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# ibtm® WORLD

# OVERVIEW

## THE NEW DESIGN APPROACH FOR SMALLER STANDS

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The standy packages offers a professional brand presentation that reflects your brand values and products – for an affordable price.

### Your advantages

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- » Official / recommended stand design and stand contractor
- » Turnkey ready and hassle free packages
- » No hidden or additional costs
- » Onsite support during the entire show

## STAND SIZE M<sup>2</sup>

9-12

PAGE

3

13-16

4

17-20

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21-30

6

31-35

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# 9-12M<sup>2</sup> STANDY PACKAGE 275,00 € / M<sup>2</sup>



## STANDY IBTM BARCELONA STAND SIZE M<sup>2</sup>

	9-12	13-16	17-20	21-30	31-35
carpet, color to choose	✓	✓	✓	✓	✓
wall system, 2.5m high, white infill	✓	✓	✓	✓	✓
lockable storage, 1.0m x 1.0 m	-	-	✓	✓	✓
logo or printed name, up to 1.0m <sup>2</sup>	✓	✓	✓	✓	✓
light	4	6	8	10	12
information counter	-	-	1	1	1
table / hightable	1	2	3	4	5
chair / barstool	3	6	10	13	16
wastepaper basket	✓	✓	✓	✓	✓

## PACKAGE OPTIONAL UPGRADE EXAMPLE

9,00m <sup>2</sup> standy package	<b>2,475.00 €</b>
full size seamless fabric prints for 6 wall elements	<b>1,275.00 €</b>
reception counter	<b>240.00 €</b>
graphic for reception counter	<b>90.00 €</b>
iPad with floorstand	<b>160.00 €</b>
<b>Total price for shown design</b>	<b>4,240.00 €</b>

# 13-16M<sup>2</sup> STANDY PACKAGE

## 275,00 € / M<sup>2</sup>



### STANDY IBTM BARCELONA

#### STAND SIZE M<sup>2</sup>

	9-12	13-16	17-20	21-30	31-35
carpet, color to choose	✓	✓	✓	✓	✓
wall system, 2.5m high, white infill	✓	✓	✓	✓	✓
lockable storage, 1.0m x 1.0 m	-	-	✓	✓	✓
logo or printed name, up to 1.0m <sup>2</sup>	✓	✓	✓	✓	✓
light	4	6	8	10	12
information counter	-	-	1	1	1
table / hightable	1	2	3	4	5
chair / barstool	3	6	10	13	16
wastepaper basket	✓	✓	✓	✓	✓

### PACKAGE OPTIONAL UPGRADE EXAMPLE

15,00m <sup>2</sup> standy package	<b>4,125.00 €</b>
full size seamless fabric prints for 8 wall elements	<b>1,700.00 €</b>
storage room with lockable door / 1,00m x 1,00m	<b>350.00 €</b>
reception counter	<b>240.00 €</b>
graphic for reception counter	<b>90.00 €</b>
brochure rack	<b>70.00 €</b>
55" Samsung LED TV	<b>650.00 €</b>

**Total price for shown design 7,225.00 €**

# 17-20M<sup>2</sup> STANDY PACKAGE 275,00 € / M<sup>2</sup>



## STANDY IBTM BARCELONA STAND SIZE M<sup>2</sup>

	9-12	13-16	17-20	21-30	31-35
carpet, color to choose	✓	✓	✓	✓	✓
wall system, 2.5m high, white infill	✓	✓	✓	✓	✓
lockable storage, 1.0m x 1.0 m	-	-	✓	✓	✓
logo or printed name, up to 1.0m <sup>2</sup>	✓	✓	✓	✓	✓
light	4	6	8	10	12
information counter	-	-	1	1	1
table / hightable	1	2	3	4	5
chair / barstool	3	6	10	13	16
wastepaper basket	✓	✓	✓	✓	✓

