



**03**  
NOVEMBER

**05**  
NOVEMBER

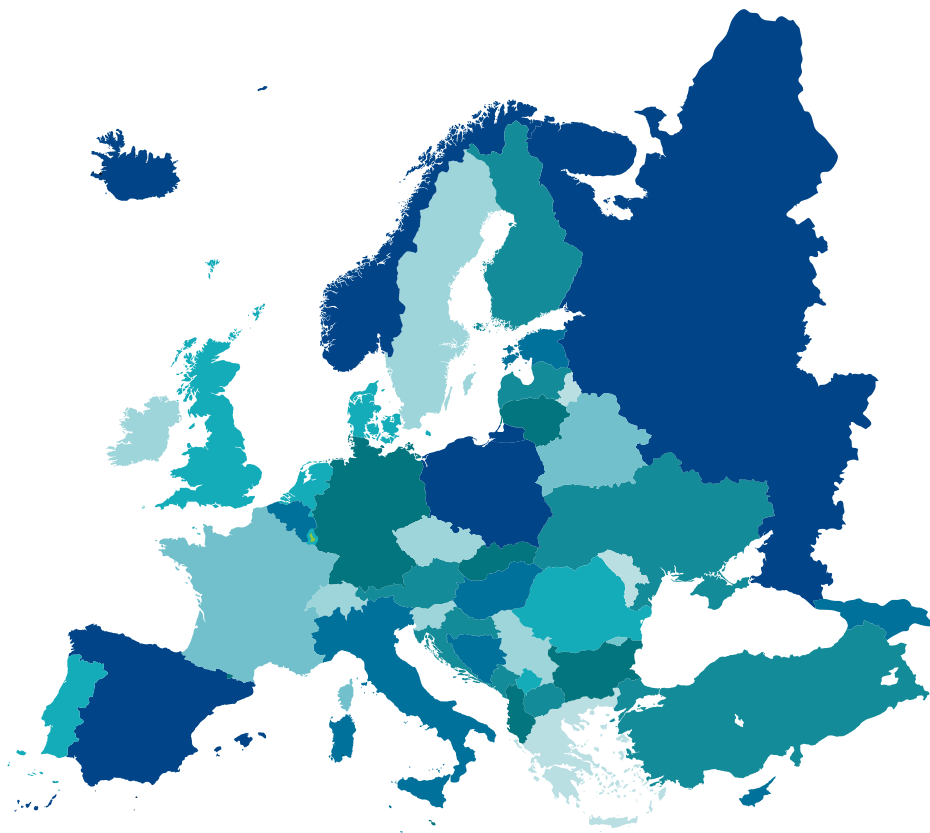
**20**  
YEAR

# EXHIBITION & SPONSORSHIP **BROCHURE**

**Focus on The Future**

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## ORGANIZER



## SPECIAL PARTNER



## EVENT PARTNERS



## About us

# a&s Adria Magazine

- As a **professional security magazine** for providing total security solutions, it is a part of the portfolio of the world's largest security magazine group, **a&s Group**.
- Monthly publication for the region encompassing the following countries of Southeastern Europe: **Bosnia and Herzegovina, Croatia, Kosovo, Montenegro, Macedonia, Slovenia, and Serbia**.
- Read by professionals who work at security departments or in general have contact with the term "security" on a professional or private basis as well as by company managers who are exposed to increasing and varied security risks on a daily basis.
- Licensed representative of **Messe Frankfurt** New Era Business Media for the Adriatic region.



# Adria Security Summit - live event

- **a&s Adria is the organizer** of the largest security industry conference and exhibition Adria Security Summit and the organizer of Security Summit – Virtual Event.
- **Largest LEADING annual conference and exhibition** of the Adriatic region's security, safety and IoT industries.
- **Provides participants** with inspiration, tools, and know-how aimed at finding and taking full advantage of every opportunity to improve the state of security, safety and IoT.
- **Participants' pool** includes manufactures, distributors, system integrators, installers, end users, representatives of government security agencies, security managers, SME owners, and other decision makers.

**5000+**  
VISITORS

**320+**  
EXHIBITORS

**150+**  
PRESENTATIONS

**30+**  
COUNTRIES



**SARAJEVO**



**BELGRADE**



**ŠIBENIK**



**LJUBLJANA**



**SKOPJE**

## Goals



Educate on innovations and best practices within the security industry.

