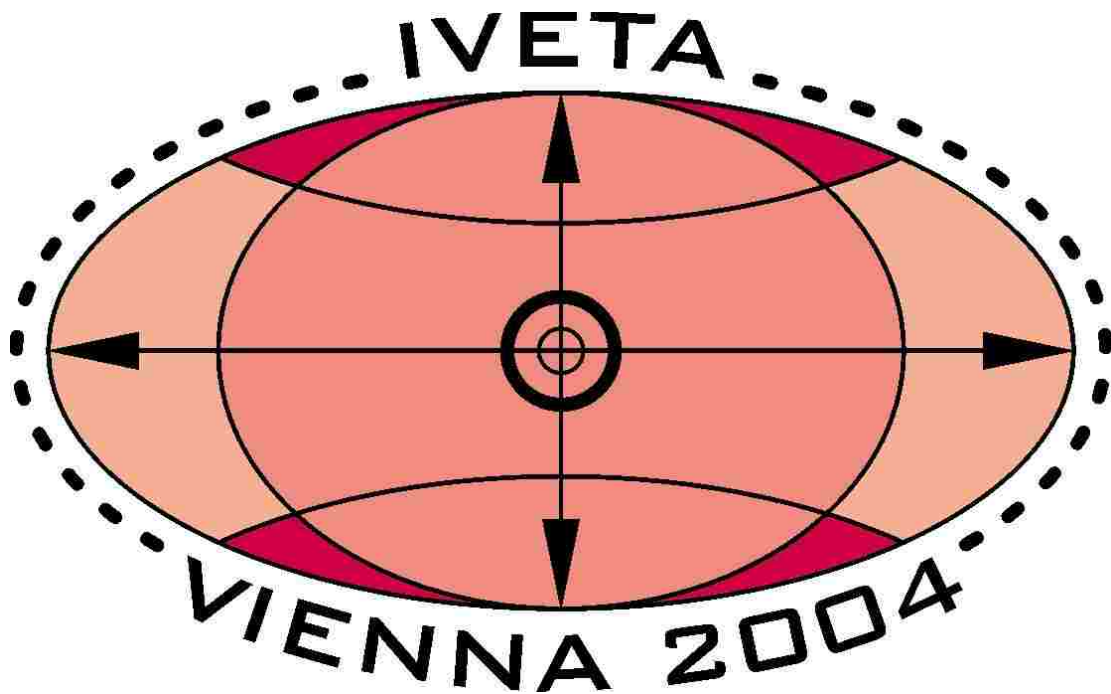


International Vocational Education Conference

August 25th – 27th, 2004



Sponsor Packages



In the year **2004** the **annual Conference** of the **International Vocational Education and Training Association - IVETA** (www.iveta.org) will take place in **Vienna**, in the heart of Europe. The previous host cities have included **Helsinki, Hong Kong, Sydney, Ankara, Jamaica** and **Mauritius**. This Conference is organised in cooperation with 16 Austrian associations, whereby a Trade Fair for vocational education materials will play an important part. On behalf of the host, IVETA, **K.I.S.T. Consulting GesmbH** is organising the IVETA-Vienna 2004 Conference.

This event is a unique opportunity to communicate **technology and education**, and the infrastructure which is combined with these two points, where new markets can be conquered.

„Education needs economy – economy needs education“

Companies, which invest in new markets (not only developing countries and emerging nations, but also industrially developing countries), need educated people who can use the technology and transfer the concepts.

The international market for education is expanding. American consulting and venture capital companies expect a 2 billion dollar expenditure in the area of education with an emphasis on the increasing area of adult education and re-education and training of adults.

The Austrian model of vocational education of all school types is an internationally well recognised system. The vocational educating schools, especially the “Dual Education System”, demonstrates a special appreciation for the importance of hands-on-training as well as the theoretical knowledge. The “Dual Education System” reflects how the economy and school education are two related partners. Hence, competent economic training on all levels is the base for good working economies.

This Conference, accompanied by a Trade Fair, presents an international platform for specialists of vocational education. Many experts and companies will find the perfect place to present themselves and to make contacts for the international know-how transfer and exchange.

We are sure that this Conference and Trade Fair will be an excellent opportunity for your company, which can be used as a national and international marketing platform. Your company can expand its international network for education and technology transfer.

We are inviting you to be our Premium Partner, Partner or Sponsor whose core competence and activity is in the topic of the Conference and Trade Fair. Strong partners and sponsors contribute by creating a solid and reliable base to carry out this Conference with all the concepts and content and the accompanying Trade Fair for transfer of education and technology. You can present yourself as a promoter of the European and international cooperation on this field.

IVETA looks forward to welcoming you as either a Premium Partner, Partner or Sponsor. In exchange, you will receive a range of benefits which we are going to present to you in the next part. If you require further information, please contact the project manager Mrs. Ingrid Trenner, K.I.S.T. Consulting GesmbH., who will be happy to assist you.

