



SPS - Smart Production Solutions 2019

PI-joint booth

PROFI
NET

PROFI
BUS

Use
 **IO-Link**
Universal • Smart • Easy



smart production solutions

November 26 - 28, 2019 in Nuremberg, Germany

Just in time for its 30th anniversary in 2019, SPS IPC Drives is undergoing a name change. The trade fair for electrical automation, often called "SPS", is now officially given exactly this name. The trade fair is the ideal platform for comprehensive information on products, innovations, and current trends within the electric automation industry. Hence it gives an overview of the entire market. The exhibitors - manufacturers of electric automation technology - present products and services from the following sectors:

- Control technology
- IPCs
- Electric drives/motion control
- Human-machine-interface devices
- Industrial communication
- Software & IT in manufacturing
- Interface technology
- Mechanical infrastructure
- Sensors

With the „Industrial Communication Area“, SPS - Smart Production Solutions focuses on a holistic representation of networked automation and offers the ideal information and communication platform.

PI-joint booth - Your benefits!

Goal of our joint booth in hall 5, booth 5-210 is to create a platform for professional exchange among end users, device manufacturers, OEMs, engineering firms, equipment manufacturers, and universities. PROFIBUS & PROFINET International (PI) offers you a cost-effective and attractive trade fair. You will receive our overall service package, so you can devote your full energy on talking to prospective clients, and networking within the PI community.

All benefits at a glance:

Reduced organizational efforts and lower personnel requirements	Synergy effects	High level of attention
<ul style="list-style-type: none"> • Professional support and coordination before, during, and after the fair • Layout planning, stand design, and construction • Providing the entire infrastructure such as catering, information desk, storage, power, internet, cleaning, booth security etc 	<ul style="list-style-type: none"> • Benefit from the strong community of the world leader in industrial communication! • Accompanying advertising measures and PR • Use our technology brochures and system descriptions to get visitors up to speed on each technology • Booth the effect of own booth 	<ul style="list-style-type: none"> • Central location in sector "Industrial Communication" • Innovative environments • Visitor magnet through new demo models on current topics of Industrie 4.0 • Modern, current booth design with a high recognition value

Your company logo as part of fair participation

These services are included in all options to participate:

PI-fair website with exhibitor logo

We create a special landing page for each trade show, where we inform visitors about the booth and the different technologies. We list your company under the menu item „Mitaussteller“, upload your **company logo**, and link to your website. Interested parties can find out in advance about your appearance on the PI-joint booth - and your page will receive a backlink from us, a small help for your off-page optimization.



Company logo at PI-joint booth

As exhibitor at our PI-joint booth, your **company logo** will appear on several central locations on the booth. You also have the opportunity to show your logo near the multi-vendor technology presentation. Additionally, you can present your company logo above your booked Company Kiosk.

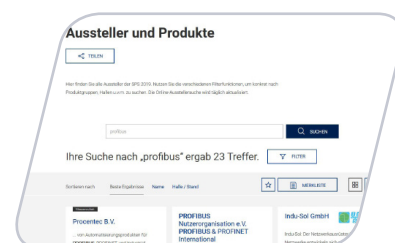


Application as co-exhibitor

In principle, we recommend all co-exhibitors who exhibit their products/solutions with personal representation at the PI-joint booth to enlist as co-exhibitor at SPS (www.mesago.de/sps). This way, you have the chance to order free advertising material (offered by Mesago) in full, to be mentioned in the online exhibitor list and to promote the participation in the fair optimally. A free exhibitor pass is also available. Additional exhibitor passes can be purchased at cost.

NEW: Since last year, the registration as a co-exhibitor at SPS is no longer free of charge. The mandatory **marketing fee of € 490** is binding for all co-exhibitors and will be charged to you afterwards by PI. The distinction in co-exhibitors (with staff and products represented on this booth) and represented company (only represented with products on this booth) is omitted.

If you would like to register as a co-exhibitor at the PI-joint booth for SPS, please fill in the separate **form of Mesago starting on page 9** and send it **back to us by October 7, 2019!**



Booth concept

As a result of the growth, the focal points of individual halls have changed. Therefore, the exhibitors of „Industrial Communication“ will focus in the **central hall 5** in 2019 again.

