



16th International Wafer-Level Packaging Conference

EXHIBITOR & SPONSORSHIP PROSPECTUS

October 22-24, 2019
DoubleTree by Hilton
San Jose, CA USA
www.iwlpc.com

Expo Contacts:

Hannah Terhark - hannah@smta.org

Kim Newman - knewman@chipsalereview.com

Why Exhibit?

- Reach a focused international audience
- Generate exposure in this highly competitive marketplace
- Share new products and concepts to the market
- Enhance relationships with existing customers and generate new leads
- Access to innovative knowledge at the conference sessions
- Opportunity to market your company as a supporter of the IWLPCC!

Benefits

- 8x10' Pipe & Drape Booth **OR** 6' Table Top
- Standard electric Included
- Lunch each day
- One conference pass per company
- Electronic attendee list sent post show from attendees who opt in to receive emails
- Show directory listing
- Company sign
- IWLPCC proceedings download access

Audience

2018 Conference and Expo Highlights:

- 809 attendees
- 75 exhibiting companies
- 19 countries represented
- 45 technical papers

Assembly/Packaging Engineers, Corporate/General Management, Test Engineering, Engineering Management, IC Design Engineer, Manufacturing Management, PC Board Design/Fabrication, Purchasing, R&D, Sales/Marketing, Consultant, and many more!

Sample List of Previous Attendees

Analog Devices

Apple

Applied Materials

ASE

Broadcom

Carl Zeiss

Cisco Systems, Inc

Globalfoundries US Inc.

Google

Hitachi Chemical Co. Ltd.

IBM

Intel

Lam Research

Marvell Semiconductor

Microsoft

ON Semiconductor

Oracle Corporation

Panasonic Corporation

Qualcomm

Raytheon

Samsung

Sandia National Laboratories

Seagate Technology

SK Hynix

STMicroelectronics

TEL

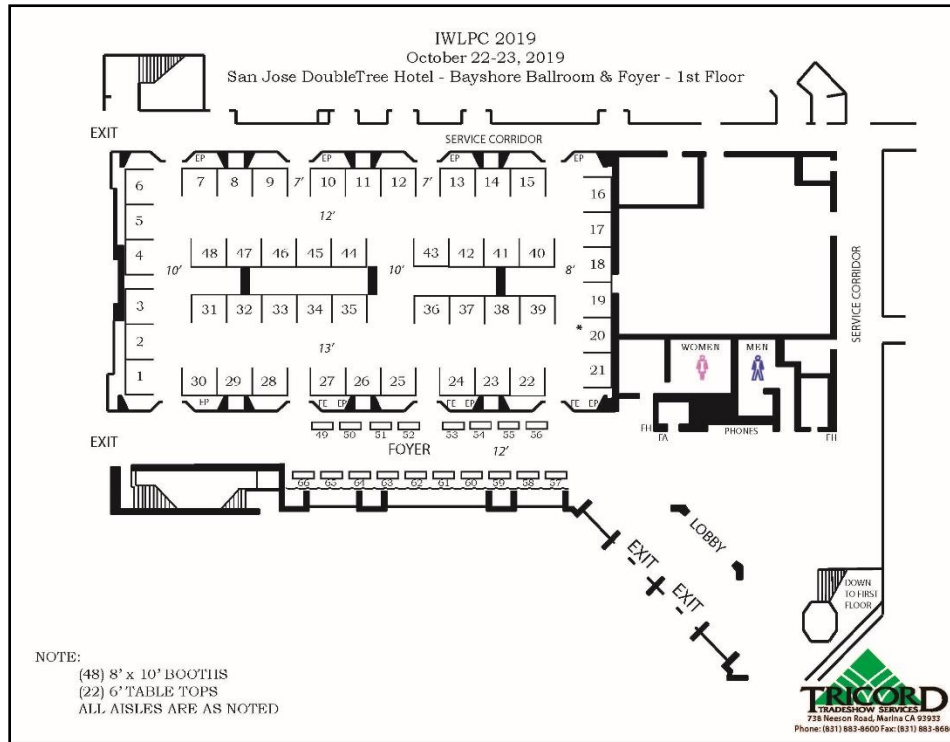
Texas Instruments

TSMC North America

US Navy

Xilinx

2019 Floor Plan (1st Floor)



Exhibitor List from 2018:

