

Technical services  
for your tradeshow  
stand

Power



# Electric power supply

## Contact:

Axel Gottlieb  
 Tel. +49 511 89-32686  
 axel.gottlieb@messe.de

If you prefer to supply your own power distribution boxes and/or meters, you do not need to pay any rental charges, but there will be an obligatory inspection by Deutsche Messe. Your connection fee already covers the charge for this inspection.

Safe and adequate power supply is a basic requirement for any stand. We will install your power point according to your specifications, with a max. power rating of up to 300 W per square meter (m<sup>2</sup>) of stand area. You can have the main power supply point located anywhere on your stand. When ordering, please furnish a diagram of your stand and mark the desired power supply point on it.

## Charges\* in EUR (add VAT)

Power rating	Connection charges	Optional installations		Consumption charges per kWh
		Rental price for power meter	Rental prices for power distribution* 230 V/16 A	
up to 3 kW	74.10	Power meter not necessary	Irrespective of power rating: with 2 sockets 79.52 with 4 sockets 94.43 with 6 sockets 119.27 with 8 sockets 144.12 with 10 sockets 171.95	included
up to 10 kW	157.60			
up to 20 kW	137.25	159.03		
up to 40 kW	300.75	174.94		
up to 68 kW	486.20	185.87		
up to 100 kW	652.25	529.78		
up to 200 kW	1156.15	529.78		
ea. additional 100 kW	367.70	529.78		0.22

\* These prices do not apply to AGRITECHNICA 2009.

## Additional services

Deutsche Messe is happy to assume any kind of installation work for you, e.g. power points for machines or other exhibited equipment, delivery and installation of lighting, sockets and other installation materials. The charges for these services consist of the materials used and the amount of time worked.

## Water supply

### Contact:

Karl-Heinz Andrecht  
Tel. +49 511 89-32229  
karl-heinz.andrecht@messe.de

Having hot and cold running water at your stand makes things more convenient for your staff and, above all, your customers. It allows you to make

hot beverages, hook up a dishwasher, icemaker or espresso machine or simply wash dishes by hand. When ordering, please supply us with a diagram of your stand and mark the preferred water supply point on it.

If you prefer to supply your own water pipes and/or meters, you will not need to pay any rental charges, but must pay for an obligatory inspection by Deutsche Messe.

### Charges in EUR (add VAT)

Fresh water and drain pipes	Connection charges (including hookup of kitchen sink)	Optional installations		Flat consumption charge
		Connection of additional items	Running meter of pipe* Diameter for fresh water pipe 1/2" Diameter for drain pipe 50 cm (type DN 50)	
1/2" – DN 50	263.30	47.55	37.40 per running meter These charges apply if the main connection point deviates from the spot originally specified by Deutsche Messe. The charges depend on the registered service and the distance from the initial position.	The amount of the flat charge depends on the length of the event. (You can have a water meter optionally installed, in which case the consumption charges are EUR 3.95 per m <sup>3</sup> )

### Additional services

Deutsche Messe is happy to assume any kind of installation work for you. The charges for these services consist of the materials used and the amount of time worked.

The rental prices for dishwashers, coffee makers, espresso machines, etc. are contained in the chapter entitled "Stand construction and fittings" under "Rental furniture and kitchen fittings," pages 52 – 61.

## Propane gas/Technical gases

If you are planning to use gases, you must notify Deutsche Messe of this in writing and specify the intended location of use.

If gas-powered exhibits are to be displayed only statically, i.e. not in actual operation, then dummy gas cylinders must be used in place of real ones.

You can order gases from the following company:

Linde AG  
Entenfangweg 6  
30419 Hannover, Germany  
Tel. +49 511 279930  
Fax +49 511 2799353

# Compressed air

**Contact:**

Karl-Heinz Andrecht  
 Tel. +49 511 89-32229  
 karl-heinz.andrecht@messe.de

The compressed air network at the Hannover Exhibition Center is activated for every HANNOVER MESSE and LIGNA show (with the exception of the pavilions). The operating pressure runs from

8.0 to 10.0 bar. Depending on the hall, you can order connection diameters from 1/2" to 1" or from 1/2" to 1 1/4".