Welcome as our Premium Partner, Partner or Sponsor

1. Premium Partner: 20.000,-- Euro

Our Service:

- **Promotion of your company as a Premium Partner of the International Vocational Education Conference IVETA 2004** in combination with your company logo appearing alongside the host logo in all our printing materials and electronic publishing in relation to the Conference.
- **Possibility in creating a workshop or an individual round table discussion.**
- Placement of your company logo as Premium Partner on the Homepage as well as on the Sponsor page of the official Conference **website** (www.ivetavienna2004.info) , with a link to your website.
- **Promotion of your company as Premium Partner on an “info screen”** in the entrance hall of the Conference venue.
- **Advertising and company promotion on the official CD-ROM** of the IVETA Conference (to be distributed to all the participants).
- **Exhibition area: up to 5m² .**
- **Placement of your company as a Premium Partner on the Exhibitors page of the website.**
- **Possibility to promote your company at the Conference** (in conjunction with one of the Conference themes).
- **Possibility to include field excursions to related industries – “educational visits”.**
- Acknowledgement as a Premium Partner in the exhibitors index and in the Conference program.
- Your **company logo on all official banners** (airport, conference centre, plenum).
- **A One-page advertisement in the Conference program.**
- **Acknowledgement as a Premium Partner in the sponsor list** (presented on a poster in all the conference rooms).
- **Company promotion at events** (reception) and side programs (you will be mentioned in the program at an appropriate place).
- **advertisement in newspapers recognised as a Premium Partner.**
- **“Gourmet dans terre”:** (every day one hour)
 - Possibility to meet participants personally.
- **Possibility of up to five people from your company to participate in the Conference and all other events.**
- **Networking possibilities with target groups and decision makers in the realm of the Conference focus point – Vocational Education and Training.**

- **Invitation to and regular updates of the Conference via email to approximately 1500 email addresses of interest groups.**
 - IVETA Members world – wide.
 - Cooperating Partners (as listed under www.ivetavienna2004.info)
 - Embassies and Diplomatic Corps.
 - Representatives and decision makers from national and international TVET bodies (such as Ministries, Development Cooperation Partners, Chamber of Commerce Austria and the world, TVET Specialist Organisations and Institutions (ETF, ILO, CEDEFOP, BIB, BIBB, IMOVE etc.))
 - Representatives from International Financing Organisations (EU, World Bank, Regional Development Banks etc.)
 - Teachers, Instructors and Administrators from Public and Private Training Providers.
 - Business Coaches and Experts from Vocational Education from the fields of Project, Process and Quality Management.
 - Human Resources Management Experts.
 - Leading producers and suppliers of concepts, materials and equipment.

- **A discount on the conference fees for company delegates and customers.**

2. Partner: 10.000,-- Euro

Our Service:

- **Promotion of your company as a Partner of the International Vocational Education Conference IVETA 2004** in combination with your company logo appearing alongside the host logo in all our printing materials and electronic publishing in relation to the Conference.
- **Placement of your company logo as Partner on the Homepage as well as on the Sponsor page of the official Conference website** (www.ivetavienna2004.info), with a link to your website.
- **Promotion of your company as Partner on an “info screen”** in the entrance hall of the Conference venue.
- **Advertising and company promotion on the official CD-ROM** of the IVETA Conference (to be distributed to all the participants).
- **Exhibition area : up to 4m².**
- **Placement of your company as a Partner on the Exhibitors page of the website.**
- **Possibility to promote your company at the Conference** (in conjunction with one of the Conference themes).
- **Possibility to include field excursions to related industries – “educational visits”.**
- **Acknowledgement as a Partner in the exhibitors index and in the Conference program.**
- **Your company logo on all official banners** (airport, conference centre, plenum).
- **A 1/2-page advertisement in the Conference program.**
- **Acknowledgement as a Partner in the sponsor list** (presented on a poster in all the conference rooms).
- **Company promotion at events** (reception) and side programs (you will be mentioned in the program at an appropriate place).
- **“Gourmet dans terre”:** (every day one hour)
 - Possibility to meet participants personally.
- **Possibility of up to three people from your company to participate in the Conference and all other events.**
- **Networking possibilities with target groups and decision makers in the realm of the Conference focus point – Vocational Education and Training.**
- **Invitation to and regular updates of the Conference via email to approximately 1500 email addresses of interest groups.**
 - IVETA Members world – wide.
 - Cooperating Partners (as listed under www.ivetavienna2004.info)
 - Embassies and Diplomatic Corps.
 - Representatives and decision makers from national and international TVET bodies (such as Ministries, Development Cooperation Partners, Chamber of Commerce Austria and the world, TVET

- Specialist Organisations and Institutions (ETF, ILO, CEDEFOP, BIB, BIBB, IMOVE etc.)
- Representatives from International Financing Organisations (EU, World Bank, Regional Development Banks etc.)
 - Teachers, Instructors and Administrators from Public and Private Training Providers.
 - Business Coaches and Experts from Vocational Education from the fields of Project, Process and Quality Management.
 - Human Resources Management Experts.
 - Leading producers and suppliers of concepts, materials and equipment.
- **A discount on the conference fees for company delegates and customers.**

3. Sponsor: 5.000,-- Euro

Our Service:

