

## REGISTRATION FORM: your profile in the PCH Meetings online platform (catalogue)

### Company

Company: .....

Full Address: .....

Code Post: ..... Town/City: ..... Country:.....

Tel: ..... Web Site: .....

### Billing details (obligatory)

Company: .....

Full Address: .....

Code Post: ..... Town/City: ..... Country:.....

Business registration number: ..... Sub-sector ID number \*: .....

First Name: ..... Last Name: .....

Position: ..... E-mail: .....

### Main activity(ies) (Please rate at least 5 lines)

.....  
.....

### Figures

Number of employees:  1 - 9  10 - 49  50 – 249  250 – 499  500 – 999  1000 – 2999  3000 – 5000  > 5000

Turnover (In million Euros):  < 100 K€  100 K€ - 750 K€  750 K€ - 2 M€  2 M€ - 10 M€  10M€ - 50 M€  
 50 M€ - 150 M€  150 M€ - 750 M€  > 750 M€

### Participant 1

Mrs  Mr. - Participant's full name: .....

Position: ..... Direct Line: .....

E-mail: ..... Mobile (only for use by the organisation):.....

### Participant 2

Mrs  Mr. - Participant's full name: .....

Position: ..... Direct Line: .....

E-mail: ..... Mobile (only for use by the organisation):.....

### Person in charge of this registration (if different from participant 1)

Mrs  Mr. - Participant's full name: .....

Position: ..... Direct Line: .....

E-mail: ..... Mobile (only for use by the organisation): .....

**PRODUCTION / PROCESSES**

**Production equipment:**

- Tubes, valves, connectors, accessories
- Vats/tanks
- Filters
- Driers
- Filters Driers**
- Boilermaking and pipes
- Crushers/Grinders
- Stainless steel equipment
- Agitators
- Blenders
- Mixers
- Micronizers
- Washers
- Compressors
- Reactors
- Engines and motors
- Heat exchangers
- Pumps
- Vacuum pumps
- Valves and fittings or pipework
- NEP/SEP equipment
- ATEX Equipment
- Mechanical components
- Product transfer
- Seals
- Glove compartments
- Air purifiers
- Cellular automated equipment
- Sequencers
- Molecular hybrid systems
- Rheometres and viscometers
- Thermocyclers
- Cell imaging equipment
- Cell sorters
- Nucleic acid extractors
- Automated immuno-labelling systems
- Incubators
- Automated high content cell screening systems
- High speed centrifuges
- Ultracentrifuges
- Cell culture fermenters and bioreactors
- Cell micromanipulators (magnetic)
- Cell culture micro plates
- Others: .....

**Production monitoring:**

- Computerized suspended solid control
- Flow management
- Software, information systems
- Traceability, batch control
- Others:**.....

**Processes:**

- Powder mixing
- Liquid mixing
- Dry grinding
- Wet grinding
- Compacting
- Weighing
- Washing
- Cleaning
- Drying
- Agitating
- Centrifugation
- Crystallization
- Granulation
- Filtration, purification
- Filtration Drying**
- Extraction, separation
- Liquid-solids separation**
- Extrusion
- Distillation
- Atomization / Micronization
- Concentration
- Sterilization
- Cold techniques
- Super critical fluids
- Biotransformation
- Fermentation and solid substrate fermentation
- Cellular and biolistic transfection
- Flow cytometry
- Vectorization
- Cellular microinjection
- Advanced microfluidics
- Cell manipulation, sorting and compartmentalization
- PCR amplification
- Molecular bio labelling and imaging
- Cellular cryogenic grinding
- Cell culture and propagation
- Others: .....

**Analysis, measuring, regulation:**

- On line / continuous analyzers
- Sensors / transmitters
- Gas detectors
- Recorders
- Regulators
- Actuators
- Data acquisition systems
- Remote monitoring and auto-monitoring
- Digital control and command systems
- Processes supervision, validation
- Imaging and synchrotron imaging
- Electrochemical and enzymatic biosensors
- Rheology – viscosity - elastometry
- Microscopy
- Microanalysis
- Cell analysers
- Rapid and emergency diagnostic testing
- Portable immuno-biosensors
- Others:** .....

