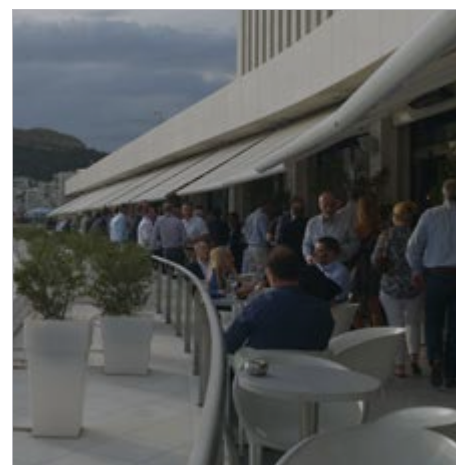
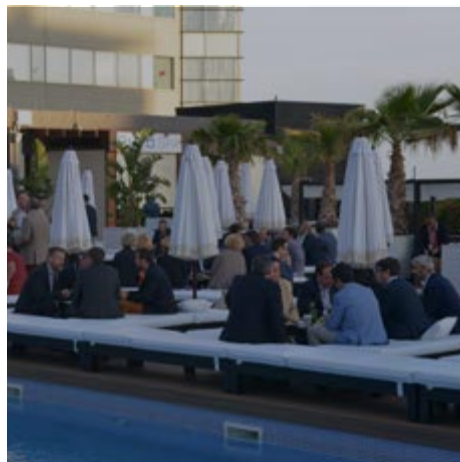


IBIS

INTERNATIONAL
BODYSHOP
INDUSTRY
SYMPOSIUM

Partner pack
21 / 22





Digital 2021 – the pathway to a physical 2022...

In 2020, face-to-face interaction made way for the prevailing digital norm which continues to pervade in 2021. Throughout this often turbulent and unsettling period, IBIS has continued to bring together the leaders of the global collision repair industry safely, efficiently and timely through the power of online communications.

At the heart of each of our IBISConnect digital events is the same high quality, relevant and thought-provoking content we've always delivered. Wrapped up in presentations, panel debates, interviews, Q&A and live polling.

We know though that face-to-face networking and relationship building are two of the key

ingredients of any IBIS activity. That's why we're launching our 2022 physical event programme now – to give our worldwide IBIS family the chance to look forward to meeting up again next year.

This partner pack is designed to communicate the features and benefits of our IBISConnect digital and physical programmes. You'll see that IBIS is the perfect industry partner for you if you're looking to raise awareness of your brand, promote your portfolio of services, seek opportunities for growth and engage in business conversations with the decision makers and influencers of the global aftermarket in a safe, interactive and sustainable environment.

IBIS (International Bodyshop Industry Symposium) is the world's premier networking, content and information sharing platform for the leaders of the auto collision repair industry.



The IBIS ethos is to bring together the industry's ecosystem of organisations (insurers; vehicle manufacturers; OEMs; repairers etc.) to:

- Hear from a mix of industry expert and grassroots speakers and panellists
- Learn from disruptive, challenging and innovative content
- Take part in interactive, open and honest debate
- Participate in peer-to-peer, business networking

Delegates will leave any IBIS conference with the **knowledge, knowhow, resources** and **confidence to continue** to widen their network of contacts and lead their businesses to success.



IBIS programme of conferences

2021

27 May
IBISConnect
Latin America

24 June
IBISTV Global
Summit

29 July
IBISConnect
Africa

02 September
IBISConnect
USA

06 October
IBISConnect
Turkey

10 November
IBISConnect
Middle East

2022

24 February
IBIS
Middle East

24 March
IBIS Africa

4-6 May
IBIS USA

June
IBIS
Global Summit

14 July
IBIS
Latin America

20 October
IBIS Turkey

December
IBIS China

DIGITAL

In digital 2021 there will be even more opportunities for more members of the worldwide IBIS family to see and get to know your brand than ever. Let the numbers do the talking.



