



LESI 2023, MONTREAL

INTERNATIONAL ANNUAL CONFERENCE
30 APRIL-2 MAY

Leveraging Intellectual Property
to Enable Innovation and *Créativité*
for an Inspired Future

HOSTED BY 
LES USA-CANADA

A Warm Welcome to Our Sponsors and Exhibitors

We cordially invite you to become a sponsor or exhibitor at the Licensing Executives Society International (LESI) 2023 Annual Conference in Montreal from 30th of April to 2nd of May.

We anticipate 500+ intellectual property professionals from around the world to connect with us and with one another.

- ▶ **Showcase your business to the most influential minds in the industry and decision-makers within their organization.**



Who we are

Founded in 1973, and incorporated in 2000, LES International (LESI) is the umbrella organization of national and regional associations for licensing executives.

A Board of Directors and a Board of Delegates, consisting of representatives of all national and regional societies, oversee the activities of LESI.

LESI functions as a non-profit professional organization to broadly support LES Societies in their efforts by:

- ▶ Setting and promoting consistent, high professional standards for licensing executives on a global basis
- ▶ Creating and maintaining various geographically based LES Societies with the necessary number and balance of local members
- ▶ Providing organizational leadership, coordination, and advice
- ▶ Facilitating professional networking between the members of LES Societies
- ▶ Providing quality educational content to, and facilitating the sharing of educational content between, LES Societies
- ▶ Informing and interacting with global organizations and policy fora concerning the economic significance and importance of licensing and other transfer of technology and intellectual property rights.



For more information about LESI, please go to our interactive website:

YOUR CONTACT

▶ lesi2023@northernnetworking.co.uk



MAJOR SPONSORSHIP OPPORTUNITIES & BENEFITS

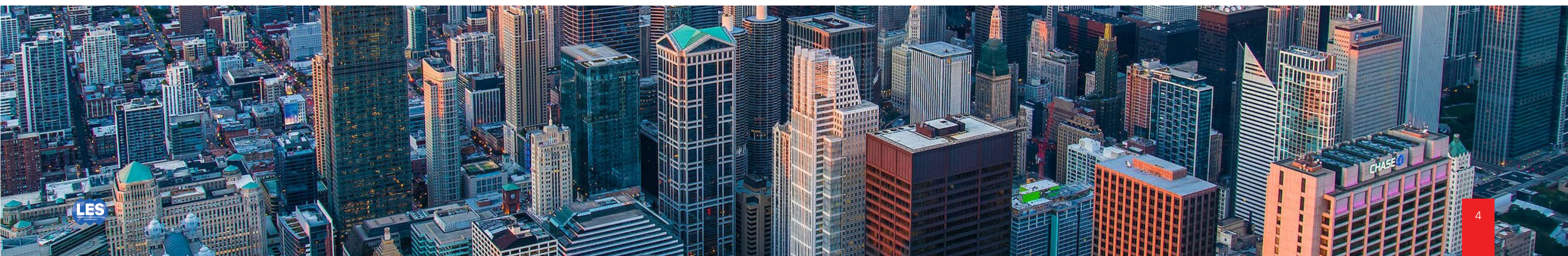

PLATINUM
 US \$ 25,000

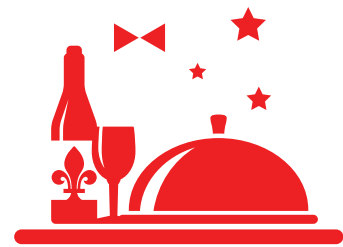

GOLD
 US \$ 15,000


SILVER
 US \$ 10,000


BRONZE
 US \$ 7,500

▶ Company Name & Logo on the website & program	✓	✓	✓	✓
▶ Complimentary registrations	3	2	1	-
▶ Reserved table at the Gala dinner	✓ + 3 TICKETS	✓ + 2 TICKETS	✓ + 1 TICKET	-
▶ Ad in the final online program	FULL PAGE	FULL PAGE	HALF PAGE	HALF PAGE
▶ Complimentary Exhibit Space	✓	✓	-	-





