



22-23
OCTOBER
2012

Invitation to Exhibitors

International **CAE CONFERENCE AND EXHIBITION** 2012

October 22-23, 2012 - Peschiera del Garda (VR) - Italy





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WHAT is ICC - International CAE Conference

The annual event on numerical computation is taking place in Peschiera del Garda (Province of Verona) on 22nd and 23rd October 2012.

Numerical analysis technologies are more and more present in the industrial world and are absolutely essential to the product and process innovation at each level and in every industrial sectors. The annual meeting organized by EnginSoft, a leader in virtual prototyping technologies, and its partners, will offer the state-of-the-art of CAE in diverse industrial fields, and significant testimonials will prove how such technologies help increase the ROI. Like in the past edition, this event represents a necessary meeting point for designers, analysts, IT managers, engineers, professors, researchers, associations and students interested in simulation tools. In the field of numerical analysis, the ICC is the most important event in Italy and one of the biggest in Europe. It includes two congress days and some users' meetings of the main technologies supported by EnginSoft, such as ANSYS, Flowmaster, MAGMA, Forge and modeFRONTIER.

There will also be an exhibition area, where participants can discuss and share their experiences with providers of CAE technologies, members of associations and/or scientific bodies, technical press, as well as hardware producers, who have to implement their machines and components in order to perform more and more complex analyses.

EnginSoft will be at the ICC, together with its group of experts, with their decade long experience and over 3000 multidisciplinary consultancy activities performed for large companies in Italy and abroad, to answer any questions and evaluate new benchmarks.

With the 2012 edition, the ICC CAE Conference will reach even higher standards by offering:

- a think tank bringing together **executives from industry, research, academia and technology providers**, to foster the understanding of engineering simulation and its impact on the future and success of your business
- a panel of **simulation-based engineering and science experts** – as well as technology experts – that will document how recent and future technical developments should improve accuracy, reliability, accessibility, and applicability of engineering simulation results, as well as computational speed
- an **exhibition**, unprecedented in this sector in Italy, where leading providers of CAE and VP Technologies will showcase their latest solutions and share their visions and strategies with the participants
- an **informal environment** for delegates, technology providers, managers and experts to meet and share experiences, address key industry issues and challenges, and explore new business opportunities
- an **Happy Hour dinner program** on 22th October evening, the right place to meet the participants, exchange opinions, ideas and offer your solutions

...in a word: the ideal occasion to discuss today's limitless applications of "simulation based engineering and sciences".



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The Organizer: EnginSoft

EnginSoft is a company founded in 1984 with its headquarters in Trento (Trentino-Südtirol region), and is one of the global leaders in providing engineering services and systems connected with virtual prototyping and CAE (Computer Aided Engineering). EnginSoft relies on the best hardware/software technologies and solutions on the market, promoted and supported by multidisciplinary competence centers, with over 120 engineers.

The company addresses all manufacturing companies operating in every industrial field and provides its services all over the world thanks to its offices and competence centers in the main industrialized countries. Its European offices are in Italy, France, Germany, United Kingdom, Spain and Sweden; while outside Europe its offices are in the USA and in Brasil.

EnginSoft experts can develop ad hoc solutions according to the specific design features. In addition to engineering services and solutions, the company promotes and organizes specific training courses and coordinates co-funded industrial research. Since 1994, EnginSoft is recognized by the Italian Ministry of Education, University and Research (MIUR) as the only laboratory for technology transfer in the CAE/iDP segment.

The company belongs to the SWS Group, which includes 250 people and its turnover is 20 million euro per year.