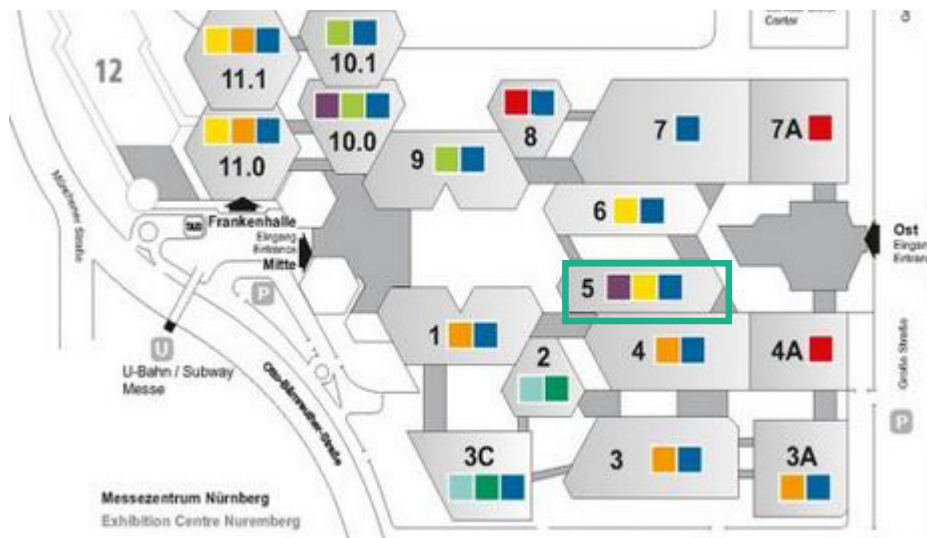
Our PI-joint booth is located directly on the corridor with the transition to hall 6 & 4, and is thus directly in the center of the fieldbus providers. The PI community can present itself ideally on an enlarged stand space of 340 sqm.

At the booth, the proven technologies PROFINET, PROFIBUS and IO-Link as well as the profiles PROFIsafe and PROFIdrive will be shown. In addition to new products, we are presenting various use cases interactively on the technology walls. However, at this fair we focus on concrete steps for the implementation of industrial communication for Industrie 4.0, such as TSN and Security as well as the functionality of OPC UA in a PROFINET context.

In combination with multi-vendor presentations on current topics and individual presentations, all aspects of industrial communication are covered.

The catering area provides sufficient opportunities for intensive discussions with customers and partners. Here you get cold drinks, coffee specialties and snacks.

The strength of the community, the perception of technology trends, and the stability of PI for the future will be clear at the joint booth. Secure your place and book your appearance at PI-joint booth at SPS 2019!



Individual participation opportunities

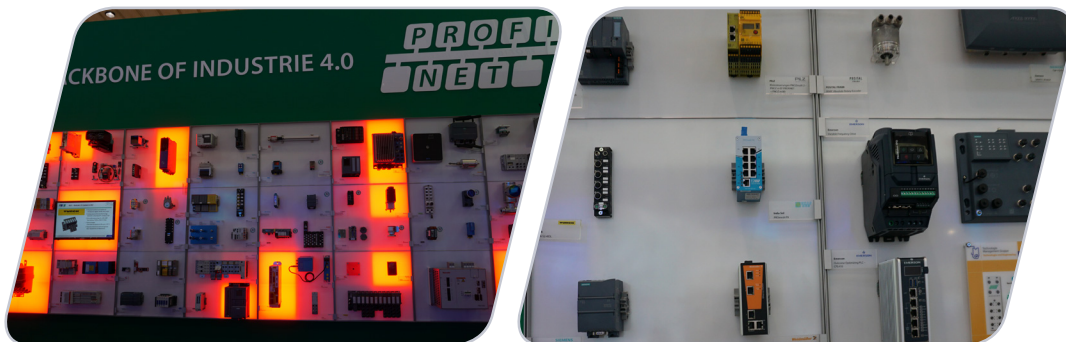
There are several participation opportunities available. You can participate with devices and services as part of our technology presentations or/and book an individual Company Kiosk.

Factory-Automation-Wall (Multi-vendor technology presentation)

The focus of this presentation is the variety of devices featuring the different PI-technologies PROFINET, PROFI-safe, PROFIenergy and PROFIdrive. The products are mounted on a acrylic glass plate with the dimensions 22 x 28 cm (height x width), which is backlit.

Price per device: € 650 (Bundle: € 850 for SPS 2019 & embedded world 2020)

→ Only € 200 instead of € 300 per device



Newly certified devices

Products that have been certified in 2019 and have not been exhibited at Hanover Fair 2019, can be exhibited at **Factory-Automation-Wall** free of charge. This offer can be used for **maximum 3 newly certified devices per company**.



