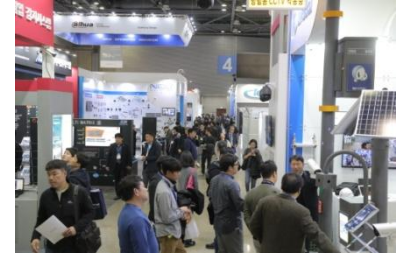




Experience SECON 2019 ! Hosted Buyer Programme



What is SECON 2019 Hosted Buyer Programme?

SECON 2019 launches 'Hosted Buyer Programme', which aims to set the stage for business between SECON 2019 exhibitors and prospective buyers from all over the world. This programme will provide the buyers with a superb opportunity for their successful business with SECON 2019 exhibitors. Apply for SECON 2019 Hosted Buyer Programme now to get exclusive benefits!

Please be aware that application of Hosted Buyer Programme opens until **11th of January (Fri) 2019**.

1. Who Qualifies

- An applicant having purchasing power or authority to source security-related products and solutions.
→ [Check Exhibit Profile of SECON 2019](#)
- An applicant wishing to promote their sales will not be accepted into this programme
- To qualify, a hosted buyer should attend the event at least **2 days** and hold a minimum of **6 verified meetings** with **SECON 2019 exhibitors**.

2. Benefits

We provide the privileges for a qualified buyer as follows;

- Accommodation for 3 nights at 5-star hotel near the venue
(The fair manager will designate and book accommodation, breakfast included)
- Personalised, pre-arranged meetings with suitable suppliers
- VIP Badge and Privileged access to the VIP buyer lounge with complimentary food & beverage

All application will be reviewed by the fair manager and qualified applicants will be informed about their acceptance to the programme.

3. How to Apply?

Please complete the forms in the following pages and return the copies to the fair manager

■ Required documents and process

- 1) SECON 2019 hosted buyer application form
- 2) E-brochure of your company's products
- 3) An applicant is required to pre-register as a visitor of SECON 2019. Please pre-register at the official website (www.seconexpo.com).

■ Application Deadline: **11 January 2019**

■ If you have any enquiries, please contact SECON 2019 Secretariat:

Contact Ms. Ashlee Jang
Ms. Cecilia An

ashlee.jang@ubm.com
cecilia.an@ubm.com

Tel.+82-2-6715-5400

SECON 2019 Hosted Buyer Application Form

1. General Information

Please kindly fill in the form below **All fields are mandatory.**

Business Card	*Please attach your business card here:		
	*Please submit e-brochure of your company's products with this document.		
Salutation		First name	Last Name
Company Name			
Business Type *Multiple Answer	<input type="checkbox"/> Manufacturer	<input type="checkbox"/> Distributor	<input type="checkbox"/> Exporter
	<input type="checkbox"/> Importer	<input type="checkbox"/> Wholesaler	<input type="checkbox"/> Retailer <input type="checkbox"/> Others
Address			Zip Code
Website		Email	
Telephone		Mobile	
Function	<input type="checkbox"/> Owner / CEO / GM	<input type="checkbox"/> Marketing / Communications	
	<input type="checkbox"/> Purchasing Management - Buyer	<input type="checkbox"/> Production / R&D / Quality	
	<input type="checkbox"/> Sales	<input type="checkbox"/> Others:	
Purchasing authority	<input type="checkbox"/> Final	<input type="checkbox"/> Senior decision maker	
	<input type="checkbox"/> Influencer	<input type="checkbox"/> None	
Purchasing budget	<input type="checkbox"/> Below USD 50,000	<input type="checkbox"/> USD 200,000 ~ USD 500,000	
	<input type="checkbox"/> USD 50,000 ~ 100,000	<input type="checkbox"/> USD 500,000 and above	
	<input type="checkbox"/> USD 100,000 ~ 200,000	<input type="checkbox"/> None	
What is your company's annual turnover (USD)?			
If any, please describe your current business relationship with Korea			
What kinds of products are you looking to source at SECON 2019?			
Please describe your purpose of applying for SECON 2019 Hosted Buyer Programme			
Do you need an invitation letter for your visa application?			
<input type="checkbox"/> Yes <input type="checkbox"/> No			
Did you finish SECON 2019 Visitor Registration at our official website(www.seconexpo.com)?			
<input type="checkbox"/> Yes <input type="checkbox"/> No			
*Applicants are required to pre-register as a SECON 2019's visitor at the official website (www.seconexpo.com).			

2. Purchasing Details

► What type(s) of product(s)/service(s) are you looking for?

