



2015 EVENTS & ACTIVITIES  
**PARTNERSHIP**  
**P R O S P E C T U S**

# CONTENTS

DESIGNING SUCCESS, BUILDING RESULTS	1
ACENZ - THE TRUSTED ADVISOR	2
OPPORTUNITY OVERVIEW & PREMIUM STRATEGIC PARTNER	5
ACENZ EVENTS	6
CONFERENCE PACKAGES	12
PRINCIPAL AWARD PARTNER	23
ABOUT US	24
TESTIMONIALS	25
INCLUDED MARKETING	26
INVESTMENT	27
DESIGNING SUCCESS FORM	28

# DESIGNING SUCCESS BUILDING RESULTS

## WHY SUPPORT AN ACENZ EVENT?

ACENZ is the association that represents business services and advocacy in the consulting industry for professionals in the built and natural environment. We are the Trusted Advisor to our members, 175 firms or more than 10,000 personnel, to Central and Local Government such as Ministry of Education, Ministry of Business Innovation and Employment, and key industry bodies such as NZ Transport Agency, Auckland Council, Wellington Council, plus many more. Partner with ACENZ to gain access to our members and to be present among the nation's industry changers. [ACENZ has opportunities for National and Regional exposure.](#)

Our members are senior leaders and upper management...decision makers and policy setters. As their Trusted Advisor, partnership with ACENZ puts your brand, your service, your product in front of our members with a sharp eye, who look to us for guidance, advice and strong relationships with the people who matter. While ACENZ has traditionally been an engineering organisation, our membership is diverse and member firms employ a range of staff including; architects, planners, surveyors, scientists, project managers, quantity surveyors, and more. [ACENZ can align your business development targets to the right membership group.](#)

This document contains a variety of opportunities to partner with us, to build results together. Whether you are looking to reach today's champions or tomorrow's shining stars, ACENZ offers an opportunity for all from intimate Regional events to large scale conference dinners. Without the support from our partners, those activities and events would be limited and few. [ACENZ supports the industry and we know you do too!](#)

Be a part of the leading organisation for professionals in the built and natural environment. If you are a like minded organisation and want to place your company in this influential market, please read on and send us your interest!



Kieran Shaw  
ACENZ Chief Executive



Keryn Kliskey  
ACENZ President  
Opus International Consultants Ltd

# ACENZ

## THE TRUSTED ADVISOR

ACENZ is a firm based organisation that focuses on the business of consulting in the built and natural environment. Our members are located all over New Zealand and range from sole practitioners to multi-national companies of over 2,000 personnel. Our member firms comprise nearly all New Zealand consulting engineering firms who offer a range of services from specialty engineering such as Food Process Engineering and Fire Engineering to the commonly thought of “engineering” disciplines of structural and civil.

We focus our goals, activities, strategies on what’s good for the business of consulting, targeting our members’ interests and acting as the Trusted Advisor to the public for the national good. ACENZ has demonstrated strong influence on decision makers in achieving positive outcomes relevant to public policy, procurement practices, regulation and legislation.

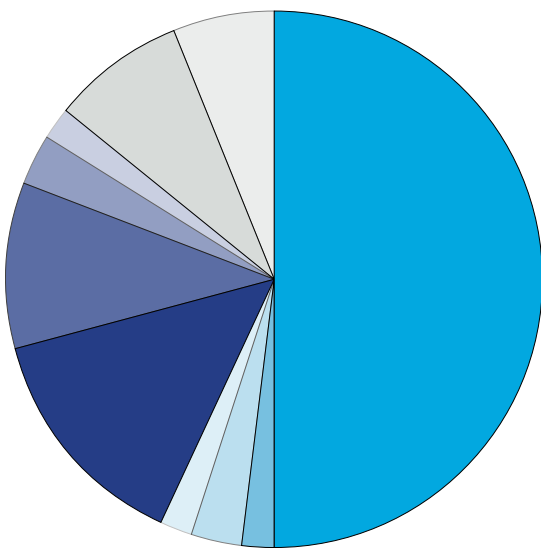


# GET TO KNOW US...

## KEY FACTS

### OUR MEMBERSHIP

ACENZ is a firm based membership organisation, with member firms' personnel totalling over 10,000. As member firms practice in an array of engineering disciplines and consulting services their staff vary in background and discipline as well. Learn more about our evolving membership profile below.



**50%** Engineers, **14%** Technicians, **10%** Administrators, **8%** Other, **6%** Contract Personnel, **3%** Planners, **3%** Scientists, **2%** Architects, **2%** Surveyors, **2%** IT.

### TOTAL PERSONNEL BY CATEGORY

ACENZ has a diverse mix of membership including engineers, architects, planners, surveyors, technicians, scientists, administrators, IT professionals, etc. While we remain a strong majority of engineering professionals, the other half includes professionals in a wide array of background and study.

Each of those professional categories utilise different suppliers and partners to complete their everyday tasks and projects. ACENZ remains THE organisation for consulting professionals in the built and natural environment.