For more information about the company, visit the website: www.enginsoft.it

WHY you should exhibit at CAE Conference

The software and hardware exhibition is an important part of the CAE Conference. In the last years, many companies from all over the world took the opportunity to exhibit during the conference by becoming a sponsor. Among the Sponsors and Exhibitors in the last years there were: AMD, Microsoft, E4 Computer Engineering, Simpack-INTEC, CADFEM, CST, Datapoint Labs, Distene, Elysium, ESoCAET, ESTECO, E-Xstream Engineering, FIGES, Flowmaster, Fraunhofer Institute, HP, IBM, Intel, Intelligent Light, MAGMA GmbH, NAFEMS, Tecniche Nuove, The Mathworks, Ket to Metals, Parallaxis, Reactive Search, Transvalor. Exhibition at the CAE conference can benefit your company in many ways:

***Before the conference:** Capture immediate exposure in one of the fastest-growing market segments! The conference – and its sponsors – will be promoted by various marketing activities through various channels: websites, press releases, newsletters, emails.

***During the conference:** Present your products and services, increase brand awareness, distribute information and get high-quality prospects! The conference audience is made of technologically-oriented simulation engineers, technical directors and VPs.

***After the conference:** Leverage the contacts acquired during the conference and close new sales! Additional promotion and brand recognition will be guaranteed by marketing activities carried out after the conference.

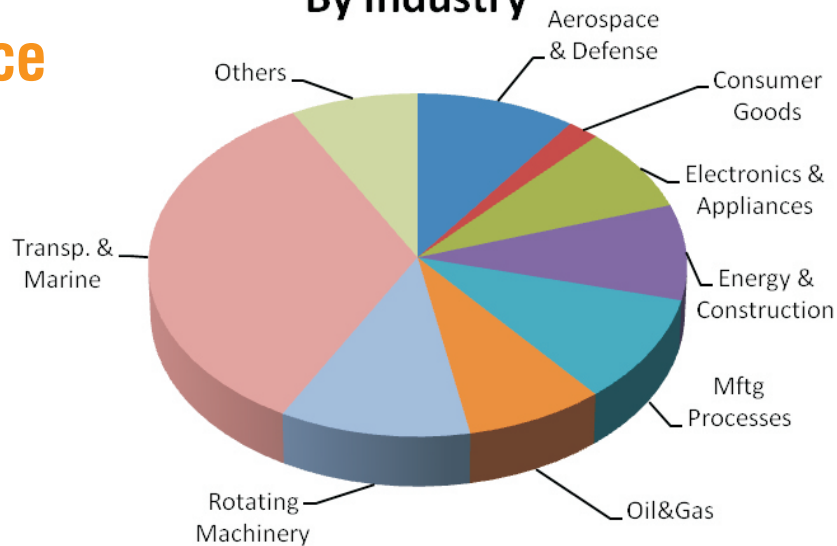
For a limited investment, you can get an almost year-long exposure to a highly professional audience of one of the fastest-growing market segments, get new prospects and close new sales!

Some numbers from the past edition:

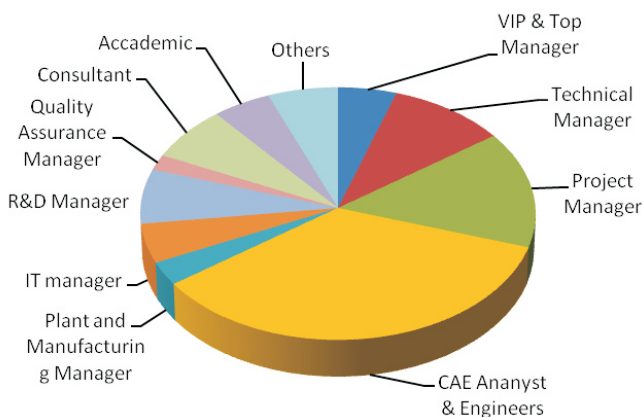
- 650** Attendees from 15 countries (Technical managers, analysts, engineers)
- 90** Presentations from key companies (Piaggio, Ferrari, Ansaldo, Pierburg, Avio, Magneti Marelli, Tetra Pak, Nuovo Pignone, Indesit, ENI, Continental..)
- 30** Poster with technical case histories
- 24** Exhibitors
- 6** Parallel sessions

Target Audience

By Industry



By Function



The location

Hotel Parchi del Garda: The biggest conference centre in the Verona province and Lake Garda area