According to one virtual event platform developer, 63% of people are more likely to attend an online event than a face-to-face event



74% of participants come to events because they want to meet new leads and potential business partners (Brella)



Nearly 70 percent of buyers have used B2B-produced webinars when making a purchase decision in the past 12 months (Agility PR Solutions)



30% of people are more likely to speak to a person in a virtual booth (WorkCast)

The attested value of IBISConnects in 2020



927 members of the global repair collision repair industry attended an IBISConnect simulcast



86K individuals were reached by the supporting IBISConnect social media campaigns



IBISConnect content was rated on average 4.4/5

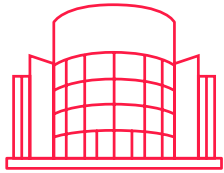


On average IBISConnect delegates marked the simulcasts 4.35/5 for meeting their attendance objectives



Across all 2020 IBISConnects the average total satisfaction score was 4.5/5

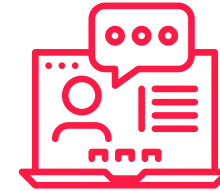
What is the IBISConnect virtual environment?



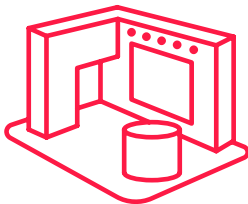
An online, graphic representation of a conference centre built on a virtual event platform



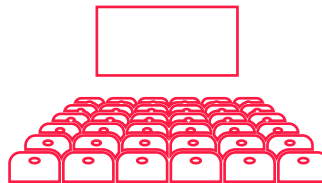
Accessed via a password protected login screen



The place to experience IBISTV live and somewhere to return afterwards to watch it on playback and enjoy all the online content



Innovation hub where you will have your virtual pod



Virtual auditorium where delegates will go to watch the programme live or on playback



Virtual networking space where delegates can chat and interact with each other

Virtual innovation hub features

	Lead partner	Partner
Your own uniquely designed space to reflect your brand identity	Yes	Yes
A short corporate profile	Yes	Yes
A link to your website	Yes	Yes
Embedded videos for delegates to download and view	4	2
Downloadable PDF collateral	4	2

Virtual innovation hub lead generation and customer engagement features

	Lead partner	Partner
Email facility for delegates to contact you	Yes	Yes
Your own mini agenda of content e.g. pre-recorded or live presentations or videos for delegates to view in the innovation hub during the networking break	Yes	No
Advanced analytics package – insightful data on all delegates who visited your stand and engaged with your content	Yes	Yes

Networking opportunities

	Lead partner	Partner
Who's who – a personal profile for each attendee featuring a photo, a link to their LinkedIn page and their company information	Yes	Yes
Live 1-1 video – any two attendees can connect using video conferencing	Yes	Yes
Your own branded virtual networking lounge for delegates to web chat with you and each other	Yes	Yes

Brand promotion during the simulcast

	Lead partner	Partner
Digital logo placements	Yes	Yes
Option to sponsor a programme feature such as a presentation, a debate or a video documentary	Yes	No
60 second video advertisement to play during an add break	Yes	No

PHYSICAL

We have distinct levels of partnership from which to choose, each providing a wide range of features and benefits at price points to suit your needs.



Tangible returns on investment

Be seen as a leading light in the audio collision repair industry alongside up to 20 fellow sponsor organisations per event, representing all sectors including bodyshops, insurance companies, VMs, OEMs etc.

Networking and business conversation opportunities during up to 12 hours of organised breaks, drinks receptions, lunches and dinners

Brand exposure in all pre- and post-event communications as well as during the event to a global industry valued at \$76.3 billion in 2018 and set to expand at a CAGR of 2.3% from 2019 to 2025 (source: Grand View Research)

Access to in excess of 200 industry leaders and influencers over at least an 8-hour period

Brand association with up to 37,000 people reached through the event social media campaign

Opportunity to market and promote your products, goods and services using your space in the innovation hub

Membership of the event steering group committee as appropriate to help steer and shape a minimum of 6 hours of plenary content delivered by subject matter experts

IBIS Global Summit

	Platinum	Gold	Silver
	£29,000	£18,000	£10,000
Delegate places with 2 nights' full board accommodation	8	6	4
Places for you and your guests to take part in all networking activities including lunches, receptions and dinners	8	6	4
Position of table(s) at the gala dinner	Prime location at the front	In the middle	Towards the back
Discount for additional delegate places	20%	10%	5%
Placement of your corporate mark in all pre- and post-event marketing communications and advertising	Top level	Middle level	Lower level
Company and partnership references as appropriate in event-related social media communications	Yes	Yes	Yes
Exposure of your brand in event-related communications materials issued by our network of global media partners pre- and post-event	Yes	Yes	Yes