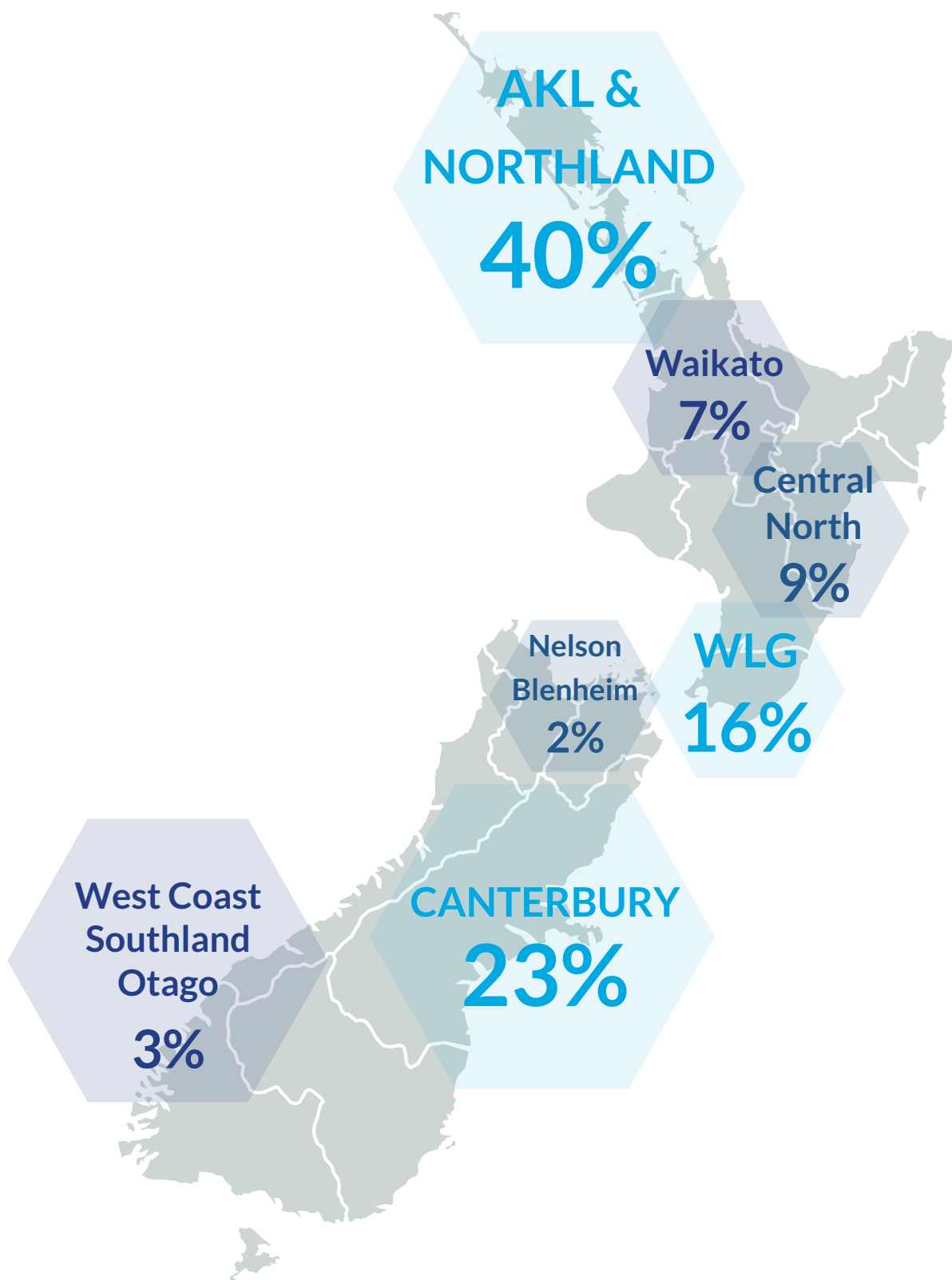
### TOTAL PERSONNEL BY EXPERIENCE

Just as different professional categories need different things for their jobs, so do professionals with different levels of experience. ACENZ's diversity in experience ensures a thorough perspective and view on a range of matters, policy, product, and opinions.

Partner with us and you will gain access to a diverse pool to collect feedback and perspective from. Access the senior leadership and experienced personnel, young professionals, overseas thinkers and technical minded assets that make New Zealand what it is.

## OUR MEMBERSHIP BY REGION

ACENZ is a national organisation with member firms spanning the entire country. While the majority of our events happen in the three major centres of Auckland, Wellington and Christchurch, our Area Representatives coordinate regional activity. Partner with ACENZ to reach our members, no matter what part of the country you are located in or wanting to reach.



# OPPORTUNITY OVERVIEW

Without the generous support of our industry partners and event sponsors, many of the programs and events could not happen. ACENZ is a not for profit organisation of three full time staff with one part time staff serving the needs of our members and working on behalf of the general public, pursuing the common good for all involved in the built and natural environment. The majority of our events are for members and guests of ACENZ including Ministers, Government Officials, CEOs, Senior Management, Young Professionals and Ordinary Members. Our event attendees are passionate about the industry and by partnering with ACENZ you can show our members and the industry as a whole that you care about them and their businesses.

We invite you to browse all ACENZ activity options and encourage you to contact us if interested. All packages can be discounted for a multi-year agreement and price can be negotiated with benefit evaluation. Don't see something that fits? Contact us to discuss a custom package that ensures a good result for all.

## ACENZ PREMIUM STRATEGIC PARTNER

In addition to the packages tied to specific events or programmes, ACENZ offers a première tier of partnership in the Premium Strategic Partner package. Showcase your commitment to the industry and align with ACENZ to create mutual opportunities for networking, feedback sharing, access to contacts and promotion of your business development goals.

As a Premium Strategic Partner, your entitlements would include;

- Recognition as a National Strategic Partner
- One complimentary full delegate conference registration (July 30-August 1, 2015 in Hanmer Springs)
- Invites to ALL member events (where cost involved, at member price) for one representative
- Logo on ACENZ homepage as a National Strategic Partner
- One full page ad in the Awards Magazine
- Four 1/3 page ads in our bimonthly e-newsletter, the Trusted Advisor
- List of ACENZ Member Firms with generic contact details
- Exclusivity as the only ACENZ recommended company in your field
- Logo, direct hyper-link and 500 words to convey company message on our website Sponsorship page
- "Partner of the Month" slide on homepage (one of four scrolling banner images displayed in prime homepage position)
- Personal introductions at conference to target member firms and key contacts
- 15% discount on any additional sponsorship opportunity

**TOTAL VALUE OVER \$20,000**

# BREAKFAST SPEAKER SERIES

The ACENZ Breakfast Speaker Series is an opportunity for members to enjoy an informative presentation from a prominent industry speaker on a range of topics. Past speakers have included the Minister of Building and Construction, the Minister for the Canterbury Earthquake Recovery, persons from the Ministry of Business, Innovation and Employment (MBIE), major cities' CEOs and managing directors, senior staff from major clients such as Watercare, Auckland Council, BRANZ, to name a few.

Breakfasts are typically held in the major city centres of Wellington, Auckland and Christchurch with attendance ranging from 30 to 55 in past years. This package will include the four main centres of Auckland, Wellington, Christchurch and Hamilton.

