DIGITAL BUILT ENVIRONMENT INSTITUTE

BILT ANZ 2024

Pullman Melbourne Albert Park, Melbourne, Australia, 5th - 7th September 2024

Exhibitor, Advertiser & Sponsorship Prospectus

At BILT ANZ 2024, attendees will gather to seek the newest technologies and products to best deliver their projects, to learn of the latest processes and methods to maximize their productivity and efficiency, and to share knowledge, experience, and opportunities to improve the industry as a whole.

This BILT ANZ event will feature an extensive conference program focused on:

• Emerging Technologies, Drones, Virtual Reality & 3D
• Facility, Asset & Life-Cycle Management
• Licensing, Security, Confidentiality Issues & Management
• Project, Financial & Construction Management
• Specs, Codes, Standards & Document Management
• Smart Cities & Connected Communities
• Sustainable Sites, Mapping & Infrastructure
• Artificial Intelligence and it's impact on the industry

Partner with us to:

• Build brand awareness and gain brand recognition
• Connect with customers, clients, decision makers and buyers
• Network with influencers and tier-1 national and global AECO firms
• Get unmatched access to building professionals across Oceania and South East Asia

• Establish your organization as a leader in the AECO space
• Highlight your solutions and services
• Generate leads, and accelerate your business
• Meet the elite industry superusers and decision makers
• Engage in a uniquely industry-curated and vendor-neutral forum
• Participate in the leading program showcasing industry-wide workflows
• Sell your products and services to the early adopters
• Learn why no other event is more loved in the AECO industry or delivers better access
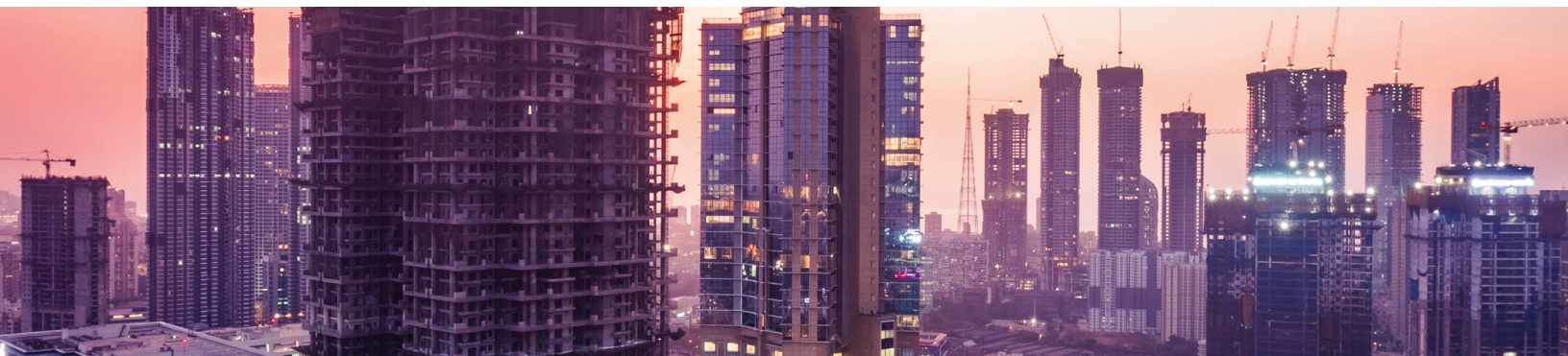
Sponsorship includes:

• Passes as shown in the table overview for each sponsorship level
• If booth is included:

✓ Shell scheme with half height side walls   ✓ Power and lighting
✓ Standard booth signage   ✓ A table, 2 chairs, waste bin

• Company profile, logo & link on our DBEI website from contract to 30 days post event
• Company profile, logo & link on event materials including plenary session acknowledgements

To Sign-up, contact:

