SPE/IADC Middle East Drilling Technology Conference and Exhibition

Fast Forward: Unlock the Future of Drilling Today

15–17 September 2020

Jumeirah at Etihad Towers
Abu Dhabi, UAE

drillingconference.org/middleeast

Sponsorship and Exhibition Opportunities
About the Conference

The SPE/IADC Middle East Drilling Technology Conference and Exhibition is one of the biggest drilling events in the region and is a joint effort between two highly respected industry associations, the Society of Petroleum Engineers (SPE) and the International Association of Drilling Contractors (IADC).

The event provides an unprecedented platform for experts in drilling and completions to share their latest technological advancements, evolving challenges, and successful case histories.

Programme Committee

Fahed Salem Al Ameri  
ADNOC Offshore

Jorge Gainza  
Programme Co-Chairperson  
Schlumberger

Abdulrhman M. Hashim  
Programme Co-Chairperson  
Saudi Aramco

Members

Andre Abbassi  
Wild Well

Ibrahim Al-Alawi  
AlMansoori Specialized Engineering

Abdul Mohsen Al-Marzooqi  
ADNOC Offshore

Hasan Al Natsheh  
BICO Drilling Tools

Rami Bakir  
NOV Completion & Production Solutions

James Barry  
Turbo-Chem International

Mazen Doha  
Exxon Al-Khalij

Lee Dolman  
OILSERV

Wael El Deftar  
Halliburton

Sameh El Deftar  
Petrolink International Limited

Ali El Ali  
Zakher Marine

Amr El Sharkawy  
PrimaDrill

Tuna Eren  
Izmir Katip Celebi University

Abdelkader Ferras  
Petroleum Development Oman

Adeline Garnier  
Total ABK

Maltese Giuseppe  
Eni

Ayoub Hadji-Moussa  
Weatherford

Berna Hascakir  
Texas A&M University

Gamal Hassan  
ADH International

Mohamed Helmy  
BP Oman

Joey Husband  
Nabors Drilling

Nicholas Kjaer  
Churchill Drilling Tools

Chris Kuijken  
AlMansoori Specialized Engineering

Chua Hing Leong  
PETRONAS Carigali Sdn Bhd

Hitoshi Matsubuchi  
JODO

Manoj Raghavan  
KCA Deutag Drilling GmbH

Matt Regan  
GEOLOG Surface Logging DMCC

Daniel Richardson  
Wintershall Middle East GmbH

*Updates after 2 January will not be reflected
Why Participate

As an event that advances our industry through question, challenge, debate, and collaboration, it is a highly cost-effective sales and marketing platform. If you want to extend your brand and presence in our industry, you belong among the leading companies showcasing at the SPE/IADC Middle East Drilling Technology Conference and Exhibition.

What’s Planned

• Opening, plenary, panel, and special sessions where industry leaders will provide strategic insights on key issues shaping the oil and gas industry
• Technical sessions where subject-matter experts will share practical and applied knowledge on all aspects of drilling and completions

Who Attends

• Presidents and Vice Presidents
• Directors and Managers
• Strategic and Business Development Managers
• Leaders in Emerging Technologies
• Engineers
• Operations Managers
• Applied Technology Professionals
• Technical Consultants
• Engineering and Technical Support
• Team Leaders
• Project Managers
• Government Officials
• Academia
• Students

Why Exhibit

• Share your company’s expertise with a targeted group of experts
• Showcase your advanced technologies, valuable services and unique expertise
• Personally interact with potential and current customers
• Acquire valuable sales leads and customer feedback
• Expand your markets by identifying new potential customers, suppliers and partners

Why Sponsor

• Give your organisation maximum exposure to an audience of top decision makers
• Sponsorships geared to driving sales and expanding visibility can be an extremely powerful promotional tool
• All sponsors receive a number of core benefits to maintain high-visibility throughout the event promotions and on-site

This event provides the only forum in the Middle East for operators, service companies, drilling contractors, and manufacturers to share their latest technologies, challenges and future needs to bring the world of drilling, completions, workovers and well integrity much closer and enable it, under harsh market conditions, to provide the industry the services it needs.

A. Salim David Khemakhem
2018 Conference Co-Chairperson
Subsurface Support Manager
ExxonMobil
Attendee Statistics

These statistics provide a snapshot of the professional classifications, and geographical breakdown of the attendees that participated in 2018. The event attracted 694 professionals from the industry representing 168 organisations and 34 countries.