As a Breakfast Speaker Series sponsor, your entitlements include:

- One complimentary Full Delegate conference registration (July 30-August 1, 2015 in Hanmer Springs)
- Two complimentary breakfasts at each breakfast meeting
- Acknowledgment as the Breakfast Speaker sponsor at the function
- Opportunity to address attendees (up to 5 minutes)
- Opportunity to place two company banners at the function venue
- Logo included on the breakfast event invite (emailed to entire Membership base)
- Write-up in The Trusted Advisor e-newsletter
- One 1/3 page ad space in The Trusted Advisor e-newsletter (concluding the write-up of the event)
- Logo and up to 200 words to profile your company on the ACENZ website sponsorship page

Take advantage of this opportunity to intimately network with key personnel, many of whom are the Managing Directors, CEOs and Team Leaders of our member firms. Establish relationships and connect with the people in your target regions by supporting the ACENZ Breakfast Speaker Series.





# THE BUSINESS OF CONSULTING SPEAKER SERIES

The Business of Consulting Speaker Series is a new development with ACENZ culminating from member feedback to address current issues that face our SMEs and Branch Managers. Particular topics will include issues that can translate from other industries involved in consulting, not just engineering and a strong focus will be on business leaders sharing their stories of learning, difficult lessons and bright ideas.

Potential topics include:

- Succession Strategy - Planning the Beginning of the End
- The Art of Wearing Many Hats - How to be Effective as an Administrative Multi-Tasker
- Consulting Across Industry - Case Study of Consulting in Another Field
- Awkward Conversations - Managing Client Relationships Well

This series may be attached to other ACENZ events such as conference or be offered as stand alone events in the main centres and we expect attendance to be equivalent to breakfast meetings, around the 30-55 mark. This package will include the four main centres of Auckland, Wellington, Christchurch and Hamilton.

As the Business of Consulting Speaker Series sponsor, your entitlements include:

- One complimentary Full Delegate conference registration (July 30-August 1, 2015 in Hanmer Springs)
- Two complimentary tickets to attend each speaker session (exception - conference)
- Opportunity to address attendees (up to 5 minutes) at each speaker session (including conference)
- Opportunity to place two company banners at the function venue
- Logo included on the event invite (emailed to entire Membership base)
- Logo included on conference material (logo to be provided by print date deadline)
- Write-up in The Trusted Advisor e-newsletter
- One 1/3 page ad space in The Trusted Advisor e-newsletter (concluding the write-up of the event)
- Logo and up to 200 words to profile your company on the ACENZ website sponsorship page



# ACENZ DEBATES

2014 saw the first ACENZ Debate, originally meant as a one off member event. It was so successful with members pouring out positive feedback and comments that it will become an annual event in multiple locations. The evening function incorporates time for members to network and connect with one another in an informal atmosphere before and after the main event, the debate. Two teams of 3-4 then match wits against each other on fun and thought provoking topics. An example of our January debate was "Should Engineers Retire at 50?" Teams are formed from opposite member groups; young professionals vs. baby boomers, architects vs. engineers, Aucklanders vs. the rest of New Zealand. These debates are designed to be a fun and relaxed evening with a little thought provoking laughter worked in.

Our Auckland debate attracted upwards of 50 guests in early January and we expect upwards of 80 for future events in the main city centres.

As a Debate sponsor, your entitlements include:

- Three representatives may attend the event
- Acknowledgment as the Debate sponsor at the function
- Opportunity to address attendees (up to 5 minutes)
- Opportunity to place two company banners at the function venue
- Logo included on the event invite (emailed to entire Membership base)
- Write-up in The Trusted Advisor e-newsletter
- One 1/3 page ad space in The Trusted Advisor e-newsletter (concluding the write-up of the event)
- Logo and up to 200 words to profile your company on the ACENZ website sponsorship page

This is a wonderful opportunity to establish relationships with a wide array of member groups including Senior Management, Young Professionals, Engineers, Architects, Planners, Project Managers and more.



# YOUNG INDUSTRY LEADERS AFTER 5

ACENZ Young Professionals are an integral part of the goals and future strategy of the organisation and industry, they are the elements or building blocks for the future of the industry. As the Trusted Advisor providing business leadership in matters relating to the built and natural environment, we seek to assist the next generation of leaders through the ACENZ Young Industry Leaders Group.

Founded in 2013, under the leadership of President Lyall Green, identifying a need to empower the Young Leaders in the industry, ACENZ began to welcome all Young Professionals (35 and younger) and any others who want to support the next generation through mentor relationships and experience sharing to benefit the entire industry.

The After 5s hope to focus on business related topics and interesting speakers, rather than technical training. Paired with opportunity to network with more established members of the consulting industry, these informal events are hosted in member or partner sponsor's office space and includes networking drinks and nibbles before and after a speaker presentation. Our first Auckland After 5 attracted upwards of 60 Young Professionals and guests. If your goal is to reach the future leaders of the industry, then the Young Industry Leaders group is for you.

As a Young Industry Leader sponsor, your entitlements include:

- Three representatives may attend the event
- Acknowledgment as the sponsor at the function
- Opportunity to address attendees (up to 5 minutes)
- Opportunity to place two company banners at the function venue
- Logo included on the event invite (emailed to entire Membership base)
- Write-up in The Trusted Advisor e-newsletter
- One 1/3 page ad space in The Trusted Advisor e-newsletter (concluding the write-up of the event)
- Logo and up to 200 words to profile your company on the ACENZ website sponsorship page



# ACENZ

## COCKTAIL NETWORKER

The Annual ACENZ Cocktail Networking event is one of the highlights of the year bringing together our members, industry VIPs, government officials, key clients and stakeholders all in one place. Light speeches are delivered by our CEO, President and a select VIP and members are encouraged to network with one another. It is a relaxed after-work event designed to connect our members to their industry, encourage discussion and to introduce new professional relationships.

Historically, attendance ranges by city but have attracted between 50-120 members at each event and they are hosted in a fun and interesting venue or bar.

