



74 AIPH Annual Congress

AGES at Expo Conference

Content

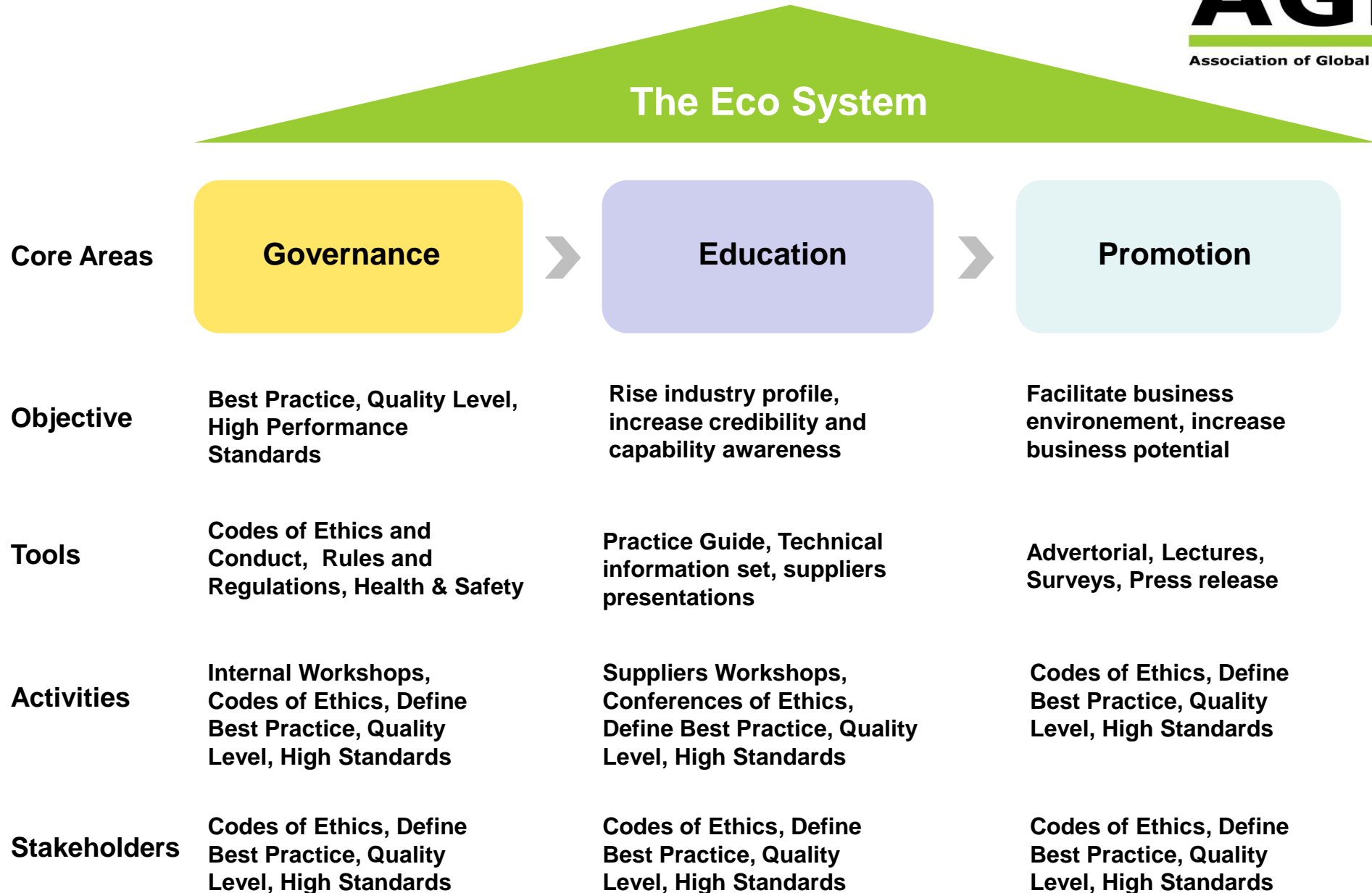
- 1. Who is AGES and what is our mission?**
- 2. Who are our members and what do they do?**
- 3. How can AGES contribute to your success?**