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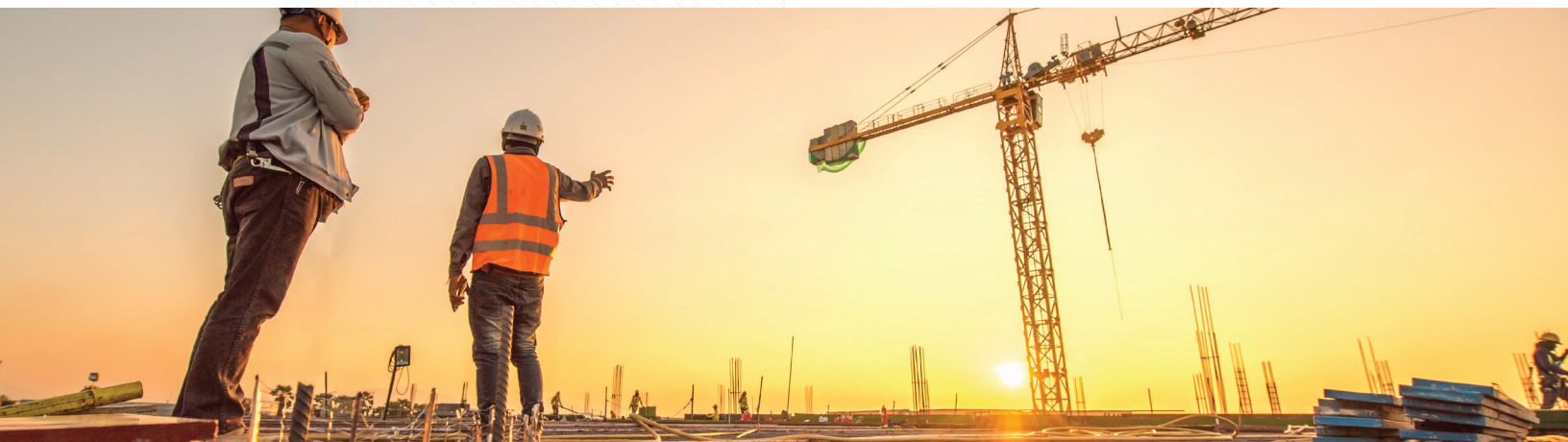✉ wesley.benn@dbei.org

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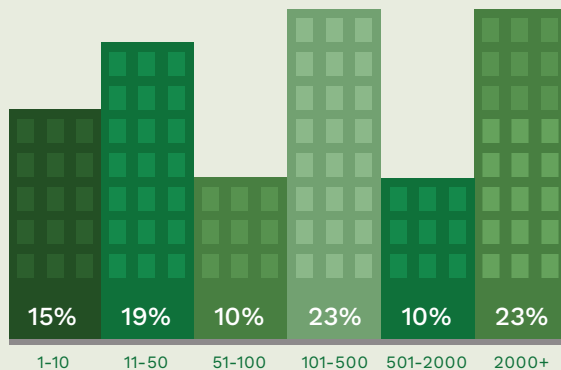
Who will attend?

Visitor Profile

15% ARCHITECTS
architectural, interiors, specifiers

15% ENGINEERS
HVAC, environmental, mechanical, electrical, structural, civil, power/process/plant

15% CONTRACTORS
homebuilders, commercial, design/build

30% OWNERS/OPERATORS
government, facility managers, developers, planners

5% UNIVERSITY/RESEARCH
educators, students

10% AEC RELATED
consultants, associations, document/resource management

10% PRODUCT DEVELOPMENT/MANUFACTURERS
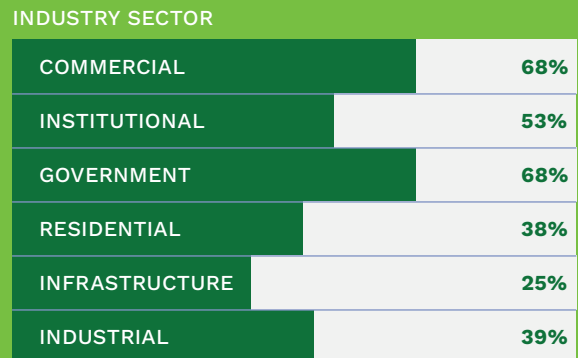Building/construction product vendors, technology providers, software developers