- | | | |
|-----------------------------------|--|-----------------------------|
| Able Print Technology Co., Ltd. | Evactec AG | Pure Technologies |
| ACCRETECH America | Finetech | Quartet Mechanics |
| AEHR Test Systems | Fraunhofer | SET-NA |
| AEMtec GmbH | FRT of America | SHENMAO Technology |
| AI Technology | Henkel Electronics | Smiths Interconnect |
| Ajinomoto Fine-Techno USA | Hitachi Chemical Co. Ltd. | Sonoscan |
| Akribis Systems | IMAT | SPTS Technologies |
| Akromterix | Indium Corporation | STARS Microelectronics USA |
| Amkor Technology | KYEC USA | STATS ChipPAC |
| Artwork Conversion | LB Semicon | Superior Silica |
| Software/Mango | Lintec of America | Suss MicroTec |
| ASM AMICRA Microtechnologies GmbH | Mentor, A Siemens Business (Mentor Graphics) | Taiyo Ink |
| Axus Technology | Micro Materials | Tango Systems |
| Besi North America | Mühlbauer | Teradyne |
| Bruker | Nanotronics | Toray International America |
| Cadence Design Systems | nepes US | TRUMPF |
| Camtek USA | Nikon Metrology | Unisem |
| Canon USA | Nortec Humidity | XPERI/Invensas |
| Chip Scale Review | NXQ Neutronix Quintec | Yield Engineering Systems |
| cyberTECHNOLOGIES USA | OAI | YINCAE Advanced Materials |
| EMS | PacTech USA | Yole/System Plus Consulting |
| ERS Electronic GmbH | Plasma-Therm | YXLON |
| EV Group | Practical Components | Zuken |

Platinum \$6,000 (SUSS MicroTec)

Pre Show Exposure

- Name and logo in IWLPC ads in *Chip Scale Review* print / digital editions – Must submit by April 19th to be included
- Recognition in IWLPC email promotions to SMTA and *Chip Scale Review* databases
- Name and logo on the outside back cover of conference directory
- Press release mention in *CSR Magazine* along with a company description – *Due April 19th*
- 120hx240w Banner Ad on *CSR website* from August 23 to event – *Due by August 9th*
- Company logo and link to company website
- IWLPC featured sponsorship page will include: Company logo, company description and link to company website
- 1 Complimentary SMTA Corporate Membership

During Show

- Complimentary exhibit space in preferential location (including electricity)
- One Conference Pass for Exhibit Staff
- Signage recognition
- Full page ad in IWLPC show directory- due August 30th
- Company name and logo on IWLPC final show directory back cover and recognition inside

Gold \$5,000 (EV Group and PacTech USA)

Pre Show Exposure

- Name and logo in IWLPC ads in *Chip Scale Review* print / digital editions – Must submit by April 19th to be included
- Recognition in IWLPC email promotions to SMTA and *Chip Scale Review* databases
- Name and logo on the outside back cover of conference directory
- 120hx240w Banner Ad on *CSR website* from September 23rd to event – *Due by September 13th* - Company logo will be shown on IWLPC website
- IWLPC featured sponsorship page will include: Company logo and link to company website
- One Complimentary SMTA Corporate Membership

During Show

- Complimentary exhibit space in preferential location (including electricity)
- One Conference Pass for Exhibit Staff
- Company name and logo on IWLPC show directory back cover and recognition inside
- Signage recognition

Silver \$4,000 (Lam Research)

Pre Show Exposure

- Name and logo in IWLPC ads in *Chip Scale Review* print / digital editions – Must submit by April 19th to be included
- Recognition in IWLPC email promotions to SMTA and *Chip Scale Review* databases
- Name and logo on the outside back cover of conference directory
- Company logo will be shown on all pages of IWLPC website
- IWLPC featured sponsorship page will include: Company logo and link to company website

