is a major, multi-track conference that will bring together experts from within and outside the Middle East to discuss some of the latest technologies and concepts for maintaining and operating oil and gas pipelines in the most efficient, cost effective, and professional manner, while taking account of the environmental and other concerns of the communities through which they pass.

Leading international speakers will be presenting papers covering a wide range of topics within the four technical streams. The papers will be of the highest standard and deal with the current issues facing the industry.

The event is organized by:

BJ Lowe

Clarion Technical Conferences

Frances Webb

Global Webb Energy Consultants

John Tiratsoo

Tiratsoo Technical

CLARION

Clarion Technical Conferences

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ABOUT THE EVENT ORGANIZERS

Clarion Technical Conferences & Tiratsoo Technical

Together, Clarion Technical Conferences and Tiratsoo Technical have been organizing pipeline conferences and training events around the world for over 25 years. Their conferences include Pipeline Pigging and Integrity Management; the Unpiggable Pipeline Solutions Forum; the Pipeline Decommissioning Conference; the Technology for Future and Ageing Pipelines Conference; and Pipeline Operations & Management Middle East. They have once again partnered with the highly experienced Global Webb Energy Consultants to produce this Fourth Edition of Pipeline Operations & Management Middle East Conference and Exhibition.

Global Webb Energy Consultants

Global Webb Energy Consultants has over 25 years' experience in producing technical conferences and exhibitions world-wide. Under the leadership of its principal, Frances Webb, the firm specializes in providing all elements required to produce a successful event, focussing on the global energy sector. Ms Webb has spent over two decades organizing and running events in the Middle East.

Who we have worked with



Official media partners



WHY EXHIBIT?

Sponsoring and exhibiting at Pipeline Operations & Management will give you unparalleled access to decision-makers in the Global and Middle East pipeline industry. The event is:

- Attended by members of the pipeline industry from around the world
- A unique opportunity to hear high quality technical presentations with the best regional and international presenters
- Attended by high quality delegates and trade visitors from the entire pipeline industry
- Sensibly priced to provide the best value for money and return on investment
- An unparalleled opportunity to do business in the region and globally.

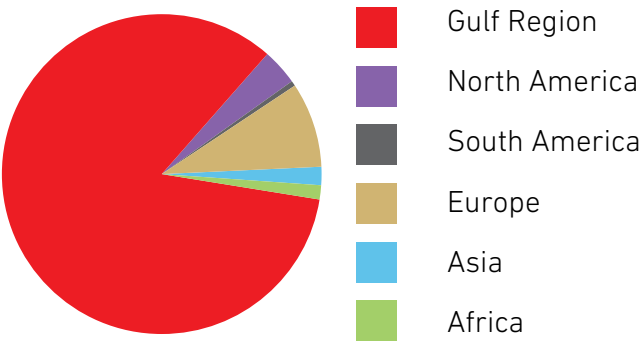
WHO VISITS?

Here are just some of the 2016 attendee job titles:

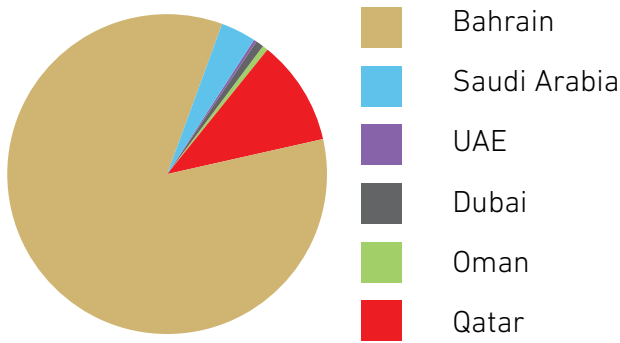
CEO	Manager – Planning and Performance
Contracts Manager	Manager – Technical Marketing
Director	Managing Director
General Manager	Mechanical Engineer
Manager – Business Development	Pipeline Engineer
Manager – Equipment & Consumables	Pipeline Services Manager
Manager – Valves & Pumps	Project Purchasing Manager
Manager Business Development	Senior Project Engineer
Manager Operations	Technical Advisor
Manager Project Coordinator	Valve Technician
Manager Special Projects	Valves Engineering Consultant