## UTILITIES / NETWORKS / PRODUCTION ENVIRONMENT

### Equipment:

- Steam boilers
- Thermal fluid boilers
- Hot water boilers
- Biomass boilers
- Cogeneration turbines
- Heat pumps
- Generators
- Refrigeration units
- Compressors
- Vacuum pumps
- Fuel cells
- Power distribution switchboards:/ low-voltage switchboards (TGBT)
- Transformers-converters /circuit breakers-commutators
- Water treatment plants
- Condensers
- Ventilators
- Reverse osmosis systems
- Ultrafiltration systems and equipment
- Limescale removers / descalers
- Air drying equipment
- Cooling towers
- Heat transfer medium or fluid
- Refrigerant/cooling fluids
- NOX / SOX equipment
- Protecting covers
- Exchangers
- Burners
- Infra red
- Drain valves or steam traps
- Circulators
- Valves
- Filters
- Oil remover
- Tanks

- Condensate pumps
- Insulators
- Incinerators / Burners.
- Others: .....

### Buildings:

- White rooms
- Clean rooms
- Air conditioning
- Heating
- Lighting
- Laminar flows
- Sprinkler
- Fire protection systems and/or fire extinguishers
- Others: .....

### Functions :

- Heat production and/or heating
- Steam production
- Cold production
- Compressed air production
- Gas production
- Vacuum production
- Electrical wiring
- Ventilating
- Air conditioning
- Soundproofing
- Vacuum cleaning (white/clean rooms) and/or dust removal
- Water treatment
- Effluent and waste water treatment
- VOC treatment
- Waste treatment
- Waste-recovery / recycling
- Thermal insulation and/or soundproofing
- Safety / surveillance or supervision, monitoring
- Fire detection systems or fire alarm systems
- Others: .....

## ENERGY EFFICIENCY AND COST

### Methods and tools:

- Energy Lean management
- Energy modelling
- PINCH methodology
- Kaizen concepts applied to energy
- Energy measuring system
- Monitoring systems
- Performance indicators
- Energy management systems / ISO 50001
- Others: .....

### Diagnostics / Audit:

- Overall Site diagnostics
- Cold production and distribution diagnostics
- Heat and steam production and distribution diagnostics
- Compressed air production and distribution diagnostics
- Networks audit
- Pumping systems audit
- Purger (and/or drain-cock or air valve) diagnostics
- Leaks detection
- Measures
- Others: .....

### Energy purchases and supply:

- Energy contracts optimization (water, gas, electricity)
- Search for alternative or complementary energy suppliers
- Purchase strategy
- Selective power cuts (shading)
- Others: .....

### Equipment and Solutions:

- Variable speed / Start-stop
- Micro modulation burners / high- performance burners
- High Pressure/Low pressure regulation system
- Heat pump and Heat recuperation unit
- Energy high efficiency motors
- High efficiency drive systems
- LED lighting
- Electronic ballast / T5 / lighting systems
- Presence detectors / lighting monitoring
- Automated management of refrigeration unit / compressed air
- Others: .....

### Production of Renewable energy:

- Solar energy
  - Power consumption (photovoltaic production, network deletion, storage)
  - Resale on the network
  - Space rental (roof, solar parking)
- Wind power
- Biomass
- Cogeneration or combined heat and power (CHP)
- SmartGrid (control of the building electric network, storage)
- Electric vehicle charging stations (solar photovoltaic).
- Others: .....

## PACKING - PACKAGING - LOGISTICS

### Packing:

- Atomizers, aerosols
- Cases
- Caps and tops
- Labels
- Design-packaging
- Silk screening
- Pad printing
- Phials, jars, bottles, tubes
- Barrels, cans, jerry cans, buckets
- Sampling
- Others: .....

### Security and traceability:

- Marking
- Labelling
- Coding
- Identification software
- Product management and follow-up software
- Others:.....

### Packing machines and equipment:

- Printing machines
- Marking and coding machines
- Labelling machines
- Secondary Packing Machines
- Decoration machines
- Stapler and gluing equipment
- Boxes and casing machines
- Others:.....

### Packaging:

- Custom packaging
- Robots/automated equipment
- Capping, Encapsulation
- Filling, measuring
- Supervision
- Bagging, weighing
- Packing or boxing
- Cryo freezing
- Others:.....