During Show

- Complimentary exhibit space in preferential location (including electricity)
- One Conference Pass for Exhibit Staff
- Company name and logo on IWLPC show directory back cover and recognition inside
- Signage recognition



Additional Sponsorship Opportunities

All Sponsorships require an exhibit booth reservation (included with Platinum, Gold, Silver) All prices listed in USD

Level of Sponsorship: All sponsorships and booths are confirmed on a first come – first served basis with a complete written application and payment as received by SMTA. Verbal confirmations not valid.



Reception Sponsorship (Limit 2) \$2,000 – one available

Company name and logo recognition in show directory. Sponsors will receive a special toast during reception, signage and table tents at the reception! Reception will be held in the Exhibit Hall.



Keynote Sponsorship Day 1 or Day 2 ~~SOLD~~

Company name and logo recognition in in show directory. Sponsors will receive signage at the conference and will have 3-5 slides rotating in the general session before the keynote starts.



Panel Sponsorship Day 1 or Day 2 (Limit 2) - \$2,000

Company name and logo recognition in show directory. Sponsors will receive signage at the conference and will have 2 slides rotating before the panel.



Lanyard Sponsorship (Limit 1) – ~~SOLD~~

Your company will have the official show lanyards



Lunch Sponsorship - ~~Day 1~~ or Day 2 – \$2,200

Signage during free exhibit hall lunches upon entrance to exhibit hall and on table tents featured throughout the room. Recognition in show directory.



Refreshment Sponsorship Day 1 or Day 2 (Limit 2) \$1,500

Signage during PM refreshment breaks upon entrance to exhibit hall and on table tents featured throughout the room.



Luggage Tag Sponsorship (Limit 1) \$2,000

Your company logo on all of the IWLPC Save -The Date 2020 Luggage tags.



Tote Bag Sponsorship (Limit 1) – ~~SOLD~~

Your company logo on all of the IWLPC attendee bags!



Conference Notepad & Pen Sponsorship (Limit 1) ~~SOLD~~

Your company logo will be the official conference notepads.



Wi-Fi Sponsorship (Limit 1) - \$3,200

Have your company's name or product/service as the conference WiFi Username and Password.

Show Directory Advertising

Increase your company's exposure at the IWLPC by advertising in the show directory

PREFERRED FILE TYPES: .pdf, .docx, .jpg, .gif, .pptx

DEADLINE: Please submit your advertising image to hannah@smta.org no later than **August 30, 2019**

- Full Page, Front cover inside, Color - \$950
- Full Page, Back cover inside, Color - \$850
- Full page, B&W (unlimited) - \$600

Looking for an alternative sponsorship option that you don't see listed above? Let us know we can work with you to create the ultimate package! Contact Kim Newman at knewman@chipscalereview.com for more details!

Sponsorship and Advertising Reservation

Reception (\$2,000)		Lanyard (\$3,500) - SOLD	
Keynote (\$2,000) Day 1 or 2 - SOLD		Charging Station (\$2,200)	
Lunch Day 1 or 2 (\$2,200)		Luggage Tag (\$2,000)	
Refreshment Day 1 or 2 (\$1,500)		Tote Bag (\$3,000) - SOLD	
Wi-Fi (\$3,200)		Notepad & Pen (\$2,400)	
		Panel (\$2,000) (Day 1)	

Sponsor Level		Show Directory Advertising	
Platinum (\$6,000)		Full Page, Front Cover inside, (\$950)	
Gold (\$5,000)		Full Page, Back cover inside, (\$850)	
Silver (\$4,000)		Full page, B&W (\$600)	

Exhibit Booth Space Reservation

Booth Size	Early Pricing Special Before/On July 29 th	Regular Registration After July 29 th
One Booth (8' D x 10' W)	\$1,500	\$1,700
One Table (6' Table)	\$1,100	\$1,300
TOTAL		