Hotel Parchi del Garda is Lake Garda and Verona's most exclusive hotel congress centre. Thanks to its large, modern and functional spaces, as well as its ideal location, it is the perfect solution for any kind of event. The new 4 stars hotel is situated between Peschiera del Garda and Lazise, just 900 meters from the lake's shore. Built in perfect harmony with the surrounding environment, it is designed to resemble a typical Garda town. **Hotel Parchi del Garda** has 5 interconnecting pavilions with 218 elegant rooms and 15 exclusive suites. The highlight of our congress centre is the free-standing theatre hall Benacus. It has total dimensions of 870 smq, natural light, a production room, two spacious backstage, and direct access to our garage. Here there will be the exhibition area of ICC 2012.

The two twin meeting rooms Riva and Rocca are next to each other and have the same dimensions. They both can accommodate a theater of 130 people max, and are ideal for seminars, job training, and small/medium events. The well-designed and comfortable Arilica hall is the right compromise between space and functionality. The room (340 smq) can accommodate from 150 up to 315 people, depending on the requested set up. The Gardesana hall is

230 square metres, and can be organised both as a meeting room and as a reception room. Hotel Parchi del Garda is also the ideal choice for mixing business with pleasure. Three elegant restaurant halls (Acquaviva, Aura and Gardesana) can accommodate up to 500 people, and are ideal for breakfast, buffet dinner and Gala ceremonies.

How to easily reach the convention center?

By Car: Thanks to the A4 motorway, there are only 5 km from Peschiera del Garda, or via the A22, we are just 13 km from the Affi.

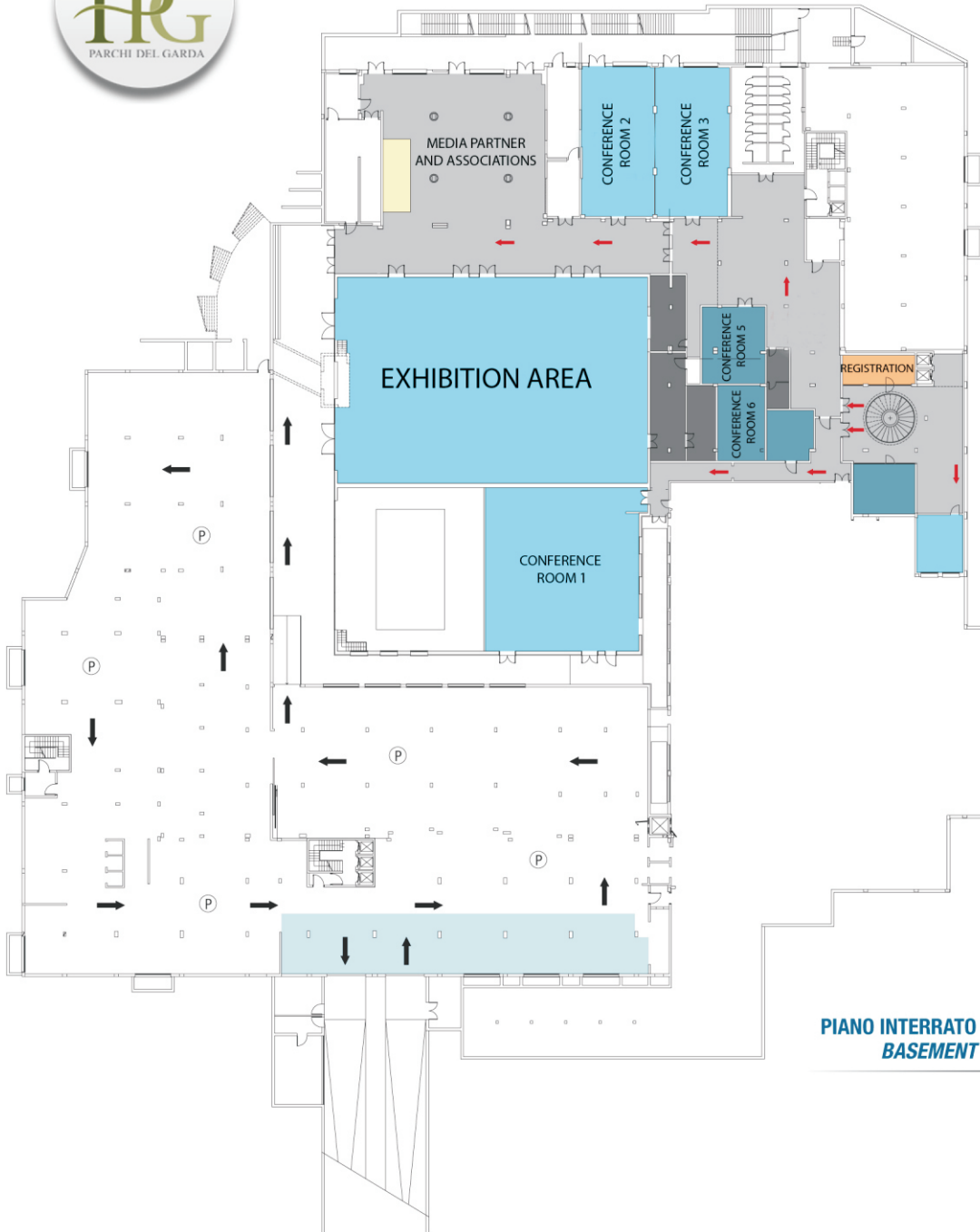
By Train: The hotel is less than 4 km from the station of Peschiera del Garda train station.

