

SMART FACTORY EXPO

www.themanufacturerexpo.com

LEADERS CONFERENCE

www.themanufacturerleadersconference.com

15-16 November 2017 | Exhibition Centre Liverpool



The UK's Digital Manufacturing Show

Sponsor Information Pack

Brought to you by:

THE Manufacturer

www.themanufacturer.com

Supported by:

GAMBICA

The UK's Digital Manufacturing Show

4,368

attendees in 2016

6,700

attendees in 2017

1.01m+

branded emails 2016

1.28m+

branded emails 2017

83

press mentions in 2016

Hot topics for 2017:

50% Industrial IOT

42% Big Data

38% Automation

Requested by 2016 delegates

Twitter engagement at The Digital Manufacturing Show



2016

1,211 tweets
1,931,694 impressions



2017

2,500+ tweets
3,000,000+ impressions

2016 average
company size:

£349m

50

exhibitors in 2016

125

exhibitors in 2017



Henry Anson

MANAGING DIRECTOR, HENNIK GROUP
Publishers of The Manufacturer

h.anson@hennikgroup.com

020 7401 6033

[@HenryAnson_TM](https://twitter.com/HenryAnson_TM)

55 speakers in 2016

125 speakers in 2017

SMART FACTORY EXPO

15-16 November 2017
Exhibition Centre Liverpool

www.tmsmartfactoryexpo.com

"The Manufacturer Smart Factory Expo was a great success. Not only did we have an exciting platform to showcase our Industry 4.0 technology, but we also had the chance to speak with many potential customers."

Marketing Manager, XMPRO

"Thanks for such a great show. The scale this year was enormous and it flowed really well. Some great companies and a lot of interesting conversations"

European Director of IS, NSK Europe Ltd

The UK's Digital Manufacturing Show

Smart Factory Expo is the UK's biggest showcase for the Fourth Industrial Revolution (4IR) – a revolution in manufacturing agility, innovation and thinking.

In 2017, Smart Factory Expo is:

- Four **Technology Zones** - Smart Factory, Automation, Industrial Internet, Digital Transformation – focusing the conversation around visitor priorities
- Each Technology Zone anchored by its own **Solutions Theatre** – engaging expo attendees with content, and providing exhibitors scope to expand their reach
- **Buyer Lounges** – online meeting planning + premium on-floor space = actively connect buyers and sellers
- Consultatively sell through dedicated **Mentor Clinics** – buy airtime with manufacturers looking for answers

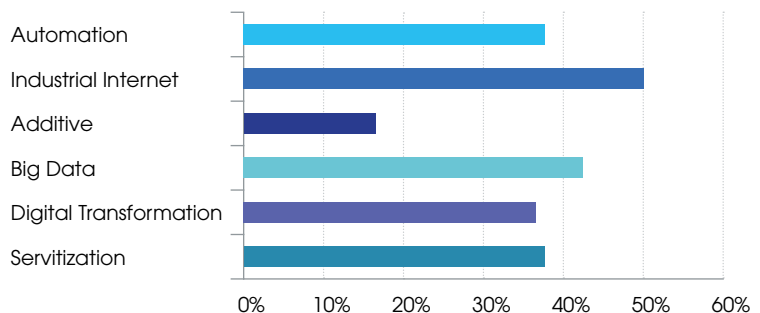
Audience Profile:

In 2017 we combine our established ecosystem of attendees, and take it to Liverpool City Region – tapping in to the UK's largest manufacturing region, and grounding us in a demonstrable hotbed of Industry 4.0 best practice.

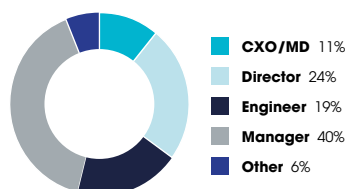
Over 6000 attendees will reflect the attendee profile of 2016, which was:



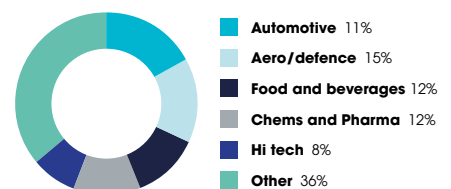
Visitor focus



Seniority



Sub verticles



LEADERS

CONFERENCE

15-16 November 2017
Exhibition Centre Liverpool

www.themanufacturerleadersconference.com

"I only intended to attend for one day but ended up staying for both days and found the conference & speakers to be very interesting, concepts well explained, and interesting people to speak with."

Programme Technology Manager, Magnesium-Elektron

"The Annual Leaders Conference was excellent, very well done. The level of guests and the amount of senior and executive decision makers was impressive. A fact proven by the attendee list."

International Marketing / PR Manager, FORCAM GmbH

The UK's Digital Manufacturing Summit

The leaders of The Manufacturer's active community of 136,000 readers meet together once a year – at **The Manufacturer Leaders Conference**.

This top-tier gathering of our most senior, engaged and forward-looking manufacturers revolves around their identified business priorities – with dedicated conference tracks on:

- Factory Automation
- Industrial Internet
- Additive Manufacturing
- Big Data
- Digital Transformation
- Servitization

Plenary sessions, focused conference tracks, lean-in discussion tables, and external site tours - **The Manufacturer Leaders Conference** provides our partners with a complete range of face-to-face options to engage with over 500 senior executives from growth-oriented manufacturers.

Audience Profile:

2016 was a sell-out – so we've booked bigger rooms for 2017!

