



CINTONA

CHIEF INTELLIGENCE

Summit Portfolio 2018

CINTONA stands for best-in-class business development, advanced matchmaking and significant sales growth. CINTONA was founded by experienced CxO networkers in 2014 and has an excellent track record ever since. CINTONA provides exclusive access to well-funded corporate projects and offers the best business networking for the most reasonable pricing.

„Thank you for the excellent organization and processing of the Strategy Dialog. Well-selected delegates and excellent presentations. Your specific workshop format is very good, the one we hosted brought interesting discussions.“

Jörn-Erik Mantz, Head of Energy Services B2B, innogy SE (2017)

„In the name of my colleagues I would like to thank you for the successful strategy dialog in Dusseldorf.“

Eva Rouschal, MD, iisy – intelligente informationssysteme AG (2017)

„Extraordinary event with many promising one-on-one meetings for us!“

Peter Ellerau, CEO, HighCoordination GmbH (2017)

„Congrats for this event. We love the format. Excellent presentations.“

Gerardo Pelosi, Head of Big Data Switzerland, Atos AG (2017)

„The event was very good from my point of view. Thank you again for the excellent organisation.“

Uwe Spiegel, Director International Sales, T-Systems Multimedia Solutions GmbH (2016)

„Excellent contacts and on-site support. We are very satisfied with your services. Great. My sincere compliments to the team.“

Anja Freiheit, Marketing Manager DACH & Eastern Europe, Saba Software GmbH (2016)

„Fantastic format! Thank you for the exciting and excellent organization. It was a great pleasure.“

Naimah Schütter, The Unbelievable Machine Company (um) (2016)

„Thank you for this cool event. Truly excellent audience and fantastic conversations in a sedate cozy venue. You created real value added.“

Dr. Marcus Mende, General Manager, data2face GmbH (2016)

„At our first attendance as solution partner we were pleased by the audience which truly represented the relevant industries. The intense and honest conversations have been encouraging to us, because - as it seems - we match the needs of manufacturing industries. On the other hand the feedbacks inspired us to readjust our emerging business models. The limitation of attendees was also a good thing because after two days we got to know most of the managers who headed home with an honest „See you!““

Andreas Heyde, Project Coordinator EE Energy Efficiency & Industry 4.0, Osram GmbH (2016)

„The Swiss Leaders Dialog connects Big Data decision makers and solution providers in a sustainable way. Efficient and in-depth exchange of experiences.“

Jens Schnettler, Senior Manager Big Data & Predictive Analytics, Woodmark Consulting AG (2016)

„Exploratory informative event with excellent presentations and open discussions regarding current energy challenges which industrial corporations can tackle with E.ON's tailor-made solutions.“

Christoph Hiesgen, Team Leader Technical Sales On-site Generation Business E.ON Connecting Energies GmbH (2015)

„The Energy Efficiency Strategy Dialog is very important for me. All participants have been highly qualified and the atmosphere was very relaxed which enabled very good meetings. I can already say there will be a good Return on Invest for us from this event. Looking forward to the next Strategy Dialog.“

Sven Stürmer, Head of Sales Western Germany, Kübler GmbH (2015)