	Amount
Sponsorship (Platinum/Gold/Silver)	
Additional sponsorships	
Exhibit booth or tabletop	
Show directory advertising	
Total check / credit card charges	

****Please note payments will not be processed until January 2019****

Payment Information

- I have enclosed a check made payable to the SMTA in the amount above.
- Bill my credit card: Visa/MasterCard American Express
- Send Invoice

Card # _____ Expiration Date ____/____ Security Code _____

Billing Address _____

City _____ State _____ Zip _____

Cardholder _____ Signature _____

Booth Selections: #1 Booth Choice _____, #2 Booth Choice _____, #3 Booth Choice _____

SHOW INFORMATION: Information provided below will be used for the Show Directory; please provide information exactly how you would like it printed. If pre-show information should be sent elsewhere, please contact Hannah Terhark.

Company Name _____

Address _____ City _____ State _____ Zip _____ Country _____

Phone _____ Fax _____ E-mail _____ URL _____

Name to List on Directory _____

Show Contact (To receive expo correspondence) _____ Phone _____ Email _____

Company competitors to avoid _____

Booth Personnel: 1) _____ 2) _____
3) _____ 4) _____

Please note that there is only one conference pass per booth.

The full balance must be paid upon receipt of this application. Refunds for payments on this deposit, minus a \$100 processing fee, will be made on or before June 14, 2019. After June 14, 2019 all fees cannot be refunded. Exhibitors must advise IWLPC in writing of cancellation and request refund.

Please return to: Hannah Terhark SMTA, 6600 City West Parkway, Suite 300, Eden Prairie, MN 55344
(T) 952-920-7682, (F) 952-926-1819 (E) hannah@smta.org

Terms and Conditions

Installation and Dismantling of Exhibits

Exhibitors must comply to the set-up/dismantling timelines set by management. Partial or complete dismantling of displays before the official closing of the Exhibition is expressly prohibited.

Payment and cancellation

Your credit card information is due at the return of this application.

The full balance must be paid no later than June 14th, 2019. Refunds for any payments beyond this deposit, minus a \$100 processing fee, will be made for cancellations made on or before June 14th, 2019. Written notice must be provided on use of funds from cancellation.

Allocation of Space

Exhibition management will assign booths according to date application is received and adhering to applicant's sequence of booth preferences. If none of the applicant's booth selections are available, exhibition management will assign an alternate space and allow the applicant the right to refuse this placement in writing within one week of date that the application was received.

Sub-Leasing

Applicants may not sub-lease or permit any other party to use their exhibit space unless approved in writing by exhibition management.

Labor

Exhibitors must employ union labor, which will be made available if required.

Rejection of Displays

Exhibition management has full discretion and authority over the placement of all decoration and displays used within exhibit hall, and reserve the right to reject or prohibit any display deemed inappropriate.

Sound Level/Odor

Machines and electrical devices that create sound and/or odors must be operated to avoid the disturbance of other exhibitors and visitors. Exhibition management reserves the right to deem unacceptable sound levels and/or odors caused by exhibitor and prohibit usage of the machine or electrical device at cause.

Electrical, Decorating and Additional Services

All electrical wiring and decoration needs must be provided by general contractor designated by exhibition management. Electricity, gas, water, air and other utilities will be provided only when ordered and paid for by exhibitor directly to the exhibition management-appointed person/company authorized to supply such services.

Exhibitor Conduct

Retail sales are prohibited. Exhibitors will not use their booth to promote any other exhibition or conference. Exhibitors must conduct exhibits so as not to disturb, endanger or interfere with the rights of other exhibitors, visitors and show management. Operation of official exhibitor functions in hotel or private rooms is prohibited during business hours of exhibition.

Admission to Exhibits

Adults 18 years and over and affiliated with the industry served by exhibition management will be permitted in exhibition area during exhibition hours.

Losses

Exhibition management will not be held responsible for lost shipments or damage to exhibitors' property in arrival or departure or for moving costs. Exhibitors will assume responsibility for damage resulting from inadequately packed property. Exhibitors are advised to insure against these risks.