By Air: The Convention Center and meeting hotels Parks del Garda is only 15 km from Verona Valerio Catullo Airport.

www.hotelparchidelgarda.it



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PIANO INTERRATO
BASEMENT

WWW.CAECONFERENCE.COM





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Sponsorship Packages

Do not miss your chance –exhibition space is limited and will be allocated on a first-come, first served basis.

	Platinum	Gold	Silver
Booth space 6x2 m (furnished with: walls, 1 table, 3 chairs, suitable lighting, electricity supply, a 48"plasma screen)	x		
Booth space 3x2 m (furnished with: walls, 1 table, 3 chairs, suitable lighting, electricity supply, a 48"plasma screen)		x	
Booth space 3x2 m (furnished with: walls, 1 table, 3 chairs, suitable lighting, electricity supply)			x
Company logo in the welcome slide of plenary session	x		
1 advertising color page in EnginSoft newsletter 3/2012	x		
1/2 advertising color page in EnginSoft newsletter 3/2012		x	
Free pass for 10 free invitations at the Conference	x	x	
Free pass for 5 free invitations at the Conference			x
Your company logo printed on the attendee badge	x		
Company logo in every page of the conference website www.CAEconference.com	x	x	x
Company logo and description in the Abstract Book distributed at all the participants of the conference	x	x	x
1 advertising page in the Abstract Book distributed at all the participants of the conference	x		
1/2 advertising page in the Abstract Book distributed at all the participants of the conference		x	
Company promotional material included in the participant bags (1 brochure max size A4)	x		
A dedicated page in the conference website www.CAEconference.com	x	x	x
Conference attendance for 2 colleagues	x	x	x
Your company logo will be featured on all print and electronic media used to promote the event	x	x	x
	8000 € +VAT	4000 € +VAT	2000 € +VAT

ATTENTION:

MAXIMUM 3 PLATINUM SPONSORS AND MAXIMUM 3 GOLD SPONSOR WILL BE ACCEPTED

The acceptance of the sponsors occurs according to their confirmation date.



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NEW OPPORTUNITIES!