Date 2018	Event	Target Groups	Main Topics
JAN, 30-31 Düsseldorf	Industry 4.0 / IoT / m2m Strategy Dialog	CTO, Head Manufacturing, Head R&D, CIO, Head Engineering, Head Product Development, Head Supply Chain, Chief Digital Officer and similar roles	Smart Factory Design, Smart Supply Chains, Smart Products, Big Data, Advanced Analytics, Integration Machine Data/MES/ERP, SCADA, BUS Systems, Sensors, Actors, PLM, IoT Ecosystem, m2m, Cyber-physical Systems, IT Security
MAR, 20-21 Zürich	Swiss Leaders Dialog Big Data Strategies	Head Big Data/Data Analytics/Data Science, CIO, Head Marketing, Chief Digital Officer, Head Controlling, Head Strategy and similar roles	Advanced/Predictive Analytics, Big Data, Realtime Processes, Big Data Platforms/Architecture, Use Cases in Business Functions (Marketing, Finance, Manufacturing etc.), Machine Learning, AI, HPC, Hadoop, Spark, SAP Hana
MAY, 15-16 Wiesbaden	Big Data Strategy Dialog	Head Big Data/Data Analytics/Data Science, CIO, Head Marketing, Chief Digital Officer, Head Controlling, Head Strategy and similar roles	Advanced/Predictive Analytics, Big Data, Realtime Processes, Big Data Platforms/Architecture, Use Cases in Business Functions (Marketing, Finance, Manufacturing etc.), Machine Learning, AI, HPC, Hadoop, Spark, SAP Hana
JUN, 5-6 Düsseldorf	Energy Efficiency Strategy Dialog	Head Manufacturing, Head Engineering, CTO, Head Energy Management, Head Energy Controlling, CPO and similar roles	Contracting, CHP/CHPC, Energy Strategy, Energy Management, Certificates, QM, Regulation (UN, EU, D, A, CH), Shopfloor Optimisation, Controlling, Monitoring, Measurement and Control, Facility/Building Management, Renewable Energies, Process Heat/Cooling, Heat Recovery, Media Supply, Electrical Grids, Lighting, Heating, Ventilation, Compressed Air, Pumps, Climate Control
SEP, 11-12 Zurich	Swiss Leaders Dialog Industry 4.0 / IoT / m2m	CTO, Head Manufacturing, Head R&D, CIO, Head Engineering, Head Product Development, Head Supply Chain, Chief Digital Officer and similar roles	Smart Factory Design, Smart Supply Chains, Smart Products, Big Data, Advanced Analytics, Integration Machine Data/MES/ERP, SCADA, BUS Systems, Sensors, Actors, PLM, IoT Ecosystem, m2m, Cyber-physical Systems, IT Security
SEP, 18-19 Frankfurt	IoT Security Strategy Dialog	CISO, OT Security, CIO, Product Development, Engineering, Business Processes / Operations, Market Strategy, Business Development, CEO and similar roles	IoT Ecosystems, IoT Security Management, IoT Strategy, IoT Business Models, Process Management, Industry 4.0, Incident Management, Bot Nets / DDoS, Device Discovery, Device Provisioning, Device Detection, Blockchains, Data Security, Authentication, Network Segmentation, Network Isolation, Cloud Security, Data Flow
NOV, 5-6 Frankfurt	Advanced Analytics Infrastructure Dialog	Head Big Data/Data Analytics/Data Science, CIO, Head IT Infrastructure, Chief Digital Officer, CTO and similar roles	Technology for Advanced/Predictive Analytics, Big Data, Realtime Processes, Big Data Platforms/Architecture, Machine Learning, AI, HPC, In-Memory Analytics, Hadoop, Spark, SAP Hana, NoSQL, SQL, Data Center, Data Security, Next Big Things...
NOV, 7 Frankfurt	Blockchain Strategy Dialog	Head R&D, Head Innovation, Head Blockchain CoC, CIO, CDO, Head IT Infrastructure, Head Business Processes, COO, Head of Strategy and similar roles	Strategic Impacts, Disruption of Value Chains, New Business Models, Blockchain-Based Peer-to-Peer Business, Smart Markets, Bitcoin, Ethereum, Blockchains in Identity and Access Management, Blockchains and IoT/m2m, Smart Contracts, Blockchains in all Certification Processes (HR, Finance, Legal etc.), KYC Chain, Infrastructure, Compliance
NOV, 8 Frankfurt	AI Strategy Dialog	Head R&D, Head Innovation, Head AI CoC, CIO, Head IT Infrastructure, Head Business Processes, COO, CDO, Head Big Data/Analytics, Head of Strategy and similar roles	AI Business Models, Digitization, War for AI Talents Agile Organisation Deep Learning AI for Structured Data, AI and Big Data, Machine Learning, Cognitive Computing, Voice Interfaces, Voice Recognition Tensorflow, Simulations, Cognizing Patterns, Conversational AI, Chatbots, Personal Assistants, Roboadvisors, Open Source Trends, Supergrid, High Performance Computing (HPC), AI-based Products for Volume Markets, Complex Neuronal Networks (Hardware and Software), AI in Manufacturing and Engineering, AI in IT Security

Note: Advanced Analytics (Nov, 5-6), Blockchain (Nov, 7) and AI Dialog (Nov, 8) will take place in the same venue and rooms. If you book more than one event in this week, you will be given discounts. We are happy to give more details in a personal conversation.



Why should you spend budget with CINTONA?

We focus on pre-qualification and real business needs. We serve our CxO clients to find vendors for existing projects. This business development focus results in meaningful and successful meetings.

- Sole networking summit provider in D-A-CH with „conference-like“ **business focus** („best of both worlds“)
- **Sourcing focus:** decision makers primarily use CINTONA to evaluate and source solutions
- All decision makers **pre-qualified in-depth**
- Focus on **delegates quality** = having **budgets/projects and being interested** in talking to vendors
- **Invitation only**
- **Projects confirmed**
- **Advanced Matchmaking** based on scientific analytics (identifies also „hidden“ sales opportunities)
- You select **up to 20 meetings** with decision makers (30 minutes each)
- Each meeting **authorized by meeting partners**
- Each meeting with **individual agenda**
- Exclusive **exhibition and networking space** in designated networking room
- **Workshop hostings** with 10-15 highly involved decision makers included (on-top to meetings)
- **Presentation of your solutions** before the event in newsletters, online presentations and calls
- You'll get **all delegates and projects information**
- Access to **online community**
- Comprehensive multichannel **branding package** included (Website, PR/media, dialog marketing, Newsletter)
- **Complete participation** with high-class catering and dinner for your representatives
- **No incentives / no funding for delegates** (they come for business and NOT for fancy food, venue, accomodation etc.)
- Lean structures and highly qualified and skilled people enable CINTONA to produce **best results for the most competitive price**