Damage to Property

Exhibitor is liable for any damage they cause to floor, walls, columns, standard booth equipment and other exhibitors' property. Exhibitor is responsible to see that its company holds insurance that includes extraterritorial coverage and that it has its own theft, public liability and property damage insurance.

Safety and Fire Laws

Exhibitors must strictly adhere to fire and safety laws enforced by the venue. Smoking in exhibition area is prohibited.

Electrical Safety

All wiring on exhibit displays and display fixtures must adhere to the minimum standards established by various governmental agencies and standard fire inspection ordinances. All display wiring must exhibit the seal and or such other seals of official approving agencies as may be required by the venue hosting the exhibition.

Termination of Exhibition

If the venue in which the exhibition is to be conducted shall become, in the discretion of exhibition management, unfit, or if the holding of the exhibition or the performance of management are substantially or materially interfered with by virtue of any cause not reasonably within the control of Management, this contract and/or the exhibition (or any part thereof) may be terminated by exhibition management. Exhibition management shall not be held responsible for delays, damage, loss, increased costs or other unfavorable conditions arising by virtue of cause or causes not reasonably within the control of management. If exhibition terminated this contract and/or the exhibition (or any part thereof), exhibition management may retain such part of this contract fee as shall be required to recompense it for expenses incurred up to the time such contingency shall have occurred, and there shall be no further liability on the part of either party. For purposes hereof the phrase "cause or causes not reasonably within the control of management" shall include, but not be limited to: fire, casualty, flood, epidemic, earthquake, explosion or accident, blockage embargo, inclement weather, governmental restraints, restraints or order s of civil defense or military authorities, act of public enemy, riot or civil disturbance, strike, lockout, boycott or other labor disturbance, inability to secure sufficient labor, technical or other personnel failure, impairment or lack of adequate transportation facilities, inability to obtain condemnation, requisition or commandeering of necessary supplies or equipment, local State or Federal laws, ordinances, rules, orders, decrees or regulations whether legislative, executive or judicial, and whether constitutional or unconstitutional, or acts of God.

Indemnification/Limitation of Liability

Exhibitor agrees to indemnify and hold harmless exhibition management and the sponsor, owner, exhibition hall facility and the city in which this exhibition is being held, and each of their respective officers, agents and employees, against all claims, losses, suits, damages, judgments, expenses, costs (including, without limitation, reasonable legal fees) and charges of every kind arising out of or resulting from its execution of this Contract to Exhibit or its occupancy of the exhibit space contracted for by reason of personal injuries, death, property damages or any other cause sustained by any persons or other including the Exhibitors, its agents, employees and invitees. Exhibitor agrees that Management shall not be liable in the event of any errors or omissions in Exhibitor's official directory listings or in any promotional material.

Insurance

Exhibition management requires that each exhibitor maintain commercial general liability insurance against claims for personal injury, death, or property damage incident to, arising out of or in any way connected with the exhibitor's participation in the exhibition, in the amount of not less than one million (1,000,000) dollars for personal injury, death, or property damage in any one occurrence. Such insurance maintained by the exhibitor must be issued by an insurance company reasonable acceptable to Exhibition Management, include coverage of the indemnification obligations of the exhibitor under these rules and regulations, and shall name SMTA as additional insured. Each exhibitor acknowledges that it is responsible for obtaining for its protection and entirely at its expense, such property insurance for its exhibit and display materials as the exhibitor deems appropriate. Any policy providing such property insurance must contain an express waiver by the exhibitor's insurance company of any right of subrogation as to any claims against Exhibition Management. SMTA shall be named as additional insured on the Exhibitor's insurance policies and Exhibitor shall provide to Exhibition Management Certificates of Insurance indicating this status.

Additional Regulations

Exhibition management reserves the right to make such changes and/or additions to these regulations as considered advisable for the proper conduct of the Exhibition, with the provision that all exhibitors will be advised of any such changes. Any matters not specifically covered herein are subject to decision by exhibition management.