As a Cocktail Networking sponsor, your entitlements include:

- Three representatives may attend the event
- One complimentary full delegate conference registration (July 30-August 1, 2015 in Hanmer Springs)
- Acknowledgment as the sponsor at the function
- Opportunity to address attendees (up to 5 minutes)
- Opportunity to place two company banners at the function venue
- Logo included on the event invite (emailed to entire Membership base)
- Write-up in The Trusted Advisor e-newsletter
- One 1/3 page ad space in The Trusted Advisor e-newsletter (concluding the write-up of the event)
- Logo and up to 200 words to profile your company on the ACENZ website sponsorship page



# LUNCH & LEARN

The ACENZ Lunch & Learn is an adapted programme targeted at internal education and firm networking. Short presentations of no more than 15 minutes are given and made to individual ACENZ member firms in their office space. Staff are invited to bring their own lunch (or have it provided by our partner sponsor) and hear a quick presentation on a range of topics. Attendees then have time to ask questions and network with each other in a casual atmosphere over lunchtime.

These intimate events range in size, depending on the firm being visited and personnel in the office that day. Typical attendance is between 10-25 personnel with ample Q&A time concluding the short presentation. This event is great for targeting a particular firm or region and establishing real connections with personnel of that firm.

As the Lunch and Learn sponsor, your entitlements include:

- Up to two personnel may attend each event to deliver the presentation and Q&A
- Logo and up to 100 words to profile your company on the ACENZ website sponsorship page
- Opportunity to place one company banner at the function venue
- Logo included on the event invite (emailed to entire Membership base)

These events should be primarily targeted in the regions and organised with our local ACENZ Area Representative.



# PRESIDENT'S WELCOME

The President's Welcome officially opens our conference each year with attendees beginning the night with light canapés and an opportunity to network with their colleagues, the exhibitors and other key sponsors, VIP guests and conference speakers. This casual opening is the perfect start to the conference and allows real connections and relationships to be formed and old ones to grow, providing attendees a truly great opportunity to be seized.

A little about conference; the ACENZ Annual Conference is a 2.5 day event beginning with the President's Welcome, a full day programme on Friday, half day programme on Saturday with opportunity for leisure activities in the area and it all concludes with the black tie INNOVATE Awards Dinner Gala on Saturday night. ACENZ typically attracts between 120- 140 conference attendees including senior management, Young Professionals, industry leaders, Government officials and international guests.

As the President's Welcome sponsor, your entitlements include:

- One complimentary full delegate conference registration (July 30-August 1, 2015 in Hanmer Springs)
- Acknowledgment as the sponsor at the function
- Opportunity to address attendees (up to 5 minutes)
- Personal introductions to key attendees
- Opportunity to place two company banners at the function venue (vertical pop up size or one larger banner)
- Logo included on conference collateral (if provided by print deadline)
- One complimentary satchel insert
- Up to 100 words to profile your company in the conference programme
- One 1/3 page ad space in The Trusted Advisor e-newsletter (concluding the write-up of the event)
- Logo and up to 200 words to profile your company on the ACENZ website sponsorship page



# ICEBREAKER “MONTY PYTHON” COSTUME DINNER

Our Icebreaker dinner is one of the shinning nights of the conference allowing delegates to cut loose after a full day of speakers and presentations from conference. For 2015, the costume theme will be “Monty Python” allowing any manner of creativity in costume and ensuring the evening is memorable and fun.

A little about conference; the ACENZ Annual Conference is a 2.5 day event beginning with the President’s Welcome, a full day programme on Friday, half day programme on Saturday with opportunity for leisure activities in the area and it all concludes with the black tie INNOVATE Awards Dinner Gala on Saturday night. ACENZ typically attracts between 120-140 conference attendees including senior management, Young Professionals, industry leaders, Government officials and international guests.

As the Icebreaker dinner sponsor, your entitlements include:

- One complimentary full delegate conference registration (July 30-August 1, 2015 in Hanmer Springs)
- Five additional dinner tickets to the event (note this does not include attendance at any other conference function)
- Acknowledgment as the sponsor at the function
- Opportunity to address attendees (up to 5 minutes)
- Personal introductions to key attendees
- Opportunity to place two company banners at the function venue (vertical pop up size or one larger banner)
- Logo included on conference collateral (if provided by print deadline)
- One complimentary satchel insert
- Up to 100 words to profile your company in the conference programme
- One 1/3 page ad space in The Trusted Advisor e-newsletter (concluding the write-up of the event)
- Logo and up to 200 words to profile your company on the ACENZ website sponsorship page



# INNOVATE AWARDS GALA DINNER

Concluding the conference is the ACENZ INNOVATE NZ Awards of Excellence Gala Dinner on Saturday, August 1, 2015 in Christchurch. This black tie gala function welcomes conference attendees and award recipients, clients, contractors, industry leaders, VIPs and government officials to celebrate innovation and excellence in the built and natural environment. The awards gala hosts anywhere between 250-280 guests for a three course dinner with welcome drinks prior to the seated dinner. Associate your company with the prestige and honour of the 50th Anniversary of the INNOVATE NZ Awards of Excellence and join the entire industry in celebration of true achievement.

A little about the INNOVATE NZ Awards of Excellence; these awards are different to any others as there are no categories to enter. All projects are submitted and evaluated on their stand alone merit with three levels of award which can be given; Gold, Silver and Merit. A panel of 25-35 expert judges evaluate the projects in teams of 3-5, concluding with the entire panel reviewing each project before an award is given. To win an INNOVATE Award, a project must exceed the status quo, be innovative, be exceptional, and truly an excellent project.

As the INNOVATE Awards dinner sponsor, your entitlements include:

- One complimentary full delegate conference registration (July 30-August 1, 2015)
- Five additional dinner tickets to the event (note this does not include attendance at any other conference function) with prime table placement
- Acknowledgment as the sponsor at the function
- Opportunity to address attendees (up to 5 minutes)
- Personal introductions to key attendees
- Opportunity to place two company banners at the function venue (vertical pop up size or one larger banner)
- Logo included on conference collateral (if provided by print deadline) and one satchel insert
- One full page ad space in the INNOVATE NZ Awards Magazine
- Up to 100 words to profile your company in the conference programme
- One 1/3 page ad space in The Trusted Advisor e-newsletter (concluding the write-up of the event)
- Logo and up to 200 words to profile your company on the ACENZ website sponsorship page





# FORUM SESSIONS

2015 will welcome again a series of forum sessions. Each forum session will be composed of up to 4 expert presenters in the themed session, concluded with a combined Q&A for all four presenters. This package has the option to sponsor one or all of the forum sessions. The three forum sessions\* are;

