

SWITZERLAND GLOBAL ENTERPRISE
STAMPFENBACHSTRASSE 85 - CH-8006 ZURICH

Your contact

Beat Kuster
bkuster@s-ge.com
Direct +41 44 365 54 45

**Next SWISS Pavilion:
Please register until
latest Oct 27, 2019**

Zurich, 17.07.2019

Offer

Target Country Spain (with international companies)

Services Swiss Pavilion @ World Mobile Congress 2020, Barcelona

In Co-Operation with:



Schweizerische Eidgenossenschaft
Confédération suisse
Confederazione Svizzera
Confederaziun svizra
Swiss Confederation
Innosuisse – Swiss Innovation Agency

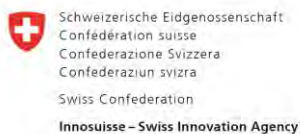




Table of Contents

1. Introduction.....	3
2. Objective	4
3. Offer	7
4. Payment Terms	8
5. Project Organization.....	8
6. Confidentiality.....	8
7. General Terms and Conditions	8
8. Order	9

Co-Organizers:



1. Introduction

<http://www.mobileworldcongress.com/>



The Mobile World Congress (24-27. February 2020) is the mobile technology premier event worldwide. Once again, the 2013 edition was hosted in the Mobile World Capital: Barcelona. **Barcelona has been designated Mobile World Capital to 2021.** MWC Capital Barcelona is an initiative aimed at turning the city into the permanent global center of mobile technologies, where people, companies and institutions work together to exploit the potential of mobile technologies as an element to transform daily life and create new business opportunities.



During MWC 2019, **more than 110,000 attendees from 212 countries** were treated to a wealth of learning and networking opportunities; product showcases and announcements; inspiration and innovation. **About 2'500 companies** presented their organizations through exhibition stands and hospitality space across eight halls and outdoor spaces at Fira Gran Via.


Between the GSMA Pavilion in Congress Square, the GSMA Connected City, and several pavilions in Halls 7 and 8.1, the GSMA highlighted important initiatives benefiting the industry, including Mobile Cloud, Mobile Money and Green Technology. Everything from connected cars, virtual reality, new handsets and ingenious app ideas, to 3D printing, privacy protection and backend solutions were on display. Mobile operator members participated in the first-ever Operator Pavilion, located in Congress Square.

In 2019, Swiss Business Hub Spain and Switzerland Global Enterprise organized with its partners **InnosuisseStartup** www.innosuisse.ch and

AlpICT www.alpict.com

the SWISS Pavilion. 13 Startup's from Switzerland did participate as co-exhibitors in two SWISS Pavilions (Hall 8.1 and Hall 6).

Co-Organizers:

-  Schweizerische Eidgenossenschaft
- Confédération suisse
- Confederazione Svizzera
- Confederaziun svizra
- Swiss Confederation
- Innosuisse – Swiss Innovation Agency



+ SWITZERLAND GLOBAL ENTERPRISE

2. Objective

Switzerland Global Enterprise, in collaboration with Swiss Business Hub Spain, Innosuisse and AlpICT will organize a new time a hospitality SWISS Pavilion at the Mobile World Congress 2018 in Barcelona (24-27. February 2020) at a new position at the main corridor.

This area will serve as the meeting point for Swiss companies present at MWC and will offer a better marketing platform for their products and solutions. Given the global scope of this event, it is necessary to offer greater visibility to Swiss companies active in mobile technology. In such a dynamic industry, visibility can also allow Swiss companies to establish new ways of collaboration with similar companies from around the world, a key factor to remaining competitive.

The hospitality area will be located in Hall 8.1 and is basically designed as an open meeting room for companies participating with Switzerland Global Enterprise at the event. Switzerland Global Enterprise, and Swiss Business Hub Spain's personnel, will be responsible for the effective and smooth management of the hospitality at a 70sqm SWISS Pavilion.