Technical Interests

- Drilling: 77%
- Completions: 17%
- Reservoir Description and Dynamics: 6%

Job Classifications

- Engineer: 36%
- Executive: 14%
- Student: 14%
- Geologist/Geophysicist: 9%
- Manager: 9%
- Sales and Marketing: 6%
- Research and Development: 3%
- Superintendent/Foreman: 3%
- Consultant: 3%
- Educator: 3%

Geographic Region

- Middle East: 43%
- UK/Europe: 18%
- United States: 9%
- Asia/Asia Pacific: 9%
- Canada: 6%
- Russia/Caspian: 6%
- Sub Saharan Africa: 6%
- Australia/New Zealand: 3%

All the above information is based on the 2018 attendee survey.
**Sponsorship Opportunities**

Our sponsorship packages have been carefully designed to align with different marketing objectives and to suit a range of budgets.

Sponsorships are proven to give your company immediate visibility and impact. In addition to increased brand exposure, specific sponsorship packages can help you influence a targeted technical or demographic group.

**Sponsorship Summary**

Prices are inclusive of 5% VAT as per UAE Federal Decree-Law no. (8) of 2017

<table>
<thead>
<tr>
<th>Sponsorship Item</th>
<th>Value (USD)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Principal Sponsor (2 packages available)</td>
<td>52,500</td>
</tr>
<tr>
<td>Platinum Sponsor (4 packages available)</td>
<td>42,000</td>
</tr>
<tr>
<td>Gold Sponsor (6 packages available)</td>
<td>31,500</td>
</tr>
<tr>
<td>Silver Sponsor</td>
<td>21,000</td>
</tr>
<tr>
<td>Conference Gala Dinner Sponsor (exclusive)</td>
<td>26,250</td>
</tr>
<tr>
<td>Conference Lunch Day 1 Sponsor (includes VIP seating)</td>
<td>15,750</td>
</tr>
<tr>
<td>Conference Topical Lunch Sponsor (exclusive)</td>
<td>10,500</td>
</tr>
<tr>
<td>Coffee Breaks Sponsor (exclusive)</td>
<td>13,125</td>
</tr>
<tr>
<td>Conference Delegate Bags Sponsor (exclusive)</td>
<td>26,250</td>
</tr>
<tr>
<td>Lanyards Sponsor (exclusive)</td>
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<tr>
<td>Badge Sponsor (exclusive)</td>
<td>15,750</td>
</tr>
<tr>
<td>Conference Programme* Sponsor (exclusive)</td>
<td>15,750</td>
</tr>
<tr>
<td>Knowledge Sharing ePoster Station Sponsor (exclusive)</td>
<td>15,750</td>
</tr>
<tr>
<td>Conference Proceedings Sponsor (exclusive)</td>
<td>10,500</td>
</tr>
<tr>
<td>Gifts Appreciation Sponsor (exclusive)</td>
<td>8,400</td>
</tr>
</tbody>
</table>

**Core Benefits**

All sponsors receive the following core benefits:

- Logo and sponsorship title on the event website with a link to the sponsor company’s website
- Logo and sponsorship title in the sponsor section of the Conference Preview*
- Logo and sponsorship title in the sponsor section of the Conference Programme* (downloadable pdf)
- Verbal acknowledgement at the Conference Opening and Closing Ceremonies
- Logo and sponsorship title on the PowerPoint slides displayed between technical sessions
- Logo and sponsorship title on all-sponsor signage displayed in high traffic areas
- Acknowledgement in all press releases for the conference
- Sponsor appreciation certificate

*subject to deadline dates

For further information about sponsorship or exhibiting at the SPE/IADC Middle East Drilling Technology Conference and Exhibition, contact:

- Zunaid Jooma, Sales Manager, +971.4.457.5878, +971.50.574.3805, zjooma@spe.org
## Sponsor Packages

### Principal Sponsor (2 packages available)

**USD 52,500**

This premium sponsorship option will be offered exclusively to two global industry leaders recognised for their effective and long-standing commitment to maintaining the best and most innovative methods in drilling, focused on sustaining the oil and gas industry. The principal sponsors will have the opportunity to work in close proximity with the Host Organisation, which includes shaping the conference programme and the inclusion of senior executives and technical experts in the committees' leadership roles.

