

## Frequently Asked Questions

**Q. When and where** will the Seminar & Exhibition on Military Unmanned Aerial Vehicles take place?

28 Aug 2023. Venue is the Army owned Manekshaw Centre, New Delhi, a modern state-of-the-art convention centre located on Airport Road.

**Q. What are the main topics or themes** that will be covered during the seminar?

UAV Requirements of each Service,  
Industry Capabilities  
Research & Development  
Maintenance, Innovation,  
Counter-UAVs

**Q. What are the objectives of the seminar and exhibition** on military unmanned aerial vehicles?

For users to give out their requirements.  
For Industry to give out their capabilities and display their products.  
For DRDO scientists to inform about the areas of research going on.  
Overall to bring Users – Industry – Scientist together on one platform.

**Q. What is the expected duration of the event?** Will it be a one-day event or spread over multiple days?

One day event. From 0930 to 1700 hrs. Exhibitors can set up their stand one day earlier.

**Q. What are the benefits of attending** the event for industry professionals and participants?

1. Attend whole seminar and exhibition in-person.
2. All refreshments and lunch.
3. Interact with exhibitors and speakers.
4. Learn about latest developments and Services requirements.

**Q. Can you provide details about the event's agenda and schedule?**

Yes, it is given in the Information Brochure, which can be downloaded from the event page and also displayed on the webpage.

**Q. What is the target audience** for this event?

Serving officers of the Indian Armed Forces, dealing with UAVs, UAV user directorates, DRDO scientists, paramilitary officers (from BSF, CRPF, NSG, ITBP), Industry and Academia.

**Q. Who will be speaking** at the event from the armed forces, scientists, and academics?

Serving officers are nominated by Service HQ from these Branches to speak to the delegates:

Army Aviation, Infantry and Artillery Directorates from the Army  
Operations Branch and Network Centric Operations Branch of IAF

Operations and Naval Aviation and Naval Air Materials Branch of Indian Navy  
DRDO Labs dealing with UAVs

Q. Will there be any **networking opportunities** during the event?

You are free to meet anyone. The Lunch and refreshments are held in the exhibition area.  
If you want to be introduced specifically to someone attending the event, contact IMR.

We will bring important officers to your exhibition stand.

Q. Is there a **registration fee** or cost associated with attending the seminar and exhibition?

Regn for Industry delegates – Rs 5900 (Can go to website [showcase.imrmedia.in](http://showcase.imrmedia.in) or we can send a link on WA or email)

It includes Lunch and three times refreshments

Q. Are there any **discounts or special offers** available for early bird registration?

Discounts are available for group booking of delegates.

Early bird discount for exhibitors and sponsors expires 60 days before the event.

Q. **How many delegates** are expected to attend the event?

Approx 200. Attendance is by invitation. The core UAV community will be present. Breakdown of audience numbers will be :

Army - 60

Navy - 25

Air Force - 30

Paramilitary - 15

DRDO Scientists - 10

Industry - 60

Academia – 10

Others – 15

Q. Can foreign nationals attend?

Yes. Foreign nationals must complete the Security Clearance Form and send it to [uavindia@imrmedia.in](mailto:uavindia@imrmedia.in) along with copy of passport and visa (conference, J Type or Business Visa) by 18 Aug 2023. The form can be downloaded from

Q. Can you provide more details about the **exhibition display opportunities** available for companies?

Options for Exhibition Only are

2x2m Eco Stand fully furnished

3x3m premium stand fully furnished

Q. What are the options for Sponsorship available?

Options for Sponsorship, which includes Speaking, Exhibition Stand and many other benefits are:

Bronze Sponsorship

Silver Sponsorship

Gold Sponsorship

Platinum Sponsorship

Q. Can you provide some details about the **benefits and exposure that industry sponsors will receive**?

Benefits of Bronze Sponsor are:

1. One 15-mins speaking slot in seminar.
2. One 3m x 3m furnished exhibition shell stand.
3. Company Logo and Fascia.
4. Advt in Show Guide - Full page
5. Company Profile in Show Guide – 200 words with logo
6. Literature/ gift in Delegate Bags - 2 item.
7. Copy of speakers' presentations - provided
8. List of delegates attended - provided.
9. Passes for exhibition staff - 3
10. VIP Delegate Pass -5
11. Logo as Bronze Sponsor on all print and digital marketing materials
12. Logo on Event Banners at venue and on stage as Bronze Sponsor.
13. Banner on IMR website
14. Items on exhibition stand - 2xTables, 4 chairs, carpet, 3xspot lights, power supply box.
15. Refreshments and lunch for all delegates and exhibition staff
16. Acknowledgement as Bronze Sponsor in Inaugural and Closing Remarks.

Q. Will there be any **workshops or interactive sessions** during the event? Can participants ask questions and engage with speakers.

Each session has 15 mins of discussion time.

Q. Is there a **deadline for registration or sponsorship confirmation**?

As early as possible so that we can include your logo in all our marketing information and mailers.

Otherwise, closing date of sponsorship is 4 days before the event.

If foreign delegates are attending then 8 days before the event.

Q. Will there be any hands-on **demonstrations or live showcases** of unmanned aerial vehicles?

You can display UAV of any size. For very large birds we can arrange outdoor display.

Mini and Micro UAVs can be flown inside a netted enclosure.

All this for an extra charge.

Q. Can you provide information about any **media coverage or press releases** associated with the event?

You can arrange your own media coverage.

We will publish a report on the event on IMR website and in IMR Magazine.

We will provide photos and video clips of the event.

Q. Are there any specific **hotels or accommodations** recommended for attendees coming from out of town?

We recommend ITC Maurya on SP Marg which is approx. 4 kms from the venue. Mention IMR Media and the event and you will get a discount.

Q. Is there a **mobile app or online platform** that attendees can use for event updates and networking?

App on events being attended by serving officers is prohibited. However, the event has a website. Go to [showcase.imrmedia.in](http://showcase.imrmedia.in).

Q. How can interested individuals or companies **get in touch to learn more** about the event or discuss sponsorship opportunities

Contact me Indronil Banerjee (mob +91-9818984664).

Q. Are there any additional **marketing or promotional activities** planned for the event?

Everything being done through social media before and after the event. Emails being sent regularly.

Q. Can you provide any **statistics or market trends** related to the military unmanned aerial vehicles industry in India that could help attract sponsors and exhibitors?

Yes, I will send you a report on the previous edition of the event, a Knowledge Page and an article from IMR on the subject.