Daniel Cordey, Chairman

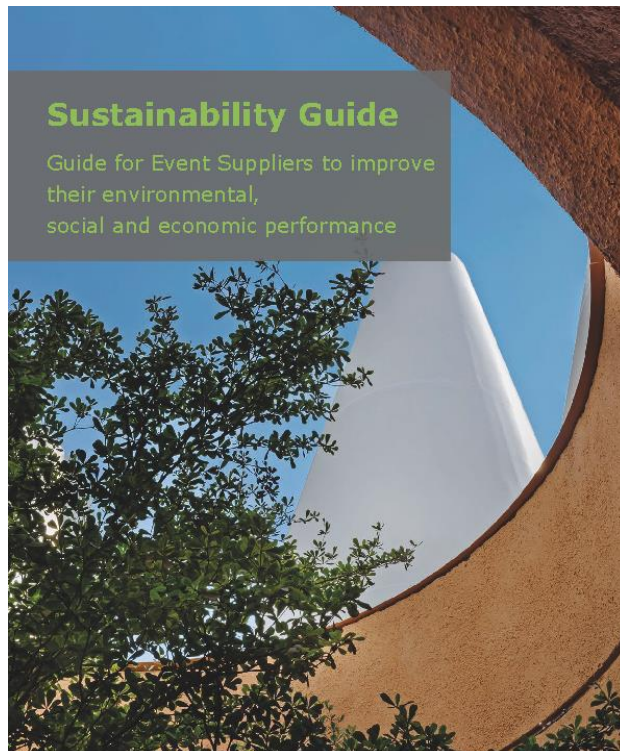
Association of Global Event Suppliers

1. Who is AGES and what is our Mission ?

- **quality label** and **sole representative** of international **event supplier industry** (temporary event infrastructure)
- members & associate members (70), representing all **works discipline's** and services & works worth > **2 bio euros annually**
- members are **market leaders** and **front runners** in the development of products/services, in more than **60 countries**
- **not-for-profit organization** based in Switzerland, acknowledged by main governmental bodies



Governance

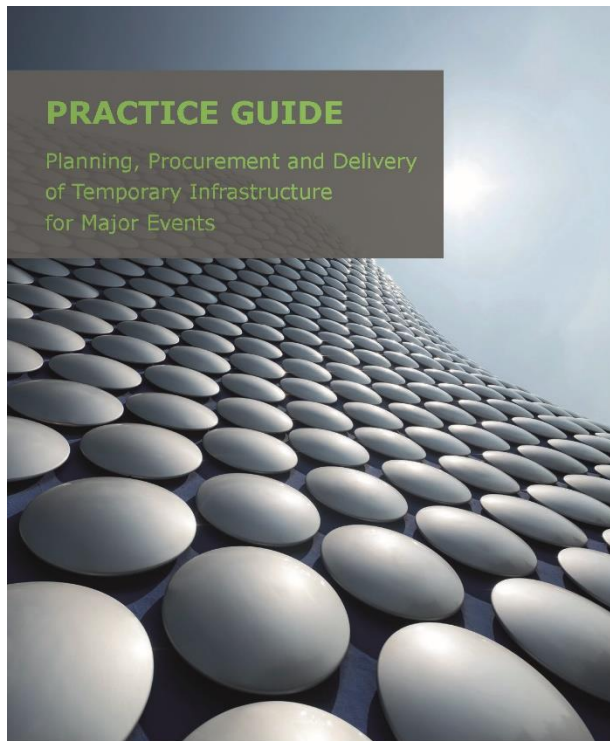


Sustainability Guide

First edition

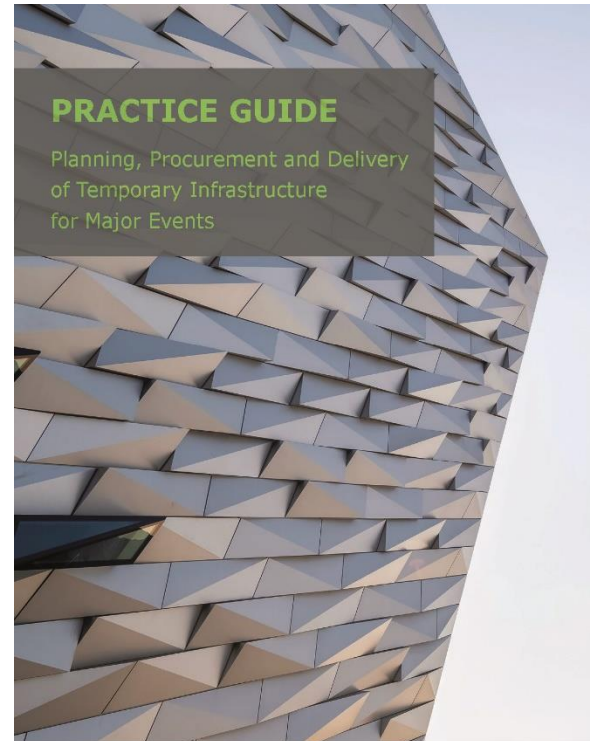
*“ A sustainable event industry is the one that **works together** for a more sustainable staging of events and that carries out all activities in a way that leaves the **greatest possible positive impact** with the **lowest possible negative impact** ”* AGES Sustainability Guide, p. 9

