



COSMO 2007 SMALL BUSINESS CONFERENCE

**“Partnerstvo pomeju privatniot i javniot sektor
vo procesot na integracija so EU”**

“Private and public partnership towards the EU integration process”

**30 October - 1 november 2007
Skopje, Macedonia**

- brochure for SPONSORS -



COSMO INNOVATE CENTER

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POSSIBILITY FOR SPONSORSHIP, PRESENTATION AND ADVERTISING

Conference

We have great pleasure to inform you that **COSMO 2007 Small Business Conference** (COSMO 2007 SBC) will be held in Skopje, Macedonia, from 30th October to 1st November, 2007 year. „Partnership between the private and public sector in the process of integration with EU„ is the title of the conference this year.

During the last 10 years in the Republic of Macedonia, the small and medium enterprises are the unique providers of new vacancies, continual investors and regular tax-payers which contribute to the positive economic growth and development.

In December 2005 year the Republic of Macedonia obtained with a status of a country – candidate for membership in EU, which helps in increasing the opportunities for financial support by IPA (Instrument for Pre-Accession Assistance) funds of EU for the projects proposed by the public and private sector.

The stimulation of the partnership between the private and public sector is a priority of the **COSMO 2007 Small Business Conference**. The conference is a place where over 150 representatives of the public sector, small and medium enterprises from the Republic of Macedonia and the region, as well as experts from EU will meet. The conference consists of an educative part, as well as a discussion forum and workshop for exchanging knowledge, experiences and ideas for technical, economic and legal issues which are a challenge for the future of the private and public sector of the Republic of Macedonia.

We invite you to join us at the conference as a sponsor or as a participant. **COSMO 2007 Small Business Conference** offers a unique opportunity to your company for a meeting with the present and future clients from the business sector or public sector in the Republic of Macedonia. The conference presents an ideal opportunity for promotion and presentation of your company.

There are a number of reasons why your company should participate in **COSMO 2007 Small Business Conference**:

- You get marketing promotion and branding in front of a selected audience, with a possibility of face to face contact with your chosen clients
- Positioning as a leader on the market
- Increasing of the recognition of your brand
- Creation of new partnerships and cooperation
- Presentation of your products in front of a target audience, especially managers who make decisions



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POSSIBILITY FOR SPONSORSHIP

There are different ways of sponsorship that we offer to the companies which want to promote themselves at **COSMO 2007 Small Business Conference**. The benefit that you will get from sponsoring the conference depends on the type of sponsorship. Considering the fact that the sponsors have different needs, we try to adapt the sponsorships according to the individual needs of the sponsors.

However, we guarantee that all sponsorships of **COSMO 2007 Small Business Conference**, will contribute to:

- Building recognition of the company on the market
- Increasing of the number of clients of the company after the event
- Establishing cooperation with prominent professionals and experts from Macedonia and EU
- Giving a service or a present during the conference that will be appreciated by all participants

POSSIBILITY FOR PRESENTATION

During the conference a commercial presentation is possible. We also enable presentation of the web page at the conference and in the brochure for the conference.

COSMO 2007 Small Business Conference offers the possibility for commercial presentation of the sponsors, participants and those who cannot participate in the conference. Your advertising message will be communicated to all participants at the conference, to those who will visit the web site of the conference, those who will get written invitations with a brochure printed in 1.000 copies, and also those who will be officially electronically invited through our base of 10.000 e-mail addresses.

With great pleasure we would like to invite you to participate in this international event as a sponsor or to present your company commercially. Further on there is detailed information about some of the sponsorship packages, and the possibilities for presenting and advertising, which we offer for this year presentation.

Sincerely we do hope that you will decide to join us. We will do our best to promote your company.



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For any further information, do not hesitate to contact us:

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We expect your call.

Sincerely yours,

Edward Sofeski
COSMO 2007 SBC Project Menager



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SPONSORSHIP PACKAGES

Golden sponsor of the Conference

- introductory speech and opening of the conference
- 15 minutes presentation of the company during the conference
- logo of the company in the printed materials of the conference - on the front page
- logo of the company in the brochure and invitations of the conference- on the front page
- one page advertisement in colour in the brochure of the conference
- banner (with a link) of the company on the web site of the conference
- poster of the company on the info desk of the conference
- poster of the company in the conference room
- prospectus materials of the company for the participants of the conference
- free admission for two participants at COSMO 2007 Small Business Conference

Price : 900 EUR

Silver sponsor of the Conference

- logo of the company in the printed materials of the conference
- logo of the company in the brochure and invitations of the conference
- one page advertisement in colour in the brochure of the conference
- banner (with a link) of the company on the web site of the conference
- poster of the company on the info desk of the conference
- poster of the company in the conference room
- prospectus materials of the company for the participants of the conference
- free admission for two participants at COSMO 2007 Small Business Conference