Please note:
embedded world 2020

February 25 - 27, 2020 in Nuremberg

As an international trade fair with an exclusive focus on embedded technologies, **embedded world** reflects the trends in the current industry.

Use the benefit from our bundle price and register your devices for SPS 2019 **&** embedded world 2020 (price saving of € 100 per device!).



Process-Automation - Live-Demo (Multi-vendor technology presentation)

Focus of this demo is the easy handling of the PROFIBUS and PROFINET technologies as industrially proven standard, and its innovative benefits when it comes to diagnosis and plant asset management. These devices will be integrated in process systems and "stand alone" management tools. Devices are integrated via GSD as well as EDD, DTM, or FDI-package. The function of the field devices and their diagnostic options will be shown.

Price per device when booking the 3-year-offer : € 550 for SPS 2019, **€ 600** per fair after

**NEW construction of the
Live-Demo for SPS 19**

**Please note:**

The 3-year offer is unique due to the new construction of the live demo and can only be used in the run-up to SPS 2019. Should you not be able to use the 3-year offer, the price of the individual registration for 700 € per device will apply to all subsequent trade fair agreements at the PA Live-Demo.

IO-Link - Wall (Multi-vendor technology presentation)

At the IO-Link presentation, in addition to an impressive range of products from various masters to devices and services, the new and currently important topic of IO-Link Safety will be shown.

First functional demonstrations with IO-Link Safety between FS-Master and FS-Devices will be on this display. Furthermore, the IO-Link Wireless technology will be presented to the general public in the form of a demonstrator at the joint PI booth.

During the last fairs, IO-Link set up a new participant record each time. **Secure your place!**

Price per device: On request; maximum of 17 devices per company



PROFIsafe Live-Demo (Multi-vendor technology presentation)

The PROFIsafe Live-Demo consists of a combination of live applications and a device wall. This illustrates the diversity of PROFIsafe products via PROFINET and their interaction.

Price per device per fair: € 650



Company Kiosk

Individual presentation

A Company Kiosk increases your visibility. This is how it works:

Before the trade fair, you receive a white board with the dimensions 75 x 120 cm (height x width), information regarding the booth concept, and a design guideline.

You can design your board individually. Install your own demo, display some devices, or just use some graphics. We also rent monitors, see below. Talk to us if you would like to see photos of prior fairs for inspiration. You deliver your board to the trade fair and pick it up again at the end of the trade fair. Your company logo is mounted above your Company Kiosk. A cabinet element with A4 brochure holders on one side is available. You also have a sliding shelf for placing a small netbook, brochures, etc.

Price per Company Kiosk: € 4.200



Rental Monitors for Company Kiosk (can be optionally booked for each Company Kiosk):

The rental monitors are mounted on your board at the trade fair. With the 19" and 24" TFT monitors, you can also design the board according to your wishes. In this case, you only have to leave the corresponding area for the monitor free. The 42" TFT monitors are mounted over the full surface of the board. You only have to bring along your PC or laptop with the corresponding software/presentation. The monitors are insured and will be delivered, mounted, and replaced immediately in case of failure.

Price per 19" TFT monitor: € 290

Price per 24" TFT monitor: € 390

Price per 42" TFT monitor: € 590

Graphic printing / Laminating / Transport (can be optionally booked for each Company Kiosk):

You don't need complicated installation of devices in advance? Save transport costs. We take over printing, laminating, and shipping of your panel. If you use the offer, we need a print file in advance. The corresponding information will be sent to you in a timely manner.

Price per Graphic printing / Laminating / Transport: €125

Binding registration for participation at PI-joint booth at SPS 2019

Send us the completed form by **August 30, 2019** to the adjoining contact details.

We take your registration in due consideration of available capacity at a later date. However, an entry in the list of exhibitors can no longer be guaranteed!

PROFIBUS Nutzerorganisation e.V.
Haid-und-Neu-Str. 7
76131 Karlsruhe, Germany

Contact person:

Jill Ellen Bohn

Tel: +49 721 9658 583

Fax: +49 721 9658 589

E-Mail: jill.bohn@profibus.com

Invoice Address:

Company:	
Contact person:	
Department:	
Street / Post office box:	
ZIP code, place:	
Country:	
VAT-Number:	
P.O. Number:	

Contact person for fair preperation:

Company:	
Contact person:	
Phone Number:	
E-Mail:	

