

EASTERN EUROPE DEFENCE WEEK 2016

ENDORSED AND SUPPORTED BY THE



MINISTRY OF DEFENCE & ARMED
FORCES OF THE CZECH REPUBLIC

22-24 JUNE 2016 | PRAGUE, CZECH REPUBLIC
WWW.EASTERNEUROPEDEFENCE.COM

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Organised by:



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Estonian
Defence Industry
Association



ABOUT THE CONFERENCE

Under the official endorsement and support of the Ministry of Defence of the Czech Republic, Eastern Europe Defence Week 2016 will focus on increased procurement activity of defence equipment of countries in Central and Eastern Europe.

Many of the CEE countries have been modernising their militaries and increasing defence budgets, creating the ideal platform for international defence companies to support through co-production and joint-ventures.

Eastern Europe Defence Week 2016 will facilitate the perfect environment for global defence contractors to gain valuable face time and access with decision-makers and experts who are driving the regions defence sector forward.

INTERNATIONAL COOPERATION AND TECHNOLOGY TRANSFER AGREEMENTS OF DEFENCE EQUIPMENT ARE HIGH PRIORITIES IN CENTRAL AND EASTERN EUROPE

Meet Ministries of Defence and Armed Forces from across Central and Eastern Europe who will be sharing details of their upcoming projects and current requirements – including Ukraine, Poland, Slovakia, Hungary, Romania and the Baltic States.

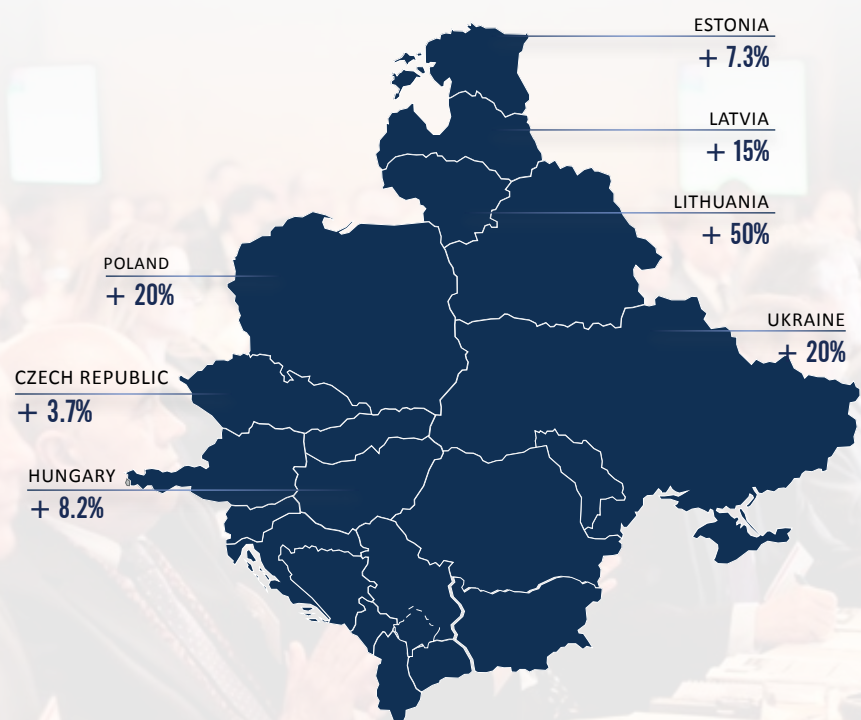
Beginning with an interactive workshop on defence procurement and offset policies in the CEE region, this conference will comprehensively explore key topics about defence strategy, bilateral cooperation and harmonisation within capability planning and procurement.

With 5+ hours of networking sessions per day, you'll have the chance to initiate dialogue during the private dinner, networking breaks and through the one-on-one meeting planner.

Eastern Europe Defence Week 2016 will be a hub for regional and international defence companies to meet in Prague to establish important partnerships and secure business for ongoing and future projects.