**Make your company and your brand more visible at the Conference.
You can add one or more options from this list to the sponsorship.**

Plus Sponsorship:

+1	Logo on the conference bags (maximum 1 will be accepted)	€3000
+2	Notepads with your logo in conference bags €3000 (maximum 1 will be accepted). The sponsor should provide the notepad	€3000
+3	Your gadget in the conference bags (maximum 1 will be accepted). The sponsor must provide the gadget	€3000
+4	Double <u>mq</u> space	€1500
+5	Branded <u>wi-fi</u> hot spot in the conference area (maximum 1 will be accepted)	€2000
+6	Customized graphic display (2x1m) in all conference rooms (maximum 2 will be accepted). The display is provided by the organization, while the sponsor must provide the graphics	€4000
+7	Pens with your logo in conference bags (maximum 1 will be accepted). Pens are provided by the organization and will have the Conference logo together with the sponsor's logo.	€2500
+8	Customized mailing with your news by 20th November to all Conference attendees	€2000
+9	A technical article (2 pages) in the EnginSoft newsletter 3/2012 or 1/2013	€1500
+10	A customized Internet point in the exhibition area: 3 computers with free access (maximum 1 will be accepted)	€2000

Attention: all prices in the table above are VAT 21% excluded

To request additional opportunities for sponsorship please contact us.





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BOOKING FORM

Please send back the signed form
by fax to: +39 0461 979228
or by email: eventi@enginsoft.it

APPLICANT INFORMATION

Full corporate name (for invoice purposes) _____
Address _____

Post Code / ZIP _____

Telephone _____

Fax _____

VAT No. _____

Tax Code _____

Contact

Name _____

Surname _____

Telephone _____

E-mail _____

NOTE: By signing this booking form the undersigned confirms that he/she understands the associated terms and conditions and that he/she accepts the same.

Date

Signature and Stamp

CHOOSE THE TYPE OF SPONSORSHIP

☐

PLATINUM – 8000 € + VAT

☐

GOLD – 4000 € + VAT

☐

SILVER – 2000 € + VAT

PLUS SPONSORSHIP OPTIONS



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PAYMENT

BANK TRANSFER: Account name and address:

EnginSoft S.p.A. via della Stazione 27 - 38100 Trento

Bank name UNICREDIT BANCA D'IMPRESA Ag., bank address Corso III Novembre

IBAN: IT041032260180000003584244

SWIFT: UNCRITMMOTO

CREDIT CARD, please refer to the Conference web site: www.caeconference.com

If paying by bank transfer, please transmit a copy of the transfer document together with this booking form to fax number +39 0461 979228

Important: Payment must be done before 21st October, otherwise you cannot access the Conference

ORGANIZATION CONTACT

EnginSoft – Marketing&Communication Office

Luisa Cunico

Mobile +39 340 9511636

Tel. +39 0461 915391

Fax. +39 0461 979228

Email eventi@enginsoft.it





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TERMS AND CONDITIONS

1. TITLE AND OBJECTIVES OF THE EVENTS

ICC – International CAE Conference.

The event is concerned with the industrial application of CAE, virtual prototyping, iDP (Intelligent Digital Prototyping), process simulation and complementary technologies, optimization, statistics, reliability, robust design and decision support.

2. PLACE, DATE AND TIMES OF THE EVENTS

The event will take place at the Hotel dei Parchi del Garda, Peschiera (VR), Italy, from Monday 22 October to Thursday 22 October 2012, from 09.00 to 23.00 on Monday and from 09.00 to 18.30 on Thursday. Exhibitors may set-up their exhibition space during the afternoon of 21th October or early in the morning of 22th October. The Organizers reserve the right to change place, exhibition area, dates and times of the event at any time.

3. ADMISSION

Organizations of any nationality whose activities relate to the objectives of the event may exhibit. The Organizers retain the right to refuse admission without giving any reason. The refusal of admission shall not result in any right whatsoever to any payment of damages. The Booking Form may not contain any reservation or condition and shall be presented by 10th October 2012 after which date the Organizers reserve the right to accept or reject the booking.

4. ACCEPTANCE OF THE REGULATIONS

With the signing of the Booking Form the Exhibitor undertakes to participate at the event in the exhibition space to be allocated and to accept without reserve these Terms and Conditions and any subsequent regulations that may be made at any time by the Organizers of the event.