Provide an easy yet effective medium for long-term business networking.

Secure valuable leads to our sponsors.

# Mission



We strive to **educate** and provide **networking** opportunities to all interested parties, ultimately helping them in accomplishing their future mid-term to long-term **commerce goals**.

Further, deploying **marketing** and **consulting** services on our end, all parties receive immediate added value to their current business operations.

# Industries & Businesses

Response rate percentage across:

## Type of Industry

Technical Protection & Solutions	41%
Security Services	23%
IT and Finance	12%
Government and Military	8%
Communication/ Transportation	7%
Engineering & Architecture	5%
Energy & Environment	4%

## Type of Business

End Users	24%
Manufacturers	18%
System Integrators	18%
Distributors	10%
Installers	16%
Service Providers	9%
Consultants	5%



# Sponsors & Exhibitors



























NOTE: Listed alphabetically.

# Sponsorship

## Exhibition & Networking Arena




















### BENEFITS AS A SPONSOR

	Diamond 6,000 EUR	Platinum 4,000 EUR	Gold 3,000 EUR	Silver 2,000 EUR	Bronze 1,000 EUR
Display of the company's name on a booth					
Company's intro video on a virtual screen					
Search all exhibitors with their contact info					
B2B Networking: Get access to the following number of available company's representatives for 1on1 meetings with all interested virtual booth visitors (1 representative is available on a video call for on-demand requests while remaining representatives are available for prescheduled meetings.)	4	3	2	1	
Guaranteed number of scheduled 1on1 meetings with relevant leads	30	20	10	5	
Make available for download company representatives' business cards	5	4	3	2	
Make available for download a number of different companies' promotional materials (catalogue, brochure etc.)	Unlimited	20	15	5	
Make available a contact form to all visitors to submit their information as well as to upload their own contact information					
Receive a message from an interested virtual booth visitor					
Access to the database of all virtual event attendees with their contact info					
Filter all the attendees by means of search option, position or service they deploy, predefined industry niches the company operates in, and/or by the country the company is headquartered in					

# Sponsorship







## Product Placement

### BENEFITS AS A SPONSOR

	Diamond	Platinum	Gold	Silver	Bronze
Publish a description of your product offering					
Publish a description of your service offering					
Express interest in engaging in a partnership with another organization					
Express interest in finding a partner for your project					
Express interest in specific investment opportunities					
Publish a description of a specific area of expertise which you can offer					
Declare specific interest in any related matter					

## Conference
























### BENEFITS AS A SPONSOR

	Diamond	Platinum	Gold	Silver	Bronze
Attendance at all sessions across all conference halls					
Opportunity to organize a number of individual side events	3	2	1	1	
Opportunity to present a number of independent case studies	1	1	1		
Opportunity to hold a number of keynote speeches	1	1			
Attendance at the VIP virtual event panel session					

# Sponsorship

## Report













































### BENEFITS AS A SPONSOR

	Diamond	Platinum	Gold	Silver	Bronze
Number of all virtual booth visitors					
Detailed list with contact info of all virtual booth visitors					
Detailed statistics related to documents (Document views, views per document and who viewed documents)					
Detailed statistics related to video (Number of video views and who viewed the video)					
Number of held 1on1 meetings					
Detailed list with contact info of all visitors who attended side events categorized individually					
Detailed list with contact info of all visitors who attended case studies categorized individually					
Detailed list with contact info of all visitors who attended keynote speeches categorized individually					

# Sponsorship

## Promotion

### BENEFITS AS A SPONSOR

	Diamond	Platinum	Gold	Silver	Bronze
Corresponding acknowledgments in all potential PR releases					
Company's info placement in the exhibitors' database & catalog					
Company's unique branding of the virtual booth					
Automatic email on each newly prescheduled 1on1 meeting prior to the event					
Automatic reminder on scheduled meetings					
Automatic reminder on the agenda					
Company's logo & short description placement on the Security Summit's website					
Brand promotion on the Security Summit's social networks					
Number of published sponsored articles on the Security Summit's website and social networks	4	3	2	1	
Dedicated welcome email/ message sent to all attendees					
Number of recorded statements made available on dedicated YouTube channel	3	2	1		
Company's logo placement at the entrance hall (lobby) and conference halls					
Company's logo placement on informative screens of virtual event platform by means of flags, banners, etc.					
Branded Thank You email, with attached company's promotional materials of up to 25 MB in size sent to all attendees after the event					