Education



Part I - General Information

First edition



Part II - Technical Information

First edition



Education



Standards



Governance

2. Who are our members and what they do?



Associate Members

- Alchemy • APCG • Calculus • Citec • DHL • Egabriel
- Egis • ES:ME • Gerflor • GET • GIG • Gracenote
- incast • Khaya • ME • Populous • Ryano • SEL
- Showforce • SOS Global • TES • Trivandi • ZAP • ZND

Partners

- EY
- Rockit Global

Scope of works



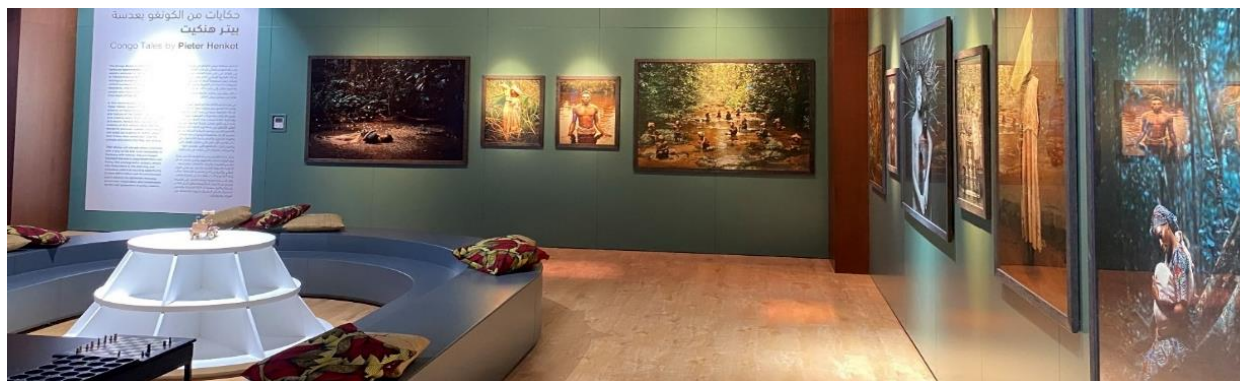
- **Iconic Pavilions**
- **Temporary Infrastructure**
- **Demountable buildings**
- **Sustainable infrastructure**
- **Service facilities**

Scope of works



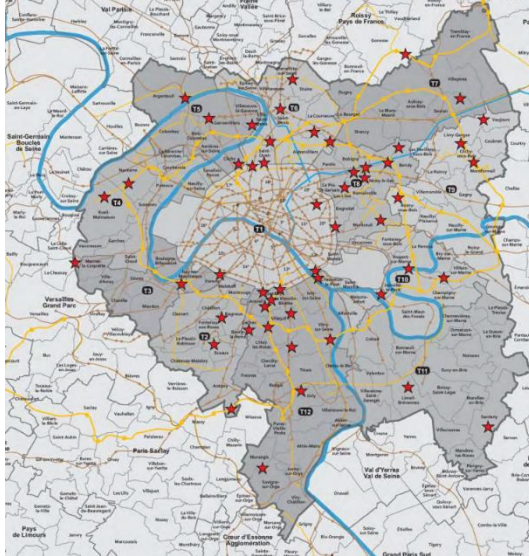
- **Fitout works**
- **Thematic exhibitions**
- **Look & Signage**
- **Reusable structures**

Scope of works



- **Micro Museums**
- **Kiosks & Sales Points**
- **Low budget displays**
- **Sustainable systems**
- **Sport at Expo**
- **Ceremonies**

