



UKTI Supported exhibitors at RWM 2016

As part of the Exporting is GREAT campaign, UKTI are partnering with RWM (and co-located shows; the Energy, Renewables and Water Events), to support 25 UK companies in expanding their exporting potential via a subsidised exhibitor package.*

RWM is Europe's leading event for resource management professionals, a three day event that brings together the entire industry to help influence the way we think about and manage waste. The show attracts more than 700 brands and over 13,000 visitors, championing innovation by promoting achievable strategies, case studies and quality networking opportunities.

The UKTI partnership will support you to enhance your global presence and further internationalise your business by entering new markets. The exhibitor package will provide pre, at and post show support to give you the best access to export opportunities.

Apply for a UKTI supported exhibitor package now and access new leads and widen your export potential.

Co-located events with RWM

The Energy Event is Europe's leading and most comprehensive energy procurement and management event.

The Renewables Event is the only event in the UK dedicated to onsite micro generation, offering the opportunity to meet end users from industrial, commercial and public sectors.

The Water Event is a dedicated exhibition that promotes the efficient consumption and procurement of water, ahead of the expected deregulation of the industry which will help to transform the industry.

Note the co-located events run for the first two days of RWM.

UKTI Supported exhibitors will receive:

- 'Plug and play' Exhibition stand space (6.25sqm or equivalent)
- Pre-arranged 121 meetings with international buyers
- 121 advice and support from export experts
- Bespoke training and support from UKTI and RWM
- Dedicated point of contact in the lead up and onsite at RWM

When: 12-15 September 2016

Where: NEC Birmingham, UK

To apply, complete the attached Expression of Interest & return to:
pippa.brook@i2ieventsgroup.com



RWM
IN PARTNERSHIP WITH  CIWM

13-15 SEPTEMBER 2016
NEC BIRMINGHAM

RESOURCE EFFICIENCY AND WASTE MANAGEMENT SOLUTIONS



THE **ENERGY**
EVENT 15

THE **RENEWABLES**
EVENT

* UKTI is a government department that helps UK based companies to succeed in the global economy.



EXPRESSION OF INTEREST FORM

Please return this by **Friday 1 July 2016** for to: pippa.brook@i2ieventsgroup.com

Applications to receive a UKTI supported stand, training and full event support for RWM (including the Renewables, Energy & Water shows). Applications are subject to approval. *Application approvals will be communicated no later than Friday 8 July 2016.*

NAME OF EXHIBITOR(S)	
JOB TITLE(S)	
COMPANY (MUST BE REGISTERED IN THE UK)	
COMPANY ADDRESS	
EMAIL	
TELEPHONE	
TURNOVER (Optional)	<input type="checkbox"/> Under £1m <input type="checkbox"/> £1m-£4.9m <input type="checkbox"/> £5m-£9.9m <input type="checkbox"/> £10m-£24.9m <input type="checkbox"/> £25m-£49.9
NUMBER OF EMPLOYEES	<input type="checkbox"/> 1-9 <input type="checkbox"/> 10-49 <input type="checkbox"/> 50 - 99 <input type="checkbox"/> 100-199 <input type="checkbox"/> 200-249
WEBSITE	
PLEASE DESCRIBE YOUR SERVICES AND BUSINESS (incl typical clients/users) This will be used to promote your company. <u>IN NO MORE THAN 100 WORDS.</u> (if you provide more than 100 words, we will ask you to edit!)	
Please tell us why you would like to exhibit at RWM (or collocated shows) via the UKTI supported exhibitor programme and what you will be showing at the event. <u>IN NO MORE THAN 250 WORDS.</u>	
WHEN DID YOUR BUSINESS LAST EXPORT GOODS AND/OR SERVICES?	<input type="checkbox"/> Not Yet Exporting <input type="checkbox"/> Last 12 months <input type="checkbox"/> 1-2 years <input type="checkbox"/> 2-5 years <input type="checkbox"/> 5-10 years <input type="checkbox"/> More than 10 years
IF YOU HAVE EXPORTED WITHIN THE LAST 2 YEARS PLEASE LIST THE COUNTRIES YOU CURRENT SELL TO:	
WHICH OTHER COUNTRIES – WOULD YOU LIKE TO EXPORT TO IF NOT DONE SO ALREADY? Please list here:	
ANY FURTHER ADDITIONAL NOTES OR FEEDBACK TO SUPPORT YOUR APPLICATION?	