**Package includes all core benefits plus:**
- 18 sqm exhibition booth (space only) in a prime location
- Logo prominently displayed on the stage backdrops (printed or digital) during the Opening Ceremony, Executive Plenary Session, Conference Gala Dinner, Panel Sessions, and Closing Ceremony
- Verbal acknowledgement during the above-mentioned functions
- Logo and sponsorship title on all emails* for the event to potential delegates
- Logo and sponsorship title on press invitations
- Logo and sponsorship title on the on-site registration form and exhibition application form
- Priority to access the accredited press/media/PR representatives on-site
- One full-page colour advertisement in the Conference Programme*
- Logo on all event advertisements* (print and digital, where space permits)
- One reserved table at the VIP Lunch function on Day 1
- One reserved table at the Conference Gala Dinner
- Ten complimentary invitations to the Conference Networking Reception (if applicable)
- Two complimentary full-conference registrations
- Eight complimentary one-day conference registrations
- Special group registration rates

### Platinum Sponsor (4 packages available)

**USD 42,000**

**Package includes all core benefits plus:**
- Logo and sponsorship title on all emails* for the event to potential delegates
- Half-page colour advertisement in the Conference Programme*
- Eight complimentary invitations to the Conference Gala Dinner (if applicable)
- Eight complimentary invitations to the Conference Networking Reception (if applicable)
- Eight complimentary full-conference registrations and eight complimentary one-day conference registrations (or 18 sqm exhibition booth in lieu of conference registrations)
- Special registration rates for additional delegates

### Gold Sponsor (6 packages available)

**USD 31,500**

**Package includes all core benefits plus:**
- Half-page colour advertisement in the Conference Programme*
- Six complimentary invitations to the Conference Gala Dinner (if applicable)
- Six complimentary invitations to the Conference Networking Reception (if applicable)
- Six complimentary full-conference registrations and six complimentary one-day conference registrations (or 15 sqm exhibition booth in lieu of conference registrations)
- Special registration rates for additional delegates

### Silver Sponsor (multiple packages available)

**USD 21,000**

**Package includes all core benefits plus:**
- Five complimentary invitations to the Conference Gala Dinner (if applicable)
- Five complimentary invitations to the Conference Networking Reception (if applicable)
- Five complimentary full-conference registrations and five complimentary one-day conference registrations (or 12 sqm exhibition booth in lieu of conference registrations)
- Special registration rates for additional delegates

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*subject to deadline dates
### Conference Gala Dinner Sponsor

**USD 26,250**

The Gala Dinner is a highly anticipated event and is the perfect close to the first day of the conference. The dinner will be attended by distinguished guests, VIPs, and delegates, offering an amazing experience, array of cultural activities, and a taste of the renowned Arabian hospitality.

**Package includes all core benefits plus:**

- Verbal acknowledgement at the opening of the Gala Dinner
- Sponsor’s welcome speech (up to 5 minutes long) and short corporate video played in a continuous loop while guests are being seated
- Logo and sponsorship title on exclusive signage for the Gala Dinner
- One full-page colour advertisement in the Conference Programme*
- Two reserved tables for eight at the Gala Dinner (VIP seating area)
- Ten complimentary invitations to the Gala Dinner
- Logo and sponsorship title on all table tent cards for the Gala Dinner
- Logo and sponsorship title on napkin sleeves at the Gala Dinner (optional, produced by SPE)
- One corporate gift at entrance (optional, provided by sponsor, distributed by SPE)

### Conference Lunch Day 1 Sponsor

**USD 15,750**

Five-star buffet lunch will be offered to VIP guests, speakers, committee members, delegates, and exhibitors.

**Package includes all core benefits plus:**

- Sponsor’s welcome speech (up to 5 minutes long) and company video played in a continuous loop
- Logo and sponsorship title displayed on tent cards on dining tables
- Logo and sponsorship title displayed at the VIP area
- One piece of promotional literature made available at the entrance (optional)
- Two reserved tables in the front row for the day
- Additional ten lunch tickets for the day

### Conference Topical Lunch Sponsor

**USD 10,500**

This unique opportunity offers technical (or strategic) industry talks at lunch for the day. Topics must be relevant to the conference programme and will be subject to committee approval.

**Package includes all core benefits plus:**

- Sponsor’s welcome speech (up to 2 minutes long)
- Fifteen minutes presentation on the selected topic
- Logo and sponsorship title displayed on tent cards on dining tables
- Logo and sponsorship title displayed at the VIP area
- One piece of promotional literature made available at the entrance (optional)
- Two reserved tables in the front row for the day

### Coffee Breaks Sponsor

**USD 13,125**

Six coffee breaks will be served on the exhibition floor during the course of the event (mid-morning and mid-afternoon). This sought-after function offers attendees a meeting place to interact and recharge.