### Storage, Logistics and Transport:

- Shelving, storage
- Computerized inventory management
- Depalletisers, palletisers
- Handling or forklift trucks
- Conveyor systems, accumulation tables
- Cardboards, boxes, containers, barrels
- Pallets
- Order preparation
- Distribution logistics
- Others: .....

### Plastics transformation:

- Thermoforming
- Injection
- Moulding
- Coating
- Extrusion, co-extrusion
- Blowing
- Flocking
- Others:.....

## RUNNING PROJECTS – COUNSELLING - EXPERTISE - TRAINING

### Running projects:

- Engineering / Installers and Original Equipment Manufacturers
- Designers of solutions for industrial sites:
  - Production/process and production environment solutions
  - Real estate and construction / development solutions
- Outsourced project management / user control / assistance in prime contracting
- Specification of needs/programming/functional analysis
- Others:.....

### Expertise:

- Audit and industrial diagnosis
- Regulatory affairs
- Control / inspection / validation
- Industrial maintenance
- Human Resources Management
- Information Systems Management
- Others: .....

### Specialised counselling:

- Investment analysis and decision
- Organisation of activities and site, flow management
- Organisation and management of production / logistics, productivity, process environment
- Real estate and construction / development solutions
- Bringing up to standards, application of regulations
- Quality, performance improvement (6 sigma, etc.)
- Others: .....

### Security:

- Protection of equipment
- Industrial Risk
- Operating Reliability
- Safety Equipment
- Personal protection equipment
- Others: .....

### Training:

- Technical training
- Safety training
- Others: .....

# PCH Meetings terms & conditions

Event name: **PCH Meetings 2023** (referred to as the "Event")  
Date: **November 29-30, 2023** (referred to as the "Event date")  
Location: **Espace Tête d'Or** (referred to as the "Place"):  
City, Country: **Lyon, France**

## 1. ORGANIZATION

The Event is organized by **abe - advanced business events**, a limited company with a stated capital of 50.000 Euros, whose registered head office is located at 10 Rue de la Rochefoucauld – CS50300 - 92100 Boulogne Billancourt Cedex - France, hereafter referred to as the Organizer.

## 2. PURPOSE

These regulations stipulate the terms and conditions according to which the Organizer sets up and runs the Event. They detail the respective rights and obligations of the Organizer and the signing company, hereafter referred to as the Participant. The Participant formally undertakes to abide by these regulations.

## 3. PLACE AND DATE

The Event will be held at the Place and dates indicated here above. The Organizer is free to change the Place or Date of the Event in case the Place is rendered unavailable or in case of *force majeure*, in which case no compensation shall be due to the Participant. The Organizer is free to cancel the Event further to expressly notifying the Participant, in which case ongoing registration applications shall be cancelled ipso jure, without any compensation due to the participant.

## 4. REGISTRATION, CANCELLATION, PAYMENT

Any company or institution is allowed to attend the Event provided it has the relevant skills to enter into negotiations with other attendees. The Organizer reserves the right to deny any registration without any obligations to justify their decision.

In the event the Participant cancels their registration twenty one days (21) or more prior to the Event, forty percent (40) of the total registration fees shall be due to the Organizer. In the event the Participant cancels their registration twenty day (20) or less prior to the Event, the total registration fees shall be due to the Organizer.

All invoices issued and sent to the Participant must be remitted at the latest 5 days prior to the Event. The Organizer reserves the right to deny access the Participant to the Event if their accounts are not settled.

## 5. SERVICES INCLUDED IN THE OVERALL PARTICIPATION FEE

The Organizer shall deliver the services and products as explicitly described in the booking form attached to this agreement.

## 6. OBLIGATION TO PRODUCE A RESULT

The Organizer undertakes to diligently use the resources available to it without being subject to an obligation to produce any results.

## 7. INSURANCE

The Organizer is the sole legal responsible for the Event. However the Organizer's responsibility shall not be engaged for any damage caused to the Participant by a third party.

The Place is the sole legal responsible for the facility and premises, permanent or temporary, used for the Event, as well as all companies and activities operating and running under their direct request.