By submitting an application form you agree to all the terms and conditions



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TERMS AND CONDITIONS

1. General

- 1.1 By submitting this Eol form you agree to all terms and conditions
- 1.2 To be eligible for a UKTI supported stand participants must meet the following criteria.
- A. A participant must be a UK* based business or organisation that is either actively investigating export opportunities or is already involved in exporting from the UK. If requested, participants must provide UKTI with supporting documents proving that they comply with this requirement.
(*Excluding businesses/organisations based in the Isle of Man or the Channel Islands unless UK registered.)
 - B. A participant must be an SME as defined below.
 - C. A participant must be a new exporter as defined below
 - D. A participant must not receive any other contributions from public funds in relation to participation at RWM
 - E. A participant must demonstrate that they:
 - are selling products or services originating substantially in the UK; or
 - are adding significant value to a product or service of non-UK origin; or
 - are enhancing their competitiveness and providing tangible economic benefit to the UK from this trade development activity.
 - F. A participant must take up any non-chargeable offers of assistance made by RWM (i2i) or the UKTI regional network that are intended to be complementary to the offer of trade show support.
- 1.3 UKTI is committed to making every effort to assist people with disabilities or long term health conditions to participate at RWM. Applicants should raise any concerns in this respect directly with i2i. Any such issues should be raised at least three months prior to the event start date.
- 1.4 Companies applying cannot already be in discussion to exhibit at the 2016 show, or have paid to exhibit at either the 2015 or 2016 shows
- 1.5 The company will be required to book and pay their own travel, accommodation and subsistence to the show and will send their accommodation details to the organisers no later than Monday 8th August
- 1.6 The company will be required to demonstrate it have the necessary insurances and associated documents required by law to exhibit at RWM at the NEC.

2. Definition of a Small to Medium Sized Enterprise (SME) & New Exporter

- 2.1 UK Trade & Investment has adopted the European Union definition of a SME. This is a business, which meets all of the following criteria:
- A. Has less than 250 employees;
 - B. Has an annual turnover not exceeding € 50m, or an annual balance sheet total not exceeding € 43m.
 - C. UKTI reserves the right to review the eligibility of businesses that are distinct and independently operated but are part of or owned by an organisation itself larger than an SME.
- 2.2 Definition for New Exporter: During the past 12 months no more than 10% of turnover resulted from proactive exports (i.e. sales to new overseas customers that have been actively identified by the business) and no more than 25% of turnover resulted from a combination of proactive and reactive exports. (Reactive exports would normally result from unplanned approaches from potential overseas customers and from UK-based third parties, or from overseas responses to UK-focused web sites).

Continued...



T&Cs continued

3. Requirements for Participants

3.1 You must comply with ALL of the following conditions.

- A. You correctly complete and submit the appropriate documentations required for the competition by the required cut-off date (no less than eight weeks before the event start date). UK Trade & Investment and RWM reserves the right to reject any application that they considers for any reason to be unsuitable.
- B. You only promote on the stand the business, trading and brand names detailed in your competition submission.
- C. You can demonstrate that you are:
 - selling products or services originating substantially in the UK; or
 - adding significant value to a product or service of non UK origin;You will be ineligible if you do not own the brand you are selling and the brand owner either already exports significantly, or withholds permission to export.
- D. You must complete and sign an exhibitor contract and provide all required exhibitor information (i.e. H&S, Insurance etc)
- E. UKTI will have no responsibility for insuring any risks associated with taking part in the exhibition. UKTI will not be liable for the consequences of any such risks or any costs incurred. Any insurance required by the participant will be the responsibility of the participant.
- F. You must attend the official briefing meeting organised by UKTI & i2i four weeks prior to the show (this briefing maybe done digitally)
- G. You must ensure that your stand is fully set up prior to the show opening on Tuesday 15th September. The stand will be fully operational by 09:00 on the first day of the show.
- H. You must ensure that your stand is manned for the duration of the show, from 09:00 to 17:30 (16:00 on Thursday 17th September 2016)
- I. You must accept full responsibility for insurance for any risks associated with taking part in the stand and any additional activity, including unexpected or uncontrollable events e.g. war, flood, avalanche, terrorist attack etc. UK Trade & Investment will not be liable for the consequences of any such risks or any costs incurred.
- J. You must complete feedback forms and return to UK Trade & Investment as requested and provide a case study about your experience. It is important that you feedback to UKTI with any outcomes that you derived from the show, during or at a later stage when the outcome has been confirmed.
- K. Participants can find more details on UKTI's exports services by accessing UKTI's website www.ukti.gov.uk/ukti

3.2 UK Trade & Investment reserves the right to withdraw your participation at any time, if you:

- A. Fail to comply with any of these Terms & Conditions;
- B. Cause embarrassment to Her Majesty's Government, the host nation or other participants involved in the activity, for example, by inappropriate or offensive behaviour or by the promotion of products or services of an unacceptably low quality or of an inappropriate or offensive nature. The final decision on acceptability will rest with UK Trade & Investment, taking into account the sensitivities of the host nation and other participants;
- C. Provide false or inaccurate information.
- D. Fail to deliver your showcase to an acceptable standard as detailed by your submission entry and statements made to judging panel.

If any of the above circumstances arise, your business may also be excluded from future involvement in this and/or any other scheme operated by UK Trade & Investment.