5. ADMISSION AND PAYMENT

The completed Booking Form shall be signed by a representative of the exhibiting company. The Booking Form shall be accompanied by a copy of the bank draft if this be the preferred method of payment.

6. REGISTRATION OF EXHIBITOR REPRESENTATIVES

Exhibitors shall register the full company name and data regarding all the organizations they represent and whose products are to be presented at their exhibition space.

7. BOOKING CONFIRMATION

The Organizers shall confirm the acceptance of the booking. The acceptance shall be valid only for the nominated Exhibitor. The assigned exhibition space may not be ceded in part or in whole, also without payment. In the case of non-observation of this condition the products introduced and exhibited may be excluded at the risk and expense of the Exhibitor who shall also be due to pay a penalty.

8. CANCELLATION

Cancellation of the Exhibitor's participation in the event shall be communicated by the Exhibitor to the Organizer by registered letter or telegram. The Organizer shall have the right to retain any sums paid to whatsoever end and to make such use of the exhibition area relinquished as he should think fit without whatsoever prejudice to any further legal action for the recovery of the full amount due for the booking and any greater damage that may have been caused to the Organizer.

9. ALLOCATION OF EXHIBITION SPACE

The Organizers shall allocate exhibition space on the basis of the overall design of the exhibition and the preferences expressed by Exhibitors. The Organizers reserve the right to change the placing of the exhibition space allocated or to change its configuration should this be necessary.

10. EXHIBITION SPACE AND COSTS

The available stand is a pre-furnished exhibition area. Specifications: exhibition space 3m x 2m with walls, 1 table, 3 chairs, suitable lighting, electricity supply,

Exhibitor's name. Meeting Proceedings: a dedicated space on the Meeting Proceedings. Lunches and coffee breaks. Two participants in the meeting. The exhibition plan and the stand features in open space will have to be approved by the Exhibition Organization Manager.

11. PAYMENT TERMS

Payment in full is to be made before the exhibition space is installed as directed on the Booking Form. Booking Forms that are not accompanied by the requested certification will not be registered. In the case of a booking not being accepted only the sum paid shall be reimbursed.

12. ADVERTISING

The Exhibitors may distribute promotional material regarding the products exhibited solely from their exhibition space. No promotional material may be exhibited beyond the Exhibitors' exhibition space other than with the expressed permission of the Organizer.

13. INSURANCE

The Organizer shall provide a general security service but declines any responsibility whatsoever either for natural risks or Acts of God or for theft, fire or third party liability. The Exhibitor, should he deem fit, may stipulate an insurance policy to cover such risks.

14. DAMAGE TO THE EXHIBITION SPACE

The exhibition spaces shall be handed back in the same condition in which they are consigned. In the case of damage the costs of repair shall be met by the Exhibitor who shall also be responsible for observing any special rules for the use of the structures and plant.

15. CLEARING OF EXHIBITION SPACES

Clearing of exhibition spaces may begin at 18.00 on 22th October 2012 and it has to be completed by 22.00 on the same day.

16. CHANGES TO THE TERMS AND CONDITION

The Organizers reserve the right to introduce any changes to these Terms and Conditions that they may deem necessary for the improvement of the exhibition and the associated services at any time and with immediate effect having given prior written notification to the Exhibitor. In the case of non-observance of these Terms and Conditions and any subsequent modifications to the same the Organizers reserve the right to close the exhibition space. In such a case the Exhibitor shall have no right to any reimbursement or compensation of whatsoever nature.

17. GENERAL AND FINAL REGULATIONS

In the case of the event not taking place for whatsoever cause including Acts of God the booking shall be automatically annulled and the Exhibitor shall be reimbursed both the sums paid for the exhibition space and for any services not provided net of the costs paid by the Organizer for the same. In the case of the event being suspended after its opening no reimbursement of whatsoever nature shall be due to the Exhibitor.

The undersigned Exhibitor declares that he fully accepts all the requirements of these Terms and Conditions.

Stamp and signature of the legal representative for full acceptance.