GALA DINNER

\$20,000

- ▶ Recognition at the gala dinner
- ▶ Company Name & Logo on website & program
- ▶ Logo on all menus
- ▶ Display as many company pop up stands, flyers as you wish
- ▶ Prominent reserved table at the gala dinner
- ▶ Logo on main screen
- ▶ Company Name & Logo projected on venue walls (GOBO lights)



USA/CANADA NIGHT

\$10,000

- ▶ Recognition at the USA/Canada Night
- ▶ Company Name & Logo on website & program



WELCOME RECEPTION

\$10,000

- ▶ Recognition at the welcome reception
- ▶ Company Name & Logo on the website & program
- ▶ Logo on napkins
- ▶ Display as many company pop up stands, flyers as you wish
- ▶ Logo on main screen



LUNCHEONS

\$10,000

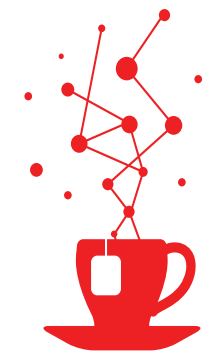
- ▶ Recognition at the designated Luncheons
- ▶ Company Name & Logo on website & program



YMC EVENT

\$8,000

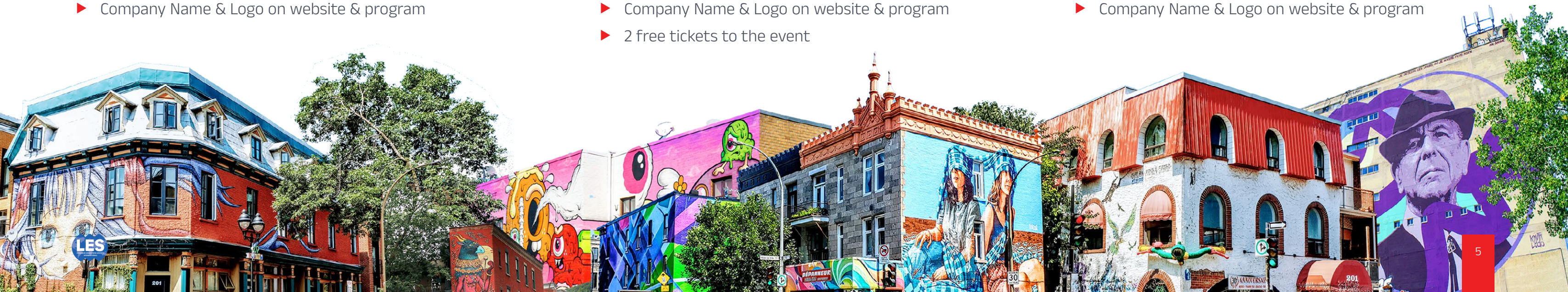
- ▶ Recognition at the YMC Event
- ▶ Company Name & Logo on website & program
- ▶ 2 free tickets to the event



NETWORKING BREAKS

\$5,000

- ▶ Recognition at the designated networking breaks
- ▶ Company Name & Logo on website & program



ITEM SPONSORSHIP OPPORTUNITIES & BENEFITS

Conference Bags - \$12,000

Lanyards - \$7,500

- ▶ Company Name & Logo on the item
- ▶ 1 Complimentary registration *(conference bag sponsor only)*
- ▶ Company Name & Logo on the website & program



Hotel Room Key-card - \$10,000

or

Key-card + Envelope - \$15,000

- ▶ Logo displayed on each key-card and/or on the printed key-card envelope



Note Pads - \$3,000

Pens - \$3,000

- ▶ Company Name & Logo on the item
- ▶ Company Name & Logo on the website & program



Program at a glance - \$11,000

- ▶ Logo displayed on printed program excerpt distributed at the venue



EXHIBITION OPPORTUNITIES

The exhibit areas are located in the foyer of the luncheon room on the 5th floor, and are available on a first come, first served basis.

