

# Study in Australia Colombia & Brazil

November 2018

Australian institutions with a Higher Education focus are invited to join the South America's leading international fairs dedicated to the recruitment of students at the higher education level – ExpoPos (EP) Brazil and Expo-Posgrados (EP) Colombia.

## ExpoPosgrados

### Recruit high caliber Colombian Postgraduate students

BMI connects you to serious Colombian students who have the financial and academic ability to study abroad at the post-secondary level. Supported by the funding agency COLFUTURO.

- 1 **Medellín** Nov 14
- 2 **Cali** Nov 15
- 3 **Bogotá** Nov 17 & 18

### SOUTH AMERICA



## ExpoPós

### Meet thousands of students at Brazil's International Higher Education recruitment fair

Open to accredited Higher Education institutions and pathway providers, ExpoPós Brasil is an event that targets the recruitment of Brazilian students at the Higher Education level and is focused on Brazil's two largest markets, São Paulo and Rio de Janeiro.

- 4 **Rio de Janeiro** Nov 21
- 5 **São Paulo** Nov 24 & 25

## Who will you meet?

Higher Education Institutions have very specific requirements when it comes to the profile of student they wish to meet at a fair. Academic history, language proficiency, financial ability and the desire to study overseas for an extended period are all vital criteria. The power of the BMI EP events is in the pre-fair

marketing, which targets students who are actively searching for their HE course abroad. By providing a focal point for Higher Education, we engage with students using an array of online marketing and on-campus promotion in private high schools, leading universities and amongst working professionals.

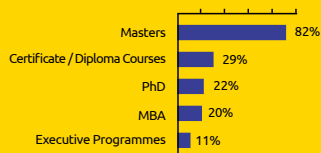
## ExpoPosgrados

### Visitor Statistics: Nov 2017

#### Number of visitors:

Bogotá	4,832
Cali	1,658
Medellín	2,147
<b>Total</b>	<b>8,637</b>

#### Course of interest:



#### Top 10 subject areas:

Business & Management
Engineering
Marketing & PR
Economics
Art & Design
Social Sciences
Healthcare Science
Education
Law
Languages

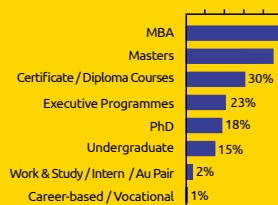
## ExpoPós

### Visitor Statistics: Apr 2018

#### Number of visitors:

Rio de Janeiro	1,420
São Paulo	3,354
<b>Total</b>	<b>4,774</b>

#### Course of interest:



#### Top 10 subject areas:

Business & Management
Languages
Engineering
Marketing & PR
Economics
Art & Design
Law
Computer Sciences
Tourism, Hospitality & Culinary
Film, Media & Communications

Organised by



Supported by



# Your Participation Options

Austrade has negotiated significantly reduced rates for Australian institutions to join the events and can provide further support to institutions in Bogota and Sao Paulo if required. In Sao Paulo and Bogota Austrade is supporting the event and will participate

to highlight Australia's education capabilities to attendees. Australian institutions can join in either a regular or compact sized stand space within the Study in Australia area.

## Compact Option

		Format	RRP	Australian Rates
<b>Medellín</b>	Nov 14	4m <sup>2</sup>	\$1,800	\$1,350
<b>Cali</b>	Nov 15	Table & Chairs	\$1,900	\$1,125
<b>Bogotá</b>	Nov 17 & 18	4m <sup>2</sup>	\$2,800	\$2,100
<b>Rio de Janeiro</b>	Nov 21	Table & Chairs	\$2,400	\$1,350
<b>São Paulo</b>	Nov 24 & 25	Table & Chairs	\$3,600	\$2,100

## Regular Option

		Format	RRP	Australian Rates
<b>Medellín</b>	Nov 14	6m <sup>2</sup>	\$2,700	\$2,025
<b>Cali</b>	Nov 15	Table & Chairs	\$1,900	\$1,125
<b>Bogotá</b>	Nov 17 & 18	6m <sup>2</sup>	\$4,200	\$3,150
<b>Rio de Janeiro</b>	Nov 21	Table & Chairs	\$2,400	\$1,350
<b>São Paulo</b>	Nov 24 & 25	Table & Chairs	\$3,600	\$2,100

All prices are quoted in USD.

