



1. Airline Cost Conference

Building upon successes of remarkable IATA Airline Cost Conferences (2013 - 2018), this two-day Conference will allow airlines and industry cost management experts to get together and discuss priorities and solutions to overcome the financial challenges that airlines are facing today.

It is organized under the auspices of the [Airline Cost Management Group \(ACMG\)](#) – an IATA Industry group focusing on matters concerning airline costs and measures to optimize them. Day one of the Conference is assigned to the presentations by leading industry experts in the fields of: Aviation, Data Science, European regulations, Distribution cost and Manufacturing, whereas Day two is dedicated to a training session on the newly developed Business Intelligence (BI) webtool for customized analysis.

Who attends the conference?




Based on our past experiences, the following professionals, amongst many others, attend:

- General Manager, CEO & CFO
- Manager & Director, Financial Analysis
- VP Finance
- Manager & Director, Cost Control
- Manager & Director, Strategic Projects
- VP Planning
- Director, Business Transformation
- Manager, Business Development
- Senior Director, Economics
- Director, Network Planning
- Manager, Fuel & Emissions Efficiency
- Manager & VP, Supply Chain/Procurement
- Manager & Director, Management
- Accounting Executive Advisor



2. Sponsorship Opportunities

The following sponsorship categories are available:

 A pair of large, vibrant blue wings with a shimmering, crystalline texture.	Diamond Sponsor	ACC Evening Event*
 A pair of golden-yellow wings with a smooth, metallic sheen.	Gold Sponsor	Lunch
 A pair of silver wings with a detailed, feathered texture.	Silver Sponsor	Coffee Break (Welcome, Morning or Afternoon selection)

* Please contact us for the details on the Evening Event.



3. Sponsorship Privileges

ACC Sponsors obtain the following exclusive privileges:


Table 1

Privileges	Diamond	Gold	Silver
Sponsor's logo and link on the event website	✓	✓	✓
Prime visibility of the Sponsor's name and logo on the conference program	✓	✓	✓
Display of Sponsor's logo in the venue areas	✓	✓	✓
Recognition by the event moderator during the opening and closing ceremonies	✓	✓	✓
10-minute non-commercial presentation to the delegates prior to the sponsored event	✓	✓	
Promotional material (8½x11 inch or A4) distributed to delegates with conference program	4 pages	2 pages	1 page
Sponsor's name and logo on the conference room screen prior to the sponsored event	✓	✓	✓
Tent cards with Sponsor's name and logo displayed on tables during the sponsored event	✓	✓	✓
Free delegate passes	4	3	2
Exhibition booth	✓	✓	



4. Benefits of Becoming a Sponsor

- a. Take advantage of the exclusivity of this event to promote your products and/or services to a captive audience. A hundred representatives mainly from airlines but also from OEMs, aircraft and engine lessors are expected to attend this event. In 2017 there were more than 30 participating airlines!
- b. An array of new potential customers awaits you, as you will have the opportunity to network with participants during and after the conference. Discuss new developments and products/services related to aviation and cost management.
- c. Based on your sponsorship package, enjoy the benefits of an Exhibition booth to ultimately raise awareness of your brand.

 This investment will grant you access to "the right people at the right place at the right time". The rest is up to you. 😊

5. Fees

The following fees have been established for the sponsorship opportunities described in table 1 above and will be allocated on a first-come, first-served basis.

Diamond	USD 20,000
Gold	USD 10,000
Silver	USD 3,500

6. Further Information

For further information, please email us at acmg@iata.org. We look forward to working together.



Based on its unique database for operational costs as well as strong IATA and airline members' expertise, ACMG is heading towards becoming a trusted and the only go-to source for the Airline industry benchmarking and a community platform for sharing best practices of effective cost management.

Yuliya Gerasymchuk, ACMG Chairperson, Financial Manager, UIA