- **The Future of our Cities**  
(presenters from Auckland Council, Wellington City Council, CERA and Hamilton City Council)
- **The “Regulators” - Regulatory Bodies of New Zealand**  
(presenters from MBIE, Worksafe, Local Government and the Office of the Auditor General)
- **Global Consulting - an International Perspective**  
(presenters from Canada, Australia, Asia and experts in the global management field)

As a Forum Session sponsor, your entitlements include:

- One complimentary full delegate conference registration (July 30-August 1, 2015 in Hanmer Springs)
- Acknowledgment as the sponsor at the function
- Logo included on conference collateral (if provided by print deadline)
- One complimentary satchel insert
- One 1/3 page ad space in The Trusted Advisor e-newsletter (concluding the write-up of the event)
- Logo and up to 200 words to profile your company on the ACENZ website sponsorship page

If all three forums are sponsored, your entitlements include the above as well as:

- One additional full delegate conference registration
- Up to 100 words to profile your company in the conference programme
- Opportunity to address attendees (up to 5 minutes) and introduce forum sessions
- Opportunity to place two company banners at the function venue (vertical pop up size or one larger banner)

\*ACENZ reserves the right to change presenters at its discretion



# KEYNOTE PRESENTER

Among the other presenters and speakers at conference will be a Keynote Speaker to wow and enthrall attendees. The keynote messages will help wrap up conference on Saturday, August 1st before the lunch break and afternoon leisure activities. Help impress attendees by supporting ACENZ through the keynote presenter package. Two keynote presenters are available to sponsor; Cam Calkoen and Doug Donelan.

Cam Calkoen is an Ambassador for Toyota New Zealand, Ambassador for the YES Disability Resource Centre Ambassador for the North Harbour Club, Founder of Carabiner Mentoring and a Paul Harris Fellow among many other impressive achievements. Cam Calkoen was born with Cerebral Palsy and turned a 'can't do' attitude into a dynamic 'can do anything' personality. Hear Cam speak about how challenge and opportunity is all around us, how we embrace those comes down to perception. Competition comes in many forms but as Cam shares a story about the pursuit of human excellence he showcases that our biggest competitor is the one looking back at us in the mirror.

Doug Donelan\* is the Chief Executive at NZ Hops, a grower-owned cooperative based in Nelson. Hear Doug speak on positioning New Zealand Hops as a global leader in the hops industry and developing innovation and leadership in growth and breeding technologies.

As the Keynote Presenter sponsor, your entitlements include:

- One complimentary full delegate conference registration (July 30-August 1, 2015 in Hanmer Springs)
- Acknowledgment as the sponsor at the function
- Opportunity to address attendees (up to 5 minutes)
- Opportunity to place one company banner at the function venue (vertical pop up size)
- Logo included on conference collateral (if provided by print deadline)
- One complimentary satchel insert
- One 1/3 page ad space in The Trusted Advisor e-newsletter (concluding the write-up of the event)
- Logo and up to 200 words to profile your company on the ACENZ website sponsorship page

\*ACENZ reserves the right to change Keynote Presenter at its discretion



# DELEGATE SATCHELS

The delegate satchels are offered to all conference attendees including ACENZ member, non-member, Young Professional, partners and VIPs. Position your logo and brand along with ACENZ on the conference satchel.

Satchels will be high quality, multi-use bags with plenty of space to be professionally printed and highlight our delegate satchel sponsor (conference satchel photo is depicted below).

A little about conference; the ACENZ Annual Conference is a 2.5 day event beginning with the President's Welcome, a full day programme on Friday, half day programme on Saturday with opportunity for leisure activities in the area and it all concludes with the black tie INNOVATE Awards Dinner Gala on Saturday night. ACENZ typically attracts between 120-140 conference attendees including senior management, Young Professionals, industry leaders, Government officials and international guests.

As the delegate satchel sponsor, your entitlements include:

- One complimentary full delegate conference registration (July 30-August 1, 2015 in Hanmer Springs)
- Acknowledgment as one of the sponsors at the conference
- Opportunity to address attendees (up to 5 minutes) at our President's Welcome function
- Opportunity to place one company banner at the function venue (vertical pop up size)
- Logo included on conference collateral (if provided by print deadline)
- One complimentary satchel insert
- One 1/3 page ad space in The Trusted Advisor e-newsletter (concluding the write-up of the event)
- Logo and up to 200 words to profile your company on the ACENZ website sponsorship page



# PREMIERE SACHEL INSERT & ORDINARY SACHEL INSERT

Within the delegate satchels, existing sponsors and industry partners are entitled to place one branded item or flyer, no larger than a standard A4 size printout. In 2015, to promote the unique location of Hanmer Springs and the array of natural adventure, ACENZ offers a première opportunity for one provider in custom branded swim towel for conference attendees.

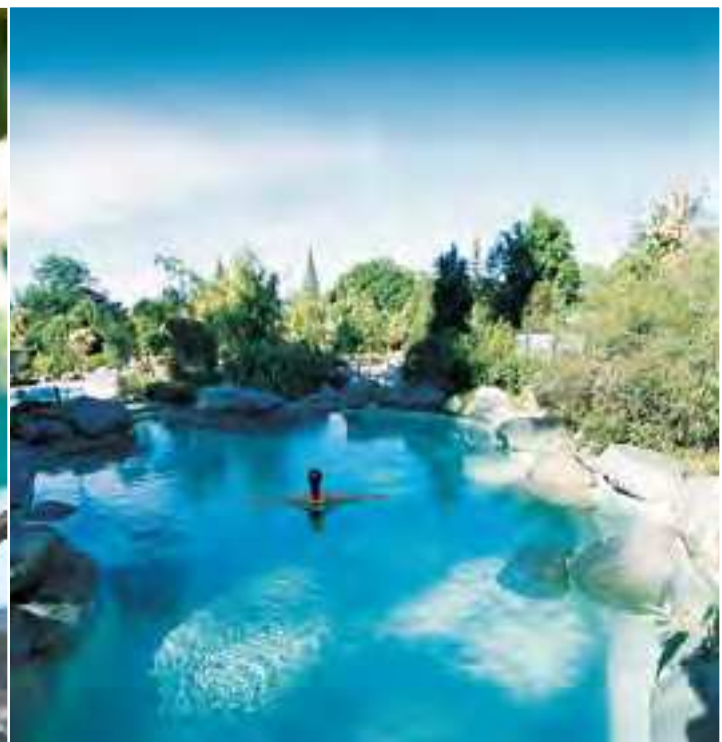
Be the buzz of conference by helping to provide a unique and thoughtful gift to attendees that is sure to provoke use and fond memory of a conference to remember!