BREAK INTO THE LUCRATIVE GULF REGION

Geographic analysis of attendees



Participation from within the Gulf Region



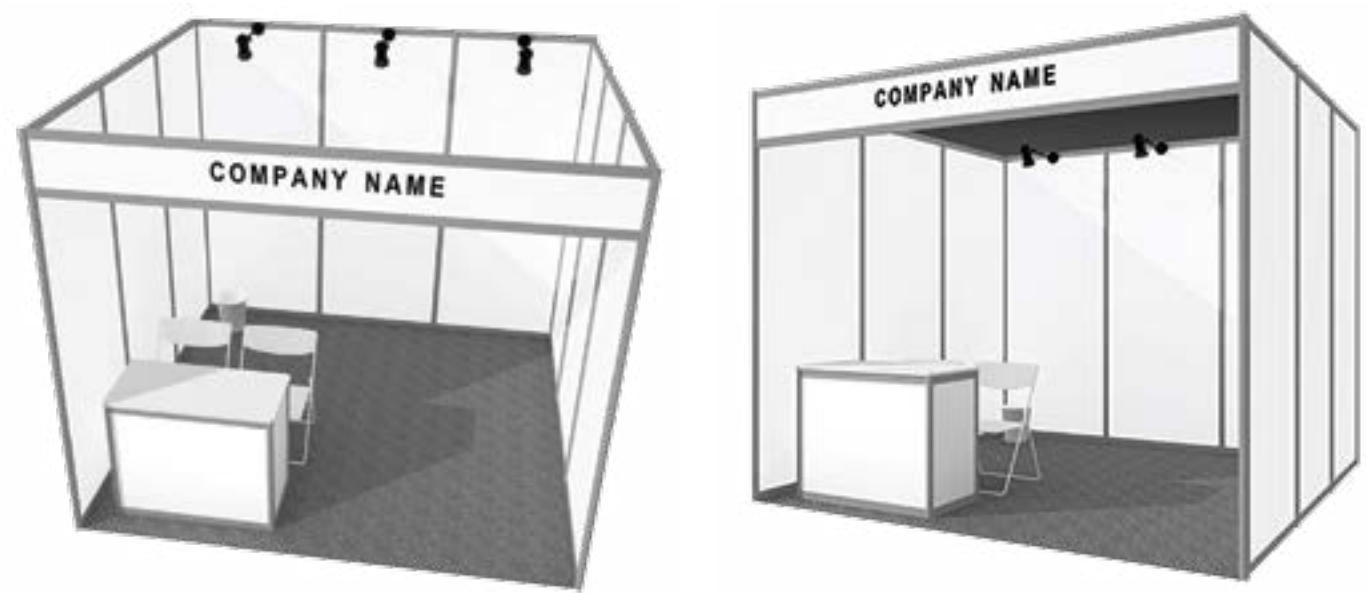
Pipeline Operations & Management will attract top decision-makers from the industry, providing you with a direct opportunity to discuss and showcase your products and services.



EXHIBITION

EXHIBITION SPACE FEES

US\$600 per square metre (furnished with shell scheme, counter, chairs, lighting and power)



All spaces are 3 x 3m (9 sqm) except the following:
#1: 3 x 6 m
#2, 3 and 4: 4 x 4m
#5: 4 x 8 m
#6 and 7: 4 x 6 m

To secure your exhibition space or sponsorship, contact:

EUROPE

Frances Webb

T (UK): + 44 (0)777 444 3182
T (Bahrain): + 973 37701507
E: frances@global-webb.com

