



Sponsorship and Exhibition Prospectus

CONTENTS

WELCOME	2
ABOUT EISA	3
About Sofia	3
CONTACTS	4
IMPORTANT DEADLINES	4
PARTNERSHIP PROGRAMME	5
SPONSORSHIP CATEGORIES.....	5
MAIN SPONSORSHIP OPPORTUNITIES	6
EXHIBITION PACKAGE	6
REGISTRATION PACKAGES.....	6
GRAND RECEPTION	7
SECTION CHAIRS DINNER	7
SOCIAL NETWORKING EVENINGS OR HAPPY HOUR	7
COFFEE BREAKS	8
LUNCHES	8
SPECIAL AWARDS	8
BRANDED ITEMS SPONSORSHIP	9
CONFERENCE APP	9
CONFERENCE APP NOTIFICATION	9
WATER STATIONS/ ECO-FRIENDLY WATER BOTTLES	10
CONFERENCE BAGS	10
CONFERENCE LANYARDS	10
ABSTRACT USB KEYS	10
NOTEPAD AND PENS	10
INTERNET SERVICE AREA	11
CHILDREN'S CORNER	11
ADVERTISING OPPORTUNITIES	12
SPECIAL OFFER	12
PARTNERSHIP ORDER FORM	14
CONTRACT.....	15

WELCOME

Dear Colleagues and Partners,

We are delighted to invite you to the **13th EISA Pan-European Conference on International Relations**, to be held in **Sofia University "St. Kliment Ohridski"**, Bulgaria **11-14 September, 2019**.

The theme of the conference is **"A Century of Show and Tell: The Seen and the Unseen of IR"**.

Taking up from Prague in 2018, the Sofia 2019 Convention is seen as continuation, improvement and enrichment in IR professional debates. Fifth in the range of the EISA annual professional meetings that have commenced in Catania in 2015, this year Sofia Convention expands the number of discussion topics as the Conference theme suggests. Scholars and professionals joining in in Sofia will be encouraged to bring onto this year discussion agenda issues of traditional significance and decade long research; as well as also others that remained unveiled, overlooked or simply misinterpreted until very recently.

We are proud to announce that the broad spectrum of issues that the Conference **Programme's 50 Sections** comprise practically exhaust all traditional vistas for IR research: from the basics in IR, - concepts, theories, methodology and databases, - through problem oriented subject matters, such as political sociology, political history and social memories; IO and human rights; GPE, labor, global health and inequalities. Policy relevant discussions of conflict, social movements, migration, nationalism and populism have also made their way to 2019 Convention Agenda.

More recent topics of ocean governance and maritime insecurity will add to the picture. Not least, regional East European studies and EU-Russia relations are expected to be of special interest in 2019 discussions now that the Conference takes place at Europe's border area.

With a nearly full spectrum of IR research issues yet included into the 2019 Convention Programme what would be "*the unseen*" that would invite particular attention in this year? Participants are expected to bring in fresh ideas and introduce significant details in studies of concrete subject matters; as also shed light to contexts left underneath multiple layers of conventional IR studies. *The unseen* also appears to relate to novel analytical methods, emerging with IT development, that help improve analytical skills as well as professional scrutiny over intellectual product.

THE PAN-EUROPEAN CONFERENCE (PEC) IS THE LARGEST EUROPEAN INTERNATIONAL RELATIONS CONFERENCE! With nearly 1500 delegates expected in Sofia it promises to become a highly significant date in the annual IR calendar - and thus an unmissable opportunity for sponsors! For academic sponsors, particularly publishers, this is a chance to reach their key target audience and to conduct the type of business that they do at the ISA annual convention in the US each year.

We look forward to welcoming you in Sofia!

Victoria Basham (Cardiff University) - EISA President

Saara Särmä (National Defence University) and **Juha Vuori** (University of Tampere) – Programme Chairs

Lyubov G. Mincheva (Sofia University) – Local Organizer

ABOUT EISA – European International Studies Association

The European International Studies Association (EISA) is Europe's largest academic association for scholars and others working in international studies. EISA is a membership-based association serving the international studies community in Europe and around the world - currently we have more than 1300 members and are growing fast. EISA helps the international studies community to connect and runs a broad range of annual events from our flagship '**Pan-European Conference**' (**PEC**) and **European Workshops in International Studies (EWIS)** to the Early Career Researchers' Workshops and Rapallo Exploratory Symposia. EISA is a non-profit association registered in Switzerland.

