

In-community Conference

2018

Strive for
Excellence



Epsom Downs
Race course,
Epsom, Surrey

21st November
2018



Exhibit | Visit | Engage

About in-Community Conference

In-tend's annual In-community Conference is becoming a significant event in the Procurement calendar. Held each year since 2006, the success of this event has grown year on year, and we aim to make this years' even better. The event attracts key decision makers from Public Sector institutions and organisations including: NHS, Local Authorities, Universities, Further Education, Housing Associations and Charities.

In-community Conference 2018 brings together the In-tend community of Buyers and Suppliers to provide excellent networking and collaboration opportunities.

As a supplier of innovative products, services or solutions, now is the time for you to engage directly with procurement professionals. The UK Government is committed to improving collaboration and supply chain opportunities for SME's.

Now more than ever, suppliers like you need to connect with the public sector to ensure you are securing your share of this lucrative marketplace.

In-community Conference 2018 provides your organisation with a unique opportunity to engage directly with the public sector buying community and offers you direct access to key decision makers across this important marketplace.

- **Exhibit** - Showcase your product and solutions directly to procurement professionals.
- **Visit** - Make your business known, raise the profile on your goods and services.
- **Engage** - with key public-sector buyers and build valuable to relationships.

Can you afford to miss out?

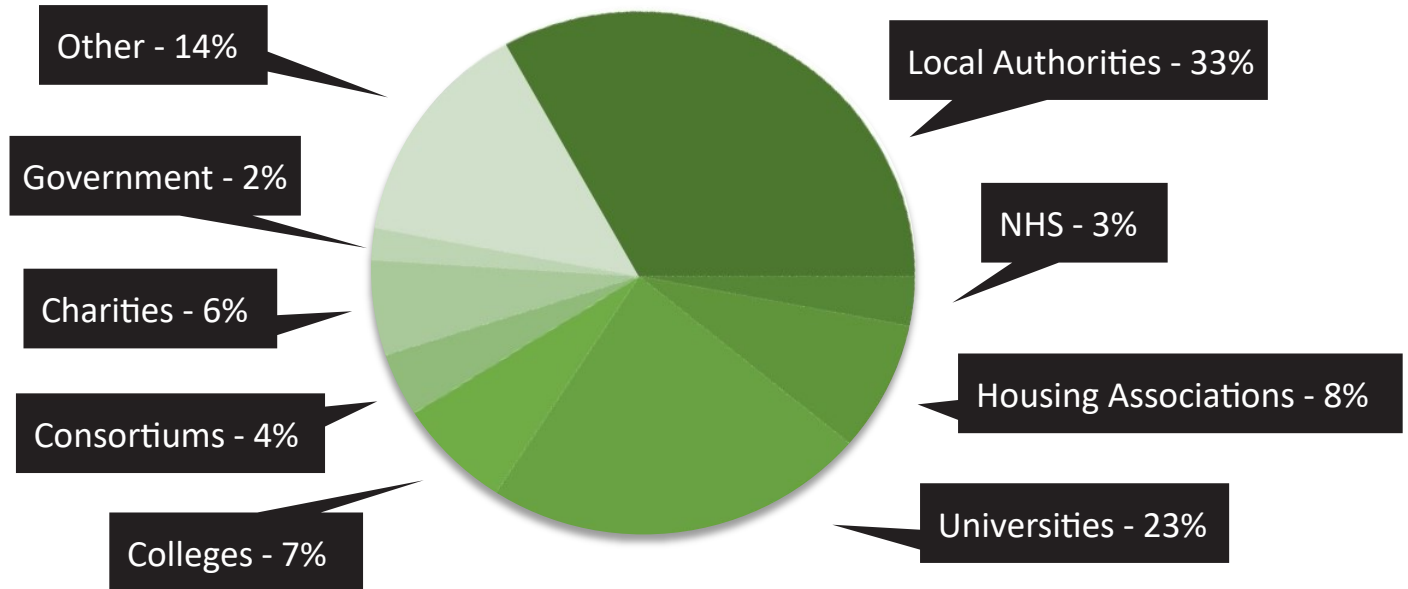
Images from our last In-community Conference at Epsom Downs Racecourse in Surrey, June 2017.



**“All information
obtained from seminar
- very useful and
extremely well
delivered.”
-HFN Landscapes**

Buyer Attendees

Percentage of Buyers by organisation who attend **In-community Conference 2017**.