When ordering, please furnish a diagram of your stand on which you have marked the desired compressed air supply point.

If you prefer to supply your own shutoff valves and install your own machine connections, you will not need to pay any rental charges, but must pay for an obligatory inspection by Deutsche Messe.

**Charges in EUR (add VAT)**

Connection size	Connection charges	Optional installations			Flat consumption charge per connection point
		Rental charges for shutoff valve	Rental charges for machine connections	Compressed air lines (running meters) <small>(These charges apply if the main connection point deviates from the spot originally specified by Deutsche Messe. The charges depend on the registered service and the distance from the initial position.)</small>	
1/2"	173.30	9.65	14.40	16.00	95.00
3/4"	219.70	10.70	15.50	17.10	216.00
1"	289.60	11.85	18.70	19.25	379.00
1 1/4"	374.30	14.40	21.90	20.30	592.00

\*Only available in halls 3 to 9, 11 to 17 and 22 to 27

**Additional services:**

Deutsche Messe is happy to assume any kind of installation work for you!

For selected other events, you can deploy a noise-reduced electric compressor on the open-air site or in the pavilions – the maximum permissible noise level at your stand boundaries is 60 dB(A).

**Air compressor rental:**

H. Ernst Druckluft  
 Im Kirchenfelde 5  
 31157 Sarstedt  
 Germany  
 Tel. +49 5066 65444  
 Fax +49 5066 65494

# Antenna connections

**Contact:**

Brigitte Ahlborn  
 Tel. +49 511 89-32619  
 brigitte.ahlborn@messe.de

To receive radio and television stations you need to be connected to the broadband cable network.

**Price in EUR (add VAT)**

Master antenna connection to broadband cable network 410.00  
 Please contact us for an individual quotation if you are interested in getting satellite or DVB-T reception.

# Communications technology

## Contact:

Brigitte Ahlborn  
 Tel. +49 511 89-32619  
 brigitte.ahlborn@messe.de

Employing the latest presentation technologies requires a reliable and versatile communications infrastructure. Whether it involves a video displayed on plasma panels, interactive product presentations or graphical support for the moderator, even the very best of ideas is dependent on having

state-of-the-art communications technology to back it up. The Hannover Exhibition Center has the technical infrastructure to support your most advanced communications concepts. Whether it involves a telephone, fax machine or computer – we can offer the optimum connection for any kind of machine. When you order any of the following lines within the specified time limit, your number will be published in the tradeshow catalogue, the EBI electronic visitor information system and on the Internet.

## DSL Internet service

**New!**

### • Asynchronous DSL connection incl. router with four RJ45 LAN ports

Internet access comes as a complete package at a fixed rate, including the line connection to your stand, a DSL router with four RJ45 LAN ports and unlimited online time and data transfer volumes.

#### Optional:

You can also order a flat-rate Internet telephony package for analog end devices. The number of analog ports you order are provided via the RJ45 LAN ports in your DSL router. Telephone cabling at your stand is available at a minor additional cost. You can also rent telephone handsets or fax machines.

### • Synchronous Internet leased lines

This service includes the line connection to your stand, a fixed IP address and flat-rate online time and data transfer volumes.

#### Optional:

You can order a reasonably priced VOIP telephony package incl. flatrate calling charges, VOIP port and end device.

## Rental prices for connections and services in EUR (add VAT)

Service	Bandwidth	Price	Optional Internet telephony	Additional charges
Asynchronous Internet connection	1,024 Kbit/s / 512 Kbit/s	545.00	incl. 1 analog port	130.00
	3,072 Kbit/s / 1,024 Kbit/s	850.00	incl. 3 analog ports	398.00
	6,016 Kbit/s / 1,024 Kbit/s	1,350.00	incl. 6 analog ports	796.00
	16,000 Kbit/s / 1,024 Kbit/s	2,200.00	–	–
Synchronous Internet leased line	10 Mbit/s	2,550.00	per item	195.00
	100 Mbit/s	4,950.00	per item	195.00

## Telephone lines

### • Analog lines

Your analog phone or fax line can also be used for Internet access, provided your computer is equipped with an appropriate modem. The transmission speed however is significantly slower than for the options

listed above. This type of line allows for just one session at a time: either you are phoning, faxing or using the Internet, but never two of these at once.