AFRICA, ASIA, AUSTRALIA

David Marsh

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NORTH & SOUTH AMERICA

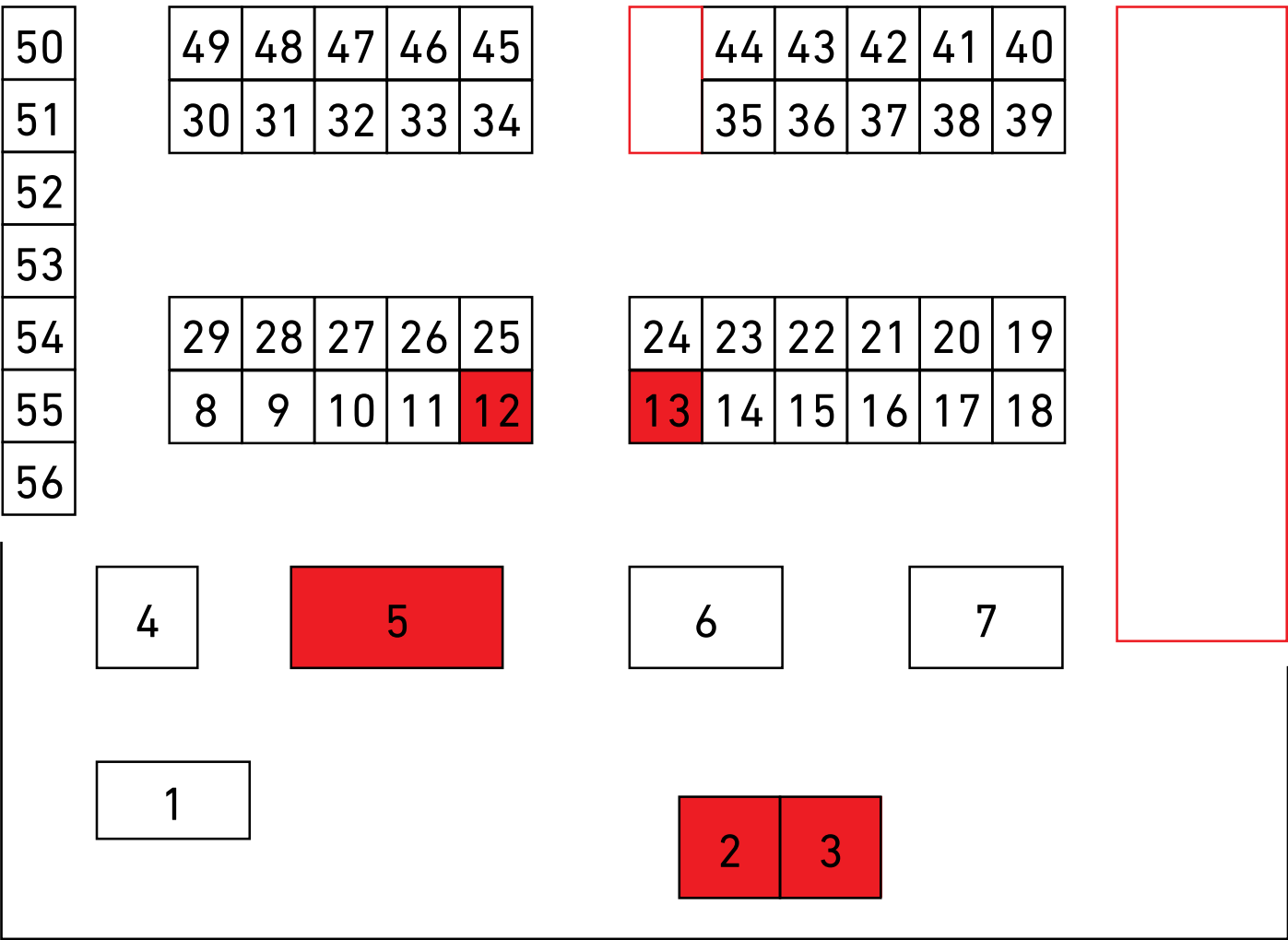
BJ Lowe

T (US): +1 713 521 5929
E: bjlowe@clarion.org

FLOORPLAN

GULF CONVENTION CENTRE

Bahrain



Food and beverage stations will be placed to optimize circulation through the exhibition area
Dimensions of the entry into the exhibition: width 180cm x height 200cm
Dimensions of freight elevator: width 225cm x height 250cm