About Sofia

Sofia is Bulgaria's capital and its largest city. Founded thousands of years ago, today the city continues to develop as the country's cultural and economic center. At present, the city has a population of 1,250,000.

Sofia is located in the western part of the country, on The Sofia Plain and on the lower slopes of Mount Vitoshka. The city's average altitude is 550 meters above sea level, the climate is moderate and continental, characterized by cold winters and relatively cool summers. The average temperature in January is 1 degree below zero Centigrade, and the average July temperature is 20 degrees Centigrade.

The city is located at a strategic crossroads. The route from Western Europe to Istanbul passes through Sofia via Beograd and Skopje, then through Plovdiv to Turkey. Sofia also connects The Near East and The Middle East, lying between the banks of The Danube and the shores of The White Sea on the one hand, and between The Black Sea and The Adriatic on the other.

Sofia is relatively close to the capitals of most Balkan countries: Ankara is 1,012 km; Athens is 837 km; Beograd is 374 km; Bucharest is 395 km; Zagreb is 762 km; Ljubljana is 897 km; Sarajevo is 549 km; Skopje is 239 km; Tirana is 553 km.

Three freeways begin in Sofia: Trakia, Lyulin, and Hemus. The Sofia Airport provides travelers with convenient connections to all major European cities, and from the central train station and bus station passengers can reach every destination in the country.



CONTACTS

Conference Secretariat

C-IN

Prague Congress Centre
5. května 65
140 21 Prague 4
Czech Republic



Tel.: +420 261 174 301
Fax: +420 261 174 307

Website: www.c-in.eu
E-mail: info@eisapec19.org

Sponsorship and Exhibition Manager:

Jana Dvorakova
Tel.: +420 777 791 252
Email: jana.dvorakova@c-in.eu

Venue

Sofia University "St. Kliment Ohridski"

bul. "Tsar Osvoboditel" 15
1504 Sofia
Bulgaria

IMPORTANT DEADLINES

<i>Partners' enrolment</i>	30th April 2019
<i>Exhibitors' enrolment</i>	15th July 2019
<i>Sponsor/Exhibitor company logo in printable format, company profile, advertisement and bag inserts</i>	10th August 2019

PARTNERSHIP PROGRAMME

WHY BECOME A PARTNER

THE PAN-EUROPEAN CONFERENCE (PEC) IS THE LARGEST EUROPEAN INTERNATIONAL RELATIONS CONFERENCE! With more than 1500 delegates participating in Prague it has become a highly significant date in the annual IR calendar - and thus an unmissable opportunity for sponsors!

For academic sponsors, particularly publishers, this is a significant opportunity to reach a large number of academics in a more relaxed and intimate setting.

SPONSOR AND EXHIBITOR RECOGNITION

The exhibition is an integral part of PEC. Exhibiting at PEC 2019 gives you the opportunity to present your company, cultivate established relationships, identify your new business contacts and increase your company's brand awareness.

The exhibition will be located in close vicinity to the meeting rooms and will be combined with food and beverage buffet areas to guarantee a constant flow of visitors to your stand.

SPONSORSHIP CATEGORIES

Various partnership options are listed on the following pages. **Potential partners can design their partnership package putting together different options to cater to a variety of budgets.** Depending on the total sum of contribution, companies will be recognized as an official partner of the event.

Gold Sponsor	5.000 EUR and more
Silver Sponsor	3.000 EUR and more
Bronze Sponsor	2.000 EUR and more

Your participation as a sponsor or exhibitor will automatically include the following benefits:

- Listed as a sponsor or as an exhibitor including your company's logo and web link on the official website of the Conference.
- Listed as a sponsor or as an exhibitor including your company's logo and company profile in printed materials.
- Visibility on roll up banners dedicated to sponsors.
- Expression of thanks at the Opening and Closing Ceremonies.
- Logos on slides during breaks in the lecture rooms depending on level of the sponsorship.