**Mandatory submission of required promotional materials no later than October 15 in order to utilize promised promotional activities on our end.**

# Sponsorship

## Summary of Benefits

- LIVE conference program  
Keynote speech,  
Case studies,  
Side Events.
- Exhibition Networking Arena  
Brand Awareness,  
Prescheduled 1on1 virtual meetings,  
On-demand 1on1 virtual meetings,  
New Relevant Leads,  
New Collaboration & Partnerships.
- B2B Networking Arena,
- Insights into innovations within the industries,
- Market Research & Product Placement,
- In-depth Reporting,
- **COST-EFFECTIVE compared to a live event.**

# Navigation Lobby



- Agenda
- Conference Halls
- Exhibition & Networking Arena
- B2B Networking Arena
- Info Desk

NOTE: The graphics represent a work in progress example and are subject to change.

# Conference Program



Get insights and inspiration from people who are reimagining the way we think about and perceive security and safety.



Understand the latest trends in security, safety, and IoT.



Engage and interact with the speakers and attendees.



Take the opportunity to give a speech and share your innovative ideas.



# Main Conference Hall



Enjoy keynote speeches and case studies in 3D environment.

NOTE: The graphics represent a work in progress example and are subject to change.



# Side Event Hall



Enjoy side events in 3D environment.

NOTE: The graphics represent a work in progress example and are subject to change.



# Exhibition & Networking Arena



**B2B Networking:** Enjoy your prescheduled and on-demand 1on1 meetings with all interested virtual booth visitors (1 representative is always available on call for on-demand requests while remaining representatives are available for prescheduled meetings.)

*NOTE: The graphics represent a work in progress example and are subject to change.*

# Virtual Booth



NOTE: The graphics represents a work in progress example and are subject to change.

# B2B Networking Arena



Any attendee can find relevant leads and initiate 1on1 meetings  
with other attending colleagues

*Go To Platform: <https://securitysummit2020.asadria.b2match.io>*



# B2B Platform

Security Summit 2020  
November 3 – November 5, 2020

Home Lobby Exhibition B2B Conference | Login Register

FREE REGISTRATION

3 Nov 2020 - 5 Nov 2020  
Security Summit 2020

BECOME A SPONSOR  
UNLOCK ALL OPPORTUNITIES  
B2B MATCHMAKING

Home How it works? Security Summit 2020 Partners FAQ Contact

## B2B Networking at Security Summit 2020 – Virtual Event

Sarajevo Economic Region Development Agency 'SERDA' and Enterprise Europe Network (EEN), in cooperation with **a&s Adria magazine** and with the support from numerous speeches, case studies, side events as well as product placement, these B2B sessions are planned in an online format from 9 AM until 6 PM starting November 3<sup>rd</sup> through November 5<sup>th</sup>, 2020.

The B2B networking program supports the companies in their international search of future partners and cooperators. Alongside the conference and exhibition, which include keynote speeches, case studies, side events as well as product placement, these B2B sessions are planned in an online format from 9 AM until 6 PM starting November 3<sup>rd</sup> through November 5<sup>th</sup>, 2020.

Security Summit 2020 is a place where the professionals and experts from security, safety, and IoT industries from within the region as well as the whole Europe will gather. The participants' pool includes manufacturers, distributors, system integrators, installers and project managers, security managers, SME owners, decision-makers, representatives of government security agencies as well as end-users.

For the last five years, **a&s Adria magazine**, as a professional security magazine providing total security solutions, has been organizing an annual leading trade show of the security industry in the Adriatic region named **Adria Security Summit powered by Intersec** (a member of **Messe Frankfurt Group**). The main idea of **Security Summit 2020** is to bring international and regional companies together with the aim of exchanging experiences and innovations, engaging in networking as well as presenting products and solutions.

All interested parties for the B2B networking can register at <https://securitysummit2020.asadria.b2match.io/signup>.