Attendee Job Titles

19% CEO/Owner/Principal

17% Architect/Engineer/Designer/specifier (non-management)

15% Project Manager/Construction Management / Other Management Level

13% VP/Department Manager/Other Executive Level

12% Other Related AEC Professionals

9% Product Design / Manufacturer

8% Consulting

7% Educator/Researcher

Company Size

1-10	11-50	51-100	101-500	501-2000	2000+
15%	19%	10%	23%	10%	23%

Type of Work Firms do

INDUSTRY SECTOR

Sector	%
COMMERCIAL	68%
INSTITUTIONAL	53%
GOVERNMENT	68%
RESIDENTIAL	38%
INFRASTRUCTURE	25%
INDUSTRIAL	39%

Exhibitor Profile

30% INFORMATION TECHNOLOGY
BIM, software, IT services, hardware/peripherals/servers, communications

20% BUILDING/CONSTRUCTION PRODUCTS
energy, green building, facilities performance

35% CIVIL/SITE/INFRASTRUCTURE SERVICES
data recording, drones, GIS, mapping

15% RELATED AEC RESOURCES
codes, data resources/clearing houses, associations, publications, education, document management services

Testimonials:

"People are really here because they want to be, you see that in how excited they are - there is no other conference that compares." - **Thomson Adsett, ANZ**

"This is the number one conference for both training and strategic thinking in BIM and Digital Engineering in the built environment. Truly a meeting of minds with the best practitioners from all parts of the industry and all over the world." - **Architectus, ANZ**

"BILT is truly an amazing event, the knowledge shared is excellent. I have attended three now and the ideas and information you can bring back to your company as well as personal development is second to none and the quality of the evening functions are the icing on the cake to the event." - **Calder Stewart, ANZ**

"BILT epitomizes the desire for change in today's construction and building management industry as it gathers similarly motivated professionals from all sides of the conversation and gives them a platform to exchange ideas as freely as they wish to exchange data. I attend BILT every year to learn, to share, and to re-energize my enthusiasm for driving digital change in the built environment." - **POWE Architects, ANZ**

"BILT offers a great opportunity to engage with our industry partners, to break down the collaboration barriers, and to get an understand of the possibilities of technology within our industry." - **Cottee Parker Architects, ANZ**

"It's always great to see what industry peers are up to. BILT is a reality check that validates whether you're on the right track within your industry. As always there are a few golden nuggets to take away and implement back at your own practice. The fresh perspective that different points of view provide is invaluable." - **Woods Bagot, ANZ**

"BILT brings together the professionals on the forefront of technology in the construction industry, and through a shared passion provides solutions, networks and innovations that can be applied immediately to practice." - **Cockram Construction, ANZ**

"BILT is different from other conferences because of the quality and standard of everything is just the highest level. BILT is one of the key reasons I have professionally developed, improved client outputs and climbed the corporate ladder at a rate my peers could not match. There is no way any other event could do the same for me. I recommend anyone in the AECO industry that has passion for technology and collaboration attend a BILT event." - **AECOM, ANZ**

Packages:

Diamond Sponsorship- POA

Booth	Passes		Plenary Slot	Session Slot	Attendee List	App Banner Ad
Triple*	Exhibit Staff	4	30 Min	2*	Yes	Yes
	Conference	4				

EVENT COMMUNITY PARTNER
Position your company as the market leader and stand out from your competitors by securing lead branding for the event and access the only mainstage sponsor full session opportunity available.