Your tabletop displays will consist of a table and two chairs. Exhibitors also enjoy the benefits listed below.

Tabletop Displays **\$ 5,000**

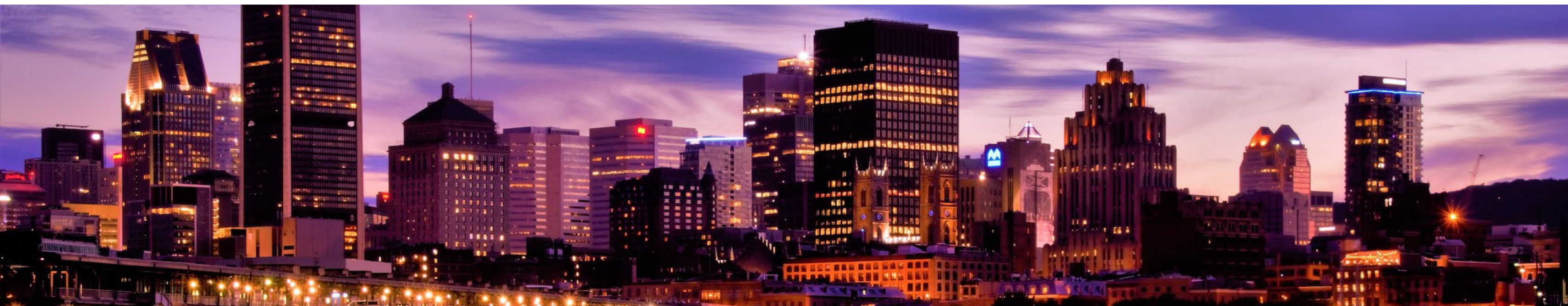
- ▶ 2 complimentary exhibit-area-only passes for booth staff
- ▶ Company Name & Logo on the website & program



ADVERTISING IN THE FINAL ONLINE PROGRAM

- ▶ All attendees and registered participants receive this must-have conference reference guide.
- ▶ Program advertising space is available on a first come, first-served basis.

Back Cover (Exterior)	\$ 5,000
Inside Back Cover	\$ 4,500
Inside Front Cover	\$ 4,000
Full Inside Ad	\$ 4,000



GENERAL TERMS AND CONDITIONS

This Sponsorship Contract (the “Contract”) is entered into this day (“Effective Date”), by and between LESI and Sponsor. By signing this Contract, Sponsor agrees to comply with the terms and conditions set forth below. This Contract shall become binding upon acceptance by an authorized LESI representative for the LESI Annual Conference 2023.

RECITALS

- A. WHEREAS, LESI plans to conduct an online Conference in April/ May 2023 (“LESI Conference”), and
- B. WHEREAS, Sponsor desires to sponsor at the Conference under the sponsorship package as set forth in the booking form in exchange for certain promotional consideration, and
- C. WHEREAS, LESI desires to accept such sponsorship or exhibition participation.

NOW, THEREFORE, for good and valuable consideration, the sufficiency of which both parties hereby acknowledge, the parties agree as follows:

1. SPONSORSHIP PACKAGE

Sponsor hereby elects to be a sponsor / exhibitor of the Conference under the sponsorship / exhibition package as set forth in the booking form (“sponsorship package”).

2. USE OF SPONSOR MATERIALS

2.1 License Grant. Sponsor hereby grants to LESI a non-exclusive, non-transferable license, solely for the term of this Contract, to use the trademarks, trade names, logos, identifying marks, and URLs as described on the sponsorship brochure (the “Marks”), for use by LESI in connection with presentation of the Conference, including promotional materials, and in fulfilment of LESI’s obligations hereunder and such right shall automatically terminate upon completion of the Sponsorship or termination of this Contract, whichever is earlier. LESI shall also comply with Sponsor’s logo usage guidelines.

2.2 Reservation of Rights. LESI acknowledges that Sponsor owns and retains all rights associated with the Marks, and that any and all goodwill derived from the use of the Marks hereunder inures solely to the benefit of the owner of the Marks.