The Participant must hold an insurance policy that covers all damages caused by them, their staff or their belongings to a third party. The Participant must hold an insurance policy that covers all damages caused to their equipment and materials brought to the Event.

## 8/ APPLICABLE AMENDMENTS

The Organizer reserves the right to introduce addendums to this agreement in order to handle any matters not initially mentioned in this agreement. Such amendments shall be notified and diligently sent to the Participant and immediately come into force. The Organizer reserves the right to terminate this agreement and therefore cancel the Participant's registration, should the latter not comply with the terms and conditions of this agreement. In such an event, the Organizer shall notify the Participant in writing, and no compensation or refund shall be due to the Participant.

## 9/ USE OF PARTICIPANT LOGO

The Organizer reserves the right to retrieve and use the Participant's company logo on marketing materials designed to promote the event by showing a list of registered companies, called participants. If the Participant disagrees and wishes their logo to be removed from such marketing materials, they must explicitly address their request in a written form.

## 10/ SETTLEMENT

In the event of disagreement, the Participant shall submit a written request to the Organizer and seek an amicable settlement. If no amicable settlement is reached, the tribunal of Nanterre, France, shall be the sole competent tribunal to handle the case.

## 12/ PRIVACY AND SECURITY POLICY

The Participant understands that the Organizer will collect detailed information about their business for the sole purpose of conducting the Event and delivering the services described in the attached booking form.

Company Name : \_\_\_\_\_

Address : \_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

Contact Name : \_\_\_\_\_

I hereby agree with advanced business events terms and conditions and [the policy of privacy & confidentiality and management of personal information](#)

Date: \_\_\_\_\_

Signature:

Company seal:



# Registration Validation

## TERMS OF PARTICIPATION

- This attendance application form must be sent together with a deposit of 60% of the total cost of your participation excl.-VAT.
- Should the exhibitor fail to attend, abe shall retain the deposit.
- The signatory expressly states that he has read the general terms stipulated on the back of the registration form and undertakes to comply with the same.
- **abe reserves the right to refuse any registration without justifying its decision.**

### Packages with Appointments

- |   |                   |
|---|-------------------|
| <input checked="" type="checkbox"/> <b>Mandatory registration fees (heating, electricity and furniture)</b> | € 200 excl.-VAT   |
| <input type="checkbox"/> PCH Meetings <b>First package:</b>   | € 4,300 excl.-VAT |
| <input type="checkbox"/> PCH Meetings <b>Business package:</b>  | € 5,200 excl.-VAT |
| <input type="checkbox"/> PCH Meetings <b>Executive package:</b>   | € 6,500 excl.-VAT |
| <input type="checkbox"/> PCH Meetings <b>WORKSHOP Area:</b>   | € 3,100 excl.-VAT |
| <input type="checkbox"/> Formula " <b>DUO</b> " PCH Meetings – Intermaintenance                             | € 6,400 excl.-VAT |

### Options

- |   |                           |                     |
|---|---------------------------|---------------------|
| <input type="checkbox"/> Additional person:   | € 400 excl.-VAT x .....   | = € ..... excl.-VAT |
| <input type="checkbox"/> Your advertisement on <a href="http://www.pchmeetings.com">www.pchmeetings.com</a> : | € 150 excl.-VAT x .....   | = € ..... excl.-VAT |
| <input type="checkbox"/> Additional presentation:   | € 500 excl.-VAT x .....   | = € ..... excl.-VAT |
| <input type="checkbox"/> Logo:  | € 300 excl.-VAT x .....   | = € ..... excl.-VAT |
| <input type="checkbox"/> Organize a workshop:   | € 800 excl.-VAT x .....   | = € ..... excl.-VAT |
| <input type="checkbox"/> Extra Meetings Schedule:   | € 1.700 excl.-VAT x ..... | = € ..... excl.-VAT |

**TOTAL excl.-VAT :** = € .....

### You can pay by Bank Transfer

BNP PARIBAS PARIS-CENTRE AFFAIRES - 8-10 avenue Ledru Rollin - 75012 Paris, France

IBAN : FR76 3000 4008 0400 0107 2835 736

Swift : BNPAFRPPXXX

or by credit card (please contact us)

### The total due must be paid before the event

The remaining balance must be paid when you receive the invoice. I hereby agree with all the terms and participation conditions of PCH Meetings 2023.