SPONSORSHIP OPPORTUNITIES

Show your leadership in the pipeline industry with a sponsorship package that is tailored to your needs, giving you maximum impact for your budget.

PLATINUM ELITE (ONE AVAILABLE)	PLATINUM (TWO AVAILABLE)
<p>Take your presence at this prestigious event to the top as the exclusive Platinum Elite Sponsor. As the event's lead sponsor, your brand will be integral with the Middle East's premier technical forum for the international pipeline industry. In addition to your brand recognition, you will receive 32 square metres of prime exhibition space as well as the opportunity to register up to 50 delegates to attend the conference.</p> <p>The Platinum Elite Sponsorship confers the prestige and esteem consistent with a true industry leader's profile, and it attracts the acknowledgment and appreciation of the international pipeline community for supporting and furthering Pipeline Operations & Management Middle East.</p>	<p>Any total sponsorship package of US\$50,000* or more qualifies as Platinum</p> <p>24 sqm of space in the Platinum Zone (as available)</p> <ul style="list-style-type: none">• Five complimentary delegate registrations to the event• Five complimentary exhibitor registrations• Ten complimentary passes to the evening reception• Logo on event website• Branding on signage at the event• Recognition in Pipelines International in the event wrap after the event• Opportunity to provide a branded gift to delegates. <p><i>Plus the benefits from the sponsorship items you have chosen, or additional exhibit space (up to \$35,600), as listed from pages 10 to 13.</i></p>

Why sponsor?

- Improve your brand recognition and image
- Generate new leads by networking
- Create new partnerships and alliances
- Strengthen your position as a market leader in the industry
- Achieve industry recognition by being associated with this prestigious, high profile and informative event
- Differentiate your company from others in the industry
- Get the inside word on what is happening in the industry
- Show that you support development of the pipeline industry.

*The value of exhibition space is deducted from the total amount available for sponsored items.

GOLD	SILVER	BASIC
<p>Any total sponsorship package of US\$30,000* or more qualifies as Gold</p> <p>Show that you are a leader in the pipeline industry, and receive the Basic and Silver benefits, as well as:</p> <p>One exhibition booth (18 sqm)</p> <ul style="list-style-type: none">• Three complimentary delegate registrations and Three complimentary exhibitor registrations• Profile in the event handbook• Online company profile• Opportunity to provide a branded gift to delegates• Logo on all printed and emailed pre-conference material <p><i>Plus the benefits from the sponsorship items you have chosen, or additional exhibit space (up to \$19,200) as listed from pages 10 to 13.</i></p>	<p>Any total sponsorship package of US\$20,000* or more qualifies as Silver</p> <p>Play a major role in the event and receive all the Basic benefits, as well as:</p> <ul style="list-style-type: none">• One exhibition booth (9 sqm)• Two complimentary delegate registration and Two complimentary exhibitor registration• Unlimited exhibition visitor invites• Recognition on promotional materials leading up to the event• Logo on conference website• Link to your website from the event site• Recognition of sponsorship on entrance signs around the event <p><i>Plus the benefits from the sponsorship items you have chosen, or additional exhibit space (up to \$14,600) as listed from pages 10 to 13.</i></p>	<p>All sponsors receive these benefits (Basic sponsors must select at least one item from pages 10-13)</p> <ul style="list-style-type: none">• Take advantage of the opportunities offered by this event and receive:• Recognition on the event website• Recognition in event handbook <p><i>Plus the benefits from the sponsorship items you have chosen, as listed from pages 10 to 13.</i></p>

All sponsorship options are subject to being taken up in good time by the sponsor. In the event of a sponsor confirming a date at which it is no longer possible to entirely fulfill obligations, the event organizers are under no obligation to make good any obligations or offer any discounts, unless specifically agreed beforehand in writing. All sponsorship options are subject to the sponsor taking any and all actions required in taking up opportunities and a sponsor shall have no recourse in the event that it fails to take advantage of any opportunities available.

*The value of exhibition space is deducted from the total amount available for sponsored items.

SPONSORED ITEMS

Select the items from the following pages that you wish to sponsor. The combined total price of these items automatically qualifies you for the sponsorship levels on the previous pages. For example if you choose to sponsor the Gala Dinner and the CD of Papers you would qualify to be a Silver Sponsor and receive the benefits associated with this as well as your chosen sponsorship options. All prices are in US dollars.

RECEPTION\$15,000

Be highly recognized by sponsoring the official conference reception in the Exhibition hall. This reception will bring all conference attendees and exhibitors together in the one space following the first day of the event.

You will receive:

- The opportunity to brand the event with signage opportunities including the event handbook, and pull-up banners throughout the cocktail party venue
- Promotion through the Pipelines International website, event handbook and e-marketing
- An opportunity to give a brief speech to delegates at the reception.

Why not add another \$5,000 of other sponsorship items and become a Silver sponsor?

NET LOUNGE\$7,500

A dedicated Net Lounge will be available in the exhibition area, including set computers as well as spaces for delegates to plug in their own.

You will receive:

- A great opportunity to be in the heart of the action, with a high level of exposure to many delegates
- The ability to have your logo surrounding delegates whilst they network with other delegates and catch up on business
- Major signage at the Net Lounge, as well as branded screensavers
- The opportunity to provide other branded materials, such as mouse pads.

Why not add another \$12,500 of other sponsorship items and become a Silver sponsor?

PLENARY SESSIONS\$5,000 (PER SESSION)

The two plenary sessions represent a great opportunity to get your message across. Attended by all delegates, the plenary sessions include keynote presentations by the event's most prominent speakers

You will receive:

- Background signage between presentations
- The opportunity to display your own signage on the stage and presentation screen
- The chance to address the session (not available Tuesday)
- Your company logo in event handbook.

TECHNICAL STREAMS\$5,000 (PER STREAM)

Take your pick of one of the technical streams (or more for extra exposure) that will run throughout the event. These present an ideal way to showcase your products and services to a targeted audience who are interested in your area of business.

You will receive:

- Background signage between presentations
- The opportunity to display your own signage on the stage and presentation screen
- Your company logo in event handbook near information on the technical stream.

LUNCHES\$10,000 (3 AVAILABLE)

Lunches will be served to all delegates each day, giving you an excellent branding opportunity – you will receive their gratitude for providing them with much needed nourishment.

You will receive:

- Basic signage around the lunch buffet
- The opportunity to supply branded napkins
- The opportunity to supply pull-up banners around the buffet
- An announcement over the public address system about who is sponsoring the session and a 30-second description of your company.

Why not sponsor all three and automatically become a Gold Sponsor?

BREAKS\$5,000 (5 AVAILABLE)

Morning and afternoon refreshments will be served to all delegates in the exhibition hall each day. This well-earned break is also a great opportunity for promotion.

You will receive:

- Basic signage
- The opportunity to supply branded napkins
- The ability to supply pull-up banners around the refreshment buffet
- An announcement over the public address system about who is sponsoring the break.

ALL-DAY COFFEE STATIONS\$5,000 (COVERING THE THREE DAYS)

Throughout the event there will be all-day coffee stations both in the Exhibition hall. Delegates can be reminded of you as they seek refreshment during the event.

