



**IoT + LoRaWAN™**  
SOLUCIONES PARA LATINOAMÉRICA

**MAYO 28-29, 2020**  
**GUAYAQUIL- ECUADOR**

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## INVITATION

You are kindly invited to participate as a sponsor in our first IoT + LoRaWAN Conference of the Americas.

Invited are all companies or persons who develop, use or market the LoRaWAN protocol in their actual or future products. As an important component, the providers of data structuring and transforming solutions such as BIG DATA and Business Intelligence will be present.

**Benefits** arising from your participation:

- Gain access to a very large and mostly untapped market of all data retrieving and process optimization applications in the verticals addressed by the LoRaWAN protocol.
- Be part of an eco-system that will promote and implement the future solutions for Latin America.
- Personally meet with future partners
- Become part of the IoT + LoRaWAN LATAM Hub for future access to products, services, information and technical cooperation in benefit of suppliers and LATAM participants.
- Sound board with future users, integrators and communication providers to establish if your products or solutions are applicable or need be adapted to local conditions.
- Firsthand knowledge of the regulatory conditions of each country and idiosyncratic peculiarities involved in working with LATAM.
- Show your products or solutions in the stands, display panels and documents handed out to participants.

**Main Themes:**

Introduce the benefits and multiple uses of the IoT + LoRaWAN combination, their future development and disruptive nature.

Present use cases in the various verticals

Showcase alternatives of sensors, gateways and service providers and their use.

Introduce the concept of: From data acquisition to value creation through use of information technologies.

**Organizers:**

Through a series of Conferences held in Ecuador it was realized that LATAM had great potential and the actors readily embraced these new developments. It was also found that the applications were unlimited due to the actual level of technical development.

This led to Miromico (Switzerland) in the person of Dr. Schekeb Fateh, Compesa in the person of Mr. Patrick Bredthauer, and Loriot in the person of Julian Studer to organize this Conference.

Schekeb graduated as Dr. from the ETH University in Switzerland and is specialist the promotion of embedded systems and sensors.

Patrick graduated from the University of St. Gallen and his career was in the cement industry where he became the CEO of Holcim Ecuador. He has been in Latin America for 40 years.

Julian CEO of the Lorient AG Switzerland, decided to go his own way after working more than 10 years in banking in Geneva and Zurich and founded LORIENT five years ago. Being now one of the leading IoT company for LPWA networks, they provide SaaS services in more than 140 countries. LORIENT is headquartered in Zurich and they have offices in Valencia, Budapest, Berlin and Tel Aviv with more than 21 employees.

We endeavor to keep the cost for participants low and just cover costs. In case of a surplus, it will be applied to the next year conference. Cost overruns are covered by Compesa. Sponsors will be presented a balance sheet and report on the Conference.

### KPI's

Speakers : 46  
 Platinum sponsors : 4  
 Paid participants : 1000+  
 Guests : 15  
 Stands : 15 – 20  
 Invited participants : +/- 6000 \*  
 (\* web and mail coverage)

### Conditions of participation:

SERVICES PROVIDED TO SPONSORS				
SERVICE	PLATINUM	GOLD	SILVER	BRONZE
COST PARTICIPATION US\$	9000	7000	4000	2000
Entrances to conferences	5	3	2	1
Coffee Break Morning	X	X	X	X
Buffet Lunch	X	X	X	X
Coffee Break Afternoon	X	X	X	X
Speakers	2	1	(*)	(*)
Presence entrance billboards	X	X	X	X
Presence product billboards		X	X	
Presence Webpage	X	X	X	X
Presence published material	X			
Presence Press Conference	X			
Copy of all presentations CD	X	X		
Stand	X	X	(*)	(*)

(\*) Upon request

### Additional services:

- Special rates in nearby Hotels and selected restaurants
- Special buffet menu in case of allergies
- Tour agency on premise and available for forward planning (Tour proposals will be updated on the web page)
- Information desk
- Special buffet menu in case of allergies