MAIN SPONSORSHIP OPPORTUNITIES

EXHIBITION PACKAGE

845 EUR

The Exhibition package includes the following benefits:

- 4 sqm exhibition space and table with chair
- 1 complimentary conference registration
- Placement of the Partner's logo and URL on the official website
- Description (max. 100 words) in the programme

All exhibitors can purchase additional conference registration for a special price of **185 EUR** each including:

- Access to the sessions
- Access to the exhibition area
- Grand reception
- Coffee breaks
- Lunches

Exhibition Floorplan and Technical Manual

An Exhibition Floorplan and Technical Manual outlining all technical aspects of exhibiting will be circulated 3 months prior to the Conference and will include:

- Technical details about the Venue
- Final exhibition details and information
- Contractor details
- Services available to exhibitors and order forms

REGISTRATION PACKAGES

This option allows you to secure full delegate registrations (non-EISA member registrations) at the discounted price for your employees or other interested participants including invitations to the Conference social functions and the recognition as the Conference partner.

5 registrations	1 350 EUR
4 registrations	1 160 EUR
3 registrations	900 EUR

GRAND RECEPTION

5 000 EUR

Sponsors will have the opportunity to promote their organisations through a Grand reception on the Friday evening to which all registered attendees are invited. Hospitality and any activities provided will be in compliance with all relevant industry codes.

- Sponsor's logo on sign at the entrance to the Grand Reception.
- Opportunity to provide items bearing company logo for use at the event.
- Support will be acknowledged in the Sponsors and Exhibition section of the programme, on the event website, and with signage during the event.

SECTION CHAIRS DINNER

3 000 EUR

The Section Chairs Dinner will take place on Thursday evening. This is a very prestigious social event of the Conference and a great opportunity for exclusive sponsorship. Sponsor's benefits:

- Sponsor's logo will be included on the invitations.
- Sponsor's logo will be included on table number stands and menus.
- Sponsor's name will be acknowledged in the Final Programme.
- Opportunity to include branded pop up banner in the dinner room.
- Free ticket to the dinner included in the package.

SOCIAL NETWORKING EVENINGS OR HAPPY HOUR (TBD)

The organisers want to provide other opportunities for delegate to gather together and network and enjoy each other's company. Building on successful trials of this at previous events they will therefore be organising several 'happy hours' for participants with discounted drinks at venues close to the conference. Based on previous experience many of participants will attend these events and so they are a good opportunity to increase sponsor visibility or to promote a product or service. Sponsors will get the following benefits:



- Special Mailing with Invitation to the event and including sponsors' logo.
- Sponsor's name will be acknowledged in the Final Programme and on the conference website.
- Opportunity to include branded pop up banner in the evening venue.

COFFEE BREAKS

1 000 EUR PER DAY

Coffee will be served during breaks in the exhibition area. Hospitality provided will be in compliance with all relevant industry codes.

- Opportunity to have a one day display of company's logo at the catering point located within the exhibit area.
- Opportunity to provide items bearing company logo for use during the supported break or sponsor environmental friendly plates or cups.
- Support will be acknowledged in the Sponsors and Exhibition section of the programme, on the event website, and with signage during the event.



LUNCHES

2 000 EUR PER DAY

Lunch will be served in a dedicated area. Hospitality provided will be in compliance with all relevant industry codes.

- Opportunity to have a display of company's logo at the catering point located within the exhibit area during lunch time.
- Opportunity to provide items bearing company logo for use during the supported lunch or sponsor environmental friendly plates or cups.
- Support will be acknowledged in the Sponsors and Exhibition section of the programme, on the event website, and with signage during the event.



SPECIAL AWARDS

TBD

Become a sponsor of different special awards for the Conference participants, e.g. Best Paper, Best Presentation, Special Contribution to the Conference. You can provide any special present or a financial price for the honoured participants.

- Opportunity to provide items bearing company logo.
- Support will be acknowledged in the Sponsors and Exhibition section of the programme, on the event website, and with signage during the event.

BRANDED ITEMS SPONSORSHIP

CONFERENCE APP

5 000 EUR

The Conference App engages attendees with personalised planning tools and real-time event updates. The App transforms smartphones, tablets and laptops into a tool for active conference participation, making it easy for participants to access the Conference information they need and to connect with speakers and colleagues. The App includes the scientific programme, abstracts, speaker info, participant lists, rating/voting system for sessions/speakers and a personalised scheduler and is easily downloadable from the App Store and Google Play.