As the première satchel insert sponsor, your entitlements include:

- One complimentary full delegate conference registration (July 30-August 1, 2015 in Hanmer Springs)
- Acknowledgment as one of the sponsors at the conference
- Opportunity to address attendees (up to 5 minutes) at our President's Welcome function
- Logo included on conference collateral (if provided by print deadline)
- One complimentary satchel insert in addition to the première branded insert item
- One 1/3 page ad space in The Trusted Advisor e-newsletter (concluding the write-up of the event)
- Logo and up to 200 words to profile your company on the ACENZ website sponsorship page

As one of the ordinary satchel insert sponsors, your entitlements include:

- One complimentary satchel insert (size A4 or smaller) in each conference delegate's bag



# TEA BREAKS & LUNCHES

No conference would be complete without the morning tea, afternoon tea and networking lunches! Show your support of ACENZ through partnering with us to provide a delicious break where attendees can stretch their legs, grab a bite and talk with their industry colleagues. Sponsorship of this package will include branding for both teas and lunch.

A little about conference; the ACENZ Annual Conference is a 2.5 day event beginning with the President's Welcome, a full day programme on Friday, half day programme on Saturday with opportunity for leisure activities in the area and it all concludes with the black tie INNOVATE Awards Dinner Gala on Saturday night. ACENZ typically attracts between 120-140 conference attendees including senior management, Young Professionals, industry leaders, Government officials and international guests.

As a tea break and lunch sponsor, your entitlements include: (note one sponsor per day)

- One complimentary full delegate conference registration (July 30-August 1, 2015 in Hanmer Springs)
- Acknowledgment as one of the sponsors at the conference
- Opportunity to address attendees (up to 2 minutes) before one of the breaks
- Logo branding on both coffee/tea station tables (food platters will be on exhibitor tables)
- Opportunity to place one company banner in the lunch room (vertical pop up size)
- Logo included on conference collateral (if provided by print deadline)
- One complimentary satchel insert
- One 1/3 page ad space in The Trusted Advisor e-newsletter (concluding the write-up of the event)
- Logo and up to 200 words to profile your company on the ACENZ website sponsorship page



# EXHIBITION LIGHT & PREMIERE

2015 will be the first year that ACENZ provides two levels of exhibition opportunity; light and première. Depending on what your goals are, we offer a smaller space and more opportunity to network with attendees or a full booth space to showcase your products and services to ACENZ members. During tea breaks, each exhibitor will have a platter of food on their table to encourage attendees to mingle among our exhibitor partners. Either option will provide you with the opportunity to meet members and establish relationships to open up business potential.

As an exhibition light sponsor, your entitlements include:

- One complimentary full delegate conference registration (July 30-August 1, 2015 in Hanmer Springs)
- One reduced size booth space (high boy table and two barstools) no more than 2m wide
- Acknowledgment as one of the sponsors at the conference
- Opportunity to address attendees (up to 2 minutes) prior to one of the tea or lunch breaks
- Logo included on conference collateral (if provided by print deadline)
- Logo and up to 200 words to profile your company on the ACENZ website sponsorship page

As an exhibition première sponsor, your entitlements include:

- Same entitlements as listed above with larger booth space (detailed below)
- Opportunity to place one company banner at the function venue (vertical pop up size)
- One complimentary satchel insert
- One 1/3 page ad space in The Trusted Advisor e-newsletter (concluding the write-up of the event)
- Larger booth area including:
  - 2.4 metre booth space with black panel walls
  - Power to stand
  - A1 size company poster
  - One high boy table and two barstools or one banquet table and two chairs



# MC & REGISTRATION

Once again the ACENZ conference will utilise the skills of professional Master of Ceremonies, Greg Ward. With over 13 years of experience and international acclaim as the 2013 and 2014 FIDIC Conference MC, Greg is sure to provide attendees with a smoothly facilitated conference and a few laughs too!

In addition to supporting ACENZ through MC sponsorship, this package provides branding opportunity through our registration process as well. Visual marketing will be incorporated into the conference process to ensure your logo is seen by all attendees. Includes registration desk and attendee lanyards.

As the MC and registration sponsor, your entitlements include:

- One complimentary full delegate conference registration (July 30-August 1, 2015 in Hanmer Springs)
- Acknowledgment as the sponsor at the function
- Opportunity to address attendees (up to 5 minutes) at our President's Welcome function
- Opportunity to place one company banner at function venue (vertical pop up size)
- Logo included on conference collateral (if provided by print deadline)
- Logo branding on registration table and conference stage podium
- Logo included on conference lanyards
- One complimentary satchel insert
- Up to 100 words to profile your company in the conference programme
- One 1/3 page ad space in The Trusted Advisor e-newsletter (concluding the write-up of the event)
- Logo and up to 200 words to profile your company on the ACENZ website sponsorship page



# TRANSPORTATION & WAIPARA HILLS TEA

22

CONFERENCE

Hanmer Springs is a beautiful area of the Canterbury Region, but also a little off the beaten path. With this in mind, the option to use shuttle transportation will be included with every conference registration (except day only delegates). Comfortable shuttle buses will transport attendees from both Christchurch Airport and CBD to the Heritage Hanmer Springs Hotel including a short stop for afternoon tea at Waipara Hills Winery on Thursday, July 30th.

Delegates will have time to walk around the gardens and winery space of the beautiful Waipara Hills showroom, sample a wine tasting or snack, stretch their legs or use the facilities before completing the journey to Hanmer Springs. The journey will begin at 2:00 PM, tea stop at 3:00 with arrival at the hotel by 5:00 PM to give guests time to check in and freshen up before the President's Welcome function at 6:00 PM.