Platinum Sponsorship- $45,000

Booth	Passes		Plenary Slot	Session Slot	Attendee List	App Banner Ad
Double	Exhibit Staff	3	10 Min	1	Yes	Yes
	Conference	3				

PLATINUM SPONSOR
Platinum Sponsorship is our premier package, offering maximum brand exposure, speaking opportunity and recognition as a major sponsor of the conference, with priority branding on digital and print materials. (2 opportunities available)

SOFTWARE SPONSOR
This package is designed to give you maximum exposure as key software provider and gives you both time on the mainstage and in a 60-min breakout session to showcase your solution and its application. (2 opportunities available)

Gold Sponsorship- $25,000

Booth	Passes		Plenary Slot	Session Slot	Attendee List	App Banner Ad
Single	Exhibit Staff	3	5 Min	1	Yes	Yes
	Conference	2				

DAY 1 KEYNOTE SPONSOR

Attended by all participants, the day 1 keynote launches the conference with an inspirational presentation, generally from someone outside industry with material that provides valuable lessons to be applied into the attendees' work processes or career paths.

DAY 2 KEYNOTE SPONSOR

The plenary on day 2 of the conference is usually a more light-hearted, industry-integrated talk with well-known industry participants talking about their lessons/tips/advice.

NETWORK FUNCTION SPONSOR

Typically offsite, this is an opportunity for attendees to get out of the conference environment and enjoy themselves. As the exclusive sponsor of this social function, you will have the opportunity to provide up to a 10-minute presentation (either at the function or in a plenary session, depending on function venue) to a captive audience who will thank you for providing this experience.

ONLINE REGISTRATION SPONSOR

As the sponsor of the registration system your brand will be visible to attendees throughout the registration process.

GALA DINNER SPONSOR

The Gala Dinner is the keenly anticipated semi-formal finale to the event. The sponsor attracts a lot of attention for their association with it. This also presents you with the opportunity to provide the MC for the evening and to work directly with the event committee on the evening's format.

ATTENDEE GIFT SPONSOR

Have your logo splashed throughout the conference on the attendee gifts. Past examples include backpacks, satchels, bluetooth speakers, cable management bags and more.

Silver Sponsorship- $16,000

Booth	Passes		Plenary Slot	Session Slot	Attendee List	App Banner Ad
Single	Exhibit Staff	2	NA	NA	NA	Yes
	Conference	1				

WELCOME RECEPTION SPONSOR

The Welcome Reception held within the Exhibition area offers a casual and friendly atmosphere for attendees and exhibitors alike to mingle in a relaxed setting on the first or second evening of the event. This includes the opportunity to address all attendees for approximately 5 minutes during the function.

EVENT APP SPONSOR

The event mobile app is pivotal to the attendee's conference experience, is used for all scheduling and wayfinding activities, and is used for providing session feedback, providing the App Sponsor with high visibility throughout the event.

LANYARD SPONSOR
Conference lanyards are worn at all times during the event, by all attendees, and are a great way to achieve maximum brand visibility throughout the entire conference. Event photography and videography ensures ongoing value and visibility beyond the event itself.

WI-FI SPONSOR
As Wi-Fi sponsor you will receive all standard silver level inclusions, plus exclusive sponsorship of high-speed Wi-Fi with branded signs and splash page (venue dependent).

SPEAKER LOUNGE
Dedicated, branded, lounge area where speakers are mandated to be available at a set time for people to come and ask questions, meet speakers, etc. Sponsor acts as organiser including access to the full speaker list and details, role in the speaker sponsor function and more.

SPEAKING SPONSOR
This package also includes a standard session during the regular schedule and all Silver-level inclusions as outlined in the summary table. (3 opportunities available)

DELEGATE SATCHEL SPONSOR
Have your logo splashed throughout the conference on attendees' satchels and stay with the delegates post event with our popular satchel styles.

RECHARGE ZONE PARTNER
The Recharge Zone keeps attendees full of energy for the duration of the conference – options can include energy/drink fountain, juice bar, charging station, foot and neck massage or others as developed in concert with the event committee. (4 opportunities available)

Bronze Sponsorship- $10,000

Booth	Passes		Plenary Slot	Session Slot	Attendee List	App Banner Ad
50% discount	Exhibit Staff	NA	NA	NA	NA	NA
	Conference	1				

WAYFINDING / SCHEDULING SIGNAGE
Have your logo splashed throughout the conference on all our wayfinding signage and room/schedule signage.