The **In-community Conference 2018** will once again host our annual In-tend user group which will provide our valued customers the opportunity to first hand experience the exciting enhancements and developments of our system that are in our roadmap moving forward.

Our **In-community conference** will feature various topics of discussion and demonstrations for you to look forward to:

- **Contract Wizard** - The new CONTRACT WIZARD module follows the route of the recent Dynamic Wizards project workflows allowing users to follow a step by step workflow approach to creating contracts together with KPI's, Documents and new settings all in one simple wizard.
- **In-tend Training Zone** - If you are new to In-tend, new to an organisation who are using In-tend, or perhaps you are in a position where previous users have moved on leaving you to figure things out, these areas will provide simple help with the key functionality of the system.

- Other highlights to be covered include; ERP Integration, Procure 2 Pay and the Supplier Management System... more information coming soon!

Previous Attendees



Supplier Attendees

Previous Supplier Attendees

With an excellent range of topical seminars led by In-tend and a number of excellent external speakers, the event provides the ideal platform for suppliers looking to gain business within the public sector. Suppliers are also welcome to attend as day delegates, with access to the exhibition for networking and the seminar sessions, priced at **£95+VAT** with discounts available for multiple places.



“The assistance and attention to detail from the In-tend staff was great, they couldn’t of done more to help. They helped me to set up my stand and did their best to encourage delegates to visit my stand.”

- Graduation Attire

“The In-tend events are a good value for money way to extend the range of people we can talk to within the public sector organisations. We have had some good leads from the conference, and were contacted within 24 hours by potential customers wanting to see us. Usually we have to follow them up!”

- The Risk Factor

Sponsorship Packages

Headline Sponsor

- Platinum stand space, 3 x 2m in a premium position exclusive to headline sponsors, including furniture, electrical socket and WiFi.
- Opportunity to address all In-procurement attendees in a group session at the event. (30 mins speaking slot)
- Prominent headline position on all promotional materials for your company logo (online and in print), including all information and directional signage, pre, during and post event.
- Front cover feature of your company logo on the event guide, including a full-page advert with a 100-word company profile.
- An opportunity to feature a 1/2-page advert worth £795 in our market leading In-procurement magazine which will be supplied by name and job title to over 3000 private and public-sector organisations
- Social media support for your event related postings
- 4 exhibitor passes with access to the seminar sessions including lunch & refreshments.

£2,500+VAT

Seminar Room Sponsor

- Gold stand space, 3 x 2m space including furniture, electrical socket and WiFi.
- Exclusive access to place pop up stands in each exhibition room near the speaker podium or screen.
- Opportunity to address all In-procurement live buyer attendees in a group session at the event. (15 mins speaking slot)
- Prominent position on all promotional materials for your company logo (online and in print) and on all pre, during and post event marketing.
- 1/2 page advert to be featured in event guide with a 50-word company profile.
- An opportunity to feature a 1/4 page advert worth £600 in our market leading In-procurement magazine which is posted out by name and job title to over 3000 public sector organisations
- 4 exhibitor passes with access to the seminar sessions including lunch & refreshments .

£1,250+VAT



Drinks Reception Sponsor

- Platinum stand space, 3 x 2m in a premium position exclusive to headline sponsors, including furniture, electrical socket and WiFi.
- Opportunity to place your pop up banner/stand at either side of the catering stand.
- All promotional materials to feature your company pre, during and post event as our drinks reception sponsor (online and print).
- Prominent position on all promotional materials pre, during and post event as our drinks reception sponsor (online and in print).
- A 1/4-page advert worth £600 in our market leading In-procurement magazine which is posted out by name and job title to over 3000 Private and public-sector organisations
- 50-word company profile feature in our event guide.
- 2 exhibitor passes with access to the seminar sessions including lunch & refreshments.
- Ticketing system in place whereby attendees must visit your stand in order to receive a drinks voucher.

£2,000+VAT



Strive for Excellence – Exhibit | Visit | Engage

Exhibition Packages

Gold Stand Package

- 3x2m space with includes 1 rectangular table, two chairs, electricity socket and WiFi.
- 2 exhibitor passes with access to the seminar sessions including lunch & refreshments.
- 50-word company profile and corporate logo to be featured in our event guide.
- Corporate logo featured on a rotating banner on the event website.