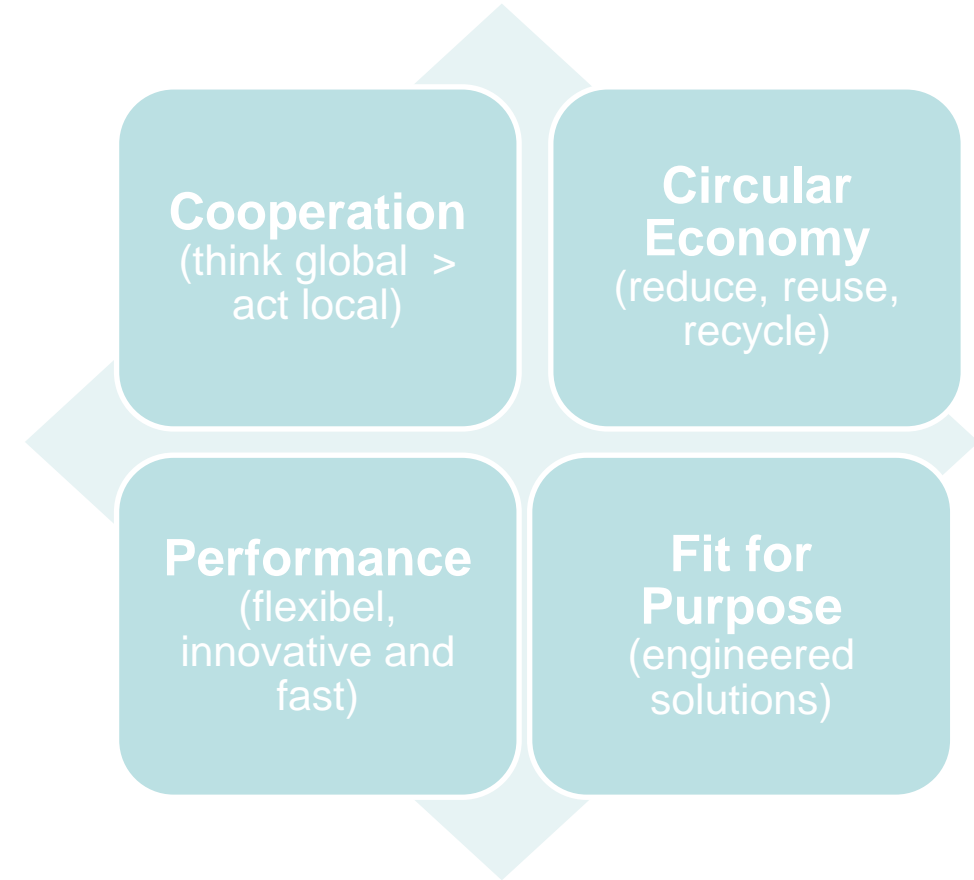
Scope of Services



- Bid development
- Strategic advisory
- Masterplanning
- Operational Planning
- Stakeholder integration
- Programme Management
- Guest services
- Event Management

Event builder's capabilities

- > Unique megaevent experience
- > Flexibility and solution orientated behavior
- > Implementing design concepts at the best
- > Partnership attitude with exceptional commitment
- > High reliability on progress and deadlines
- > Professional services with speed and high quality
- > Compliance and safety driven
- > Competitive prices at international market levels



3. How can AGES contribute to your success?

- A First Information and Surveys**
- B Requests (RFI)**
- C Workshops (Educational, Technical)**
- D Feasibilities studies & Design checks**
- E Qualification**
- F Industry Briefings (Information, Facilitator)**

First Information and Surveys

Objective

Collect general, non-binding information about resources, capabilities and interests of the market place to develop Infrastructure Concept, Procurement and/or Sponsoring Strategy

Topics & Deliverables

Available products, technologies, quantities, prices, commercial interests, etc



Requests (RFI)

Objective

Collect specific data and/or information (non-binding) from the supply chain, or of selected companies for the design and project development process

Topic & Deliverables

Product and/or commercial information for all type of works categories and service levels



Workshops

A) Educational type

Provide understanding of industry capabilities, business models, legacy/sustainability aspects for event infrastructure

Topic & Deliverables

Provide high level information for decision makers to develop or assess the infrastructure concept

B) Technical orientation

Collect feedbacks from suppliers for complex projects/tasks to get quick wins/provide guidance for the design

Topic & Deliverables

Challenge preliminary designs, technical/commercial feasibilities, logistic concepts, contract models, etc



Feasibilities & Checks

Objective

Feasibility studies & Design check designs or provide product-independent solutions through timely limited mandates for selected topics to challenge existing designs (high level to in-depth technical analysis)

Topic & Deliverables

Design options, alternative proposals (venues, site) getting robust/liable information or design criteria



mandate

Qualification

Objective

Second opinion or assessment of potential or interested suppliers to check suitability or compliance to regulations (for project structure and/or procurement strategy)

Topic & Deliverables

Procedure to structure market information, check planned procurement routes and risk assessment/mitigation plans



Supplier briefings and integration

A) Information

Pre-Tender information for the registered and/or pre-qualified suppliers (international and national) with information about the program, requirements, rules & regulations, tender procedures

Topic & Deliverables

Inform and activate supply chain (Procedures, Framework, Import/Export regulations, VIK/Sponsoring)

B) Integrator

Facilitate the interaction and cooperation between the national and the international supply chain (cross-over business incubator)

Topic & Deliverables

Shaping group of bidder's for specific project opportunities or works categories.



What are the take aways from this session?

Permanent & Temporary Infrastructure **go together** and a **smart** and **well-balanced mix** will guarantee true legacy and a successful Expo project

Event builder's industry delivers **on time and on budget**, using innovative and **sustainable infrastructure** solutions

AGES represents the industry, **sets standards** and acts as an **independent facilitator** and **communication platform** for organizers and building authorities

AGES acts at an **early stage** and supports with **specifically designed services**. **Sufficient lead time** is key to fulfil expectations



For more information, pls contact:
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Thank you for
your attention!