Signed in (city):

Date:

Signature & business stamp:



# PCH Meetings Packages

## First package

€ 4,300 excl.-VAT

<p><b>4 m<sup>2</sup></b> fixed stand (2x2)</p> <p>1 person</p> <p>spot lights, one table, 4 chairs, carpet, fascia board, WIFI, Banner</p>	<ul style="list-style-type: none"> <li>♦ <b>A schedule of face-to-face meetings</b></li> <li>♦ <b>Additional meetings arranged at the venue</b></li> <li>♦ <b>Technical catalogue</b> of participants (including detailed records of decision makers present)</li> <li>♦ <b>Special invitations:</b> you may request <u>invitations</u> for contacts you are trying to reach or with whom you work. These contacts must be involved in a project study. Abe will look after their accommodation for 1 or 2 nights on behalf of your company.</li> <li>♦ Admission to the workshops.</li> <li>♦ Meals: lunches on November 29 &amp; 30, Permanent coffee break and Gala party on Nov. 29.</li> <li>♦ Permanent assistance by abe company during the entire event.</li> </ul>
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## Business package

5,200 excl.-VAT

<p><b>6 m<sup>2</sup></b> fixed stand (2 x 3)</p> <p>1 person</p> <p>spot lights, one table, 4 chairs, carpet, fascia board, WIFI, Banner</p>	<ul style="list-style-type: none"> <li>♦ <b>A schedule of face-to-face meetings</b></li> <li>♦ <b>Additional meetings arranged at the venue</b></li> <li>♦ <b>Technical catalogue</b> of participants (including detailed records of decision makers present)</li> <li>♦ <b>Special invitations:</b> you may request <u>invitations</u> for contacts you are trying to reach or with whom you work. These contacts must be involved in a project study. Abe will look after their accommodation for 1 or 2 nights on behalf of your company.</li> <li>♦ Admission to the workshops.</li> <li>♦ Meals: lunches on November 29 &amp; 30, Permanent coffee break and Gala party on Nov. 29.</li> <li>♦ Permanent assistance by abe company during the entire event.</li> </ul>
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## Executive package

€ 6,500 excl.-VAT

<p><b>12 m<sup>2</sup></b> fixed stand (3x4)</p> <p><b>2 people</b></p> <p>spot lights, 2 tables, 8 chairs, carpet, fascia board, WIFI, 2 banners</p>	<ul style="list-style-type: none"> <li>♦ <b>A schedule of face-to-face meetings</b></li> <li>♦ <b>Additional meetings arranged at the venue</b></li> <li>♦ <b>Technical catalogue</b> of participants (including detailed records of decision makers present)</li> <li>♦ <b>Special invitations:</b> you may request <u>invitations</u> for contacts you are trying to reach or with whom you work. These contacts must be involved in a project study. Abe will look after their accommodation for 1 or 2 nights on behalf of your company.</li> <li>♦ Admission to the workshops.</li> <li>♦ Meals: lunches on November 29 &amp; 30, Permanent coffee break and Gala party on Nov. 29.</li> <li>♦ Permanent assistance by abe company during the entire event.</li> </ul>
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## Formula 4 WORKSHOP Area (Formula with no meetings)

€ 3,100 excl.-VAT

<p>A location on the Workshop pavilion PCH Meetings 2022 (At the heart of the event). Offer dedicated for: new customers and innovative SME / SMI who want to discover the event.</p> <p><b>4 m<sup>2</sup></b> fixed stand (2x2)</p> <p>1 person</p> <p>spot lights, one table, 4 chairs, carpet, fascia board, WIFI, Banner</p>	<p>At the heart of the event <b>4 m<sup>2</sup></b> fixed stand (2x2)</p> <p>Attention: Strategic area limited to 5 companies!</p> <ul style="list-style-type: none"> <li>♦ <b>Technical catalogue</b> of participants (including detailed records of decision makers present)</li> <li>♦ <b>25 Special invitations:</b> you may request <u>invitations</u> for contacts you are trying to reach or with whom you work. These contacts must be involved in a project study. Abe will look after their accommodation for 1 or 2 nights on behalf of your company.</li> <li>♦ Admission to the workshops.</li> <li>♦ Meals: lunches on November 29 &amp; 30, Permanent coffee break and Gala party on Nov. 29.</li> <li>♦ Permanent assistance by abe company during the entire event.</li> </ul>
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## Formule 5 / Formula "DUO" PCH Meetings – Intermaintenance € 6 400 excl.-VAT

Stand of 6 m2 fully equipped 6,000 Euros excl VAT (\*) Intermaintenance will be held on the same dates and venue as PCH Meetings. Intermaintenance also deals in appointment format with multi-sector maintenance solutions and innovations.