Please kindly tick(✓) appropriate category(ies) and briefly describe product(s)/service(s) belonging to each category in the table below.

Product Category	Product(s)/service(s)
<input type="checkbox"/> Video Surveillance	
<input type="checkbox"/> Access Control	
<input type="checkbox"/> IT Security	
<input type="checkbox"/> Social Security System	
<input type="checkbox"/> Homeland Security /Industry Security	
<input type="checkbox"/> IoT Security	
<input type="checkbox"/> Others (Please specify)	

Please Note: Accepted hosted buyer is designated according to the fair manager's criteria of eligibility, such as function, purchasing authority and purchasing budget. The decision of the fair manager is final.

Please tick (✓) here to indicate that the general information and the purchasing details you have provided are true and correct.

Date

Name

Signature

3. Terms & Conditions

By joining SECON 2019 hosted buyer programme, a buyer will automatically accept the following terms and conditions defined by the fair manager.

1) General

- Each company may only avail of one (1) people as Hosted Buyer.
- If a hosted buyer fails to fulfil their commitments, he/she will be excluded from the hosted buyer programme.
- Overview of hosted buyer programme process is as follows;



2) A hosted buyer will be committed to:

- Attend the event and hold **at least six (6) verified meetings** with exhibitors during **at least two (2) days of attendance** at SECON 2019.
 - A hosted buyer may pre-schedule his/her meetings via online matchmaking system at their discretion. The login details will be emailed from the fair manager.
 - Attendance at meetings onsite may be monitored by an assisting staff in the venue to prevent non-attendance.
- Attend **15 – 20 minutes interview (either with video or photo)** with the fair manager **to present meeting report to verify his/her meetings**. The form of report is very simple and will be provided in advance.

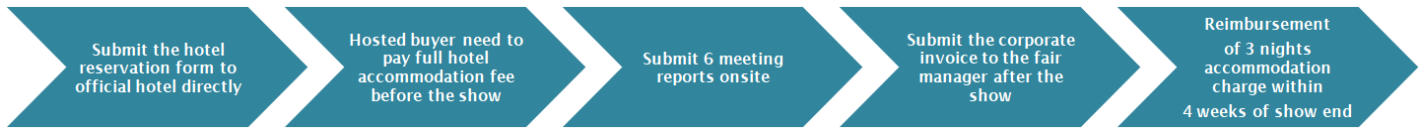
3) Benefits

- **3 nights accommodation (@ 5-star hotel designated by the fair manager, Breakfast included)**
 - A copy of hosted buyer's passport should be submitted to the fair manager..
 - Hotel reservation will be made by a hosted buyer in advance. A hosted buyer should submit the hotel reservation form to the designated hotel and pay the full hotel accommodation fee before the show.
 - Hotel change by a hosted buyer is not allowed.
 - Following a review progress of submitted report, the fair manager will reimburse the three night hotel charge to a hosted buyer after the show.
 - Expense for three nights accommodation, breakfast and VAT will be covered by the fair manager. But please note that any other personal expenses, such as extended nights or hotel mini-bar, will be borne solely by a hosted buyer.
- **VIP Badge and access to a designated lounge**
 - A hosted buyer could pick up VIP Badge.
 - A hosted buyer could access to a designated lounge.
 - ☞ Food & Beverage will be available at a designated lounge.

4) Reimbursement

■ Progress

- Overview of reimbursement process is as follows;



■ Timing

- Reimbursement of accommodation charge will be made **within 4 weeks of show end.**

■ Required documents

To be submitted for verification			
① A copy of passport	Prior	③ Full paid official hotel confirmation form	Prior
② Confirmed flight Itinerary	Prior	④ Meeting Report	Onsite
⑤ Corporate Invoice	After Exhibition		

Prior : Before the start of the exhibition

Onsite : During the scheduled 15 minute-interview

After Exhibition : Within 2 weeks of show end

- ▶ Meeting report will be provided to a hosted buyer in advance. Please complete it onsite and present it during the interview.
- ▶ Please notify flight itinerary to the fair manager for reference.
- ▶ Invoice must include :
 - ① Receipt : UBM BN Co., Ltd.
 - ② Corporate Bank Account Information: The beneficiary customer/recipient's name should be a corporate name. Individual's account is NOT acceptable.
 - ③ Amount should be in USD
 - ④ Please be advised that an account should be acceptable for USD. Please check with your banking agency ahead.

■ Announcement of selection results

- The fair manager will individually inform an applicant about selection result case by case.

Please tick (✓) here to indicate that you have read, understand and agree to the terms and conditions of SECON Hosted Buyer Programme.

Date

Name

Signature