## PACKAGE OPTIONAL UPGRADE EXAMPLE

18,00m <sup>2</sup> standy package	<b>4,950.00 €</b>
full size seamless fabric prints for 9 wall elements	<b>1,912.50 €</b>
storage room with lockable door / 1,00m x 1,00m	<b>350.00 €</b>
storage tower up to 3m incl. graphics	<b>175.00 €</b>
reception counter	<b>240.00 €</b>
graphic for reception counter	<b>90.00 €</b>
upgraded furniture package	<b>310.00 €</b>
iPad with floorstand	<b>160.00 €</b>
<b>Total price for shown design</b>	<b>8,187.50 €</b>

# 21-30M<sup>2</sup> STANDY PACKAGE

## 275,00 € / M<sup>2</sup>



### STANDY IBTM BARCELONA

#### STAND SIZE M<sup>2</sup>

	9-12	13-16	17-20	21-30	31-35
carpet, color to choose	✓	✓	✓	✓	✓
wall system, 2.5m high, white infill	✓	✓	✓	✓	✓
lockable storage, 1.0m x 1.0 m	-	-	✓	✓	✓
logo or printed name, up to 1.0m <sup>2</sup>	✓	✓	✓	✓	✓
light	4	6	8	10	12
information counter	-	-	1	1	1
table / hightable	1	2	3	4	5
chair / barstool	3	6	10	13	16
wastepaper basket	✓	✓	✓	✓	✓

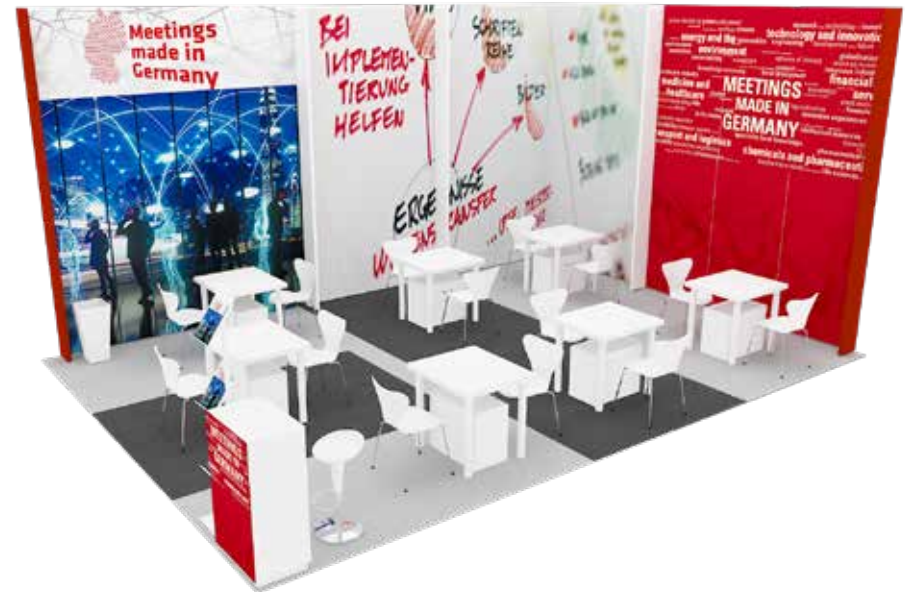
### PACKAGE OPTIONAL UPGRADE EXAMPLE

24,00m <sup>2</sup> standy package	<b>6,600.00 €</b>
full size seamless fabric prints for all walls	<b>2,337.50 €</b>
upgraded furniture package	<b>215.00 €</b>
graphic for reception counter	<b>90.00 €</b>
brochure rack	<b>70.00 €</b>
hanging banner, double sided fabric prints; square*	<b>1,750.00 €</b>

**Total price for shown design 11,062.50 €**

\*suspension points not included (venue service)