- » **Pre-arrange private business meetings**
- » **Ground-breaking technology showcases**
- » **Meet the MODs from across the CEE region to discuss partnerships**
- » **Private networking services; up to 8 pre-scheduled meetings a day**
- » **Understand the latest service offerings across the defence sector**
- » **30+ expert speakers**
- » **Meet international investors to start dialogue on investment potential and opportunities**
- » **Full exhibition area to meet future partners and discuss services**

INCREASE IN 2015 DEFENCE BUDGET



MEDIA PARTNERS

YOUR EXPERIENCE

BUSINESS NETWORKING

Meet high-level delegation from across the CEE region

THOUGHT LEADERSHIP

Give a presentation or join a panel discussion on the top industry projects

PRODUCT DEMOS

Use our exhibition space to showcase your services and technologies

PRIVATE MEETINGS

Pre-arrange meetings with speakers and attendees that you want to discuss business with

Eastern Europe Defence Week 2016 will be hosted in Prague, Czech Republic within a 5* venue.

Throughout the conference, you will benefit from a number of networking opportunities, including Lunches, a private Gala Dinner and Networking Reception.

WHO SHOULD ATTEND

CEOS, DIRECTORS, MANAGERS, DEPARTMENT HEADS, VPS:

GOVERNMENT – MODs/ARMED FORCES

- Procurement
- Capability Planning
- Armaments
- Policy and Plans
- Strategy
- International Cooperation

INDUSTRY - PRIVATE DEFENCE COMPANIES

- Sales
- Business Development
- Commercial
- Foreign Activity
- Contracts
- Communications

OFFICIAL ENDORSEMENT

MINISTRY OF DEFENCE OF THE CZECH REPUBLIC



**MINISTER OF DEFENCE
OF THE CZECH REPUBLIC**
Martin STROPNICKÝ

Prague, 19 November 2015

Mr. Ben Hillary
Chairman
IRN London & UAE
1st Floor 10-18 Vestry Street,
London N1 7RE,
United Kingdom

Dear Mr. Hillary,

The Ministry of Defence of the Czech Republic is very pleased to officially endorse the upcoming "Eastern European Defence Week 2016" conference, which will take place from 22nd – 24th June, 2016, in Prague (The Czech Republic).

We confirm that senior level officials from the Ministry of Defence and the Armed Forces of the Czech Republic will participate in the conference.

The Ministry of Defence of the Czech Republic is looking forward to welcoming officials from the various defence ministries, armed forces, and defence industries to this significantly important event.

Yours Sincerely,

A handwritten signature in blue ink, appearing to be 'M. Stropnický', written over a light blue circular stamp.

ABOUT IRN

As a specialist in organising senior-level conferences, IRN enjoys an excellent reputation globally. We host high-level events for a number of industries including Security & Defence, Oil & Gas, Commodity Trading and Infrastructure & Construction. We gather senior-level thought leaders from international companies to discuss top priority issues and are proud to host a number of highly acclaimed international events focused on Defence and Security.

Eastern Europe Defence Week 2016 has been designed with the same emphasis on high-quality speakers and intensively researched content, whilst facilitating a unique networking environment, to bring you the most comprehensive event of its kind.

IRN is honoured to have the **Auspices, Support and Official Endorsements** from respected Ministries worldwide for our Summits. These include:



Some of our previous Event Partners over the years across different industries include:



SPEAKERS

OUR SENIOR-LEVEL SPEAKER FACULTY INCLUDES A STRONG PANEL OF EXPERTS



Daniel Kostoval
Deputy Minister – Head of the Armaments and Acquisition
Division
Ministry of Defence of the Czech Republic



Tomas Kuchta
Deputy Minister – Head of the Industrial Cooperation and
Organisations Management
Ministry of Defence of the Czech Republic



Brigadier General Gintautas Zenkevičius
Military Representative to NATO and EU
Lithuanian Armed Forces



Colonel Attila Simon
Deputy National Armaments Director
Ministry of Defence of Hungary



Nele Loorents
Director of Procurement
Ministry of Defence of the Republic of Estonia



Denis Gurak
Deputy Director General, Foreign Economic Activity
UKROBORONPROM



Jiří Hynek
President and Managing Director
**Defence and Security Industry Association of the Czech
Republic**