DECOMPRESSION SESSION HOST
The common lounge / networking / gathering space for after hours at the event. Includes games, relaxation areas and a bar.

BOARDROOM BRIEFING
Run a boardroom style briefing during the event, with 10-12 attendees. DBEI will help to select and invite attendees to match your initial demographic preferences and final selections. (3 opportunities available).

COFFEE STAND BRANDING

Have your logo appear throughout the conference on our coffee stands. Does not include branded merchandise. Can be upgraded to gourmet coffee carts by negotiation.

BREAK TABLES BRANDING

Have your logo appear throughout the conference on the break tables. Help design centerpieces to lift the look and feel of the tables using your brand cues.

Booth Packages

Booth	Passes		Plenary Slot	Session Slot	Attendee List	App Banner Ad
Per booth	Exhibit Staff	1*	NA	NA	NA	NA
	Conference	1				

EMPTY BOOTH (no walls, fitout or services)

An exhibition space gives you an exclusive chance to build an industry presence, demonstrate new technologies, products & services and meet potential clients along with possibilities for gathering knowledge and developing your business network. 3x2m floorspace for exhibitors who plan on building a custom booth.

$3,000

SINGLE BOOTH (Includes basic booth package)

Secure a positionin the exhibition with a 3x2m shell scheme booth.

$5,000

DOUBLE BOOTH (Includes basic booth package)

Secure a double position in the exhibition with either a 6x2m or 3x4m shell scheme booth (venue dependent). *Includes 3 Exhibit Staff passes and 1 conference pass.

$9,000

START-UP EXHIBITION POD / BOOTH

DBEI offers start-up exhibition packages for qualifying companies on application.

$3,000

ADDITIONAL EXHIBIT STAFF PASSES

Ability to purchase additional passes for Exhibitor staff to man the booth. Includes day catering and social function access

$1,850

ADDITIONAL CONFERENCE PASSES

Ability to purchase additional full conference attendee passes for use internally or for distribution to clients.

$2,150

Additional Opportunities

APP BANNER ADS
Have an ad in the ad rotation at the bottom of every screen within the app. Very high visibility and in constant use by attendees throughout the event.
$1,000

VENUE ADVERTISING
Take advantage of opportunities to have your brand advertised within spaces in the venue, such as elevator doors, staircases, column wraps and the like. (Note: Graphics and production costs to be borne by sponsor).
$1,000

HOTEL KEYCARD BRANDING
Custom hotel room access keycards featuring the sponsor branding in concert with the event branding and information. Very high visibility! (Note: Subject to hotel capacity for production).
$4,000

BESPOKE SPEAKING OPPORTUNITY
Position your company and you (!) as market leaders and get an opportunity to speak to the perfect audience (based on abstract review and approval by committee). A speaker slot provides the perfect opportunity to share your expertise with top executives & key players of the industry and position yourself as an industry insider, leader and expert. It also offers additional opportunities for networking and learning. Note that this includes speaker recognition but not recognition as a sponsor.
$6,000

PRIVATE ROOM
Opportunity to make use of a classroom/boardroom space within the event environment to be used at your discretion - your own internal use, private client meetings, private event in parallel to BILT or more. These are offered as 1/2 day (approx 3 hour) time blocks from Lunch of Day 1 until Lunch of Day 3.
$3,000

SPONSOR / EXHIBITOR SOCIAL MARKETING
Work with our event committees to integrate your private function within the broader event schedule and we will help promote and drive attendance. (Price will vary based on social event size, demographics).
$ FROM 3,000

More details available on our website.

A global not for profit with a mission to help industry respond to change and the need for more sustainable practices, the institute provides environments, services, and products to help industry adopt advances in technology and process, works directly with software developers, manufacturers and industry leaders to help both foster and respond to the changing needs of digital practice, and works to improve productivity, efficiency and collaboration in a world where environmental concerns dictate a need for rapid improvements in what we do and how we do it.

DBEI DIGITAL BUILT ENVIRONMENT INSTITUTE

For more information, contact **info@dbei.org** or visit: **www.dbei.org**
Digital Built Environment Institute