<b>8m<sup>2</sup> fixed stand (2 stand of 4m<sup>2</sup>)</b>	<ul style="list-style-type: none"><li>♦ <b>A schedule of face-to-face meetings for PCH Meetings &amp; Intermaintenance</b></li><li>♦ <b>Additional meetings arranged at the venue for PCH Meetings &amp; Intermaintenance</b></li><li>♦ <b>Technical catalogue</b> of participants (including detailed records of decision makers present)</li><li>♦ <b>Special invitations:</b> you may request <u>invitations</u> for contacts you are trying to reach or with whom you work. These contacts must be involved in a project study. Abe will look after their accommodation for 1 or 2 nights on behalf of your company.</li><li>♦ Admission to the workshops.</li><li>♦ Meals: lunches on November 29 &amp; 30, Permanent coffee break and Gala party on Nov. 29.</li><li>♦ Permanent assistance by abe company during the entire event.</li></ul>
<b>2 persons</b>	
spot lights, one table, 4 chairs, carpet, fascia board, WIFI, Banner	

## OPTIONS

### ✓ Additional person

PCH Meetings' technical catalogue gives you the opportunity to get detailed information on all the Decision Makers attending the event.

#### ♦ Why more than one person?

- You optimize your participation, you meet a maximum of contacts, you can receive decision-makers who come to your stand spontaneously and you can manage your participation with greater availability.
- You give the people you meet more accurate knowledge of your expertise (Presence of an expert).

€ 400 excl.-VAT

### ✓ Your advertisement on [www.pchmeetings.com](http://www.pchmeetings.com)

Put your company forward on the "participants" page on the PCH Meetings website [www.pchmeetings.com](http://www.pchmeetings.com) through your advertising. It is viewable when participants click on the name of your company.

€ 150 excl.-VAT

### ✓ Additional presentation:

A second presentation form in the technical catalog. This is the opportunity to present the know-how or complementarity of a partner / a division of your company. Does not give rise to a second schedule. Appointment requests will be integrated into the first schedule.

€ 500 excl.-VAT

### ✓ Your logo on [www.pchmeetings.com](http://www.pchmeetings.com)

You put forward on the "participants" page, on the PCH Meetings website [www.pchmeetings.com](http://www.pchmeetings.com), thanks to your logo and the direct link to your Website, for a better targeting of your appointments and help the participants get the best information about your company.

**We can also offer you the opportunity to put your logo/banner in the rubric "The Partners" of our official Website for one year. In the same way, you put forward on your website the PCH Meetings Exhibition logo/banner with a direct link to our website.**

€ 300 excl.-VAT

### ✓ Organize a workshop

A thematic workshop gives you the opportunity to describe and communicate about your skills and expertise, to a larger number of decision-makers in a minimum amount of time.

#### ♦ Why run your own thematic workshop?

- You can efficiently promote your know-how and the advantages you have over other service providers while addressing the topical issues of your industry.
- The thematic workshops are learning-based and designed to be a true work tool, on a theme of your choice together with the decision-makers who have decided to attend.
- Using an interactive method, you can really talk to the attendees.
- The thematic workshops last 30 minutes and are held in a professional but friendly environment.

€ 800 excl.-VAT

#### ♦ The service includes:

- An advertising campaign run by advanced business events via
  - on the Website - [www.pchmeetings.com](http://www.pchmeetings.com),
  - on site with the PCH Meetings' technical catalogue

### ✓ Extra Meetings Schedule:

You can optimize your participation with this schedule. (Only available as part of the PCH Executive packages).

#### ♦ The service includes:

- 1 extra appointment schedule (at your stand).
- Free registration of an extra person.

€ 1,700 excl.-VAT