Gintaris Šatkus
CEO
Lithuanian Defence and Security Industries Association



TBC
Polish Chamber of National Defence Manufacturers



Tim Webb
Head of Capability Delivery Section
NATO



TBC – Senior Representative
Bell Helicopter



Jakub Landovsky
Deputy Minister – Head of the Defence Policy and Strategy
Division
Ministry of Defence of the Czech Republic



Jakub Hodinar
Director of Industry Cooperation Division
Ministry of Defence of the Czech Republic



Brigadier General Norbert Huber
Director, Armament and Procurement
Austrian Ministry of Defence



Dr. Tomka Barnabás
Director of Procurement
Ministry of Defence of Hungary



Kusti Salm
Director of Defence Industry and Innovation Department
Ministry of Defence of the Republic of Estonia



Colonel Igor Cebek
Chief of J5 – Capability Planning, Strategy and Plans
Ministry of Defence of the Republic of Slovenia



Attila Zsitnyanyi
President
Defence Industry Association of Hungary



Vladimír Šimanský
Vice President for International Cooperation
**Association of the Defence Industry of
the Slovak Republic**



Kuldar Väärsi
Chairman of the Board
Estonian Defence Industry Association



Colonel (ret) Bruno Bucherie
CEO
Opinicus international



Jim Jaeger
Chief Cyber Services Strategist
Fidelis Cybersecurity

PRE-CONFERENCE WORKSHOP

WEDNESDAY 22ND JUNE 2016

A WORKSHOP ON UNDERSTANDING DEFENCE PROCUREMENT / OFFSET GUIDELINES IN CENTRAL & EASTERN EUROPE

In order to initiate the procurement process for defence projects across Central & Eastern Europe, it is vital to understand the principle procedures and best practices for physically doing business in the region.

This exclusive workshop outlines the main objectives for international defence companies looking to utilise the commercial opportunities in the region, fully exploring all the legal aspects regarding contracts and documentation. With reference to the topics below, there will be specific focus on:



