

SEATTLE, WA | NOVEMBER 12-14

71ST ANNUAL  
INTERNATIONAL AIR SAFETY SUMMIT  
**IASS 2018**

ORGANIZED BY:

FLIGHT  
SAFETY  
FOUNDATION 

# Flight Safety Foundation

71st International Air Safety Summit

Sponsor and Exhibitor Prospectus

November 12-14, 2018 || Seattle, WA USA

Email: [Events@flightsafety.org](mailto:Events@flightsafety.org)

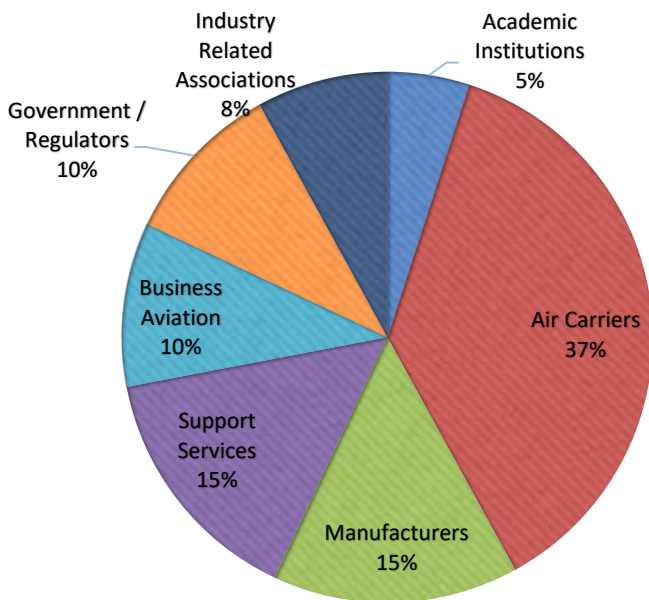
71ST ANNUAL  
**INTERNATIONAL AIR SAFETY SUMMIT**  
**IASS 2018**

**Nearly 400 Attendees Expected**

Held annual since 1947, the Flight Safety Foundation’s International Air Safety Summit (IASS) is aviation’s premier safety summit, drawing as many as 400 representatives from 50+ countries to exchange information and propose new directions for further risk reductions and make the safest mode of transportation even safer. Summit content is designed to address issues surrounding safety, training, practical solutions, management, human factors, maintenance/engineering, and off-shore operations.

**IASS Attendee Profile**

IASS participants come from organizations around the globe and represent the upper and middle management levels of their organizations.



**PAST PARTICIPATING COMPANIES**

- Aegean Airlines • Aer Lingus • Aerobytes, Ltd. • Air Canada • Air China Intl. Corp. • Air France • Air Line Pilots Association International • Air New Zealand • AirAsia • Airbus • Aireon • All Nippon Airways • Allied Pilots Association • Amazon • American Airlines • Applied Informatics and Research Inc. ATR • Aviation Safety Council • AvSAX • Baines Simmons • BHP Billiton • CAL Cargo Airlines • CargoLogicAir • Caribbean Airlines Limited • CEFA Aviation • CGE Risk Management Solutions • China Academy of Civil Aviation Science and Technology • China Airlines • China Aviation Development Foundation • China Express Airlines • Civil Aviation Authority of Singapore • Delta Air Lines • Dutch Airline Pilots Association • Easyjet • Edelweiss Air AG • El Al Israel Airlines • Embraer SA • Embry-Riddle Aeronautical University Worldwide • Emirates • Ergoss -SARA • Eurocontrol • EVA Airways Corp. • Far Eastern Air Transport Corp. • Finnair • Flight Data Services • Flight Training News • FlightDataPeople • Flydubai • GDC Middle East • GE Aviation • Hainan Airlines • HeliOffshore • HK Bellwings Jet Limited • Honeywell Aerospace • Hong Kong Express Airways • HOP! Air France • IBM Flight Operations • Icelandair • Ideagen Plc • IHP Solutions Limited • Inflight Warning Systems • International Air Transport Association • International Airlines Group • International Civil Aviation Organization • ISA Software • Japan Airlines • Jeppesen • JetBlue Airways Corp. • JSC Air Astana • Korean Air • LG Electronics • Luxair • Malta Air Traffic Services • McNair Flight Safety Consulting Inc. • NATS • NetJets Europe • Newmont Mining Corporation • NLR Air Transport Safety Institute • Norwegian Air International Ltd. • Norwegian Air Shuttle • Omni Air International • Or lady Associates • Pegasus Airlines • Pratt & Whitney • Presage Group Inc. • Prevenance Corporation for CEFA Aviation in Japan • Pulsar Informatics, Inc. • Qantas Airways Ltd • Rabbit-Air AG • REGA-Swiss Air Ambulance Ltd. • Rockwell Collins • Rolls-Royce plc • Royal Air Maroc • Ryanair • Safety Line • SafetySynthesis • Safran Aircraft Engines • Saudi Arabian Airlines • SGS HART Aviation • Shanghai Aircraft Customer Service Co.,Ltd. • Shell Aircraft Ltd. • Sky Airline SA • Sky Prime Aviation Services • SMBC Aviation Capital • Southwest Airlines • Sunwing Airlines Inc. • Swedish Transport Agency (CAA) • Swiss International Air Lines • Switzerland Secretariat General, Dept of Energy, Transport • Taiwan Civil Aeronautics Administration • TAP Air Portugal • Teledyne Controls • The Boeing Company • The McCabe Group, LLC • Transavia.com • Transportation Safety Board of Canada • TUI Airlines Nederland (TUIfly) • TUIFly Nordic AB • U.S. Federal Aviation Administration • U.S. National Transportation Safety Board • UK Flight Safety Committee • United Airlines • United States Air Force • Veoci • Vereinigung Cockpit-German Air Line Pilots' Association • VisionSafe Corporation - EVAS • Vistair Systems Ltd • Volaris