Conference App sponsorship support includes:

- Sponsor's acknowledgement on the splash/pop-up screen of the App: "Supported by: company name/logo".
- Signage on site with App QR code and "Sponsored by: company name/logo".
- 2 "push notifications" are included in the sponsorship package.
- Priority listing in the list of conference partners.
- Support will be acknowledged in the Partnership section of the programme, on the event website, and on signage during the event.



CONFERENCE APP NOTIFICATION

1 000 EUR

- 1 "push notification" sent to all participants onsite who downloaded the app.
- Support will be acknowledged in the Partnership section of the programme, on the event website, and on signage during the event.

WATER STATIONS/ ECO-FRIENDLY WATER BOTTLES

€ 10 000 per 1000 designed bottles

€ 1 000 per 1000 regular PET bottles

We offer you the opportunity to sponsor eco-friendly water bottles, which will be available to all delegates for free.

- Company logo printed on **bottled water** that will be distributed throughout the conference.
- Logo placed on water refill stations inside the venue.
- Heightened visibility.
- Limited to 2 sponsors maximum.



CONFERENCE BAGS

3 000 EUR (Exclusive)

As partner for the Conference bags you will have your company logo printed in a prominent position on the bag along with the Conference logo. (Type, size and colour of the bags as well as position and size of the logo will be at the organisers' discretion).

- Support will be acknowledged in the Sponsors and Exhibition section of the programme, on the event website, and with signage during the event.

CONFERENCE LANYARDS

2 000 EUR (Exclusive)

Place your logo on each lanyard and accompany all delegates throughout the Conference. Should you wish to supply your own lanyards, the amount can be reviewed.

- Support will be acknowledged in the Sponsors and Exhibition section of the programme, on the event website, and with signage during the event.

ABSTRACT USB KEYS

1 500 EUR (Exclusive)

All the abstracts will be distributed to delegates on USB key with the sponsor's logo printed on it. The production and download will be organised by the Conference secretariat.

- Support will be acknowledged in the Sponsors and Exhibition section of the programme, on the event website, and with signage during the event.

NOTEPAD AND PENS

800 EUR

Sponsor will provide the participants' notepads and/or pens. Notepads and pens will be branded with the Company name / logo.

- Support will be acknowledged in the Sponsors and Exhibition section of the programme, on the event website, and with signage during the event.
- Sponsor to cover shipping costs and fulfil shipping instructions and deadlines.

INTERNET SERVICE AREA

3 000 EUR

The Internet Service Area is the central hub for digital services at the Conference. Computers will be available, but most useful will be the printers available for delegates.

- The Digital partner will have their own screen saver, mouse pads (provided by the sponsor), password access, and 1st landing web page.
- Support will be acknowledged in the Sponsors and Exhibition section of the programme, on the event website, and with signage during the event.

CHILDREN'S CORNER

2 500 EUR

Parents today often face the question of giving priority to a child or attending a professional conference. To make life easier for parents and enable them to engage in professional and social life, we have decided to offer corner to take care of children of all ages during the Conference.

We will provide a children's corner with facilities for nursing mothers, toddlers, preschoolers and school children.

- The children's corner will be branded with your company logo and banner.
- Support will be acknowledged in the Sponsors and Exhibition section of the programme, on the event website, and with signage during the event.



ADVERTISING OPPORTUNITIES

Advertisements are available in the following Conference publications:

Inside cover for the pdf 2 500 EUR (Exclusive)

Opportunity to provide an advertisement to be placed on the back cover of the pdf programme that will be available online on the conference website.

- Alternatively, sponsorship will be acknowledged on the back cover as: "Sponsored by..." and a company logo only.
- Sponsorship will be recognised in the Partnership section of the programme, on the event website, and on signage during the event.

Advertisement in the printed programme book

Category	Back cover page	Inside cover page	Inside back cover page	Inside page
Price (exl. VAT)	2 500 EUR	2 000 EUR	1 500 EUR	800 EUR

PPT slide in the main hall 1 000 EUR

- Opportunity to provide an advertisement to be placed on the screen in the main hall during coffee breaks and lunches (including 10 minutes directly before plenary lectures).