You will receive:

- The sole rights to brand the coffee stations
- The opportunity to provide branded sugar sachets (at your own cost).

DELEGATE BAGS\$15,000 est (\$25 A BAG AFTER THE MINIMUM 300 ARE PRODUCED IF REQUIRED)

Few sponsorship opportunities have quite the lasting presence as being the delegate bag sponsor. The well-made bags will not only be in abundant supply during the event, but are likely to be used by many delegates for considerable time after the event. Your logo will appear alongside Platinum Elite Sponsor's logo.

You will receive:

- Your logo on the bag
- The chance to give delegates a lasting reminder of your company and its sponsorship.

EVENT HANDBOOK\$6,000

As event handbook sponsor you support an invaluable resource throughout the event. Every time a delegate pauses between sessions to check their next destination they will see your logo alongside this key information.

The event handbook will include details of the overall programme, information on sponsors and exhibitors, and abstracts of all papers to be delivered in the technical streams.

You will receive:

- Your logo on the cover of the handbook
- Branding on the outside back cover of the handbook
- The opportunity to constantly remind delegates of your company and its sponsorship.

EXHIBITION PASSPORT \$5,000

The Exhibition passport is the delegates’ and trade visitors’ key to navigating the Exhibition. The passport lists all companies exhibiting and their stand numbers, as well as a map of the Exhibition hall.

Delegates will be able to collect stamps for each exhibitor by visiting their booth. Delegates who have visited at least the required number of booths will be eligible to submit their completed passport to enter a prize draw for a fantastic prize.

You will receive:

- Your logo on the cover of the passport
- A brief description of your company in the passport in a prominent place
- The opportunity to be consulted on the prize
- A constant reminder to delegates of your company and its sponsorship.

NAME TAG AND LANYARD \$8,000

The name tags and lanyard will have a ubiquitous presence throughout the event. Every time a delegate meets a new colleague they will see your logo at the same time.

You will receive:

- Your logo on the lanyard
- An omnipresent reminder of your company and its sponsorship.

POCKET PROGRAMME \$5,000

The pocket programme will be an invaluable resource throughout the event. Every time a delegate pauses between sessions to check where they are heading next they will see your logo at the same time.

You will receive:

- Your logo in the programme
- Your company description in the programme
- A constant reminder of your company and its sponsorship.

PENS \$2,000 (+ MATERIALS)

Said to be mightier than the sword and often never available when needed, we will ensure pens are circulated throughout the week and grateful delegates will have a regular reminder of who supplied them.

You will receive:

- Circulation of your pens throughout the conference during sessions and exhibition
- Distribution of pens as inserts into delegate bags
- The opportunity to provide a lasting reminder of your company and its sponsorship.

NOTEPADS \$3,000 (+ MATERIALS)

A vital – if overlooked – tool often never available when needed and in abundant supply when not, we will ensure notepads are circulated in appropriate quantities throughout the event.

You will receive:

- Circulation of your pads throughout the conference during sessions and exhibition
- Distribution of notepads as inserts into delegate bags
- The opportunity to provide a lasting reminder of your company and its sponsorship.

ROOM KEY \$3,000

Have your company logo displayed in partnership alongside the PPIM logo on the hotel room key given to every hotel guest.

You will receive:

- Your logo displayed on the room key
- A reminder of your event partnership

PHOTOS \$7,000

Our team of photographers will work tirelessly throughout the event capturing every highlight, and then distribute the images to delegates in special folders. This is a great way to have your logo and sponsorship of the event live on well after the conference finishes.

You will receive:

- Your logo on the folders
- A lasting reminder of your company and its sponsorship.

DELEGATE BAG GIFTS \$3,000 (+ MATERIALS)

To ensure that everyone gets the most out of this option, it will be limited to one of each kind of gift, so get in quick if you've got something in mind. This option will leave a lasting reminder of your company and its sponsorship.