CZECH REPUBLIC



POLAND



HUNGARY



UKRAINE

OVERVIEW OF PROCUREMENT INDUSTRY

MARKET ENTRY STRATEGIES

GENERAL PRINCIPLES AND PROCUREMENT AUTHORITIES

REQUIREMENT LISTS

SPECIFICATIONS AND TENDERS

BIDDING PREPARATION AND SUBMISSION

JOINT VENTURES AND SUBCONTRACTORS

EVALUATION AND AWARDING OF TENDERS

CONTRACTS AND DOCUMENTATION

DISPUTE RESOLUTION

TECHNOLOGY TRANSFER AND OFFSET REGULATIONS

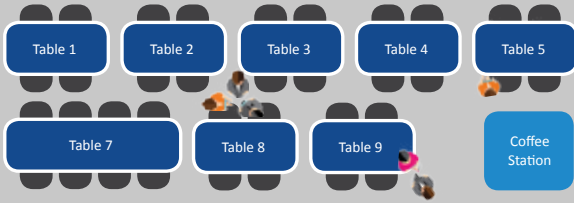
HUMAN RESOURCES

OVERCOMING LANGUAGE BARRIERS

ADVICE AND SUGGESTIONS FOR INTERNATIONAL COMPANIES TO INVEST

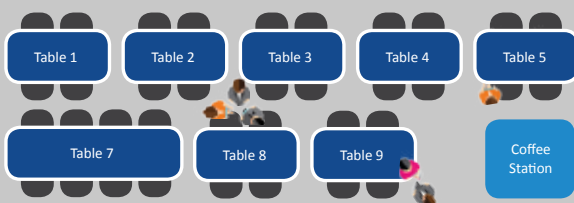

DAY 1 - THURSDAY 23RD JUNE 2016

AGENDA

MINISTERIAL AND MILITARY UPDATES	
09.00	Opening comments from the Chairman
09.15	<p>Keynote Presentation: Capabilities and activities of the Armed Forces of the Czech Republic</p> <ul style="list-style-type: none"> • Key objectives and areas of priority for the Ministry of Defence and Armed Forces • Czech Defence development plan for the period of 2016-2020 • Common barriers in the CEE region and ways we can overcome them <p>Daniel Kostoval, Deputy Minister – Head of the Armaments and Acquisition Division, Ministry of Defence of the Czech Republic</p>
09.45	<p>Panel Discussion: Collective approaches from Militaries and Armed Forces to tackle the overall regional challenges</p> <ul style="list-style-type: none"> • The presence of permanent combat troops on the ground • Multinational military training programmes • Summary of NATO activities in the region – it's impacts on local budget allocation and procurement priorities <p>Jakub Landovsky, Deputy Minister – Head of the Defence Policy and Strategy Division, Ministry of Defence of the Czech Republic Colonel Igor Cepek, Chief of J5 – Capability Planning, Strategy and Plans, Ministry of Defence of the Republic of Slovenia Dr. Tomka Barnabás, Director of Procurement, Ministry of Defence of Hungary</p>
10.30	<div style="display: flex; justify-content: space-between;"> <div style="width: 48%;"> <p>Business Networking Hour</p> <p><i>In advance of the conference, all registered attendees will receive the list of participants and access to an online platform allowing them to prearrange mutually agreed meetings. A dedicated area will be made available for these pre-arranged meetings to take place in comfort. Coffee and refreshments will be served throughout.</i></p>  <p>The diagram shows a layout of a business networking area. It features nine tables arranged in two rows. The top row contains five tables labeled 'Table 1' through 'Table 5'. The bottom row contains three tables labeled 'Table 7', 'Table 8', and 'Table 9'. A 'Coffee Station' is located to the right of the bottom row. Small icons of people are scattered around the tables, indicating a social setting.</p> </div> <div style="width: 48%;"> <p>Demo Area Presentations</p> <p><i>During the break, there will be product demonstrations in the exhibition area showcasing the latest technologies in the defence sector.</i></p> <div style="display: flex; justify-content: space-around; align-items: center;"> <div style="border: 2px solid white; border-radius: 15px; padding: 10px; background-color: #ccc; width: 150px; text-align: center;">DEMO AREA 1</div> <div style="border: 2px solid white; border-radius: 15px; padding: 10px; background-color: #ccc; width: 150px; text-align: center;">DEMO AREA 2</div> </div> <div style="border: 2px solid white; border-radius: 15px; padding: 10px; background-color: #ccc; width: 400px; text-align: center; margin-top: 10px;">DEMO AREA 3</div> </div> </div>
11.30	<p>Panel Discussion: The united role of Ministries of Defence to increase collaboration between governments and the industry</p> <ul style="list-style-type: none"> • Thorough but cost-effective capability and armament planning • Knowledge sharing, joint production and technology transfer for collaborative projects • Mid-long term modernisation and acquisition plans <p>Daniel Kostoval, Deputy Minister – Head of the Armaments and Acquisition Division, Ministry of Defence of the Czech Republic Brigadier General Norbert Huber, Director, Armament and Procurement, Austrian Ministry of Defence Colonel Attila Simon, Deputy National Armaments Director, Ministry of Defence of Hungary</p>
12.15	<p>Keynote Presentation: Polish modernisation and their growing indigenous defence industry</p> <ul style="list-style-type: none"> • The strategic intent of the Polish Armed Forces and their spending plans by 2022 • Life cycle cost of procured projects and offsets • Rational market entry strategies into the Polish defence industry
12.45	Lunch Break

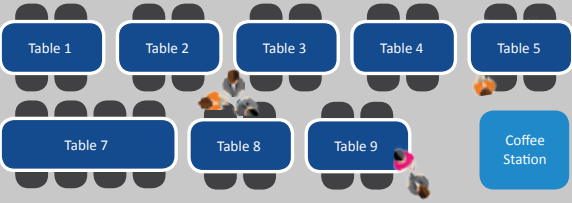
DAY 1 - THURSDAY 23RD JUNE 2016 (CONTINUED)