PARTICIPANTS INCLUDE  
PROFESSIONALS WITH THE  
FOLLOWING POSITIONS

Air Safety Managers  
Air Accident Investigators  
Aviation Directors  
Aviation Psychologists  
Captains  
Deputy Directors for Safety  
Chief Investigators  
Chief Executive Officers  
Chief Commercial Officers  
Chief Operating Officers  
Chief Engineers, Aviation System Safety  
Chief Pilots  
Chief Safety Officers  
Corporate Safety and Risk Managers  
Deputy Heads of Flight Safety  
Directors of Flight Operations  
Directors of Air Operations Assurance  
Director Generals  
Directors of Ground Safety  
Directors of Safety and Compliance  
Directors of Safety Analysis and Protection  
Directors of Air Navigation Bureau  
Executive Vice President for Safety & Security  
First Officers  
Fleet Safety Captains/Managers  
General Managers for Safety Management  
Heads of Aviation Safety  
Heads of Cockpit Crew Training  
Operations Managers  
Pilots  
Presidents  
Professors of Aeronautics  
Safety Directors/Managers  
Safety Chiefs  
Safety Investigations Officers  
Senior Managers, Flight Safety and Investigations  
Senior Vice Presidents, Flight/Safety  
Senior Vice Presidents, Corporate Safety & Quality  
Senior Vice President Regulatory & Training  
Senior Vice President and General Manager, Corporate Safety  
SMS Managers  
Technical Directors  
Training Captains  
Vice Presidents, Corporate Safety  
Vice President, Crew Training  
Vice-President, Engineering/Product Integrity  
Vice President, Flight Operations/Safety  
Vice President, Safety, Security & Compliance

## Schedule At-A-Glance sponsorship opportunities

### IASS 2018

#### Monday, November 12, 2018

Day One: General Session **Sold**  
Day One: Breakfast in Exhibit Hall Hold  
Day One: AM Business Break Available  
Day One: Luncheon in Exhibit Hall **Sold**  
Day One: PM Business Break **Sold**  
Welcome reception **Sold**

#### Tuesday, November 13, 2018

Day Two: General Session **Sold**  
Day Two: Breakfast in Exhibit Marketplace Hold  
Day Two: AM Business Break Available  
Day Two: Luncheon in Exhibit Marketplace Hold  
Day Two: PM Business Break Available  
Day Two: Networking Reception **Sold**

#### Wednesday, November 14, 2018

Day Three: General Session **Sold**  
Day Three: Breakfast in Exhibit Hall **Sold**  
Day Three: AM Business Break **Sold**  
Day Three: Luncheon in Exhibit Hall **Sold**  
Day Three: PM Business Break Available



# Sponsorship Opportunities

The opportunities listed below are designed to fit a variety of budgets and may be combined to meet the desired sponsorship levels.

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## General Session (\$12,500 per day)

- Opportunity to show a 3-5 minute video
- Place giveaways directly at each participant's seat

## Mobile App (\$5,000)

- Company logo on app load screen
- Company logo on banner within app
- Company logo on all app-related communication and marketing

## VIP Reception (\$5,000) - SOLD

- 5 (five) invitations to the VIP reception
- Company logo displayed throughout the reception
- Company logo on VIP related communication

## Networking Reception (\$7,000) - SOLD

- Company logo displayed throughout the reception
- Sponsor-themed cocktail/dessert at event (optional)
- Opportunity to distribute sponsor literature or giveaway item at your sponsored event

## Luncheon (\$7,500)

- Company logo displayed on signage and table tents
- Opportunity to distribute sponsor literature or giveaway item at your sponsored event

## Breakfast in Exhibit Marketplace (\$5,000)

- Company logo displayed on signage and table tents
- Opportunity to distribute sponsor literature or giveaway item at your sponsored event

## Networking Break (\$3,500)

- Company logo displayed on signage and table tents
- Opportunity to distribute sponsor literature or giveaway item at your sponsored event

## Summit Tote Bags (\$5,000)

- Company branding on all tote bags
- Given to all attendees and exhibitors at check-in