£1,000+VAT

In addition to your exhibition stand please choose one of the following options:

Option 1 - Advertising:

Sent to 3,000 public sector budget holders in the UK, *In-procurement* magazine is the perfect platform for your company to gain exposure to some of the biggest budget holders in the UK.

Included in our readership are key decision makers in Procurement Departments at every University, Council and College in the country, as well as a large number of Fire and Rescue Services, NHS Trusts and Housing Associations.

With this option you will receive a years subscription to *In-procurement* magazine, normally available for **£99+VAT**.

Additional to this you will also be given 1/2 page advertising space in an edition of your choosing to increase your companies exposure to the public sector, normally available at **£795+VAT**.

Option 2 - Improve your Tender Response Seminar:

Receive two delegate places worth **£275+VAT** each for our improve your bid writing seminars to enhance your bid writing skills and increase your chances of success.

The aim of this session is to increase your understanding of the world of public sector procurement, and why it is regulated.

We cover the SQ (previously known as a PQQ), Invitations to Tender and EU Regulations and how some of the recent changes to the regulations can benefit you, the supplier. This is to give you an opportunity to understand the key elements of the tendering process.

The session covers practical advice, do's and don't's as well as tips to show how you can turn past tender failures into future tender success!

If you struggle to find tender opportunities, we help you identify how and where tenders are advertised.



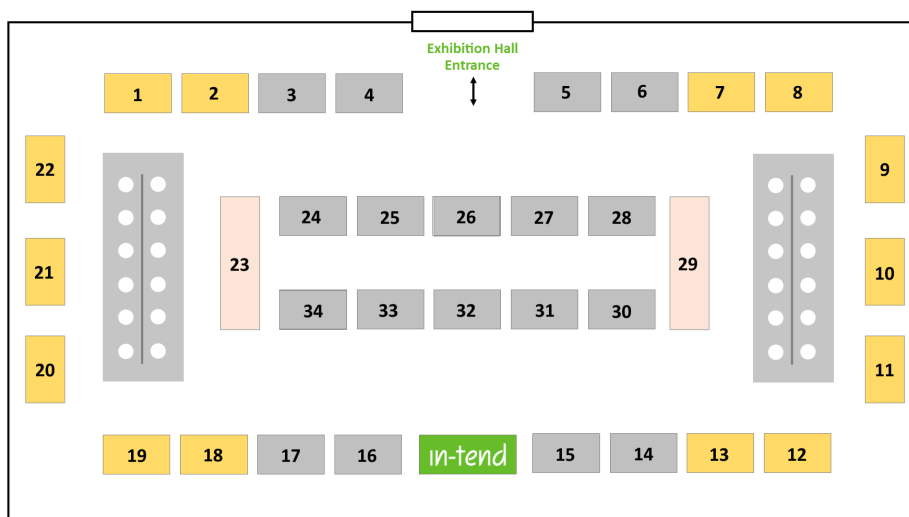
“The delegates we saw and spoke to were well placed for our requirements.”
- Enterprise Rent-A-Car

Day Delegates

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“Excellent Sessions; separate Buyer and Supplier sessions were good.”
- BTL

Floor Plan



The floor plan is subject to change and the event organiser will make the final decision. The event organiser has the right to make amendments to the final floor plans considering numbers of exhibitors.

About In-tend

In-tend Ltd was established in 2006 to develop and provide e-procurement software to buyers operating predominantly, at that time, in the public sector. In-tend's markets have now expanded as the company has grown in size and made further innovations in key software products. This growth has not just been in terms of turnover and employees. Over recent years a number of awards and certifications have been added to the In-tend trophy cabinet that both compliment and propel the development of a successful company. Gaining awards and certifications has been a natural part of In-tend's development, particularly being a technology company providing innovative solutions to a wide range of organisations.

In-tend have gained four ISO certifications. The growth and success of In-tend has given the company's management the opportunity to positively influence the direction of their people and recruitment strategy. The ultimate aim of this strategy is to make an efficient business with great products, robust processes and a customer centric ethos feel more like a cooperative to the employees, although very much with a focus on business. The aim is to increasingly create an internal / external culture continuum whereby great internal relations transfers directly to great customer relations. This culture, both internally and externally is described by management as 'community'





in-tend

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**e-Procurement
Solutions**