AGENDA

THOUGHT LEADERS AND INTERNATIONAL COOPERATION	
14.00	<p>Presentation: An overview of the trends of military helicopters in the region, and what we can look forward to</p> <ul style="list-style-type: none"> Trends and patterns for the current military helicopter industry Solutions and services pioneered by Bell Helicopter International projects and cooperation with the defence industry <p>TBC, Senior Representative, Bell Helicopter</p>
14.30	<p>Panel Discussion: Innovation within international cooperation – are there new ways we can all be working together?</p> <ul style="list-style-type: none"> Pinpointing high-priority areas: R&D, military training, joint production and technology transfer Monitoring increasing engagement between MOD's, Embassies and the defence industry Joint procurement projects – is defence harmonisation the solution? <p>Tomas Kuchta, Deputy Minister – Head of the Industrial Cooperation and Organisations Management Division, Ministry of Defence of the Czech Republic Jakub Hodinar, Director of Industry Cooperation Division, Ministry of Defence of the Czech Republic Colonel (ret) Bruno Bucherie, CEO, Opinicus international</p>
15.15	<div style="display: flex; justify-content: space-between;"> <div style="width: 48%;"> <p>Business Networking Hour</p> <p><i>In advance of the conference, all registered attendees will receive the list of participants and access to an online platform allowing them to prearrange mutually agreed meetings. A dedicated area will be made available for these pre-arranged meetings to take place in comfort. Coffee and refreshments will be served throughout.</i></p>  </div> <div style="width: 48%;"> <p>Demo Area Presentations</p> <p><i>During the break, there will be product demonstrations in the exhibition area showcasing the latest technologies in the defence sector.</i></p> <div style="display: flex; justify-content: space-around; align-items: center;"> <div style="border: 2px solid white; border-radius: 20px; padding: 10px; background-color: #ccc; width: 180px; height: 60px; text-align: center;"> <p>DEMO AREA 1</p> </div> <div style="border: 2px solid white; border-radius: 20px; padding: 10px; background-color: #ccc; width: 180px; height: 60px; text-align: center;"> <p>DEMO AREA 2</p> </div> </div> <div style="border: 2px solid white; border-radius: 20px; padding: 10px; background-color: #ccc; width: 400px; height: 70px; text-align: center; margin-top: 10px;"> <p>DEMO AREA 3</p> </div> </div> </div>
16.15	<p>Panel Discussion: Overcoming barriers to maximise the investment opportunities in the local defence industries</p> <ul style="list-style-type: none"> How international companies can successfully establish a firm presence in the CEE region Exploring the prospects of cheaper production costs, access to new research and entry into new markets Creating transparency with local governments seeking investments
16.45	<p>Panel Discussion: Growth areas within defence research and development – where do you prioritise your investments?</p> <ul style="list-style-type: none"> Effects of the EDA-EU agreement on Preparatory Action for Defence Research (PADR) Outlook on what is required in European R&D to help survive in the global defence market Looking 10 years ahead – what can we look forward to into the future?
17.30	<p>Closing comments from the Chairman and Drinks Reception</p> 

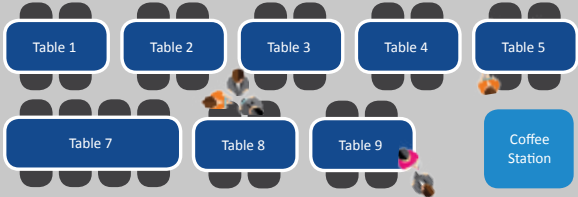
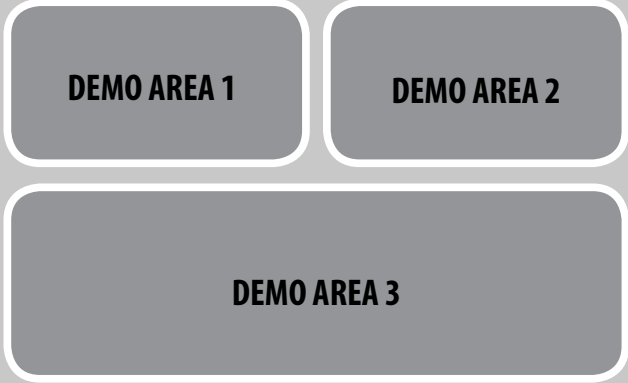
DAY 2 - FRIDAY 24TH JUNE 2016

AGENDA

09.00	Opening comments from the Chairman	
9.15	Presentation: Key messages for the Warsaw Summit and activities in the region <ul style="list-style-type: none"> NATO's Readiness in light of the contemporary security challenges NATO's Resilience, working with all actors Multinational Cooperation to deliver key capabilities Tim Webb, Head of Capability Delivery Section, NATO	
9.45	Presentation: Modernisation plans of the Ministry of Defence of Hungary <ul style="list-style-type: none"> Understanding the rolling modernisation programmes of the MOD and Armed Forces Defence policy – exploring Hungary's regional cooperation initiatives across Europe Harmonising capability planning for effective procurement and development Colonel Attila Simon, Deputy National Armaments Director, Ministry of Defence of Hungary Dr. Tomka Barnabás, Director of Procurement, Ministry of Defence of Hungary	
10.30	Business Networking Hour <i>In advance of the conference, all registered attendees will receive the list of participants and access to an online platform allowing them to prearrange mutually agreed meetings. A dedicated area will be made available for these pre-arranged meetings to take place in comfort. Coffee and refreshments will be served throughout.</i> 	Demo Area Presentations <i>During the break, there will be product demonstrations in the exhibition area showcasing the latest technologies in the defence sector.</i> <div style="display: flex; justify-content: space-around; align-items: center;"> <div style="border: 2px solid white; border-radius: 15px; padding: 10px; background-color: #ccc; width: 150px; text-align: center; margin: 5px;"> DEMO AREA 1 </div> <div style="border: 2px solid white; border-radius: 15px; padding: 10px; background-color: #ccc; width: 150px; text-align: center; margin: 5px;"> DEMO AREA 2 </div> </div> <div style="border: 2px solid white; border-radius: 15px; padding: 10px; background-color: #ccc; width: 350px; text-align: center; margin: 10px 0;"> DEMO AREA 3 </div>
11.30	Presentation: Exploring the development and opportunities within the Ukrainian defence industry <ul style="list-style-type: none"> Increased spending towards modernised defence equipment Market entry strategies into Ukraine and prospects for partnership projects Upgrading Ukraine's naval capabilities to gain strategic advantages across the Black Sea Denis Gurak, Deputy Director General, Foreign Economic Activity, UKROBORONPROM	
12.15	Presentation: Forensic analysis of cyber-attacks: identifying the root cause, working to counteract the threat and mitigate future attacks <ul style="list-style-type: none"> Evolving attack trends, and techniques employed in major breaches How to combat advanced persistent threats Strategies and practices to better defend your organisation Five things you wish you had known before you had been breached Real incident response and breach investigation cases Jim Jaeger, Chief Cyber Services Strategist, Fidelis Cybersecurity	

DAY 2 - FRIDAY 24TH JUNE 2016 (CONTINUED)

AGENDA

12.45	Lunch Break	
14.00	Panel Discussion: Strategic priorities and objectives of the Baltic States <ul style="list-style-type: none"> Assessing opportunities for defence companies investing across land, air and the Baltic Sea Highlighting the importance of joint ventures and international projects Demonstrating high priority areas in the short term future Brigadier General Gintautas Zenkevičius, Military Representative to NATO and EU, Ministry of National Defence of the Republic of Lithuania Gintaris Šatkus, CEO, Lithuanian Defence and Security Industries Association Kuldar Väärsi, Chairman of the Board, Estonian Defence Industry Association	
14.30	Presentation: Activities and objectives of the Ministry of Defence of the Republic of Estonia <ul style="list-style-type: none"> A change in procurement processes in light of regional opportunities Sourcing the key investment areas and working with the Estonian MOD Innovation within the MOD: what can the industry look forward to? Nele Loorents, Director of Procurement, Ministry of Defence of the Republic of Estonia Kusti Salm, Director of Defence Industry and Innovation Department, Ministry of Defence of the Republic of Estonia	
15.15	Business Networking Hour <i>In advance of the conference, all registered attendees will receive the list of participants and access to an online platform allowing them to prearrange mutually agreed meetings. A dedicated area will be made available for these pre-arranged meetings to take place in comfort. Coffee and refreshments will be served throughout.</i> 	Demo Area Presentations <i>During the break, there will be product demonstrations in the exhibition area showcasing the latest technologies in the defence sector.</i> 
16.15	Presentation: Goals and ambitions of the Defence and Security Industry Association of the Czech Republic (DSAI) <ul style="list-style-type: none"> How DSAI help foreign suppliers to partner with Czech companies An indispensable intermediary for domestic and international cooperation Association objects parallel with the strategies of the Ministry of Defence of the Czech Republic Jiří Hynek, President and Managing Director, Defence and Security Industry Association of the Czech Republic	
16.45	Panel Discussion: Pinpointing the role of Associations in shaping the future for the regional defence industry <ul style="list-style-type: none"> Evaluating the role of defence Associations as mediators between MODs and industry Best practices for encouraging international projects for your member companies Forecasting the future of defence in the region – trends and prediction Attila Zsitnyanyi, President, Defence Industry Association of Hungary Vladimír Šimanský, Vice President for International Cooperation, Association of the Defence Industry of the Slovak Republic TBC, Polish Chamber of National Defence Manufacturers	
17.30	Closing comments from the Chairman	

REGISTRATION FORM

EASTERN EUROPE DEFENCE
WEEK 2016

SALES CONTRACT

22-24 JUNE 2016 | PRAGUE, CZECH REPUBLIC
WWW.EASTERNEUROPEDEFENCE.COM

Please complete this form and return to:

Fax +44 (0) 20 7183 7945

Email: registrations@irn-international.com

REGISTRATION DETAILS

Name _____

Job Title _____

Email _____

Name _____

Job Title _____

Email _____

COMPANY DETAILS

Organisation _____

Address _____

Postcode _____ City _____

Country _____ Tel _____

VAT Number _____

PAYMENT METHOD

CREDIT CARD

If paying by credit card then we will contact you by telephone to collect credit card details, please provide the telephone number you would like us to contact you on.

Tel:

Card Holder's Name _____

Last 4 digits of the card _____

Signature _____

By signing I confirm I am the authorised signatory of the above card.
I agree to IRN's Terms and Conditions and agree to IRN debiting my card.

BANK TRANSFER

Payment terms: Payment to be made within 5 working days

AUTHORISATION

Name _____

Date _____

Signature _____

DELEGATES FEE

(includes documentation and entry to all conference sessions, lunches, refreshments, admission to networking social events. Payment is required within 5 working days)

Delegate fee per person	Conference Only	Conference + Workshop
1 Delegate	1,195 £	1,795 £
2 Delegates	2,275 £	3,475 £
3 Delegates	3,195 £	4,995 £
4 Delegates	3,995 £	6,395 £
*Additional delegate pass beyond 4 at £900		
Documentation Only	£300	

FEATURES

Select features for your package:

Raw Exhibition Space - 3x2m	£1,995	
Raw Exhibition Space - 3x3m	£2,895	
Raw Exhibition Space - 6x3m	£5,495	
Shell Scheme Exhibition Stand - 3x2m	£2,495	
Shell Scheme Exhibition Stand - 3x3m	£3,615	
Shell Scheme Exhibition Stand - 6x3m	£6,895	
Drinks Networking Reception	£7,950	
Lunch	£3,950	
Coffee Networking Break	£2,950	
Lanyards	£4,450	
Pads and Pens	£3,450	
Visitor Badges	£4,450	
Visitor Bags	£4,450	
Conference Room Roller Banners	£1,950	
Enhanced Marketing Listing	£1,695	
Dedicated Eshot	£1,695	
Event Brochure Advert 1/4 Page	£495	
Event Brochure Advert 1/2 Page	£895	
Event Brochure Advert Full Page	£1,595	
Standalone Speaking Slot	£6,950	
Panel Discussion Slot	£2,650	
Live Meeting Package: 4 Meetings	£3,950	

TOTAL:

For Terms and Conditions please see next page

Please complete this form and return to: Email: registrations@irn-international.com or Fax +44 (0) 20 7183 7945

TERMS AND CONDITIONS

EASTERN EUROPE DEFENCE WEEK 2016

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The following terms shall form the whole agreement between International Research Networks Ltd (IRN) and the Sponsor (referred to below as the Customer) and may only be modified by the prior written agreement of an authorized signatory of IRN.

1. The conference fee is inclusive of Conference documentation, entry to all conference sessions, lunches, refreshments and admission to all social networking events.
2. The events arranged by IRN will be as described in the relevant IRN publication and any subsequent modification of that document. Any other form of discussion or communication concerning the event shall not form part of the contract unless issued as a formal written document by IRN or a letter signed by an authorized signatory of IRN.
3. IRN reserves the right to record all telephone conversations for staff training and record purposes.
4. Payment is due in full within 5 working days of placing an order. VAT is additional to all prices quoted and a VAT receipt will be issued on receipt of full payment.
5. Cancellations by the customer will be entitled to the following credit -
 - More than 90 days before the event – a full credit voucher will be issued
 - Between 30 and 90 days before the event – a 50% credit voucher will be issued
 - Less than 30 days before the event – no credit voucher will be issued.
1. The credit voucher may be used towards payment for any other IRN event in the following 18 months but will have no other form of cash or refund value and will form the full settlement of any refund due to the customer.
2. Upon signing and returning this sales contract the customer commits to make payment in full. If the customer wishes to make a cancellation before payment has been made, the customer is still obliged to make payment in full, and will in turn receive a credit note of the equivalent price and is applicable for 18 months for any IRN event, summit, conference or workshop.
3. In the event that IRN has to cancel or postpone the event then the customer shall be issued with a credit voucher equal to the full value paid by the customer. The credit voucher will have no other form of cash or refund value and will form the full settlement of any refund or reimbursement due by IRN to the customer.
4. All aspects of the event as indicated in IRN's literature are indicative only and are subject to variation up to the start of the event. Therefore any aspect of the event including location, content, timetable, dates, event duration, speakers, lecture titles and subject matter may be varied at any time. Customers are invited to contact IRN at any time for updated and specific details of the event.
5. Events will be located in suitable conference facilities within hotels, conference halls and other such establishments. As the event organiser IRN will use its reasonable endeavours to ensure that such premises are suitable and appropriate for such events but shall have no liability for any accident, inconvenience, theft, loss, damage, non-availability of facilities or any other difficulty or loss at such event where this is beyond the reasonable control of IRN.
6. The customer is wholly responsible for booking and paying for all travel, accommodation, meals and other services associated with his / her attendance at an event. Any meals or refreshments are only included within the event fee if specifically listed on the event booking form.
7. Under no circumstances shall IRN be liable for any expenses incurred by the customer even if the event is cancelled, postponed or modified in any way. In all situations it is agreed that the customer will only book such services where the customer has the right and ability to cancel these services without cost or penalty and where the customer retains and accepts the full ability and responsibility to do so.
8. IRN shall have no liability whatsoever for any indirect costs or expenses or any consequential losses howsoever incurred by the customer in any circumstances including, for example, lost profits, lost revenues, lost business opportunity, lost goodwill.
9. In cases of late payment beyond 30 days, the client agrees that statutory interest will be charged on the outstanding balance. Statutory interest is due at 8% plus the Bank of England base rate.
10. Should legal enforcement be required, the client agrees that they will be liable for IRN's legal fees and debt recovery costs should the court find in IRN's favour. This is applicable to all legal proceedings including the small claims track.
11. IRN acts as organiser and co-ordinator of the event but does not itself produce or present the course content. As such, IRN will sub-contract all presentation duties and the preparation of all course materials but accepts no liability for the acts or omissions of its sub-contractors or for any aspect of the information, views or data presented at any event.
12. Data Protection. The customer agrees that IRN may retain data about the customer in both computer and paper form and use such data to contact the customer with information about future events and pass such data to sponsors who attend IRN events. IRN agrees that it will not pass customer data to any other third party unless required to do so by law and will cease informing the customer of future events on receipt of request from the customer.
13. Force Majeure. Under no circumstances shall IRN have any liability for any act, loss, damage, expense, mistake, omission or other event which is outside its reasonable control.
14. Severability. If any term is held to be invalid or unenforceable then that shall not prevent the remainder of this agreement from remaining valid.
15. Governing law. This agreement shall be governed by the laws of England.



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www.irn-international.com

LONDON