## Badge Lanyard (\$5,000)

- Logo on lanyard worn by all attendees and exhibitors
- Company logo displayed on signage

## Summit Registration Giveaway (\$3,500)

- Company branding on any of the following items to be given away at the registration desk to IASS attendees

- o Reusable water bottles
- o Notebooks
- o Bluetooth speakers

\*These items will be placed on the registration desk for extra branding visibility

## Hotel Key Cards (\$3,000) - SOLD

- Organization's branding on hotel key cards distributed to all BASS participants staying at the summit hotel
- Company logo displayed on signage

## Summit Pen (\$2,500)

- Pens with company branding placed on every table in the general session room

## Hotel Wireless Network (\$4,000)

- Wireless Network sponsor signage throughout event
- Sponsor themed network password

### All IASS sponsors receive the following benefits:

- Sponsor logo with website link on IASS website and in select pre-event email promotions.
- Sponsor logo in the event mobile app program.
- Sponsor recognition signage displayed prominently in high traffic areas.
- Sponsor name and contact person listed in the mobile app Sponsor & Exhibitor directory.
- Badge ribbon with sponsor designation for registered summit participants from your company.
- Opportunity to share sponsor news in the conference daily eNewsletter.
- Complimentary registrations (quantity determined by sponsor level).

# Sponsorship

## Pricing & Levels

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### Platinum (\$10,000+)

#### Sponsor benefits

- Three (3) full-conference registrations
- Three (3) VIP reception tickets held with FSF leadership, guest speakers and other industry VIPs
- 15% off the cost of an exhibit booth
- Bonus priority ranking for sponsor and exhibit space selection for 2019 FSF summits
- Individual benefits associated with your sponsorship item(s) of choice

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### Gold (\$5,000 - \$9,999)

#### Sponsor benefits

- Two (2) full-conference registrations
- Two (2) VIP reception tickets held with FSF leadership, guest speakers and other industry VIPs
- Bonus priority ranking for sponsor and exhibit space selection for 2019 FSF summits
- Individual benefits associated with your sponsorship item(s) of choice

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### Silver (\$3,000 – 4,999)

#### Sponsor benefits

- One (1) full-conference registration
- Two (2) VIP reception tickets held with FSF leadership, guest speakers and other industry VIPs
- Bonus priority ranking for sponsor and exhibit space selection for 2019 FSF summits
- Individual benefits associated with your sponsorship item(s) of choice

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### Bronze (\$2,500 - \$2,999)

#### Sponsor benefits

- One (1) full-conference registration
- Bonus priority ranking for sponsor and exhibit space selection for 2019 FSF summits
- Individual benefits associated with your sponsorship item(s) of choice



# Exhibitor information

## Why Exhibit at IASS?

### Network

- Unlike some massive tradeshows, the 'boutique' atmosphere of IASS allows exhibitors and participants to interact in a more personal, one-on-one manner.
- Breakfasts, Business breaks and lunches all in the exhibit hall help drive traffic.

### Exposure

- Market your organization and raise brand exposure to the flight safety community
- Opportunity for inclusion in the conference e-daily newsletter, sent to all summit attendees and Flight Safety Foundation members

### Education

- Give attendees hands on-access to your products.
- As an exhibitor, you will have access to all general session programming

### Practical Demonstrations

- Give attendees hands on-access to your products.
- Sign up for our Exhibitor Demo Presentations. Exhibitors will have an opportunity to give a short presentation to showcase a new product or service.

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## New this year to IASS 2018 – Exhibitor Demo Presentations

New this year, exhibitors will have an opportunity to give a short presentation to showcase a new product or service, meet new prospects, drive traffic and capture more leads with an Exhibitor Demo Presentation! Exhibitors will have 7 minutes to give a presentation or a speech during a time slot selected. After that time, we encourage you to connect with attendees to answer additional questions.

### *Flight Safety Foundation will provide the following:*

- A microphone and speakers to give presentation
- A TV Monitor
- HDMI cable hookup

### *Exhibitors will provide the following:*

- Laptop or other device to share their presentation

# Exhibit Booth information

## Benefits of exhibiting

- 1 complimentary registration per exhibit space
- Breakfasts, breaks and lunches in exhibit hall
- Company listing on the conference website and on-site mobile app
- Option to purchase up to two additional registrations for a discounted rate of \$425 each
- Post conference attendee roster, upon request

## Booth Package

- 10' x 10' booth (unless a 10' x 20' booth is purchased)
- 8' tall back drape, draped side rails
- 6' Table, 2 chairs, ID sign



## Booth Pricing

### Booth size – 10' x 10'

FSF or NBAA Member	\$3,000
Non-Member	\$4,500

### Booth size – 10' x 20'

FSF or NBAA Member	\$6,000
Non-Member	\$9,000

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### Sponsorship Contact:

Liz Solorzano  
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### Exhibitor Contact:

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Manager, Conferences & Exhibits  
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