New location for MWC2020



SWISS Pavilion @ MWC2019 and Swiss Networking Night



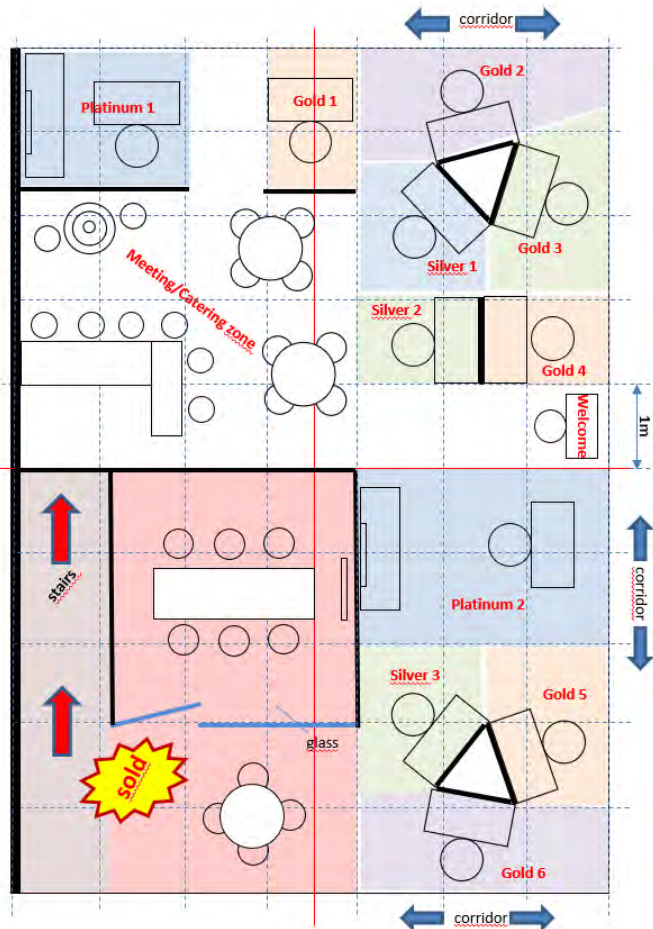
Co-Organizers:

-  Schweizerische Eidgenossenschaft
- Confédération suisse
- Confederazione Svizzera
- Confederaziun svizra
- Swiss Confederation
- Innosuisse – Swiss Innovation Agency



OFFER: SWISS Pavilion

Location: **Hall 8.1** (app planet), Stand **8.1E49**
This offer is based on a calculation of 12 co-exhibitors.



We will have an additional
SWISS Pavilion at Hall 6 with
Telecom & automotive focus
Please ask us for more details
bkuster@s-ge.com

Included common services for all co-exhibitors:

- permanent staffed **Bar/Meeting zone** & welcome desk
- **refreshments** in the catering zone (water, coffee, snacks)
- SWISS Pavilion exhibitor brochure with individual company portrait
- company registration at the official exhibitor online catalogue
- **SwissNight**: 1 networking party at Barcelona Yacht Club
We have approx. 150 participants incl. investors and you get the possibilities to pitch/present your solution.
- official visit from a Swiss delegation (Ambassador,...)

Packages:

□ Gold 1, 2, 3, 4, 5, 6 (total 6 slots)

Price: 8'550 CHF

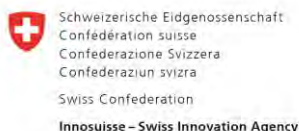
- individual counter desk 1x0.5m
- 1 stool
- company logo
- wall for company presentation
- 230 V electrical connection
- 2 entry tickets (visitor pass); additional at extra cost with 50% discount
- incl. 32" screen (bigger screen at extra cost)

□ Silver 1, 2, 3 (total 3 slots)

Price: 6'350 CHF

- individual counter desk 1x0.5m
- 1 stool
- company logo
- 32" screen at back wall incl. HDMI cable and USB connection
- 230 V electrical connection
- 2 entry tickets (visitor pass); additional at extra cost with 50% discount
- incl. 32" screen (bigger screen at extra cost)

