



Exhibition Stands 2018

For 39 years SAPICS has been providing an exceptional platform for supply chain professionals in Southern Africa to exchange knowledge and practical experiences. SAPICS invites you to participate in the 40th Annual Conference, an event which has become the leading event in Africa.

Piu Grandi Exhibition Stand

R 39 500.00 Excl. VAT

Stand Type	Size	Furniture	Electrical	Badge Entitlements	Additional Exhibitor Personnel
Piu Grandi	3.0m wide x 2.0m deep x 2.5m high	Basic Shell scheme, Grey industrial carpeting and Fascia Board	2 x 100 watt spotlights, 1 x 15 Amp plug points	2 personnel badges per stand	2 Additional delegate Badges (at reduced price of R 6000.00 Ex VAT each)

Picture examples of custom built stands within the Piu Grandi space from 2017 are highlighted below



Piccolo Exhibition Stand

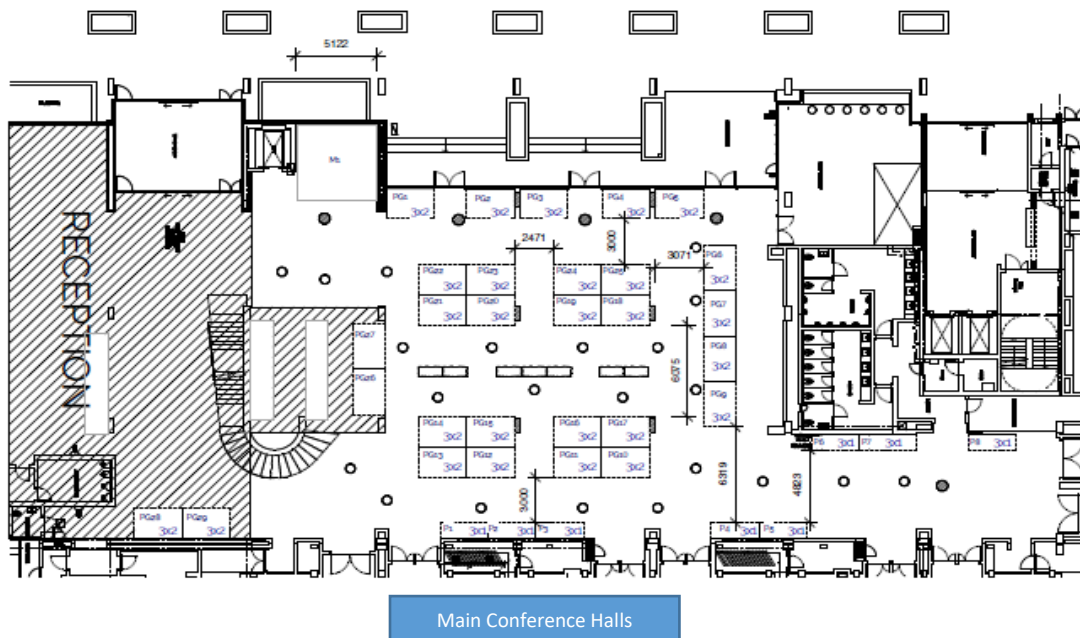
R 19 500.00 Excl. VAT

Stand Type	Size	Furniture	Electrical	Badge Entitlements	Additional Exhibitor Personnel
Piccolo	3.0m wide x 1.0m deep x 2.5m high	Basic Shell scheme, Grey industrial carpeting and Fascia Board	2 x 100 watt spotlights, 1 x 15 Amp plug points	1 personnel badge per stand	1 Additional delegate Badge (at reduced price of R 6000.00 Excl. VAT each)

Photographs of the Piccolo Exhibition stands are below – these have been custom branded at an additional cost.



Exhibition Floor plan



Why Exhibit at SAPICS?

Generate new leads and sales

A captive audience of potential customers for your product or service. By staffing your exhibition stand with your most experienced and capable sales people should enable you to generate new sales leads and close sales easily and cost-effectively. Remember though that these staff should attend in order to gather up-to-date information and knowledge.

Build and promote brand awareness

Unparalleled opportunities to raise awareness of your business amongst the people that count. Your exhibition stand displaying your logo and brand can attract potential customers and provide increased exposure for your products and services.

Obtain free customer insight and feedback

Your exhibition stand will be visited by people who know about and use the products and services you sell. These delegates are a priceless source of feedback that can help you refine, develop and improve every aspect of your business offering. Conducting a simple survey or focus group with delegates that visit your exhibition

stand can provide the kind of valuable data that you might otherwise pay an external research agency to collect on your behalf.

Effectively trial or launch a new product

There are few better places to trial a new product or service or to launch one than at a Professional event like SAPICS 2018. Hands-on product demonstrations with the people who are most likely to purchase will not only create a buzz among the community about your new product/service but can also provide useful information as to how a product/service might be modified or improved before its final release to market. The commercial tracks provide a perfect platform for the next level of product promotion.

Gain competitor intelligence

What is it that your business competitors do differently or better? Are their products or services more popular and profitable than yours? Which direction is their business moving in? At an event filled with businesses that operate in the same market space, it's easy and free to discover exactly what the competition is up to and to use this information to enhance your own business.

Establish beneficial business partnerships

By taking the time to explore our exhibition and by talking to other exhibitors, you can reveal the potential to form mutually beneficial relationships with businesses that complement or are affiliated with your own.

Build trust with new and potential customers

Reaching out to new and potential customers face-to-face is a far more positive and effective means of generating leads and sales than traditional cold-calling or speculative email marketing campaigns. Establishing a dialogue in person at the conference not only makes follow-up calls or emails an easier proposition because you have already met the recipient, but also increases the likelihood of their success.

Set-up and Breakdown

Exhibitors who are building designer stands may commence set-up from 08h00 on Sunday 10th June. All other exhibitors may have access to the exhibition area from 14h00 on Sunday 10th June.

NB - The Exhibition is open to delegates from 08:00 on MONDAY 11th June.

Breakdown may commence ONLY from 19:00 on Tuesday 12th June

Additional Information

- Food stations and cocktail tables will be situated in the exhibition area at the Century City Conference Centre.
- The floor plan may be subject to amendment. Any such alteration deemed necessary by the organisers shall be communicated to all exhibitors
- Stands shown as available on the website may have been booked before updates applied – please check with the event organisers at Upavon Conferences prior to booking exhibition stands
- Stands currently allocated together with the floor plan design may alter – please check with the event organisers at Upavon Conferences prior to booking exhibition stands
- All exhibitor corporate profiles and logos, together with url links to appropriate websites are listed on both the SAPICS conference website and in the event handbook
- Exhibitors will be entitled to book a 30-minute Tech Talk session – introduced in 2016 these highly popular presentation sessions enable exhibitors to promote their products and services in a presentation-style format.
- Presentation times are available on a first-come-first-served basis and are subject to availability

For more information regarding the exhibition at SAPICS 2018 please email Annie Matubatuba at annie@upavon.co.za alternatively you are welcome to telephone the office on +27 11 023 6701