Register now  
Open until 5 November 2020

ORGANISED BY

Sarajevo Economic Region Development Agency

SUPPORTED BY

Business Support on Your Doorstep

## Exhibitor Profile

Danijel Jerković  
Sales District Management (SEA/HR, BA, SI)  
at Bosch Security and Safety Systems  
Grasbrunn, Germany  
Edit my profile

My profile  
Company representatives  
Organiser questions  
Account settings  
Logout

Booking phase has started!  
You haven't requested any meetings yet. The number of available time slots is limited. You can request or accept up to 213 meetings. The booking phase closes on November 05, 2020.  
Book meetings now

Manufacturer / Exhibitor  
Bosch Security and Safety Systems  
Bosch Security and Safety Systems is a leading global supplier of security, safety, and communications products and systems. Protecting lives, buildings and assets is the major aim. The product portfolio includes video security, intrusion detection, fire detection and voice evacuation systems as well as access control and management systems. Professional audio and conference systems for communication of voice, sound and music complete the range. The company develops and manufactures in its own plants in Europe, Americas and Asia.

Browse Opportunities My Opportunities

43 Opportunities found

Search

PRODUCT (30)  
SERVICE (7)  
PARTNERSHIP (1)  
PROJECT COOPERATION (2)  
INVESTMENT (1)  
EXPERTISE (1)  
REQUEST (1)

### PRODUCT

#### Safe Family - Cash Processing Software Solution

SafeFamily integrated solutions are designed to meet the challenges with cash management that Banks, Cash In Transit (CIT) companies, Cash Processing Co...

ICT Distribution Partner

Blizyana Nikolova  
Business Development at ICB Ltd.  
Sofia, Bulgaria

Available

### PRODUCT

#### security consulting service provider

SASMA is Polish security consulting company operating globally. Our main task is to provide our clients the information advantage which is necessary to safel...

Distribution Partner

Sebastian Blazkiewicz  
CEO at Sasma Europe  
Warsaw, Poland

Available

### PRODUCT

#### i-SASMA Software

Over 20 years of experience in security management, gained during projects performed all over the world and possessed competences made it possible to...

Distribution Partner

Sebastian Blazkiewicz  
CEO at Sasma Europe  
Warsaw, Poland

Available

### PRODUCT

#### SWING GATE TPG-SW 4300

TPG-SW series swing gates are ultimate alternatives for sliding gates where the parking space at open positions not available due to layouts. Thanks to their ...

## Marketplace

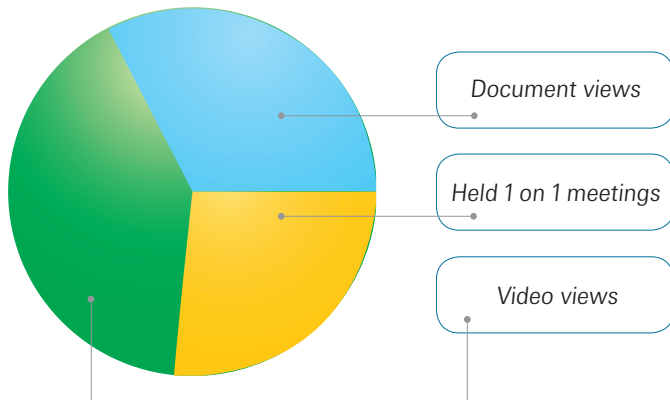
Go To Platform: <https://securitysummit2020.asadria.b2match.io>

# Analytics & Reporting

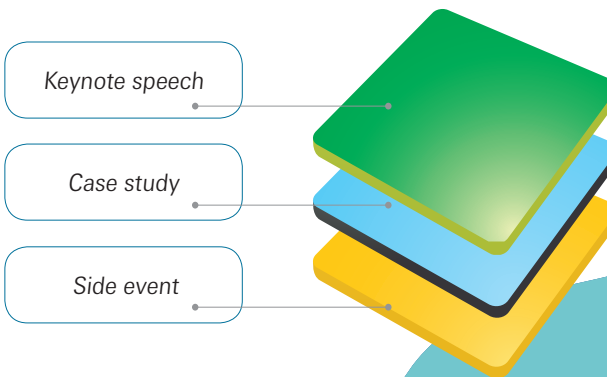
## Proven ROI on leads in numbers.

Sponsorship: Report contains all relevant details per sponsorship package.

**Total Number of Booth Visitors**



**Detailed Visitors' Contact Info per Sponsorship Package**





SAVE   
DATE 

03  
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## ORGANIZER



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B2B Platform: <https://security-summit2020.asadria.b2match.io>

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  +971 50 60 00 481