Some suggestions include:

- Hats
- Water bottles
- Shirts
- Post-It Notes
- USB keys
- iPhone cases
- Diaries
- MP3 players
- An original idea.

Please note this option is provided free to all major sponsors, but please confirm your item early if you want to guarantee your first preference.

EXHIBITION RULES AND REGULATIONS

Pipeline Operations & Management Middle East 2018

1. **Registrations and Payment:** Any booking of a 9 sqm space will include one complimentary full registration and one complimentary booth worker registration. Payments for exhibit space fees are due on receipt of invoice and are non-refundable. Fees are non-refundable except as provided in sections 18 and 19 below. Payments may be made by credit card or bank transfer as follows: JP Morgan Chase Bank NA, 600 McGowen Ave. Houston, TX 77006 USA. Tel. +1 713 533 1309. SWIFT # CHASUS33. Routing #111000614. Account # 907398593. Beneficiary: Clarion Technical Conferences.
2. **Exhibit Services and Furnishings:** An exhibitor's manual will be available online closer to the event at www.clarion.org. This document details options for additional freight, furniture and fittings. These items are bought or hired directly between you and the supplying company and the organizer is not responsible for any agreements made. You will be responsible for any equipment as well as providing public liability insurance. The contractor is CITYNEON (MIDDLE EAST) W.L.L., P.O. Box 2490, Manama, Kingdom of Bahrain. Tel: +973 1759 0191 Fax: +973 1759 4716. Email: milan@cityneon.com.bh. Attn: Ms. Milan.
3. **Exhibition Space** may not be occupied jointly by separate companies, unless such companies are subsidiaries of the same parent company. Sales agents and representatives may attend as members of their client companies' exhibition staff, or as visitors.
4. **Arrangement of Exhibits:** Exhibits shall be so arranged as not to obstruct the general view nor hide the exhibits of others. Curved panels at the back of a booth may not extend outward more than 50 cm from the rear of that booth. Plans for specially built displays not in accordance with regulations should be submitted to the Management before construction is ordered. Your exhibition will be subject to the height, weight and other safety restrictions imposed by the venue.
5. **Aisles:** Must be clear of exhibits, interviews, and demonstrations. Distribution of literature must be made inside your contracted space(s).
6. **Installation and Teardown:** All exhibitor displays must be completely installed by no later than 19:00 on 22 April, 2018. Exhibitors may not begin dismantling before 12:00 on 26 April 2018.
7. **Hospitality Suites, Demonstrations, etc.** The exhibitor agrees not to host or schedule outside of the exhibition area any activities related to conference attendees during the hours of the conference, exhibition, and receptions.
8. **Fire Safety and Health:** The exhibitor assumes all responsibility for compliance with local, city, and state ordinances and regulations covering fire safety and health. All exhibit equipment and materials will be reasonably located within the exhibit space and protected by safety guards and devices where necessary. Only fireproof materials should be used in displays and the exhibitor will take the necessary fire precautions. The venue or the government may from time to time impose restrictions and regulations relating to sale or consumption of food, health and safety, insurance or any other matter. All exhibitors will be required to comply with any such restrictions and regulations at their own expense.
9. **Labor:** Rules and regulations for union labor, when applicable, are made by the local unions. These regulations may be changed at any time. Where union labor is required because of building or contractor requirements it will be necessary for the exhibitor to comply with the regulations.
10. **Moving Pictures, Sound Devices, and Lighting:** If moving pictures are used, the exhibitor agrees to comply with union requirements for the operation of equipment. Audiovisuals will be permitted if tuned to conversational level and if not objectionable to neighboring exhibitors. If loudspeakers or sound devices are used, they should be tuned to conversational level and must not be objectionable to neighboring exhibitors. The conference management reserves the right to restrict the use of glaring lights or objectionable lighting effects.
11. **Delivery and Removal During Conference:** Under no circumstances will the delivery or removal of any portion of an exhibit be permitted during the conference hours without permission first being secured in writing from conference management.
