



Deutsche Messe



20 – 24 March 2017 • Hannover • Germany

Startup Workstation

Attractive conditions for your participation at SCALE11

Startups face-to-face with B2B decision makers and potential investors

CeBIT offers with more than 200,000 trade visitors, one out of every three attendees is a top manager, a perfect platform for business contacts; not only for established companies, but also for young, innovative newcomers.

Take your chance at CeBIT to boost your business as well as for networking with potential customers, partners, investors, mentors and decision makers. **CeBIT SCALE11 is the international platform to scale up your business.**

Your access to B2B decision makers willing to invest

Startups almost have everything: young, creative minds, innovative ideas, the energy to work around the clock and the dynamic to break new ground. One thing they normally don't have at the beginning: the right access to profitable contacts. And as it is often a question of budget, we offer you attractive „all-inclusive“ participation opportunities at SCALE11 – our **Startup Workstations**.

Startup Workstation

Early Bird*:
1,800€

Footprint 8sqm incl. stand, infrastructure and stand cleaning:

- Triangular element with graphics, workspace and locker, 2 bar stools, lighting and trash
- 3-way socket
- Internet
- Carpet
- 1 pitch slot at our Startup Stage
- Participation at SCALE11 Community Event for 2 persons
- incl. online profile on relevant channels
- incl. processing fee (400 EUR)

Extra charge: Display (incl. installation at workstation)

Price*: **2,100 EUR**

Choose one of our 16 topic clusters (Organized Community Areas) for perfect positioning of your Startup Workstation:

- Artificial Intelligence (AI)
- Big Data & Analytics
- Blockchain
- Cloud & XaaS
- Digital Health
- eCommerce
- HR (Education, Gamification, Recruiting)
- FinTech
- Hardware
- Transportation & Logistics (Public Mobility)
- Internet of Things
- Media & AdTech
- Mobility & Automotive (Private Mobility)
- Security
- Smart Cities
- PropTech / Smart Home
- Virtual Reality

* Early Bird available until 31 October 2016. Limited to 50 workstations.

All prices excl. VAT. Offer only valid for legally independent enterprises that have been in business for less than five years.



<http://www.cebit.de/scale11>

SCALE11

More than exhibition

Workstations ▪ Community Areas ▪ Workshops ▪ Barcamps ▪ Speeddating ▪ Pitching ▪ Conference ▪ Networking

At SCALE11 we offer all parties involved in the startup ecosystem diverse participation formats and best opportunities for networking and partnering. We want everyone to find the right format for individual presentation and to benefit from numerous opportunities to initiate business at CeBIT.

SCALE11 – what to expect:

- Exhibition area with workstations, community areas and corporate presentations
- Industry & capital pitches
- Startup scoutings
- Matchmaking & speed-dating
- Investors club
- Conferences, best practices & workshops
- Co-working space & meeting facilities
- Networking lounge
- Community- & evening events



Why you should join!

1.

Business

Granting all startups access to international sales markets/clients.

2.

Network

Connecting corporations with young entrepreneurs with investors with politicians.

3.

Knowledge Transfer

Sharing experiences, ideas, challenges and methods.

4.

Diverse

Numerous and different formats serve heterogeneous needs.

5.

Disruptive

Ignores traditions, standards and rituals.

6.

Fair

Taking needs and necessities of startups seriously.

We look forward to celebrating a great show with you in 2017:



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