On Saturday, August 1<sup>st</sup> we will offer direct shuttle options back to Christchurch for the INNOVATE Awards Dinner Gala; arriving at the Heritage Christchurch Hotel around 3:30pm, followed by the Christchurch Airport around 4:15pm.

As the transportation & Waipara Hills Tea sponsor, your entitlements include:

- One complimentary full delegate conference registration (July 30-August 1, 2015 in Hanmer Springs)
- Acknowledgment as one of the sponsors at the conference
- Opportunity to place one company banner at the function venue (vertical pop up size)
- Logo included on conference collateral (if provided by print deadline)
- Logo display on shuttle transportation and at Waipara Hills Winery
- One complimentary satchel insert
- One 1/3 page ad space in The Trusted Advisor e-newsletter (concluding the write-up of the event)
- Logo and up to 200 words to profile your company on the ACENZ website sponsorship page





# PRINCIPAL AWARD PARTNER

This inaugural opportunity is a première chance to gain prime placement as a key supporter of ACENZ and the INNOVATE NZ Awards of Excellence. The awards are considered the crème de la crème of the engineering industry with no categories or quota of awards to give out each year. That means each winner is truly extraordinary in the judges eyes with the process involving physical site visits, interviews with the project clients and a panel of 25-35 judges evaluating each project. As the principle award partner, align your company with the reputation of ACENZ and prestige of the INNOVATE Awards.

Historically, attendance ranges with location attracting between 250-280 guests at each INNOVATE Awards dinner gala.

As the Principal Award Partner, your entitlements include:

- Exclusive naming rights, "ACENZ/Company Name INNOVATE NZ Awards of Excellence"
- One complimentary full delegate conference registration (July 30-August 1 in Hanmer Springs)
- Three additional tickets to the INNOVATE Awards dinner gala (Saturday, August 1)
- Acknowledgment as THE Principal Award Partner at the INNOVATE Awards dinner gala
- Opportunity to address attendees (up to 5 minutes) at the dinner gala
- Opportunity to present one award level (Gold, Silver or Bronze) to recipients of that level
- Opportunity to place one company banner at the function venue (vertical pop up size)
- Logo included on conference collateral (if provided by print deadline)
- Logo included on award material (for 2016 INNOVATE Awards) and ACENZ promotional materials
- One complimentary satchel insert
- Up to 200 words to profile your company in the conference programme (if provided by print deadline)
- Two 1/3 page ad space in The Trusted Advisor e-newsletter (concluding the write-up of the event)
- One full page ad space in the INNOVATE NZ Awards Magazine
- Logo and up to 200 words to profile your company on the ACENZ website sponsorship page
- Sponsor of the Month placement on the ACENZ website homepage for one month



# GET TO KNOW US...

## OUR PEOPLE

### BOARD AND STAFF

ACENZ is a firm based membership organisation, with member firms' personnel totalling over 10,000. ACENZ is governed by seven board members, the President and up to 12 area representatives to facilitate ACENZ activities. We are a trusted source of sound advice that uses collective experience and expertise to benefit the engineering related industry and the wider public in addition to contributing to the national good.

All ACENZ activity is facilitated through our governance volunteers and three full time staff and one part time staff. Read a bit more about some of our team who makes ACENZ hum. For more information on all ACENZ governance members, visit our website where the Area Representatives and Board Members are listed under the About Us pages.



**RACHEL WRIGHT**  
BOARD MEMBER

Rachel is our Non-Region 1 board member working in the Northland Region, with Richardson Stevens Consulting Engineers. She is finishing her second year on the board. Her portfolio focus is Diversity and Young Leaders.

**DEREK MCCOY**  
BOARD MEMBER

Derek is the Northern Region board member working in Auckland as the Managing Director for Parsons Brinckerhoff. Derek is beginning his second year on the board and his portfolio focus is the energy sector.

**KIERAN SHAW**  
ACENZ CEO

Kieran is the CE of ACENZ handling the strategic vision and leadership of the organisation. His prior experiences running various regional councils has provided valuable insight into the issues facing our members.

**HOLLY MORCHAT**  
ACENZ STAFF

Holly is the Corporate Services & Communications Manager for ACENZ, taking the lead role for sponsorship sales & partner relationships. Her background in hotel sales helps for building and maintaining strong relationships for the ACENZ network and family of supporting partners that enable ACENZ to do what it does best.

# READ THE BUZZ... TESTIMONIALS



**DAVID PRENTICE**  
CHIEF EXECUTIVE

*ACENZ make a significant contribution to our communities through the promotion and advancement of the engineering professional. They play integral role in bringing members from all disciplines of the profession together. We are proud partners of ACENZ.*



**DOUG JOHNSON**  
MANAGING DIRECTOR

*I think ACENZ does a great job of balancing representation for engineering and related consulting firms and acting as a trusted advisor to client organisations, local and central government. Combining this with support of professional development of our young leaders and their recognition and acknowledgment of good practice through the Innovate awards, ACENZ advocates for a vibrant sustainable consulting community that will benefit all NZ in years to come.*



**FRANK DOWLING**  
HEAD OF BUSINESS SALES

*Spark and ACENZ have had a partnership for a number of years now, and we look forward to be working together in the future. We are proud to be associated with an organisation that plays such an important role for the engineering industry and their members.*



**ROSS MEIJER**  
EXECUTIVE DIRECTOR,  
PROFESSIONAL RISKS

*We are very proud of our long standing association with ACENZ and continue to receive significant value from our on-going support. We look forward to a long and mutually beneficially relationship.*

# GET TO KNOW US...

## MARKETING

Many of the packages include both print and digital marketing to provide our partners with additional opportunities to showcase their branding, logo and other information to our members and others in the industry. While ACENZ is gradually shifting to be all digital, we still print a few things for physical distribution. Learn more about our marketing efforts and the potential you can gain access to in one or all of our marketing outlets.

### INNOVATE AWARDS MAGAZINE

Each year our projects from the INNOVATE NZ Awards of Excellence are showcased in a professionally printed, well designed awards magazine worthy of any coffee table or as a promotional tool for our members. We print between 600-800 copies to be distributed at the awards dinner gala, mailed to our members and sent to industry contacts, government officials and VIPs. A small quantity is also used for recruiting potential new members.