# 31-35M<sup>2</sup> STANDBY PACKAGE 275,00 € / M<sup>2</sup>



## STANDBY IBTM BARCELONA STAND SIZE M<sup>2</sup>

	9-12	13-16	17-20	21-30	31-35
carpet, color to choose	✓	✓	✓	✓	✓
wall system, 2.5m high, white infill	✓	✓	✓	✓	✓
lockable storage, 1.0m x 1.0 m	-	-	✓	✓	✓
logo or printed name, up to 1.0m <sup>2</sup>	✓	✓	✓	✓	✓
light	4	6	8	10	12
information counter	-	-	1	1	1
table / hightable	1	2	3	4	5
chair / barstool	3	6	10	13	16
wastepaper basket	✓	✓	✓	✓	✓

## PACKAGE OPTIONAL UPGRADE EXAMPLE

32,00m <sup>2</sup> standby package	<b>8,800.00 €</b>
full size seamless fabric prints for 12 walls	<b>2,875.00 €</b>
storage room with lockable door / 1,00m x 1,00m	<b>350.00 €</b>
upgraded furniture package	<b>675.00 €</b>
graphic for reception counter	<b>30.00 €</b>
<b>Total price for shown design</b>	<b>12,730.00 €</b>

» 9m<sup>2</sup>



» 9m<sup>2</sup>



» 9m<sup>2</sup>



» 12m<sup>2</sup>



» 13.5m<sup>2</sup>



» 15m<sup>2</sup>



» 18m<sup>2</sup>



» 24m<sup>2</sup>



» 27m<sup>2</sup>



» 30m<sup>2</sup>



» 30m<sup>2</sup>



» 35m<sup>2</sup>





# OUR SUSTAINABLE APPROACH

## ▪ SUSTAINABLE EXHIBITION STANDS IN 4 STEPS ▪

Eco-friendly planning does not only save the environment, but also can lower your expenses! Take these 4 keywords into consideration when outlining your tradeshow presentation:

» SAVE » REDUCE » RE-USE » RECYCLE

Constructing one flexible stand display for several shows will reuse many components and will save money long-term, while ensuring your corporate ID is met throughout different tradeshows.



- » your money as our entire business-model centres on enabling our clients to re-use their exhibition stands over an entire events and exhibition calendar.
- » resources by avoiding bulky construction. The exhibition design already changed from bulky closed designs to more modern, light, open and a more inviting atmosphere.



- » your carbon dioxide footprint shipping and transportation by using shared services
- » your exhibition costs



- » clients printed graphics several times and to wrap and protect materials afterwards
- » our aluminium frame stand build system hundreds of times and wooden elements and carpet to build new crates