IBIS Global Summit

	Platinum	Gold	Silver
Inclusion of your corporate mark and company profile on the IBIS Global Summit 2020 event application and website	Yes (including a link to your chosen website)	Yes	Yes
Company profile and advertisement in the delegate pack	Full page	Half page	Quarter page
Placement of your corporate mark across all event assets (electronic signage, banners, stage backdrop, stationery, promotional items etc.)	Top level	Middle level	Lower level
Access to the delegate list pre-event	Company name and job title	Company name	Company name
Post-event summary report including feedback received from our delegates, event facts and figures (e.g. social media coverage) and photographs	Yes	Yes	Yes
Access to download the full conference PowerPoint presentation deck	Yes	Yes	Yes
A 2-minute advertising slot during the conference programme for you to show a promotional video or advertisement	Yes	No	No
Presence in the innovation hub	Yes	Yes	No

IBIS regionals – Africa, China, Middle East, Latin America, Turkey

	Lead partner	Partner
	£17,000	£8,000
Delegate places for the one-day conference and networking activities	25	15
Discount for additional delegate places	20%	10%
Placement of your corporate mark in all pre- and post-event marketing communications and advertising	Top level	Middle level
Company and partnership references as appropriate in event-related social media communications	Yes	Yes
Exposure of your brand in event-related communications materials issued by our network of global media partners pre and post-event	Yes	Yes
Inclusion of your corporate mark and company profile on the event application and website	Yes (including a link to your chosen website)	Yes

IBIS regionals – Africa, China, Middle East, Latin America, Turkey

	Lead partner	Partner
Company profile and advertisement in the delegate pack	Full page	Half page
Placement of your corporate mark across all event assets (electronic signage, banners, stage backdrop, stationery, promotional items etc.)	Top level	Middle level
Access to the delegate list pre-event	Company name and job title	Company name
Post-event summary report including feedback received from our delegates, event facts and figures (e.g. social media coverage) and photographs	Yes	Yes
Access to download the full conference PowerPoint presentation deck	Yes	Yes
Presence in the innovation hub	Yes	Yes

IBIS USA

	Titanium	Aluminium	Steel
	\$35,000 £26,100.00	\$25,000 £18,600.00	\$15,000 £11,200.00
Delegate places with 2 nights' full board accommodation	18	10	5
Places for you and your guests to take part in all networking activities including lunches, receptions and dinners	18	10	5
Discount for additional delegate places	20%	10%	N/A
Placement of your corporate mark in all pre- and post-event marketing communications and advertising	Top level	Middle level	Lower level
Company and partnership references as appropriate in event-related social media communications	Yes	Yes	Yes
Exposure of your brand in event-related communications materials issued by our network of global media partners pre- and post-event	Yes	Yes	Yes
Inclusion of your corporate mark and company profile on the event application and website	Yes (including a link to your chosen website)	Yes	Yes

IBIS USA

	Titanium	Aluminium	Steel
Company profile and advertisement in the delegate pack	Full page	Half page	Quarter page
Placement of your corporate mark across all event assets (electronic signage, banners, stage backdrop, stationery, promotional items etc.)	Top level	Middle level	Lower level
Access to the delegate list pre-event	Company name and job title	Company name	Company name
Post-event summary report including feedback received from our delegates, event facts and figures (e.g. social media coverage) and photographs	Yes	Yes	Yes
Access to download the full conference PowerPoint presentation deck	Yes	Yes	Yes
Presence in the innovation hub	Yes	Yes	No

Please note IBIS USA is an exclusive, 'by invitation only' conference, which means IBIS Worldwide will not sell delegate places on the open market.

Your IBIS team

Head of sales

Suzie Scott – suzie@ibisworldwide.com

Head of marketing

Grant Thompson – grant@ibisworldwide.com

Explore with us today how a partnership with IBIS will help you meet your business development and marketing objectives.