3. OBLIGATIONS OF THE PARTIES

3.1 LESI. LESI hereby agrees to provide Sponsor with the promotional services and materials, consistent with the Sponsor’s sponsorship / exhibition package, as outlined in the sponsor brochure).

3.2 Sponsor. In addition to payment obligations hereunder, Sponsor agrees to provide LESI with the Marks listed in the sponsorship brochure, in the format and via media as reasonably requested by LESI.

3.3 Cooperation of the Parties. The parties agree to cooperate and provide reasonable assistance, as requested by the other party, in the performance of the obligations set forth herein.

4. CONFERENCE SCHEDULING

4.1 Schedule Changes. If LESI, changes the site, hours or dates of the Conference, LESI will notify Sponsor of any such changes in writing as far in advance as possible.

4.2 Cancellation by LESI: LESI reserves the right to cancel the Conference, in whole or in part, or to terminate this Contract for any reason, with or without cause, at any time upon written notice to Sponsor. It is a condition of this booking that LESI and/or its Agents have the right for any reason beyond their control to alter or cancel, without prior notices, the Conference or any of the arrangements, timetables, plans or other items relating directly or indirectly to the Conference, and that LESI and/or its Agents shall not, subject as aforementioned, be liable for any loss, damage, expenditure or any inconvenience caused as a result of such alteration or cancellation. In the event of cancellation of the Conference, the pre-paid delegate registration fees will be returned in full and LESI and/or its Agents shall not be liable for any loss, damage, expenditure or inconvenience caused as a result of such cancellation.

4.3 Cancellation by Sponsor: It is a condition of this booking that notification of cancellations and requests for refund should be made in writing to LESI. For cancellations received before Monday 6th February 2023, 25% of the total remittance (not including the \$500 non-refundable deposit) will be refunded. Fees will not be refunded Monday 6th February 2023.

5. FEES; PAYMENT

5.1 Fees. Sponsor agrees to pay LESI the fees specified for Sponsor’s sponsorship / exhibition package, as set forth in Sponsorship brochure (“Fees”).

5.2 Payment. Payment of the Sponsors’ fee A non-refundable deposit of \$1,000 must be submitted along with the completed registration form to secure your booking. Bookings made without payment or invoice details will not be considered complete. Full payment is then due NET 30 from receipt of invoice and no later than Monday 6th March 2023. Payment shall be made in USD by BACS or credit card. All Bacs payments must be accompanied by a remittance advice notice sent by email to lesi2023@northernnetworking.co.uk

NB. Amex credit cards cannot be accepted.

6. WARRANTY; DISCLAIMER

Sponsor acknowledges that all services and materials provided by LESI in connection with this Contract are being provided “AS IS.” LESI DISCLAIMS ALL WARRANTIES, EXPRESS OR IMPLIED, INCLUDING THE

IMPLIED WARRANTIES OF MERCHANTABILITY, FITNESS FOR A

PARTICULAR PURPOSE, AND NON-INFRINGEMENT, AND ANY WARRANTIES ARISING OUT OF COURSE OF DEALING OR USAGE OF TRADE.

7. LIMITATION OF LIABILITY

IN NO EVENT SHALL LESI BE LIABLE TO SPONSOR OR TO ANY THIRD PARTY FOR DAMAGES OF ANY KIND, INCLUDING, WITHOUT LIMITATION, INDIRECT, SPECIAL, INCIDENTAL, PUNITIVE OR CONSEQUENTIAL DAMAGES (INCLUDING LOSS OF USE, DATA, BUSINESS OR PROFITS) ARISING OUT OF OR IN CONNECTION WITH THIS CONTRACT OR FOR ANY ERROR OR DEFECT IN ANY MATERIALS PROVIDED, WHETHER SUCH LIABILITY ARISES FROM ANY CLAIM BASED UPON CONTRACT, WARRANTY, TORT (INCLUDING NEGLIGENCE), STRICT LIABILITY OR OTHERWISE, AND WHETHER OR NOT NICE HAS BEEN ADVISED OF THE POSSIBILITY OF SUCH LOSS OR DAMAGE. THE PARTIES HAVE AGREED THAT THESE LIMITATIONS WILL SURVIVE AND APPLY EVEN IF ANY LIMITED REMEDY SPECIFIED IN THIS AGREEMENT IS FOUND TO HAVE FAILED OF ITS ESSENTIAL PURPOSE. IN NO EVENT SHALL LESI’S TOTAL AGGREGATE LIABILITY UNDER THIS CONTRACT EXCEED FEESPAID BY SPONSOR TO LESI UNDER THIS CONTRACT.

