



2023 REQUEST FOR PROPOSAL

THE WORLD FORUM FOR FOREIGN DIRECT INVESTMENT





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SUMMARY & BACKGROUND

Conway, Inc.

Since 1954, Conway has been the world's only full-service agency in the global corporate investment industry, providing the world's most comprehensive offering of services related to domestic and international corporate investment and expansion. Our integrated services meet the needs of government agencies seeking to attract investment as well as companies planning international expansion. Conway's event division has organized specialized economic development events for more than five decades.

Each Conway event has its own specific purpose, but common to all is the objective of facilitating economic development and FDI through knowledge gained from first-class, corporate-led programs, networking and peer-to-peer shared best practices.

Our decades of services include:

- International investment conferences and events, such as:
 - World Forum for Foreign Direct Investment
 - Great States Investment Summit
 - Grow Abroad Summit
 - TrustBelt Corporates & Consultants Forum
 - International FDI Summit
 - Global Super Projects Conference
- World Development Federation
- CoreNet Global (formerly IDRC)
- Industrial Asset Management Council (IAMC)
- FDI and economic development public training workshops & seminars
- Tailor-made economic development training seminars for a specific location, hosted by a local organization

PURPOSE & DESCRIPTION

The World Forum for Foreign Direct Investment

Held annually in different locations around the world, the World Forum for FDI provides a unique platform to network and discuss global location decisions amongst FDI deal makers, including globally expanding companies, economic and investment agencies, and the multipliers and site consultants who advise both parties.

Raising international awareness of the evolving nature of the host location and the corporate investment & business opportunities therein, the World Forum for FDI will bring approximately 400-450 VIPs to the host location from across the globe comprising of senior-level corporate decision-makers, leading site selectors advising on global corporate locations, government leaders & CEO's of economic developments organizations and investment promotion agencies in other continents. Delegates will gather together to discuss their economic competitiveness and FDI imperatives.

The aims of the World Forum for FDI are to improve the dialogue between government and industry on global FDI, corporate expansion decisions, workforce development issues and incentives — to provide a better understanding of the conditions which attract corporate investors and how to overcome the challenges companies face when setting up in new areas of the world.

Program and Dates

Please note that the confirmed dates are to be finalized subject to dates of other conferences taking place in the region. The target time frame is identified April–June 2023.

This is a two-and-a-half to three-day program scheduled for the year of 2023 incorporating networking and hospitality in the form of receptions and dinners, and potential site tour visits. The two-days of conference sessions will focus on headline speakers from internationally expanding companies, across various industry sectors and functions.

PROPOSAL GUIDELINES

Conway is currently accepting proposals to host the 2023 World Forum for FDI

The purpose of this Request for Proposal (RFP) is to solicit proposals from various candidate organizations, conduct a fair and extensive evaluation based on criteria listed herein, and select the candidates who best fit the requirements.

Proposals will be accepted until 17:00 Eastern Standard Time on Monday, 31-August-2020

- Any proposals received after this date and time will be returned to the sender
- All proposals must be signed by an official agent or representative of the company submitting the proposal
- Contract terms and conditions will be negotiated upon selection of the winning bidder for this RFP
- All contractual terms and conditions will be subject to review by Conway and will include scope, budget, schedule, and other necessary items pertaining to the project

Host fees are defined as follows by Conway:

- US\$175,000 host sponsor fee
- US\$45,000 for flight and hotel accommodations for speaking faculty (based on 40 speakers – this amount is less than half of the total – balance to be paid by Conway)
- Provide the Welcome Reception venue. Responsibilities to include providing the venue, audio-visual, food & beverage (to be approved by Conway)
- Provide the Gala Opening Reception. Responsibilities to include providing the venue, audio-visual, food & beverage (to be approved by Conway)
- Site visit costs for 2 Conway Event Managers, including flight, accommodations, transportation, and incidentals up to US \$6,000
- Transportation to/ from conference venue and related evening events – if off-site
- Airport shuttle transportation for up to 40 VIPs
- Sector site tour visit costs, if applicable

GUIDELINES CONTINUED

Host cities must meet the criteria as defined by Conway:

Venue requirements:

Potential venue locations for the World Forum for FDI should meet the following criteria:

- Conveniently located within 30 minutes of the nearest public airport, near notable landmarks/projects, have tourist appeal and within proximity to industrial centers
- Meeting space must be easily accessible, with natural light and ability to accommodate 400+ people in cabaret style table set-up
- One plenary room with pre-function space for breaks and networking — pre-function space must be large enough for 15–20 eight-foot exhibit spaces
- One meals room for banquet style seated breakfast and lunch on both days
- One unique reception space in standing reception style for Welcome Reception on the eve of the conference
- Extensive audio-visual capabilities
- Minimum of 300 guest rooms, either within the meeting space facilities or within a short walking distance

Other Host requirements:

- Provide prompt responses to any reasonable requests for decisions or action from Conway
- Connect Conway with the local Convention and Visitors Bureau or Tourism Board to discuss venue options, vendors and the site visit
- Identify preferred area attractions and possible venues of interest for off-site events/ receptions
- Assist with visa information & facilitation and provide immigration support at the airport as needed
- Advise Conway to understand the relevant importance of all local and regional stakeholders for protocol purposes
- Identify/ assist in inviting locally-based large companies and foreign investors in the host region
- Publicize the event directly to relevant contacts/ potential delegates
- Assist in securing one-hundred (100) paid delegates to attend the conference

PROPOSAL TIMELINE

**31
AUG
2020**

17:00 (EST)

- All proposals in response to this RFP are due no later than 17:00 Eastern Standard Time on Monday, 31-August-2020
- If additional information or discussions are needed with any bidders during this window, the bidder(s) will be notified
- Upon notification, the contract negotiation with the winning bidder will begin immediately

WORLD FORUM TIMELINE SINCE 2003



2003
Amsterdam,
Netherlands



2005
London,
UK



2007
Bologna,
Italy



2009
Vilnius,
Lithuania



2011
London,
UK



2004
Brussels,
Belgium



2006
Valencia,
Spain



2008
London,
UK



2010
Tallinn,
Estonia



2014
Philadelphia,
USA



2016
San Diego,
USA



2018
Liverpool,
UK



2020
Vancouver,
BC, Canada



2022
Edinburgh,
Scotland, UK

2013
Shanghai,
China



2015
Sharjah,
UAE



2017
Shanghai,
China



2019
Sydney, NSW,
Australia



2021
Dubai,
UAE



CONTACT DETAILS

Conway, Inc.

6625 The Corners Parkway, Suite 200
Peachtree Corners, GA 30092

Email: events@conway.com

www.conway.com

www.worldforumforfdi.com



RELATIONSHIPS
ARE FORMED HERE.
DEALS
ARE DISCUSSED HERE.
INVESTMENT DECISIONS
ARE MADE HERE.
THIS IS
THE WORLD FORUM FOR FDI



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6625 THE CORNERS PARKWAY • SUITE 200 • PEACHTREE CORNERS, GA • 30092 • 770.446.6996

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