Co-Organizers:



□ Platinum 1

Price: 9'950 CHF

- 3.5 sqm
- furniture in your booth incl. counter desk 1x0.5m, 1 storage possibility (sideboard)
- 32" screen at back wall incl. HDMI cable and USB connection
- individual design, additional furniture at self-cost
- 230V Electrical connection
- 3 entry tickets (visitor pass); additional at extra cost with 50% discount

□ Platinum 2

Price: 12'500CHF

- 6 sqm
- furniture in your booth incl. counter desk 1x0.5m, 1 storage possibility (sideboard)
- 32" screen at back wall incl. HDMI cable and USB connection
- individual design, additional furniture at self-cost
- 230V Electrical connection
- 5 entry tickets (visitor pass); additional at extra cost with 50% discount

Options at additional cost for all co-exhibitors:

- additional entry tickets at ½ price (approx. 400 € per visitor pass)

☛ Please note: the space of the SWISS Pavilion is limited to a certain number of Swiss and Liechtenstein companies. We will serve the companies according to their registration entry.


Timing/Outlook:

<ol style="list-style-type: none"> 1. 27. Oct '19: 2. End of Oct '19: 3. Nov '19: 4. Nov '19: 	<p>Deadline for registration/order</p> <p>Order-Confirmation to all companies</p> <p>Administrative work with co-exhibitors to: hotel, tickets etc.</p> <p>Kick-off meeting with all co-exhibitors at Innosuisse in Bern</p>	<p>Co-Exhibitor</p> <p>S-GE</p> <p>S-GE</p> <p>all</p>
---------------------------------------------------------------------------------------------------------------------------------------------------------------------	------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------	--------------------------------------------------------

Co-Organizers:

3. Offer

We are pleased that you are interested in our products and gladly submit to you the following offer:

Spain	Price CHF (excl. VAT)
Marketing Support	
■ Event Support;	
<input type="checkbox"/> Platinum 1	9'950.00
<input type="checkbox"/> Platinum 2	12'500.00
<input type="checkbox"/> Gold 1	8'550.00
<input type="checkbox"/> Gold 2	8'550.00
<input type="checkbox"/> Gold 3	8'550.00
<input type="checkbox"/> Gold 4	8'550.00
<input type="checkbox"/> Gold 5	8'550.00
<input type="checkbox"/> Gold 6	8'550.00
<input type="checkbox"/> Silver 1	6'350.00
<input type="checkbox"/> Silver 2	6'350.00
<input type="checkbox"/> Silver 3	6'350.00
 Screen: upgrade from 32" to	
<input type="checkbox"/> 40" individual screen for your booth (incl. HDMI cable and USB slot)	ca. +150 €
<input type="checkbox"/> 80" individual screen for your booth (incl. HDMI cable and USB slot)	ca. +490 €

Exchange rate:


The exchange rate is based on the offer date with 1.12 (EUR/CHF). Should the exchange rate change with +/- 5% at the date of invoicing we will adjust the difference.

Kick-Off Meeting for SWISS Pavilion exhibitors

After the registration deadline we will organize a meeting at November in Zürich or Bern to define all details with you. We will contact you later.

We will have an **additional SWISS Pavilion at Hall 6 with telecom & automotive focus**
 Please ask us for more details
bkuster@s-ge.com

Co-Organizers:


 Schweizerische Eidgenossenschaft
 Confédération suisse
 Confederazione Svizzera
 Confederaziun svizra
 Swiss Confederation
 Innosuisse – Swiss Innovation Agency



4. Payment Terms

Payment

50% 30 days after order

50% 30 days net until latest 30. of October 2019

Cancellation

by client:

100% payment for the booth (or the self-cost for S-GE to find a new co-exhibitor if possible)

Delivery

You will be notified of the delivery date for your project when we receive your order confirmation. This date will depend on local factors and any external suppliers involved. The delivery period does not begin until receipt of down payment.