Order

Device participation in

Technology presentation	Duration of participation	Amount of devices	Unit price per fair	Total costs
Factory-Automation-Wall » Single registration	SPS 2019	_____	€ 650	_____
Factory-Automation-Wall » Bundle for both fairs	SPS 2019 & embedded world 2020	_____	€ 850 (Bundle-Price with saving*)	_____
Process-Automation - Live-Demo » 3-years-offer (7 fairs)	SPS 2019 until Hannover Fair 2022	_____	€ 550 for SPS 2019, € 600 after	_____
IO-Link - Wall » Single registration	SPS 2019	_____	On request; maximum 17 of devices per company	_____
PROFIsafe Live-Demo » Single registration	SPS 2019	_____	€ 650	_____
SUBTOTAL				_____

* Only € 200 instead of € 300 per device at embedded world 2020 and thus a price saving of € 100 per device!

Note:

Bundle-Price of Factory-Automation-Wall or Three-Years-Offer of Process-Automation Live-Demo will be invoiced individually, after each respective exhibition.



Newly certified devices at Factory-Automation-Wall

Products that have been certified in 2019 and have not been exhibited at Hanover Fair 2019, can be exhibited at **Factory-Automation-Wall** free of charge. This offer can be used for **maximum 3 newly certified devices per company**.

Technology	Name of Device	Date of Certification	Certification number

Company Kiosk

Kind of Panel 75 x 120 cm (height x width)	Amount	Price	Total cost
Company Kiosk without monitor		€ 4,200	
+19" monitor		+ € 290	
+ 24" monitor		+ € 390	
+ 42" monitor		+ € 590	
+ Graphic printing / Laminating / Transport		+ € 125	
SUBTOTAL			

Application as co-exhibitor

Service of Mesago	Price	Total cost
Application as co-exhibitor	€ 490 *	
SUBTOTAL		

* The obligatory marketing fee of € 490 is binding for co-exhibitors and will be charged to you afterwards by PI. The marketing fee will be waived if the co-exhibitor already exhibits at SPS 2019.

- ➔ See separate form of Mesago starting on page 9
- ➔ Please send the Mesago form to jill.bohn@profibus.com by October 7, 2019

Your company logo as part of fair participation

Please indicate the URL to link your company logo on PI-fair website:

If you don't want this offer/backlink, please indicate this at the time of registration.

Terms of participation

The PI provides adequate opportunities for participation at SPS 2019 to all interested parties.

Excluded are any exhibits or presentations that are not in line with the objectives of the PI. We therefore ask for your understanding that statements concerning competing fieldbus systems are only possible if they are in connection with PROFIBUS or PROFINET (gateways, proxies etc.).

Non-members of PI have the opportunity to participate in the joint booths at SPS 2019. They pay a surcharge equivalent to 50% of the order value.

Please note that the concept and design of the individual technology presentations is defined in the corresponding marketing working groups of PI. These are still in the planning stage at the time of writing, and individual concept changes are still possible.

PI reserves the right to not continue with projects if there is too little demand or to adapt prices after consultation with interested parties (at the reasonably exercised discretion of a party § 315, Abs. 1 BGB). In case the demand for certain offers is too high, PI also reserves the right to make a selection based on the available space. Members will be treated preferentially here. In addition, the registration time is decisive.

By placing an order, the ordering party grants PI the right to use the devices, texts and graphics related to the booked service, which the ordering party makes available to PI. Property and copyright protection remain unaffected. PI has the right to dispose of the devices for the ordered period as part of the fulfillment of the service, to save the provided texts and graphics in their own databases and to pass them on to the corresponding service providers for the purpose of fulfilling the service.

PI Support Center is responsible for project management. All agreements shall be in writing. The instructions of the project management must be observed by the participants.

Exhibitors that participate with a Company Kiosk receive their boards for the individual presentations 1 - 2 months in advance (free delivery for shipping in Germany, otherwise shipping costs will be added). Each exhibitor is responsible for the timely delivery of its board to the PI-joint booth (no later than 2 pm on the last setup day). PI is not liable for damaged exhibits or exhibits that arrive too late. It is preferred that the boards be assembled by the exhibitor. PI supports the assembly work with a limited number of assembly personnel.

PI is not liable for company exhibits or display items of exhibitors at PI-joint booth, during or outside of regular opening times.

Invoicing for Company Kiosks occurs 1 - 2 months before the start of SPS 2019. All other services are billed after the fair.

With the signature, we confirm the binding registration of the above-indicated services,

in the total order value of (in €): _____ (plus statutory value-added tax)

Location, data

Signature, Company Stamp