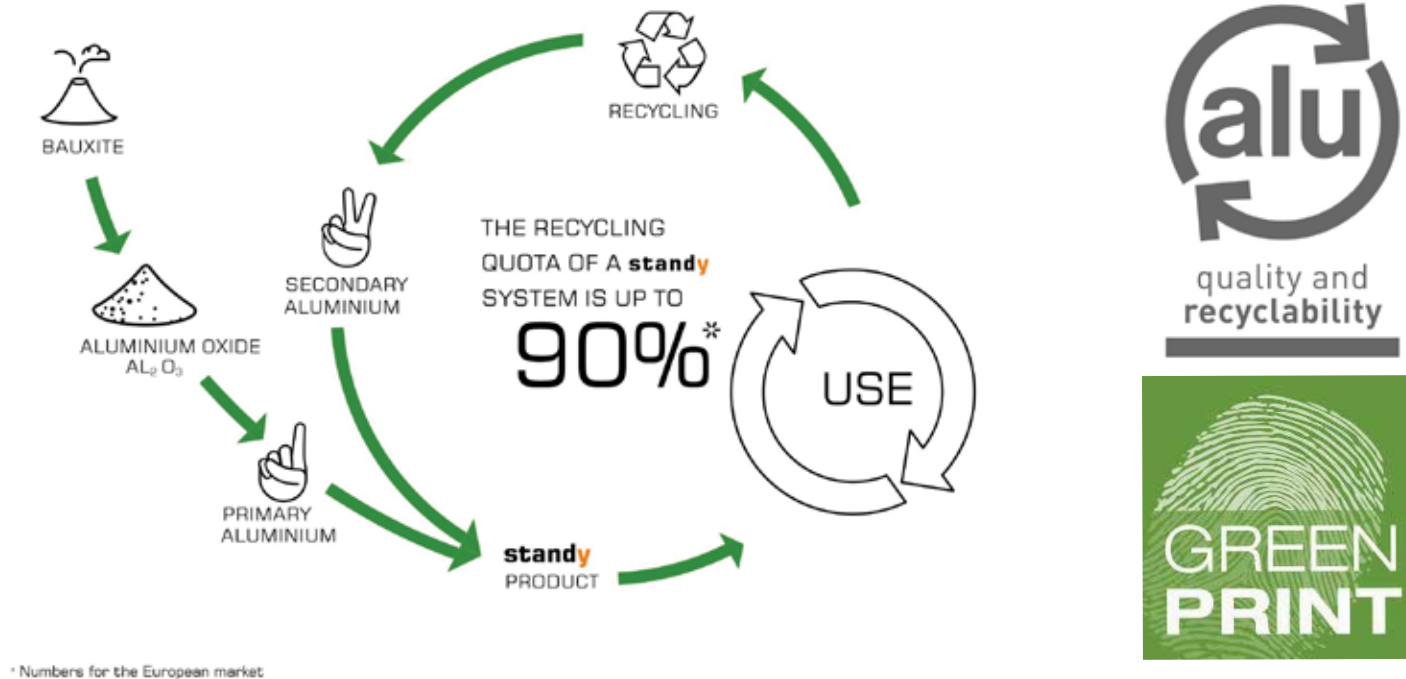


- » our used aluminum with our local community recycle station to lead it back to the recycling cycle
- » fabric banners at the end of life together with our supplier

*we are green!* ...and  
**ORANGE OF COURSE!**

# OUR SUSTAINABLE APPROACH

## ■ SUSTAINABLE EXHIBITION STANDS IN 4 STEPS ■



### Certification to Nordic Swan

All used UV inks carry the Nordic SwanLabel – a Scandinavian eco-label. Only products that meet certain requirements regarding their raw material origin and composition, their emission limit values during production and some other ecological and social criteria are licensed by the Nordic Ecolabelling Board.

### Water based inks

We process mostly water-soluble printing inks. Therefore, our print products can be safely used even in sensitive areas such as shops and living rooms.

### Certification according to the Ökotex standard 100

Of course, our textiles are tested for harmful substances and certified according to Oeko-Tex Standard 100.

The Oeko-Tex® Standard 100 is a globally standardized testing and certification system for textile raw materials, intermediate products and end products of all processing stages. Textile trust – the worldwide synonym for responsible textile production.



**Ray Bloom,**  
Chairman IMEX Group

“I have had the great pleasure of working with Walter Foletti since 1988 when I launched my first meetings industry trade show in Geneva. His professionalism and good humour, and that of his team, have been a great asset to us over the years. They have helped us to provide a first-class service to our exhibitors which is of utmost importance to us. With the formation of fairservices.net in 2009 the IMEX team got to know and work closely with CEO, Carsten Steffen. Great shows never happen by accident, or by themselves. They are the result of many excellent partners working hard to deliver value every step of the way. Such is the case now with fairservices.net. They understand our business values, our quality standards and our commitment to our exhibitors and I recommend them wholeheartedly.”



**Rajeev Kohli,**  
Joint Managing Director  
Creative Travel

We take pride in being aggressive and forward looking in the way we present and market our company. That is what has made us one of the most recognised DMCs in South Asia. To do so, we have to find partners who can match our ideology and keep with our pace in trying to look different in a crowded market space. I have had the pleasure of working with the fairservices team for over 15 years now and in them I have someone who not only understands us, but even challenges us and pushes us to be even better than what we want. They can read our minds and they know our attention to details. This is an exciting move by them as it fills a long missed gap in the market where small stand holders need the support to look better and smart in exhibitions. It will do very well indeed.

### **fairservices.net GmbH**

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