**Package includes all core benefits plus:**

- Logo and sponsorship title on tent cards in each coffee break area
- Logo and sponsorship title on exclusive signage for the function
- Logo and sponsorship title on coffee mugs (optional, provided by sponsor)

### Conference Delegate Bags Sponsor

**USD 26,250**

All delegates will receive a branded conference bag (either backpack or laptop bag) with a copy of the Conference Programme*, sponsor’s promotional item, stationery (if sponsored), and other general handouts.

**Package includes all core benefits plus:**

- Sponsor’s logo and event branding printed on the official conference bag
- Logo on the distribution counter located in the main registration area
- One item inserted into the conference bag (provided by sponsor)
- Half-page colour advertisement in the Conference Programme*

*subject to deadline dates
<table>
<thead>
<tr>
<th>Sponsorship Opportunities</th>
<th>Conference Proceedings Sponsor</th>
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<tbody>
<tr>
<td><strong>Lanyards Sponsor</strong></td>
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<td><strong>USD 21,000</strong></td>
<td><strong>USD 10,500</strong></td>
</tr>
<tr>
<td>All attendees will wear the conference lanyard at all times, providing maximum visibility on-site.</td>
<td>Conference Proceedings contain manuscripts of all the papers presented at the conference and will be made available to full-conference delegates.</td>
</tr>
<tr>
<td><strong>Package includes all core benefits plus:</strong></td>
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</tr>
<tr>
<td>• Logo on lanyards for delegate badges (provided by SPE)</td>
<td>• Logo and sponsorship title printed on the cover of the card containing the access code to the Proceedings</td>
</tr>
<tr>
<td><strong>Badges Sponsor</strong></td>
<td>• Logo and sponsorship title on exclusive signage</td>
</tr>
<tr>
<td><strong>USD 15,750</strong></td>
<td>• Two complimentary full-conference registrations</td>
</tr>
<tr>
<td>All attendees will wear the conference badge at all times. This item has proven time and again to be an effective marketing tool to promote your organisation. The badges will be printed and distributed at all registration terminals.</td>
<td><strong>Gifts Appreciation Sponsor</strong></td>
</tr>
<tr>
<td><strong>Package includes all core benefits plus:</strong></td>
<td><strong>USD 8,400</strong></td>
</tr>
<tr>
<td>• Logo printed on the badge along with the SPE logo</td>
<td>Speakers, Sponsors, and Exhibitors will receive a token of appreciation for their participation in and contribution to the conference.</td>
</tr>
<tr>
<td>• Two complimentary full-conference registrations</td>
<td><strong>Package includes all core benefits plus:</strong></td>
</tr>
<tr>
<td><em><em>Conference Programme</em> Sponsor</em>*</td>
<td>• Verbal acknowledgement before presentation of gifts</td>
</tr>
<tr>
<td><strong>USD 15,750</strong></td>
<td>• Sponsor logo along with SPE logo on speaker gifts or gift boxes (provided by SPE)</td>
</tr>
<tr>
<td>This comprehensive tool will include daily overviews with all conference sessions, timings and locations, floor plans, highlights, and general information.</td>
<td>• Logo and sponsorship title featured on a ‘With Compliments’ card presented with gifts</td>
</tr>
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<td><strong>Package includes all core benefits plus:</strong></td>
<td><strong>Knowledge Sharing ePoster Station Sponsor</strong></td>
</tr>
<tr>
<td>• Logo and sponsorship title on the cover page of the Conference Programme*</td>
<td><strong>USD 15,750</strong></td>
</tr>
<tr>
<td>• One full-page colour advertisement in the Conference Programme*</td>
<td>ePoster sessions are electronic versions of the traditional technical posters and are presented on a flat screen monitor, offering added benefits of animation, an enhanced audio and video experience, and deeper engagement between attendees and subject matter experts.</td>
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<tr>
<td>• One full-page company profile of the sponsor in the Conference Programme*</td>
<td><strong>Package includes all core benefits plus:</strong></td>
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<tr>
<td><strong>Knowledge Sharing ePoster Station Sponsor</strong></td>
<td>• Logo on the screensaver of each ePoster station</td>
</tr>
<tr>
<td><strong>USD 15,750</strong></td>
<td>• Logo on the fascia board of each ePoster station</td>
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<td>ePoster sessions are electronic versions of the traditional technical posters and are presented on a flat screen monitor, offering added benefits of animation, an enhanced audio and video experience, and deeper engagement between attendees and subject matter experts.</td>
<td>• Logo on the counter of each ePoster station</td>
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<td><strong>Package includes all core benefits plus:</strong></td>
<td>• One dedicated station to play corporate video in loop (optional, subject to availability)</td>
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<td>• Two brochure racks to display promotional literature (optional)</td>
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*subject to deadline dates
Exhibition Opportunities