Booking Form

mail to: sven.hardt@cintona.com

or fax to: +41 21 52 13 633

Package (not valid for Blockchain and AI Strategy Dialog)	Services	Price Strategy Dialog	Price Swiss Leaders Dialog
Premium	20 Meetings, 3 Reps, Workshop, exhibition space, Branding/PR	10,000.00 EUR + VAT	14,000.00 CHF + VAT
Elaborated	15 Meetings, 3 Reps, Workshop, exhibition space, Branding/PR	8,000.00 EUR + VAT	11,200.00 CHF + VAT
Advanced	10 Meetings, 2 Reps, exhibition space, Branding/PR	6,000.00 EUR + VAT	8,400.00 CHF + VAT

We hereby book the following package(s):

Date 2017	Event	Packages (please check)	Company name and address:
JAN, 30-31 Düsseldorf	Industry 4.0 / IoT / m2m Strategy Dialog	<input type="checkbox"/> Premium 10,000.00 EUR <input type="checkbox"/> Elaborated 8,000.00 EUR <input type="checkbox"/> Advanced 6,000.00 EUR <input type="checkbox"/> Basic 4,000.00 EUR	Attendees (name(s), job title(s), email(s), can also be named later in time): Main point of contact for us on your side (name, email, phone): City, date Signature
MAR, 20-21 Zürich	Swiss Leaders Dialog Big Data Strategies	<input type="checkbox"/> Premium 14,000.00 CHF <input type="checkbox"/> Elaborated 11,200.00 CHF <input type="checkbox"/> Advanced 8,400.00 CHF <input type="checkbox"/> Basic 5,600.00 CHF	
MAY, 15-16 Wiesbaden	Big Data Strategy Dialog	<input type="checkbox"/> Premium 10,000.00 EUR <input type="checkbox"/> Elaborated 8,000.00 EUR <input type="checkbox"/> Advanced 6,000.00 EUR <input type="checkbox"/> Basic 4,000.00 EUR	
JUN, 5-6 Düsseldorf	Energy Efficiency Strategy Dialog	<input type="checkbox"/> Premium 10,000.00 EUR <input type="checkbox"/> Elaborated 8,000.00 EUR <input type="checkbox"/> Advanced 6,000.00 EUR <input type="checkbox"/> Basic 4,000.00 EUR	
SEP, 11-12 Zurich	Swiss Leaders Dialog Industry 4.0 / IoT / m2m	<input type="checkbox"/> Premium 14,000.00 CHF <input type="checkbox"/> Elaborated 11,200.00 CHF <input type="checkbox"/> Advanced 8,400.00 CHF <input type="checkbox"/> Basic 5,600.00 CHF	
SEP, 18-19 Frankfurt	IoT Security Strategy Dialog	<input type="checkbox"/> Premium 10,000.00 EUR <input type="checkbox"/> Elaborated 8,000.00 EUR <input type="checkbox"/> Advanced 6,000.00 EUR <input type="checkbox"/> Basic 4,000.00 EUR	
NOV, 5-6 Frankfurt	Advanced Analytics Infrastructure Dialog	<input type="checkbox"/> Premium 10,000.00 EUR <input type="checkbox"/> Elaborated 8,000.00 EUR <input type="checkbox"/> Advanced 6,000.00 EUR <input type="checkbox"/> Basic 4,000.00 EUR	
NOV, 7 Frankfurt	Blockchain Strategy Dialog Premium (10 meetings/workshop/3 reps), Elaborated (8 meetings/workshop/2 reps), Advanced (6 meetings/2 reps), Basic (5 meetings/2 reps)	<input type="checkbox"/> Premium 7,000.00 EUR <input type="checkbox"/> Elaborated 6,000.00 EUR <input type="checkbox"/> Advanced 4,600.00 EUR <input type="checkbox"/> Basic 3,900.00 EUR	
NOV, 8 Frankfurt	AI Strategy Dialog Premium (10 meetings/workshop/3 reps), Elaborated (8 meetings/workshop/2 reps), Advanced (6 meetings/2 reps), Basic (5 meetings/2 reps)	<input type="checkbox"/> Premium 7,000.00 EUR <input type="checkbox"/> Elaborated 6,000.00 EUR <input type="checkbox"/> Advanced 4,600.00 EUR <input type="checkbox"/> Basic 3,900.00 EUR	

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Terms & Conditions

- The booking becomes valid when confirmed by CINTONA.
- CINTONA guarantees for the services stated in this brochure.
- Payment is due prior to the event, because CINTONA starts to work for the client immediately after booking (presentation of solutions, research etc.) and has to pay services in advance herself.
- CINTONA is not liable for damages caused by technical malfunctions or force majeure like e.g. acts of God, war, riots, terrorist threats or activities, political constraints or trade disputes.
- The regular cancellation fee is 25% of the invoice. In a period starting 4 weeks before the event the fee is 100% of the invoice.
- The solution partner bears expenses for damages caused by the partner's representatives during the event.
- Place of jurisdiction shall be Kreuzlingen, Switzerland