Validity

Deadline of inscription is 27. of October 2019 (first-come, first served)

Should work exceed the framework set out in this offer, Switzerland Global Enterprise will ask for the written agreement of the ordering party before proceeding.

5. Project Organization

In carrying out this project, Switzerland Global Enterprise will work with the following parties:

Project Management

Switzerland Global Enterprise, Zurich
Beat Kuster

Network Partner

Swiss Business Hub Spain
Isabelle Mateos, Martina David

In fulfilling its project, Switzerland Global Enterprise may, under certain circumstances, need to call on services from third parties.

6. Confidentiality

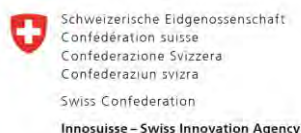
Switzerland Global Enterprise guarantees that it will handle in strict confidence all documents and information received from its clients for the purpose of executing its project.

7. General Terms and Conditions

By signing the order attached to this offer, the undersigned company confirms that it commissions Switzerland Global Enterprise on the terms described in this offer. The undersigned company confirms that it has read and accepted the General Terms and Conditions of Switzerland Global Enterprise, which are published and can be viewed on www.switzerland-ge.com/terms

The undersigned company acknowledges that the aforementioned General Terms and Conditions are an integral part of this project.

Co-Organizers:



**Next SWISS Pavilion:
Please register until
latest Oct 27, 2019**

**+ SWITZERLAND
GLOBAL
ENTERPRISE**

8. Order ➤ **Deadline for registration is October 27, 2019 (first-come, first served)**

Company name _____
 Contact person(s) _____
 Address _____
 ZIP / City _____
 Phone _____ E-Mail _____

We accept the offer and hereby engage S-GE to execute the following project:

Spain ➤ please mark <input checked="" type="checkbox"/> with a cross the relevant box	Price CHF (excl. VAT)
■ Event Support: Co-Exhibitor at MWC2017 SWISS Pavilion	
<input type="checkbox"/> Platinum 1	9'950.00
<input type="checkbox"/> Platinum 2	12'500.00
<input type="checkbox"/> Gold 1	8'550.00
<input type="checkbox"/> Gold 2	8'550.00
<input type="checkbox"/> Gold 3	8'550.00
<input type="checkbox"/> Gold 4	8'550.00
<input type="checkbox"/> Gold 5	8'550.00
<input type="checkbox"/> Gold 6	8'550.00
<input type="checkbox"/> Silver 1	6'350.00
<input type="checkbox"/> Silver 2	6'350.00
<input type="checkbox"/> Silver 3	6'350.00
➤ Screen: upgrade from 32" to	
<input type="checkbox"/> 40" individual screen for your booth (incl. HDMI cable and USB slot)	ca. +150 €
<input type="checkbox"/> 80" individual screen for your booth (incl. HDMI cable and USB slot)	ca. +490 €

Exchange rate: The exchange rate is based on the offer date with 1.12 (EUR/CHF). Should the exchange rate change with +/- 5% at the date of invoicing we will adjust the difference.

I am:

in the Innosuisse Startup program Member of Alp ICT

Timing/Outlook:

1. 27. Oct '19:	Deadline for registration/order	Co-Exhibitor
2. End of Oct '19:	Order-Confirmation to all companies	S-GE
3. Nov '19:	Administrative work with co-exhibitors to: hotel, tickets etc.	S-GE
4. Nov '19:	Kick-off meeting with all co-exhibitors at Innosuisse in Bern Discussing all further steps	all

Place / Date:

Authorised signatory(ies):

Please sign the enclosed copy and return it to:

Switzerland Global Enterprise

ExportHelp

Stampfenbachstrasse 85


CH-8006 Zurich

T 0844 811 812

F 0844 811 813

contact@s-ge.com

Co-Organizers:

 Schweizerische Eidgenossenschaft
Confédération suisse
Confederazione Svizzera
Confederaziun svizra
Swiss Confederation
Innosuisse – Swiss Innovation Agency


ALP ICT
TECH NATION