Price : 600 EUR

Bronse sponsor of the Conference

- logo of the company in the printed materials of the conference
- logo of the company in the brochure and invitations of the conference
- half page advertisement in colour in the brochure of the conference
- banner (with a link) of the company on the web site of the conference
- poster of the company on the info desk of the conference
- poster of the company in the conference room
- prospectus materials of the company for the participants of the conference



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- free admission for one participant at COSMO 2007 Small Business Conference

Price : 500 EUR

Special Event Sponsor

1. Lunch Official Sponsor

- welcome speech on the Official Lunch
- logo of the company in the printed materials of the conference
- logo of the company in the brochure and invitations of the conference
- banner (with a link) of the company on the web site of the conference
- poster of the company on the lunch room
- prospectus materials of the company on the tables in lunch room
- free admission for one participant at COSMO 2007 Small Business Conference

Price / one lunch: 600 EUR

2. Coffee break sponsor

- logo of the company in the printed materials of the conference
- logo of the company in the brochure and invitations of the conference
- banner (with a link) of the company on the web site of the conference
- poster of the company on the coffee room
- company presentation and prospectus materials of the company in coffee room
- free admission for one participant at COSMO 2007 Small Business Conference

Price / one coffee break: 350 EUR

- **Notice:** In the prices of the sponsorship are not included the design of the sponsor's (company's) advertisement for the brochure of the conference, design and preparation of a poster, design and preparation of prospectus materials of the company. We are prepared to offer you additionally a design and preparation of presentation material in cooperation with the marketing department in COSMO Innovative Centre.

Media Sponsor

- logo of the company in the printed materials of the conference
- logo of the company in the brochure and invitations of the conference
- banner (with a link) of the company on the web site of the conference
- poster of the company on the info desk
- prospectus materials of the company for the participants of the conference
- public media information before and during the conference



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Printed or electronic media that will promote conference.

ADVERTISING

Advertisements for the interested companies will be published in the brochure of the conference.

Whole page (B5 format) in colour	150 EUR
Half a page (B5 format) in colour	100 EUR
Logo of the company in colour	50 EUR

* **Notice:** In the advertising prices, publication of a banner (with a link) of the web site of the conference and the electronic messages is also included



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REGISTRATION

During the **COSMO 2007 Small Business Conference** three main activities will take place:

- Investment forum for small business
- International IPA project-management seminar
- Plenary sessions for partnership of the private and public sector

In the conference package **two more events** are also included where the participants of the Conference can attend for free:

- Workshop: Strategic and business planning (Strategy & business planning)
- Workshop: EU – requests for preparation of quality project applications and project realization

Both workshops are run by experts from the European Union

Conference fee		
	One participant	More participants (individual price)
Conference package	280,00 EUR.	250,00 EUR.
Investment forum for small business (30.10.2007)	95,00 EUR.	80,00 EUR.
International IPA project-management seminar (31.10 and 1.11.2007)	185,00 EUR.	170,00 EUR.

The conference fee for the registered events includes participation in the working sessions and lectures, complete conference printed materials and literature, sponsored business lunches, coffee and refreshment.

REGISTRATION FORM

In order to registering for the **COSMO 2007 Small Business Conference** please fill the form in attachment.

PAYMENT INFORMATION

The conference fee can be paid at bank account .

On the remittance clearly state „FOR COSMO 2007 SBC„ and Your name and surname

Bank: Universalna Investiciona Banka
Maksim Gorki br.6, Skopje, Macedonia

Account Nr: MK07240040001237844

TIN: 4030005589097

For: KOSMO Trade Center

Swift Code: BBSMMK22

IBAN Code: ...

For payments of the business entities we issue a proforma invoice upon your request.



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CANCELLATION

The information for cancellation must be sent by post or by [e-mail](#) to COSMO Innovative Centre.

Cancellation of the registration will be accepted **by 15th October 2007 year**, and your payment sum will be returned to you reduced for 25 euros due to administrative expenses.

For the cancellations which will be made **after 15th October 2007 year**, unfortunately, return of the payment is not possible.

ACCOMODATION

Official hotel for the Conference is ...

VISA

Some participants of **COSMO 2007 Small Business Conference** maybe will need an entry visa for the Republic of Macedonia. In order to obtain the visa, a letter-an invitation by the organizer is necessary. If you need this kind of invitation, please send the following information to COSMO Innovative Centre at [e-mail](#):

1. Your name and surname
2. Fax number of the Embassy of your country where the visa will be issued.
3. Passport number
4. Place of issuing
5. Date of issuing
6. Validity period
7. Complete address of your business entity
8. Your fax number

The Invitation will be send by fax to you and to the Macedonian Embassy in your country.



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