- **Promotion of your company as a Sponsor of the International Vocational Education Conference IVETA 2004** in combination with your company logo appearing alongside the host logo in all our printing materials and electronic publishing in relation to the Conference.
- **Placement of your company logo as a Sponsor on the Homepage as well as on the Sponsor page of the official Conference website (www.ivetavienna2004.info)** , with a link to your website.
- **Promotion of your company as a Sponsor on an “info screen”** in the entrance hall of the Conference venue.
- **Advertising and company promotion on the official CD-ROM** of the IVETA Conference (to be distributed to all the participants).
- **Exhibition area: up to 3m²** .
- **Placement of your company as a Sponsor on the Exhibitors page** of the website.
- **Possibility to promote your company at the Conference** (in conjunction with one of the Conference themes)
- **Possibility to include field excursions** to related industries – “educational visits”.
- **Acknowledgement as a Sponsor in the exhibitors index** and in the Conference program.
- **Your company logo on all official banners** (airport, conference centre, plenum).
- **A 1/4 page advertisement in the Conference program.**
- **Acknowledgement as a Sponsor in the sponsor list** (presented on a poster in all the conference rooms).
- **Company promotion at events** (reception) and side programs (you will be mentioned in the program at an appropriate place).
- **“Gourmet dans terre”**: (every day one hour)
 - Possibility to meet participants personally.
- **Possibility of one person from your company to participate in the Conference and all other events.**
- **Networking possibilities with target groups and decision makers in the realm of the Conference focus point** – Vocational Education and Training.
- **Invitation to and regular updates of the Conference via email to approximately 1500 interest groups.**
 - IVETA Members world – wide.
 - Cooperating Partners (as listed under www.ivetavienna2004.info)
 - Embassies and Diplomatic Corps.
 - Representatives and decision makers from national and international TVET bodies (such as Ministries, Development Cooperation Partners, Chamber of Commerce Austria and the

world, TVET Specialist Organisations and Institutions (ETF, ILO, CEDEFOP, BIB, BIBB, IMOVE etc.))

- Representatives from International Financing Organisations (EU, World Bank, Regional Development Banks etc.)
- Teachers, Instructors and Administrators from Public and Private Training Providers.
- Business Coaches and Experts from Vocational Education from the fields of Project, Process and Quality Management.
- Human Resources Management Experts.
- Leading producers and suppliers of concepts, materials and equipment.

4. Further possibilities for sponsoring: sponsoring of an event or materials, which are necessary for organising the conference

- **Sponsoring the travel expenses for VIPs and officials**
- **Sponsoring the hotel expenses for VIPs and officials**
- **Sponsoring of events:**
 - 1 x reception
 - Food and drinks
 - 1 x Dinner
 - Food and drinks
 - 3 x Lunches
 - Food and drinks
 - 9 x Coffee breaks
 - Drinks and snacks
 - Excursions
 - Entertainment
 - Welcome-Reception
 - „Heurigen“ (typical Austrian restaurant),
 - Dinner
 - Farewell Reception
- **Sponsoring of material costs** – placing your logo on the material and mention in the program and on the website
 - Conference bags
 - Conference name tags
 - Conference ribbons for name tags
 - Printing of the short conference brochure
 - Printing of the conference brochure
- **Sponsoring of services:**
 - Computer and internet access for conference participants
 - Wireless LAN with internet access in the conference rooms
 - Event techniques
 - Information terminals with internet access
 - Flower decoration
 - Decoration materials for the conference
 - Costs of hostesses
 - Telephone and mobile costs
 - Costs for the Conference Office
- **Sponsoring of marketing costs**
 - Design, construction, support and hosting of the conference website
 - Design and graphic composition of the short conference brochure
 - Design and graphic composition of the program

Our Service:

- **Promotion of your company as a Sponsor of the International Vocational Education Conference IVETA 2004** in combination with your company logo appearing alongside the host logo in all our printing materials and electronic publishing in relation to the Conference.
- **Placement of your company logo as Sponsor on the Homepage as well as on the Sponsor page of the official Conference website** (www.ivetavienna2004.info) , with a link to your website.
- **Promotion of your company as Sponsor on an “info screen”** in the entrance hall of the Conference venue.
- **Advertising and company promotion on the official CD-ROM** of the IVETA Conference (to be distributed to all the participants).
- **Acknowledgement as a Sponsor in the exhibitors index and in the Conference program.**
- **Your company logo on all official banners** (airport, conference centre, plenum).
- **A ¼ page advertisement in the Conference program.**
- **Acknowledgement as a Sponsor in the sponsor list** (presented on a poster in all the conference rooms).
- **Company promotion at events** (reception) and side programs (you will be mentioned in the program at an appropriate place).
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If you are interested in making a **presentation, workshop or round table discussion** at the Conference, information about the Call for Papers along with the Conference Themes can be found at the Conference Website www.ivetavienna2004.info . Your submission can then be sent to the Programme Committee under: proposals@ivetavienna2004.info

We hope that our offers will interest you and your companies and suite your expectations.

A handwritten signature in black ink, appearing to read "I. Trenner".

Mag. Ingrid Trenner
KIST-Consulting-GesmbH

Thursday, 18th of May 2004

Mag. Ingrid Trenner/Managing Director

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