## What is included in a Stand Package:



### Stand set-up

#### Bogotá & Medellín

Fully fitted exhibition booth with furniture, lighting and electricity.

#### Cali

Table and chairs format, pop-up banners allowed.

#### São Paulo & Rio

Table and chairs format, with a 2m high x 1m wide graphic wall, with free printing provided. Pop-up banners are also allowed.



### BMI SmartScan App

Collect detailed student information and leads in real time



### Marketing

Student marketing based on your courses and country



### Website

Logo, profile and video on the official fair website



### Fair Guide

Listing and contact details in the official fair guide

### COLFUTURO briefing

Exhibitors in Bogotá will attend a briefing session by the head of COLFUTURO.



**Application Deadline:  
September 28th 2018**

To submit your interest or to receive a detailed proposal please contact

**Luke Grover**

[luke@bmiglobaled.com](mailto:luke@bmiglobaled.com)

Tel: +61 2 8005 1392



Connections  
that **count**

[www.bmiglobaled.com](http://www.bmiglobaled.com)

## Study in Australia - Colombia & Brazil

November 2018

### Registration Form

#### Compact Option

		Format	RRP	Australian Rates
<b>Medellín</b>	Nov 14	4m <sup>2</sup>	\$1,800	<input type="checkbox"/> \$1,350
<b>Cali</b>	Nov 15	Table & Chairs	\$1,900	<input type="checkbox"/> \$1,125
<b>Bogotá</b>	Nov 17 & 18	4m <sup>2</sup>	\$2,800	<input type="checkbox"/> \$2,100
<b>Rio de Janeiro</b>	Nov 21	Table & Chairs	\$2,400	<input type="checkbox"/> \$1,350
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<b>São Paulo</b>	Nov 24 & 25	Table & Chairs	\$3,600	<input type="checkbox"/> \$2,100

All prices are quoted in USD.

I confirm that I have read and understood the Event Rules and Regulations printed overleaf and hereby agree to this contract and accept the details. An invoice will be sent to you upon receipt of this registration.

Institution Name: \_\_\_\_\_

Address: \_\_\_\_\_

City: \_\_\_\_\_ State: \_\_\_\_\_ Zip code: \_\_\_\_\_

Country: \_\_\_\_\_ Telephone: \_\_\_\_\_ Fax: \_\_\_\_\_

Contact for logistics: \_\_\_\_\_ Email: \_\_\_\_\_

Name of signatory: \_\_\_\_\_ Title: \_\_\_\_\_

Email: \_\_\_\_\_ Website: \_\_\_\_\_

Signature: \_\_\_\_\_ Date: \_\_\_\_\_

Please sign and return to [info@bmiglobaled.com](mailto:info@bmiglobaled.com)



## **BMI EVENT RULES AND REGULATIONS**

### **1. Definitions**

"Organisers" shall mean BMI. "Customer" shall mean any persons or persons, firm or company, their servants or agents, or contractors applying for and being allotted space or other services.

"Contract" shall mean these Rules and Regulations together with the official application form signed for and on behalf of the Organisers and the

"Event" shall mean the event stated on the face of the contract or invoice form.

"Space" shall mean the area in the Event building applied for by or allotted to the customer.

### **2. Applications for Space and Allotments**

Application for Space must be made on the official Contract, all sections of which must be completed and signed for and on behalf of the Customer and the allotment of Space by the Organisers shall constitute a contract subject to these Rules and Regulations. Charges for space are stated overleaf and may be subject to alteration. The Customer shall occupy the space allocated to him exclusively as notified on the Contract. The Customer may not assign, sublet or grant licences in respect of any part of the space allotted to him nor may he advertise firms who are not a party to the Contract.

