



Creating Niche Market places

Your **TRUSTED** partner for Private Exhibitions and
Conferences

WE'LL DO IT FOR YOU!

COMPANY PROFILE

Company Name : Focussed Event Management Private Limited

Date of Establishment : March, 2005

Directors : Mr. Sameer Khedkar – Full time Director;
Mr. Ashish Dandekar – MD, Camlin Fine Sciences Ltd.

Business Location(s) : Thane (Registered Office) and Vikhroli (Mumbai)

Staff : 6 full-time staff in Sales, Marketing, Design, Database and Accounts.
Dedicated representatives in New Delhi, Chennai, Pune

Employee Background : All staff university graduates with tradeshow management experience in India.

WHO WE ARE

- We are 15 years old
- Strong in Manufacturing / Engineering Tradeshow concepts.
- Two of our own events were acquired by 2 German Tradeshow corporations in separate transactions.
- We partner with Trade bodies and International organizers for their shows
 - Automotive Manufacturing Solutions conferences
 - CII – Confederation of Indian Industry
 - OPPI – Organisation of Plastics Processors of India
 - ARAI – Automotive Research Association of India
 - Reed Tradex, Thailand, Vietnam
 - Guangzhou Tarsus Tradeshow
 - SAE International - Society of Automobile Engineers

COMPETENCIES

Planning

Market Strategy

Fringe programs planning and execution

Budgeting and Timeline

Marketing

Online, Social media and Emailers

Press publicity And PR

Outdoor Branding and Radio

Sales

Booth sales

Delegate sales

Sponsorship solicitation

Project execution

Website development, registrations and payment acceptance

Exhibitor servicing and catalog / souvenir design and print

On-site activities

Complete Infrastructure and vendor management

Registration counter

Complete F & B coordination

Travel and transport

Speaker and delegate travel arrangements

Exhibit material logistics

OWN EVENTS – PAST AND PRESENT

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|---|--|
| Automotive Engineering Show | <ul style="list-style-type: none">• International Exhibition on Technologies for Automotive Manufacturing – now acquired by Messe Frankfurt |
| LaserTech India | <ul style="list-style-type: none">• International Exhibition on Applications of LASER in industry – now acquired by Messe München |
| Automotive Systems | <ul style="list-style-type: none">• A publication on technology adaptation in new and upcoming Manufacturing plants. |
| MegaTech | <ul style="list-style-type: none">• Exhibition and conference on Industrial Productivity. |
| Excellence Awards for Innovation and Creative Automation | <ul style="list-style-type: none">• Celebrating creative handling of technical challenges in manufacturing plants. |
| Grassroots Innovation Forum | <ul style="list-style-type: none">• Interactive discussions to help expand the spirit of innovation in modern-day manufacturing plants. |
| VRTECH | <ul style="list-style-type: none">• Exploring Virtual Reality and Augmented reality applications in Design & Manufacturing |
| MatDispens | <ul style="list-style-type: none">• A specialized exhibition of materials and dispensing technologies for manufacturing |

SALES / MANAGEMENT PARTNER



Automotive R&D Trends, CII



Plastics for Safe and Innovative Mobility: OPPI, Mumbai



Indo-German Conference "Plastics in Automobiles": OPPI



AMS Conference - 5 editions Ultima Media, UK



Advances in Metrology (ADMET): ARAI, Pune



Automotive Materials & Manufacturing (AMM): ARAI, Pune

Reed Tradex, Thailand

- Manufacturing Expo, Bangkok
- Vietnam Manufacturing Expo

Guangzhou Jiuzhou Tarsus Exhibition Co.

- AAITF Schenzen

Messe Munchen India

- Automotive Electronics Pavilion at
- Electronica - Productronica India

FOR COMPANIES – PRIVATE EXHIBITIONS

Today's complex tech needs one-to-one descriptions and customer interactions to explain solutions better - something often missing in regular tradeshows.

This has led to the emergence of private tradeshows.

Specialist companies are investing in dedicated, high-quality **INDIVIDUAL** events to showcase their capabilities and commitment to customers.

Focussed Events offers the complete solution–



- Planning the event, promotions and execution of all aspects of your show
- from ideation to accounts settlement; and everything in between.

PROFILE OF SAMEER KHEDKAR, DIRECTOR



**Exhibition Director –
Focussed Event
Management Pvt. Ltd.**

- 29 years overall; of which 19 years in organizing B2B trade shows in India.
- Thorough proficiency in every aspect of exhibition management - sales, industry partnerships, fringe programs, promotions, operations and P&L.
- Possess a good understanding of the digital marketing ecosystem.
- Excellent understanding of International trade show management and network of organizers, venues, vendors and service providers.
- Proven ability to coach & mentor team talent and gear them to meet Sales targets and deliver steady growth.

*GIVE US AN
OPPORTUNITY TO
SERVE YOU!!*

Sameer Khedkar



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