### • Euro-ISDN digital line

Your Euro-ISDN line supports two simultaneous connections, with a transmission speed of 64 kbps per channel. An ISDN card must be installed in your

computer before you can use this line for Internet access.

### Rental prices for lines and services in EUR (add VAT)

Service	Analog	Euro-ISDN
Installation fee	195.00	240.00
Provider ID	176.00	176.00
Telephone rental (wired handset)	52.00	86.00
Telephone rental (cordless handset)	67.00	not available
Fax machine rental (inkjet type)	265.00	380.00 incl. A/B transducer
Itemized list of calling charges per line	16.00	16.00

## Wireless LAN

Deutsche Messe offers wireless Internet connections on the fairgrounds. You need a WLAN-compatible terminal device which supports the 802.11 a/b/g/n-draft standard (max. capacity 11 MB/s to 144 MB/s, depending on which standard) plus a conventional Internet browser. The vouchers (access data) are available at the information counters (EBi), which are occupied one day before the show starts. There is no need to order this type of Internet connection in advance. Please note that the performance of our WLAN can be limited due to many factors like the amount of users and sources of potential

interference (multi-storied booths, other wireless networks, number of simultaneous users etc.). We advise exhibitors to use this offer as a standalone solution in addition to our wired Internet access with guaranteed bandwidth. During the show our WLAN support team is available to help with any problems. They can be reached at +49 511 89-38992.

#### Prices in EUR

60 online minutes	10.00
240 online minutes	35.00
600 online minutes	60.00

## Lines between two stands

If you have several stands during the show, you can easily connect these with a dedicated line.

#### Services and prices in EUR (add VAT)

2-wire lines	335.00
4-wire lines	600.00
DARK FIBRE	3,150.00
LAN hookup 10 mbps	2,800.00
LAN hookup 100 mbps	2,900.00

## IT hardware and audiovisual services

No matter what kind of tradeshow appearance you're planning, you're sure to need professional IT and audiovisual equipment, including video, lighting and communications technology. Feel free to consult our professional partners, who are happy to offer you their advice and support on anything from PC needs to system solutions tailored to meet your exact requirements. The scope of services ranges from individual computers, DVDs and projector technology all the way to complete networks or technical show sequences with elaborate lighting and sound.

### Contact:

Fleischhauer TV Communications GmbH  
Tel. +49 511 6168070 · Fax +49 511 61680766  
tvc@h.fleischhauer.de  
www.fleischhauer.de

### Contact:

Gahrens & Battermann GmbH  
Tel. +49 511 4199970 · Fax +49 511 41999741  
hannover@gb-rental.com  
www.gb-mediensysteme.de

## Lead management

### Contact:

Katja Anssar  
Tel. +49 511 89-34314  
katja.anssar@messe.de

Lead management the easy way: Our lead management system allows you to record customer addresses and "lead form" information quickly and conveniently. No more cumbersome typing up of all this information! Use your time savings to prepare the perfect follow-up campaign, even while the tradeshow is still in progress.

### How it works:

1. Simply scan the barcode on the complimentary admission ticket, eTicket or badge using a mobile laser scanner. Business cards can also be scanned.
2. You can then use special system options to design your lead forms and/or questionnaires.
3. During the show, fill these questionnaires out using one of the following methods:
  - a) Electronic input (PC, laptop, PDA etc.)
  - b) Fill out manually and scan in the results later with a report scanner
  - c) The various answer options are first barcoded (supported by the software), then scanned in with a laser scanner

### The benefits for you:

Save on effort – The input is electronic, with no more need to enter information manually.

Save on time – Use the time savings to address customer concerns during the show or immediately thereafter.

Monitor your success – Evaluate the quality of your tradeshow leads on an ongoing basis.

We'll be happy to provide you with more details on the available packages.

You can transfer the address data electronically into other conventional formats as well as your own CRM system.



Scanning an admission ticket



Scanning a lead form