



WHAT

WAPALOZA

Conference & Expo

WHEN / WHERE

16-18 September 2019 / Leriba Lodge, Centurion, Gauteng

GENERAL INFORMATION

Who is WAPA?

WAPA (Wireless Access Providers Association), established in 2006, is a non-profit trade association acting as a collective voice for the wireless industry. WAPA's primary objective is to promote the growth of broadband fixed wireless Internet access by facilitating self-regulation, promoting best practices, and educating both members and the market about new wireless technologies and business models. WAPA offers its members regulatory advice, technical training, a code of conduct, a forum for knowledge-sharing and business-enablement opportunities.

WAPA is positioned to be an interface between the government regulator (ICASA), network operators, service providers, and consumers. WAPA regularly makes submissions and presentations to the government on regulations affecting the wireless industry. WAPA is tirelessly lobbying for more progressive and efficient spectrum management in South Africa and is focusing on the possibilities of TVWS spectrum for interference-free access.

What is WAPALOZA?

The WAPALOZA Conference & Expo is a 3-day training event to inform members and other industry delegates about various industry topics that affect how business is done. These include the impact of the Fourth Industrial Revolution (4IR), TV White Space, and 5G. The event will equip young, enthusiastic individuals with the knowledge to start their own Wireless Internet Service Provider business.

It will show case the latest technologies and go in depth on how to work with these technologies. This event is the culmination of numerous WAPA management committee discussions and will empower members to improve productivity, helping them to gain more customers and become more sustainable.

The line-up of trainers are all respected representatives in their field of knowledge and expertise and they will cover a variety of topics including the latest trends and technologies in the wireless sector. Learn from industry experts in simple, easy to understand sessions and through successful case studies.



Endorsed by Department of Telecommunications

Where is it being held?

Dates: 16-18 September 2019

Venue: Leriba Hotel, Centurion, Gauteng*

Times: Registration daily from 08:00 to 08:45.



www.leriba.co.za for bookings.

Programme starts at 9:00 and ends at 16:15 on 16 & 17 September.

On 18 September programme starts at 9:00 and finishes at 15:30 followed by the WAPA AGM.

**Accommodation is available at the venue*

GPS coordinates: Latitude:-25.847936 Longitude: 28.179707



Who will attend?

- Corporate network engineers
- Wireless Internet Service Providers
- Product managers
- Project managers
- Installers
- Resellers
- CEO's and MD's interested in taking their company to the next level in technology
- Companies with wireless and networking related products and services

How will the training work?

There will be four training streams running concurrently. Delegates can decide which training stream to attend. Space is limited, and costs have been considerably subsidised.

| | <i>Rooms</i> | <i>Type</i> | <i>Days</i> | <i>Cost per person</i> |
|----------------------------|--------------|----------------|-------------|--|
| <i>Zero to Hero (50)</i> | 1 | RF Training | 1 | MiRO Funded |
| <i>Zero to Hero (50)</i> | 2 | Fibre Training | 1 | MiRO Funded |
| <i>Cambium (25)</i> | 1 | Certified | 2 | R1500.00 |
| <i>Mimosa (25)</i> | 2 | Acknowledged | 2 | R1500.00 |
| <i>MikroTik MTNCA (25)</i> | 3 | Certified | 3 | R6500.00 NON-WAPA Members* R2500.00 WAPA Members* *Includes Router |
| <i>IPV6 (30 - 75)</i> | 4 | Certified | 3 | R1000.00 for WAPA Members |

The fifth breakaway room is dedicated to WAPA's sponsors, who will have three full days to present their latest products to the delegates. The presentations will be interactive with lots of Q & A opportunities. WAPA members are invited to bring along one company banner that will be displayed in a 'walk of fame' manner in the foyer to the plenary hall.

AT WAPA EVERY WISP IS REPRESENTED!



*“We are changing the **WORLD**
with **TECHNOLOGY**”*



Why sponsor WAPALOZA 2019?

- Market your brand to a variety of companies, both large and small.
- Create awareness by exposing your products and service to a focused audience
- Increase your competitive advantage through reinforcing your brand
- Be seen as an active supplier to your industry
- Maximise your marketing investment with the best combination of networking opportunities as this is an industry-specific conference
- Sponsorship provides the opportunity for face-to-face communication, thereby increasing loyalty from existing customers and also allowing new leads to be established with potential customers
- Network with key industry players
- Hear from expert speakers about the regulatory, business and technology trends shaping the future of Southern Africa's wireless ICT industry
- Access is provided to speakers' presentations, providing insight into local and international trends.

EXHIBITION AND SPONSORSHIP OPPORTUNITIES

Exhibitors

The exhibits will be stationed in the breakaway room where delegates network, making this the ideal platform to interact with the trainees during the 3-day event.

NB: All exhibitors will have to sign a document describing rules and regulations of the exhibition.

No exhibition spot is confirmed until payment has been received.