Notwithstanding anything stated to the contrary, each party shall indemnify and hold each other harmless for direct damage liability or loss resulting from death, personal injury or tangible property damage, negligence or wilful misconduct by its personnel or its subcontractors or agents or any other liability that may not be excluded by law.

8. DATA PROTECTION

Each party warrants that it complies with all applicable laws and regulations when providing services, especially, without limitation, with all applicable local data protection laws and/or regulations worldwide, including EU and its member states.

Each party warrants that during the collection, processing and use of individual personal information, the person to whom the data belongs (the “Data Subject”) has been informed of and consented to:

- his/her right to object at no cost to the collection, processing and/or use of his/her data
- the purpose of the collection, processing and/or use of his/her data
- his/her rights to object at no cost to the use of his/her data for purposes of canvassing in particular for commercial purposes
- the fact that his/her personal data may be exported to others countries, including outside European Union
- being contacted by commercial third parties, including LESI and its affiliates for marketing and other purposes
- Each party warrants that it has the right to grant the licenses and other rights related to the use of personal data,

especially without limitation to the extent that the processing of personal data has been collected through social public networking platform or others public support.

9. GENERAL

9.1 Force Majeure: LESI shall not be responsible for any loss or damage resulting from failure to perform under this Contract or failure to present at the Users Conference, in whole or part as a result of riot, strike, terrorism, civil disorder, act of war, failure of facilities, earthquake, storm, fire, flood, or other acts of God, or any reason of any kind whatsoever beyond the reasonable control of LESI.

9.2 No Assignment. Sponsor may not assign this Contract, in whole or in part, by operation of law or otherwise, without the prior written consent of LESI which consent shall not be unreasonably withheld. Any attempted assignment without such consent will be null and of no effect.

9.3 Authorisation. Sponsor acknowledges and agrees that, upon execution of this Contract, LESI is authorised by Sponsor to provide contact information including Sponsor’s address, phone number, fax number and name of a contact person to any contractor/vendor contracted to conduct work for Users Conference.

9.4 Governing Law; Jurisdiction. This Contract shall be governed by and construed in accordance with the laws of England (excluding its body of law controlling conflicts of law). The parties expressly agree that the United Nations Convention on Contracts for the International Sale of Goods will not apply. Any legal action or proceeding arising under this Agreement will be brought exclusively in the jurisdiction of the English courts.

9.5 Severability. If any provision of this Contract is held invalid or unenforceable by a court of competent jurisdiction, such provision will be construed so as to be enforceable to the maximum extent permissible by law, and the remaining provisions of the Contract will remain in full force and effect.

9.6 Waiver. The waiver of any breach or default will not constitute a waiver of any other right hereunder or of any subsequent breach or default.

9.7 Entire Agreement. This Contract constitutes the complete agreement between the parties and supersedes all prior or contemporaneous agreements or representations, written or oral, concerning the subject matter hereof. This Contract may not be modified or amended except in a writing signed by a duly authorised representative of each party.

9.8 We will share the names and companies of all delegates (who have agreed to share their details), prior to the conference (minimum 2 weeks before the start of the conference)

Counterparts. This Contract may be executed in counterparts, each of which will be deemed an original, but all of which together will constitute one and the same instrument.



LES
LICENSING EXECUTIVES SOCIETY
INTERNATIONAL

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