Exhibiting at the SPE/IADC Middle East Drilling Technology Conference and Exhibition will enable you to demonstrate your company’s advanced technologies and expertise, increase your brand awareness and reinforce its recognition with a highly selected audience, gathered to attend the event from around the globe.

How to Exhibit

1. Review the exhibition information carefully.
2. Select two preferred booth locations from the exhibit floor plan (For the latest floor plan, please contact Zunaid Jooma).
3. Complete and return your Exhibitor Application Form and Exhibitor Terms and Conditions Contract to Zunaid Jooma.

Exhibitor Benefits

Take advantage of this opportunity to promote new and existing products and services to key professionals in the industry.

• Share your company’s expertise with a targeted group of experts.
• Showcase your advanced technologies, valuable services and unique expertise.
• Acquire valuable sales leads and customer feedback.
• Personally interact with potential and current customers.

Packages

Space only: **USD 630 per sqm**
Walk-in Package: **USD 735 per sqm**

Customised shell packages available. Contact Zunaid Jooma, zjooma@spe.org, for more details.

**Space Only**

USD 630 per sqm *

Benefits:

• 4 exhibitor passes** for 18 sqm
• 100 visitor invitations for 18 sqm

Technical Specifications:

• Only marked-up space provided
• Minimum space to be booked is 18 sqm
• Construction of a modular stand is not included
• Electrical power supply needs to be ordered additionally

**Walk-in Package**

USD 735 per sqm *

Benefits:

• 3 exhibitor passes** for 9 sqm
• 100 visitor invitations for 9 sqm

Technical Specifications:

• Frame built using the square profile (maxima) modular system built to a height of 3.0 metres with white infill panels 2.5 metres high
• White infill fascia name panel with vinyl cut-out exhibitor name and stand number
• Wall-to-wall standard carpet
• Digital printing of graphics for all the panels
• Information counter with digital print graphics
• 3 chairs, 1 table, 1 brochure holder, 1 waste bin, spotlights, 1 electrical 3-pin socket

**Prices are inclusive of 5% VAT as per UAE Federal Decree-Law no. (8) of 2017**

**Exhibitor pass includes access to the Exhibition, Opening Ceremony, Executive Plenary Session, ePoster Sessions, Lunches, Welcome Reception (if applicable), Coffee Breaks, and all Networking Activities on-site.**
Previous Exhibitors and Sponsors

Past exhibitors and sponsors from the previous three editions of SPE/IADC Middle East Drilling Technology Conference and Exhibition include:

Aberdeen Drilling International Limited
ABCO - Middle East FZE
ADNOC
Alert Disaster Control
Alpine Speciality Chemicals
Baker Hughes
Barik Group
Burintekh
Cansco Well control
Castolin Eutectic
Churchill Drilling Tools
Cutting & Wear
Derrick Equipment Company
DP-Master Manufacturing
Drilling Systems
Drillmec
DrillScan Asia & Middle East
Drillstar Industries
eDrilling
Encapso
Enventure
Fearnley Procter Group
Frank’s International
Gardner Denver
GE Oil & Gas
GustoMSC
Halliburton
HardBanding Solutions
Impact Fluid Solutions
IR & E Trading
Kongsberg Oil & Gas Technologies
MTU Friedrichshafen GmbH
NDC
NOV
Pegasus Vertex
Peloton
ProNova by TDE
Pruitt Rotating Control Devices
Rider B.V.
Sakson Drilling & Oil Services
Schoeller Bleckmann Oilfield
Shear Bits
Smith Bits
SPD
Tercel
Terralog Technologies
Tesco
T H Hill Associates Inc
The Well Academy
Weatherford
Wild Well Control
Woodhouse International
Volant
V.Travel
Visuray AS
ZADCO
For the latest floor plan, please email zjooma@spe.org