



Your clients events at the heart of innovation and business expertise

Offers for Integrated Software Vendors



IBM | Forum



Introduce the IBM Innovation Center in la Gaude to your clients

- ❑ **The IBM Forum La Gaude and Paris offer you the possibility to organise your business meetings and thus to benefit your clients, remotely or in an immersive way, from an environment at the leading edge of technology and innovation, to exchange with our industry experts on market trends and opportunities available to businesses, to discover solutions to serve new needs.**

- ❑ **With the IBM Innovation Center La Gaude support**
These teams of IT architects dedicated by industry, help you build your agenda and offer to complete it with presentations on topics such as : IBM middleware platforms, Cloud computing, IBM Smarter Planet strategy and Industry frameworks.

- ❑ **And the guided tour of the Industry Solution Center**
 - Introduce your clients to innovating solutions illustrating the latest market trends. Solutions serving new needs, helping them to transform their business, to differentiate and seize new growth opportunities.

 - More than 110 solutions supporting all industries, shown through real-life integrated prototypes based on business scenarios. These solutions are showcased in different areas reflecting the industry environment of your clients.



2 Offers for Integrated Software Vendors at the IBM Forum La Gaude and Paris

To facilitate the organisation of your event 2 options are available :

- ❑ A one day immersive session with your clients on site at the IBM Forum La Gaude from 3k€.
- ❑ A half-day remote session with your clients in the Telepresence room at the IBM Forum Paris from 2,8 k€.
- ❑ **Co-marketing budget** : the Members, Advanced and Premier partners can benefit from a co-marketing budget of 2.000 euros. A total cost for this operation of 1.000 euros at La Gaude or 800 euros in Paris. They must first submit their project to their IBM Marketing contact.
- ❑ **Your contact:** Regine Sultan – ISV Marketing Manager
email: regsultan@fr.ibm.com Tel : +33 (0)1 58 75 50 62



Details of the IBM Forum La Gaude offer :

- ❑ **Cost** : from 3 K€ VAT excluded, for a one day session including :
 - The event organisation for a group of 10 people during one day including lunch and coffee breaks.
 - The support and intervention during 1 hour of an IT architect from the IBM Innovation Center on the demonstration of your choice.
 - The visit of the Industry Solution Center with an industry expert
 - Optional : shuttle booking (on request)

Internet site : ibm.com/fr/ibmforumlagaude





Details of the videoconference offer from the IBM Forum Paris :

- ❑ **Cost** : from 2,8 K€ VAT excluded for a half-day session including :
 - The event organisation for a group of 12 people during a half-day including breakfast and cocktail.
 - **In video-conference mode from our Telepresence room :**
 - The support and intervention during 1 hour of an IT architect from the IBM Innovation Center on the demonstration of your choice
 - ½ hour virtual visit of the Industry Solution Center with an industry expert

Site internet : ibm.com/fr/ibmforum





IBM|Forum

Vitrine d'un monde de connaissances.

IBM Forum La Gaude and Paris Our services and logistical support for your event



□ **Our event management services :**

Assistance in organising the event and participation to the building of the agenda
Reservation and availability of a conference room and booking of catering services
Provision of IBM Forum branded notepads, pens and folders
Badges, signage and customised evaluation forms
On request at La Gaude : shuttle booking

□ **Our equipment and technical support :**

Several meeting rooms all equipped with desk, video projector, screen projection, audio and video conference systems, wifi
An HD Telepresence/videoconference room based on Polycom technology in Paris
An HD DirectPresence room based on Cisco technology in La Gaude

□ **Our logistics**

Hosting is provided by 3 hostesses
Catering with many choices of cocktails and buffets
Logistical, technical and audiovisual



Industry Solution Center

Video : <http://www.youtube.com/watch?v=RwQEmgQ5XHo>