2016 job titles and organisations included:



Job titles

Director of Digital Transformation
IT Director
Innovation Director
Managing Director
Supply Chain Director
Operations Director
Finance Director
Chief Operating Officer
Chief Executive Officer
Chief Technology Officer
Vice President
Head of Business Intelligence
Head of Business Excellence
Head of Business Systems
Head of Quality Assurance
Head of Product Planning & Innovation
Technical Development Director
Digital Programme Director
Chief Strategy and Marketing Officer
Engineering Director
Global Industrial Logistics Director
Global Sales Director
Head of Customer Service
Director of Advanced Technology
Knowledge Group Leader
Continuous Improvement Lead
Head of Engineering
Commercial Director
General Manager
Head of Business Enhancement
Engineering Lead
Assembly Director
Associate Director
Non-Executive Director

Organisations

AB-InBev
Accolade Wines Limited
Aclerium
Aerospace Technology Institute
Airbus Defence & Space
Amtek Plastics UK
Apollo Fire Detectors
Applied Nanodetectors Ltd
Aston Martin
Azure IT Ltd
Babcock
BAE Systems Maritime - Naval Ships
Ball Corp
Balmoral Group
BCW Engineering
BD Medical
Beckhoff Automation Ltd.
Berger Group Europe
Bloodhound SSC
Buehler
BMW Group
BOARD
British American Tobacco Ltd
British Fluid Power Association Ltd
Brompton Bikes
Byronic Automation Ltd
Cardiff University
Caterpillar
Cofly Manufacturing UK Ltd
Cresco Medical Technologies
Cutting Technologies Ltd.
Desoutter Industrial Tools
Dr. Martens, Airwair International Ltd
Draffim Industries Limited
Dura Automotive Ltd.
Dynex Semiconductor Ltd
Ed Fagan Europe Ltd.
Enclirc Ltd
EPSC
Frank Dudley Ltd
Fundamentals Ltd
GAMBICA
GE Aviation
GKN Aerospace Services Limited
Hayward Tyler Ltd
Ishida Europe
Jaguar Land Rover
Lambert Engineering Ltd
Leonardo Airborne & Space Systems
Lontra Ltd
Lucasade Ribena Suntory
Malthouse Engineering Co. Ltd
Marchant/Cain Design Ltd
MBDA UK Ltd
Mclaren Automotive Ltd
Meggit Plc
MNB Precision
Nampak Plastics Europe Ltd
Naylor Industries
NHS Blood & Transplant
Nickel Transit Packaging
Nissan
Omron Electronics UK Ltd
Open Text UK Ltd
Optos Plc
Oracle
Origin Global
Oxford Engineering Ltd
Oxford Instruments plc
Parafix Tapes & Conversions Ltd
Procter & Gamble
Reckitt Benckiser
Rolls Royce
Siemens PLC
Siemens PLC
Toyota
Unilever

GAMBICA is delighted to be a supporter of the Smart Factory Expo event, a great opportunity to explore, demonstrate and discuss the future of manufacturing. As the voice of the automation and control industry, GAMBICA promotes the concept of smart manufacturing as the next industrial revolution, enabled by a technology evolution. This exhibition is the perfect place to bring together the manufacturing community with the automation and technology industries to define just what the smart factory looks like.

GAMBICA will have a dedicated pavilion, and exhibiting members will have priority access to the VIP Lounge, and access to an online meeting planner to engage visiting manufacturers before, during, and after the event.

By partnering with Smart Factory Expo, GAMBICA and its members can tap in to The Manufacturer magazine's 20-year track record, and 138,000-strong reader community. You also get a GAMBICA-negotiated discount, and free speaking opportunities in the Automation Solution Theatre.

GAMBICA Pavilion benefits:

- Discounted rate on sqm - £400/sqm (usual rate £425/sqm)
- 1 x 30 minute presentation to expo attendees at the Industrial Automation Theatre
- Contact details of all expo attendees listening to your presentation
- Access to VIP Buyers' Lounge – space for meeting prospects
- Access to online meeting planner to engage expo attendees before, during and after event
- 1 x 2 minute video interview – mailed out in dedicated 'Industrial Automation Newsletter' to over 15,000 UK manufacturing professionals

SMART FACTORY EXPO

Investment	Opportunity
£400/sqm	Space only (min 12 sqm)
£425/sqm	Shell scheme (min 9 sqm)
£500	Innovation Alley 'bench'
£995	Conference delegate pass

Investment	Add-Ons
£10k	Branded Solution Theatre (4 x 20 min presentations; data of all attendees to all presentations)
£2k	Solutions Theatre Presentations (20 minutes, data of attendees to your presentation)
£8k	External Site Tour (20 pax, data of attendees)
£5k	Buyers Lounge (Access to Meeting Planner & dedicated meeting area)
£300/hour	Mentor Clinic

LEADERS CONFERENCE

	Co-Organiser £30k	Gold £25k	Silver £10k	Partner £6k
Plenary Address (to all delegates)	30 mins	15 mins		
Site Tour or Networking Reception	x			
Contact Details (all conference delegates)	x	x		
15 minute Address (to entire stream)	x	x	x	
Contact Details (all delegates in your stream)	x	x	x	
90 minute Roundtable Discussions (minimum 25 delegates)	x	x	x	x
Contact Details (all delegates attending your roundtable)	x	x	x	x
Delegate Passes	6	4	3	2