Bag insert 1 000 EUR

- Inclusion of promotional material, 1-page leaflet, which will be handed out with the program upon registering to the Conference.
- Material should be provided by Sponsor and approved by the Secretariat.
- Support will be acknowledged in the Industry Sponsor and Exhibition section of the programme, on the event website, and with signage during the event.

Bookmark 500 EUR

Opportunity to brand a bookmark which will be insert to the final programme and handed out in the Conference bags. Note that the material should be provided by Sponsor and must be approved by the Secretariat.

- Support will be acknowledged in the Industry Sponsor and Exhibition section of the programme, on the event website, and with signage during the event.

Promotional material on display table 400 EUR

Opportunity to place up to 500 flyers on the Conference display table.

Note that the material should be provided by Sponsor and must be approved by the Secretariat.

SPECIAL OFFER

We have also prepared exclusive offers for long term partners:

JOINED OFFER FOR EWIS AND EISA-PEC

Become a partner of EISA-PEC and EWIS (EISA Workshops held in June in Krakow) in 2019 and get **25% discount** from the actual price.

This offer is valid only till the end of May 2019.

JOINED OFFER FOR 2 YEARS PARTNERSHIP

Become a partner of EISA-PEC in 2019 and 2020 and get **30% discount** from the actual price.

This offer is valid till the end of August 2019.

We are aware that the partnership opportunities listed in this document may not exactly fit your company's needs. Please do not hesitate to contact us should you have your own idea how to promote your activities as we can offer tailored packages to suit your wishes.

PARTNERSHIP ORDER FORM

COMPANY NAME: _____

CONTACT NAME: _____

POSTAL ADDRESS: _____

ZIP CODE AND CITY: _____

COUNTRY: _____

E-MAIL: _____

TELEPHONE: _____ FAX: _____

VAT NUMBER: _____

Sponsored item	Pcs	Price
Exhibition package		€
Registration package		€
Grand Reception		€
Section Chair Dinner		€
Social Networking Evening/Happy Hours		€
Coffee Breaks		€
Lunches		€
Branded items:		€
Advertising:		€
Other:		€

TOTAL (VAT excluded) _____ €

Kindly note that all prices listed in this document do not include VAT.

Partnership category based on the chosen packages:

Gold partner

Silver partner

Bronze partner

Please fill in the order form and send it to jana.dvorakova@c-in.eu. The advance invoice will be sent to you upon receiving the filled order form

Please send your company logo in curves format and your weblink along with the order form.

CONTRACT

- Provisional Booking – The item will be released if not confirmed within 14 days.
- Please send me a contract and first deposit invoice

TERMS OF PAYMENT

60% upon receipt of first invoice

40% by March 11th, 2019 (6 months before the Conference)

All payments must be received before the start date of the Conference. Should the Sponsor fail to complete payments prior to the commencement of the Conference, the Organiser will be entitled to cancel the reservation while cancellation will be subject to cancellation fees as determined below.

- Reservations made less than 6 months before the Conference will be subject to 100% payment upon reservations.

Companies registered in the EU with a valid VAT number will be charged without VAT upon the Reverse Charge policy.

PAYMENT METHODS

Option 1: Payment by **Bank Transfer**. Please make drafts payable to: EISA 2019. Bank account and other details for this payment will be stated on the invoice. Bank charges are the responsibility of the payer.

Option 2: Payment by online **Credit Card** payment (please note this option in the order form and the link for the payment will be sent to you).

CANCELLATION / MODIFICATION POLICY

Cancellation / modification of items must be made in writing to the Sponsorship and Exhibition Manager: Jana Dvorakova, jana.dvorakova@c-in.eu

The organisers shall retain:

- € 10% of the agreed package amount if the cancellation/ modification is made before April 30th, 2019, inclusive
- € 50% of the agreed package amount if the cancellation/ modification is made between April 30th, 2019 and July 15th, 2019, inclusive
- € 100% of the agreed package amount if the cancellation/ modification is made after June 15th, 2019

We accept the contract terms and conditions (listed below) and agree to abide by the Guidelines for Industry Participation for the Conference.

I am authorised to sign this form on behalf of the applicant/Company.

Signature:

Date: