

The Only Asian Integrated Security Exhibition beyond Korea
 18 - 20 March 2020 @ KINTEX, Korea

SECON 2020 Hosted Buyer Programme

What is SECON 2020 Hosted Buyer Programme?

SECON 2020 launches 'Hosted Buyer Programme', which aims to set the stage for business between SECON 2020 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 2020 exhibitors. **Apply for SECON 2020 Hosted Buyer Programme now to get exclusive benefits!**

Please be aware that application of Hosted Buyer Programme opens until [20th \(Monday\) January 2020](#).

1. Who Qualifies

- An applicant having purchasing power or authority to source security-related products and solutions. Check the exhibitor List → [Click here to be connected on the Exhibitor List](#)
- To qualify, a Hosted Buyer should attend the event at least **2 days** and hold a minimum of **6 verified meetings** with SECON 2020 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 the hotel and book accommodation, Breakfast included)
- You can pre-arrange personalized meetings with suitable suppliers via online matchmaking system.
- Buyer Badge and Privileged access to the Overseas Delegation 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.**

***An applicant wishing to promote their sales will not be accepted into this 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 2020 Hosted Buyer Application Form
- 2) E-brochure of your company's products
- 3) Company Registration Certificate
- 4) An applicant is required to pre-register as a visitor of SECON 2020.
Please pre-register now → [Click here to pre-register on SECON 2020](#)

■ Application Deadline: [20th \(Monday\) January 2020](#)

■ If you have any enquiries, please contact SECON 2020 Secretariat:

Contact	Ms. Cecilia An	cecilia.an@ubm.com	Tel.+82-2-6715-5400
	Mr. Hoyong Jung	hoyong.jung@ubm.com	

SECON 2020 Hosted Buyer Application Form

1. 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.

▶ Check the exhibit profile → [Click here to be connected on the Exhibit Profile Page](#)

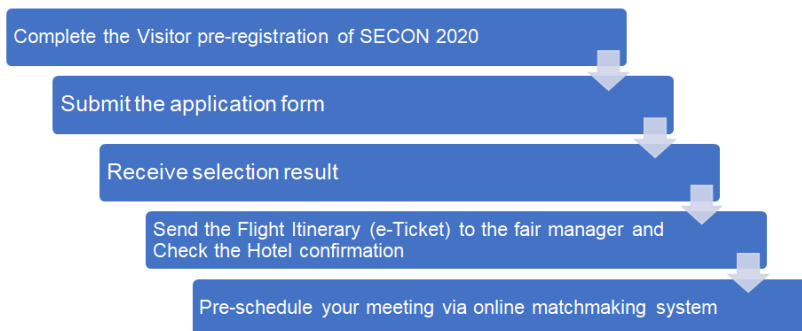
▶ Check the exhibitor list → [Click here to be connected on the Exhibitor List](#)

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

2. Terms & Conditions

1) General

- Each company may only avail of one (1) person 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;



Click [here](#) to be connected on the Visitor Pre-registration Page

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 2020.
 - 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)**

- Accommodation will reserve for the Hosted Buyer after submitting to the fair manager the Flight Itinerary (e-Ticket).
- All reservations must be guaranteed by a valid credit card. Credit cards are pre-authorized (not charged) when you check-in. SONO CALM Goyang shall cancel the deposit when you check-out.
- **Personal Expenses:** Expense for three nights accommodation, breakfast and VAT will be covered by the fair manager. However, any other personal expenses such as extended nights or hotel mini-bar will be borne solely by the Hosted Buyer.

No-shows will incur a 100% charge of the first night of the booking.

■ **Buyer Badge and access to a designated lounge**

- A Hosted Buyer could pick up Buyer Badge.
- A Hosted Buyer could access to a designated lounge.
 - ☞ Food & Beverage will be available at a designated lounge.

4) Required documents

■ **Required documents**

To be submitted for verification	
① A copy of passport	Prior
② Confirmed flight Itinerary	Prior
③ Meeting Report	Onsite

Prior : Before the start of the exhibition (No later than 14th Feb 2020)

Onsite : During the scheduled 15 minute-interview

- ▶ Submit a copy of passport in advance to the fair manager.
- ▶ Submit the confirmed flight itinerary to the fair manager to reserve your accommodation.
- ▶ Meeting Report will be provided in advance to Hosted Buyers. Please complete it onsite and present it during the interview.

■ **Announcement of selection results**

- The Fair Manager will individually inform an applicant about selection result case by case.

3. General Information

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

*Please submit your business card & e-brochure of your company's products with this document.

INFORMATION			
First name		Last name	Mr/Ms
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
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			
Please describe your purpose of applying for SECON 2020 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 2020 Visitor Registration at our official website?			
<input type="checkbox"/> Yes <input type="checkbox"/> No			
*Applicants are required to pre-register as a SECON 2020's visitor (Click here to be connected on the Visitor Pre-registration Page).			

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

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