12. **Exhibitor Personnel and Others:** Exhibits should be staffed by technical specialists. Each must be qualified to discuss the engineering details of their products. The conference management reserves the right to prohibit an exhibit or part of an exhibit which in their judgment may detract from the character of the exhibition. All booths must remain intact until the close of the conference. Canvassing in exhibit halls or distribution of advertising matter or souvenirs by representatives of non-exhibiting firms is strictly forbidden.
13. **Storage:** Crates and boxes must be stored under cover. If it is necessary for outside storage, the Management will endeavor to cover the packing boxes and crates with tarpaulin or other material. Management assumes no responsibility for damage or loss of packing boxes or crates.
14. **Power:** It is mutually understood and agreed that the Management shall use reasonable care to prevent the interruption of power services during the exhibition. However, the Management shall not be held responsible for late installation or interruption that may occur.
15. **Food and Beverages:** Exhibitor distribution of food and beverages for consumption in the building may only be made with the permission of the building management. Any food or refreshment distributed or consumed by the exhibitor shall, at the exhibitor's risk and expense, comply with all applicable federal, state, and local sanitary and safety laws and regulations.
16. **Unoccupied Space:** The Management reserves the right, should any rented exhibitor's space remain unoccupied on the opening day, or should any space be forfeited due to failure to make proper payment, to rent said space to any other exhibitor, or use said space in any other manner Management feels necessary. This clause shall not be construed as affecting the obligation of the exhibitor to pay the full amount, specified in the contract for space rental should the Management not resell the space. When space application is accepted and space is assigned, the exhibitor is liable for full payment.
17. **Liability:** Exhibitor agrees to protect, and save, and hold Clarion Technical Conferences, its Conference partner, the hotel and all agents and employees thereof (hereinafter collectively called Indemnities) forever harmless for any damage or charges imposed for any violations of any laws or ordinances, whether occasioned by the negligence of the exhibitors or those holding under the exhibitor, and further, exhibitor shall at all times protect, indemnify, save and hold harmless the indemnities or bodily injury or other occurrences to any person or persons, including the exhibitor, its agents, employees, and business invitees which arises from or out of or by reason of said exhibitor's occupancy and use of the exhibition premises, the hotel, or any part thereof, and which is not caused by the negligence of one or more of the indemnities. Exhibitor understands that the indemnities do not maintain insurance covering the Exhibitor's property or lost revenue and it is the sole responsibility of the Exhibitor to obtain such insurance.
18. **Fulfillment of Contract, Force Majeure:** In case (a) the hall is damaged or destroyed by fire, the elements, or by any other cause, or (b) circumstances including strikes, riots, terrorist acts, acts of God, or any other cause beyond its control shall make it impossible for the Management to permit an exhibitor or exhibitors to occupy the space assigned during any part or the whole of the period covered, then during such circumstances Clarion Technical Conferences, its Conference partner, and the Hotel Management will not be liable for the fulfillment of this contract as to the delivery of space and the exhibitor will be reimbursed a proportionate share of space rental.
19. **Cancellation and Refunds:** Any fees paid are non-refundable except in the case of:
 - a) Force majeure per section 18 above
 - b) Cancellation or postponement of the event by the organizers for any reason other than as set out in section 18. In this case any fees paid will be refunded in full. However, under no circumstances will the organizers be liable for travel or any expenses other than fees paid.
20. **Breach of Agreement:** Any breach of this agreement by the exhibitor may result in the the exhibitor being excluded from future events organized by the Conference Management and the forfeit of any post-conference information such as attendee address lists, contact details, and other marketing information.
21. **Conference Management:** The exhibition is managed by Clarion Technical Conferences, 3401 Louisiana Street, Suite 110, Houston, Texas 77002 USA. All matters not covered in these conditions are subject to the decision of Management, and all exhibitors must abide by decisions made by Conference Management.