### **3. Abandonment and Limitation**

a) In the event of abandonment, postponement or cancellation of the Event for any reason or limitation of the use of the Event premises or of any of the services provided therein resulting from circumstances beyond the control of the Organisers or intervention by an outside authority or by a decision found necessary by the Organisers, the Customer shall have no claim against the Organisers in respect of loss, delay, costs, expenses, moneys or damage and the Customer's liability under this Contract shall not be reduced.

b) The Organisers reserve the right to alter the layout of the event in any respect and at any time. Should it be necessary to rearrange the event or transfer it to another location, the Organisers shall be entitled to allot alternative space to the Customer as the Organisers may determine. They will adjust the cost of the space as necessary for the Customer if the space is affected by such alteration but will not be liable to make any further payment or compensation and the Customer will not be entitled to withdraw from the contract.

### **4. Bankruptcy or Liquidation**

In the event of the Customer being declared bankrupt or going into voluntary or compulsory liquidation or failing to observe and perform the obligations or make payment under the terms of the Contract, the Customer may be determined to be in breach of the Contract and all moneys paid by the Customer shall be forfeited without prejudice to the right of the Organisers to claim for breach of contract.

### **5. Risks and Insurance**

a) All exhibits articles and other property brought into the event hall by the Customer, shall be at the risk of the Customer. The Organisers shall not be responsible for any loss, damage or destruction occasioned by any cause whatsoever.

b) The Exhibitor shall be liable for and agrees to indemnify and keep indemnified the Organisers against any action, liability, costs, claims, expenses, damages and losses (whether loss or profits or otherwise) arising out of any act or omission of whatsoever nature by the Customer within the Event premises.

### **6. Withdrawal**

Without prejudice to the rights and remedies of the Organisers in respect of any breach of the Contract on the Customer's part, the Organisers may at their discretion allow the Customer to withdraw from the Event subject to the following conditions.

a) the Customer must give written notice and if this notice is given prior to 90 days of the commencement of the event, a 30% cancellation fee will be applied

b) the Customer must give written notice and if this notice is given prior to 60 days of the commencement of the event, a 50% cancellation fee will be applied.

c) if the customer gives notice of cancellation within 60 days of commencement of the event, no cancellation will be permitted and the full amount will remain payable

d) the Organisers will notify customer of cancellation in writing and from that time will have the right to deal with the space in the way the organisers consider best including the reallocation to another customer.

e) when payment of the above amounts to the Organisers is received, the Contract shall be finally cancelled and one part shall have no further claim on the other.

f) written notice shall mean a letter sent to the BMI Office in Brazil sent by registered mail or other service which provides proof of delivery.

### **7. Additional Services and Charges**

The Organisers reserve the right to make additional charges to the Customer equal to any amount charged to them for any services supplied whether specifically ordered or not. The Organisers accept no responsibility for quality or standard or breakdown or failure of any of the services provided for, or in connection with the Event.

### **8. Payments**

Payments for the services contained on invoices/remittance advices must be in accordance with the dates specified.

Payment in respect of withdrawal as detailed in Clause 6 above or additional charges as detailed in Clause 7 above must be made within 30 days of date of invoice. In the case of non-payment of moneys due for space by the contracted date, the Organisers reserve the right to consider the Contract to be cancelled and all moneys paid forfeited.

### **9. Event Services Manual**

An event services manual will be issued to the Customer containing detailed instructions for the organisation of the Event, the provisions of which are in all respects part of these Rules and Regulations and are equally binding on all customers.

### **10. Exclusion of Personnel**

The Organisers reserve the right to exclude or remove from the Event any person or persons whose presence is or is likely to be undesirable and the organisers may exercise the rights notwithstanding that any person is the servant or agent of the Customer or is otherwise in any way connected with the Customer.

### **11. Exhibits**

The exhibits on display must be good quality, properly labelled and must comply with the Rules and Regulations of this Contract.

### **12. Notice**

Any notice or other document to be given under these Rules and Regulations shall be in writing and shall be duly given and deemed to have been received by the addressee two working days following the dispatch, if received at or sent by hand or by registered post or by telex, facsimile or other electronic media to the relevant party at the address on the Contract overleaf or such other address as one party may from time to time give by written notice to the other.

**13.** The validity, construction and performance of these Rules and Regulations shall be governed by the laws of the Brazil as appropriate, and shall be subject to the non exclusive jurisdiction of the Courts of those countries, as appropriate.