Exhibitor and Sponsorship packages available:

| GOLD | SILVER | BRONZE |
|--|---|---|
| R50 000.00 – Gold packages are limited to four, based on event characteristics | R20 000.00 – Silver packages are limited to eight, based on event characteristics | R10 000.00 – Bronze packages are limited to nine, based on event characteristics |
| This is a superior package, offering the sponsor maximum exposure and high visibility, and includes the items as listed below: | This package offers the sponsor exposure and visibility, and includes the items as listed below: | This package offers the sponsor limited exposure and visibility, and includes the items as listed below: |
| Sponsor's corporate logo will be prominently displayed on the official event page on the WAPA website. The Sponsorship section on the WAPA website will include a 150-word promotional paragraph on the sponsor. (content to be provided by the sponsor) | Sponsor's corporate logo will be prominently displayed on the official event page on the WAPA website. The Sponsorship section on the WAPA website will include a promotional paragraph on the sponsor, (content to be provided by the sponsor) | Sponsor's corporate logo will be prominently displayed on the official event page on the WAPA website. |
| Sponsor will be allocated a kiosk in a premium location for the purposes of promoting their products or services | Sponsor will be allocated a table in a secondary location for the purposes of promoting their products or services. | Sponsor will be allocated a table in a secondary location for the purposes of promoting their products or services. |
| Sponsor will be afforded a 30-minute speaking slot to promote their products or services in the plenary main event hall | Sponsor will be afforded an opportunity to join a panel discussion on a topic provided by the event organisers | There will be a special mention of sponsorship in the WAPA introduction at the event |
| Sponsor will be afforded the opportunity to join a panel discussion on a topic provided by the event organisers | | |
| Sponsorship will be mentioned on WAPA's official social media platforms and the WAPA internal mailing lists | Sponsorship will be mentioned on WAPA's official social media platforms and the WAPA internal mailing lists | Sponsorship will be mentioned on WAPA's official social media platforms and the WAPA internal mailing lists |
| Sponsor's printed material and gifts will be included in the delegate packs | Sponsor's printed material will be included in the delegate packs | Sponsor's printed material will be included in the delegate packs |
| Sponsor will be entitled to place free-standing banners and marketing material at the venue | Sponsor will be entitled to place free-standing banners and marketing material at the venue | |
| Sponsorship will be mentioned in post-event communications | Sponsorship will be mentioned in post-event communications | Sponsorship will be mentioned in post-event communications |
| Sponsors will be able to display marketing material in the luncheon area | | |
| 3 x 30-minute presentations in break-away room for sponsors. | 2 x 30-minute presentations in break-away room for sponsors | |

Exhibitor and Sponsorship packages available:

| <i>DELEGATE PACKS</i> | <i>PEN & NOTEPAD</i> | <i>USB WITH PRESENTATIONS</i> | <i>LANYARD & NAME TAG</i> |
|---|--|---|---|
| <i>R30 000.00</i> | <i>R30 000.00</i> | <i>R30 000.00</i> | <i>R30 000.00</i> |
| Sponsor to provide pack of their choice with branding of their choice | Sponsor to provide pen and notepad of their choice with branding of their choice | Sponsor to provide USB of their choice with branding of their choice | Sponsor to provide lanyard & name tag of their choice with branding of their choice |
| | | WAPA will provide speaker presentations for upload on to USB stick prior to the event | |

Prize Sponsorship

If you would like to sponsor a prize for the WAPALOZA Conference & Expo, please contact secretariat@wapa.org.za

Luncheon Sponsor

Opportunity to sponsor the luncheon provided on 16-18 September 2019. Included is the opportunity to brand the entry and exhibition hallway with pull up banners and your logo to be included in all marketing materials for the event.

If you would like to sponsor the luncheon for the WAPALOZA Conference & Expo, please contact secretariat@wapa.org.za

Wi-Fi Sponsor

If you would like to sponsor the Wi-Fi for the WAPALOZA Conference & Expo, please contact secretariat@wapa.org.za

SET-UP DATE: 15 September 2019 from 14:00 | CONTACT secretariat@wapa.org.za

WAPALOZA Conference Programme

Day 1 - How will 4IR impact South Africa ?

Day 2 - TVWS - the new connection

Day 3 - Is 5G hype or here?

Some of the topics under discussion include:

- Connecting 90% of homes in 10 years
- Artificial Intelligence - how it will impact SA
- Why Dynamic Spectrum Allocation?
- White Spaces Database
- TVWS & ICASA progress update
- Is 5G real?
- 5G standards & regulations
- WWRF.

Some of our speakers include:

- Elizabeth Migwalla (Qualcomm International Incorporated)
- Mameetse Masemola (DDG)
- Paul Inglesby (Africa Analysis)
- Paul Colmer (WAPA)

Some speaker slots are still available.

Contact secretariat@wapa.org.za

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telecommunications
& postal services

Department:
Telecommunications and Postal Services
REPUBLIC OF SOUTH AFRICA