### THE TRUSTED ADVISOR E-NEWSLETTER

The Trusted Advisor e-newsletter is our bimonthly electronic publication containing updates on local government, Auckland Council, MBIE, CERA, the regions, the economy, business & statistics, membership and more! It is one of the most viewed ACENZ documents being distributed to all ACENZ members and select industry friends.

### SPONSORS PAGE

Prominently featured as a main tab of the ACENZ website, our sponsors and partners will have the opportunity to showcase their logo and branding along with some additional information on their company and the products or services available.

### SPONSOR OF THE MONTH

In 2014, the ACENZ website went under dramatic redesign to provide current and fresh content in a clean, clear and easy to navigate site. One of the grand features of the new homepage is a slide-show feature where premium partners and sponsors can have access to prime placement on the homepage of the ACENZ site. We will limit this exposure to one sponsor or partner per month to ensure exclusive marketing reach.



Left: a preview of our 2014 INNOVATE Awards Magazine and above a sample of our Sponsor of the Month homepage slide.

# SIGN ME UP!

## INVESTMENT

**A 15% DISCOUNT APPLIES TO MULTI-YEAR AGREEMENTS**

PREMIERE OPPORTUNITIES	PRICE
<input type="checkbox"/> Premium Strategic Sponsor	\$18,000
<b>ACENZ EVENT OPPORTUNITIES</b>	
<input type="checkbox"/> Breakfast Speaker Series	\$8,000
<input type="checkbox"/> The Business of Consulting Speaker Series	\$8,000
<input type="checkbox"/> ACENZ Debates	\$3,000
<input type="checkbox"/> Young Industry Leaders “After 5”	\$2,000
<input type="checkbox"/> ACENZ Cocktail Networker	\$5,000
<input type="checkbox"/> Lunch and Learn	\$750
<b>CONFERENCE OPPORTUNITIES</b>	
<input type="checkbox"/> President’s Welcome	\$10,000
<input type="checkbox"/> Icebreaker Costume Dinner	\$12,000
<input type="checkbox"/> INNOVATE Awards Dinner Gala	\$12,000
<input type="checkbox"/> Forum Sessions (all three)	\$12,000
<input type="checkbox"/> The Future of our Cities	\$5,000
<input type="checkbox"/> The Regulators—Regulatory Bodies of New Zealand	\$5,000
<input type="checkbox"/> Global Consulting—An International Perspective	\$5,000
<input type="checkbox"/> Keynote Speaker (tick preference) <input type="checkbox"/> Cam Calkoen <input type="checkbox"/> Doug Donelan	\$8,000
<input type="checkbox"/> Delegate Satchels	\$8,000
<input type="checkbox"/> Premiere Satchel Insert	\$5,000
<input type="checkbox"/> Ordinary Satchel Insert	\$500
<input type="checkbox"/> MC—Registration—Lanyards	\$8,000
<input type="checkbox"/> Tea Breaks and Lunch <input type="checkbox"/> Friday (\$4,000) <input type="checkbox"/> Saturday (\$3,000)	\$4,000/\$3,000
<input type="checkbox"/> Exhibition Lite	\$2,000
<input type="checkbox"/> Exhibition Premiere	\$3,000
<input type="checkbox"/> Transportation & Waipara Hills Tea	\$4,000
<input type="checkbox"/> Principal Award Partner	\$15,000

Terms and Conditions:

- All prices are exclusive of GST and in New Zealand Dollars.
- Purchase will be confirmed by ACENZ staff in writing together with a tax invoice.
- Full payment of the invoice is required by due date on the invoice to guarantee your sponsorship.

Printed collateral and logo inclusions are confirmation dependent and must be provided by print deadline or entitlement is forfeited.

Cancellation Policy:

- If written notification is received before June 2nd, then 50% of investment cost will be refunded.
- If written notification is received after June 2nd, then no refund will be made.

# SIGN ME UP!

## PARTNERSHIP FORM

By checking this box, you agree to the following:

- I/We wish to sponsor ACENZ in the indicated programme or package as indicated on page 27.
- I/We agree to pay the total cost as indicated below, plus GST and any other charges incurred on our behalf.
- I/We authorise ACENZ to use the intellectual property supplied by us such as logos to advertise and promote the programme or package as indicated on page 27 of this document.
- I/We indemnify the organisers against any claims arising out of the use of the intellectual property in accordance with this information pack.

### CONTACT DETAILS:

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

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

City: \_\_\_\_\_ Post Code: \_\_\_\_\_

Contact's Name: \_\_\_\_\_ Contact's Title: \_\_\_\_\_

Contact's Phone: \_\_\_\_\_ Contact's Email: \_\_\_\_\_

### BILLING DETAILS:

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

City: \_\_\_\_\_ Post Code: \_\_\_\_\_

### METHOD OF PAYMENT:

Select only one method of payment. Note credit card payments will incur a 2.6% surcharge fee

Visa       Master Card       Invoice (to be settled with cheque or direct credit)

If credit card has been selected, please complete the details below:

Name on card: \_\_\_\_\_

Card Number: \_\_\_\_\_ Expiry Date: \_\_\_\_\_

Security Code (CCV): \_\_\_\_\_

Signature of Cardholder: \_\_\_\_\_

ELECTRONIC SIGNATURE - By typing your full name in the above line (signature of cardholder) you are confirming that the details above are correct and that you are the cardholder of the information that has been supplied in the above fields.

### TOTAL PAYMENT:

Amount from page 33: \_\_\_\_\_ 2.6% Credit Card Surcharge (if applicable): \_\_\_\_\_

GST: \_\_\_\_\_ Total amount to be paid or invoiced: \_\_\_\_\_

By ticking this box, you agree to the terms and conditions on page 27 of this document.

Please send this completed form to: Holly Morchat, ACENZ PO Box 10247 Wellington 6143  
or email to [hmorchat@acenz.org.nz](mailto:hmorchat@acenz.org.nz)

**SUBMIT FORM**





The Association of Consulting Engineers New Zealand Inc  
Level 8, 276 Lambton Quay, PO Box 10247, Wellington 6143  
[www.acenz.org.nz](http://www.acenz.org.nz)