LEAD RETRIEVAL SYSTEM

The CTI Meeting Technology Lead System is a state-of-the-art, fast and easy system for companies/societies to record contact information. The Lead technology runs with an app and uses a high quality bar code scanner attached to a mobile device.

Lead Retrieval System

Rent pre-installed devices equipped with the barcode scanner. The exhibitors configuration, product information and custom qualifiers (if used) are preloaded upon collection onsite.

By simply scanning a visitor's badge with the device, the contact is entered into the exhibitor's visitor database, including custom qualifiers (e.g. products, ratings, follow up actions, GDPR statements…) and added comments. The data is permanently synchronized with the server and can be exported as an excel file through an online platform.

New Lead Retrieval Features

- Configure products and services before the congress through an online portal.

- Connect the barcode scanners via the dock connector to an iOS device and take advantage of the fast and advanced scanning experience.

- Immediate access to visitors contact information (name, address and profile information) by scanning their badge with an scanner touch.

- See visitors contact information on the device right after scanning the badge.

- Complete missing contact information on the spot, take notes and automate follow-up activities.

- Quick scan mode for scanning delegates at industry and satellite symposia.

- No Wifi needed for the actual scanning process onsite.

- If Wifi is available, data is synchronized continuously.

- Download all data into an Excel file.

CTI MEETING TECHNOLOGY GmbH

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Benefits for companies/societies

- User-friendly, light and easy.

- The scanners allow companies/societies to be mobile within their reception areas.

- Web-based interface to set up products and services with control panel to access visitors data.

- On- or off-line scanning is possible.

- Scanned data is synched to the server on scheduled intervals.

- Data is available as soon as the synchronization is finished.

Scan Options

1. **Scan and add details (Booth system)** the visitor is effortlessly saved into your individual database. Additionally, data, comments, products and interests can be added.

2. **Symposia scan (Symposium system)** the visitor is effortlessly saved into your individual database, but the rental period is limited. Used for special occasions like company satellite or raffle.

Costs

- The following standard prices are available for exhibitors:

  o € 525,00 net per scanner touch including scanner

  o € 545,00 net per scanner touch including scanner for symposia scans (maximum rental period of 3 hours, including staff)

- These costs are per rented device including the required software systems, staff (symposium scanning only) and an unlimited number of scans/ amount of prepared individual data.

- Post-deadline (usually 4 weeks before event) higher fees are applicable.

- All billing is carried out in advance by CTI Meeting Technology. Payment can be made with Visa, MasterCard & Amex credit cards, or by bank wire transfer.

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- Lead systems are rented according to CTI Meeting Technology General Terms & Conditions.

- The cost of lost, damaged or not completely returned hardware will be charged with € 550,00 per scanner, € 550,00 per scanner, € 50,00 per charging cable and € 50,00 per plug.

Additional Information: "Bring your own device"

Instead of renting the hardware including pre-installed app, exhibitors can alternatively use their mobile phones to capture leads. Please note: Our app runs on Android (download link will be provided by CTI) and iOS ("EventLead" app can be downloaded in the Apple store).

Our EventLead applicaton has to be downloaded pre-show via https://portal.eventscan.eu/apps/ for Android operating systems or in the Apple store for iOS devices. To activate the app, a code will have to be purchased via the standard Lead Retrieval order form.

The fee per activation code is € 425,00. **Each code can be used one time only** and is valid for the duration of the exhibition.

Support prior, during and after the congress/exhibition is included.

Additional Information: Webservice/API

ESMO MAP badges will be equipped with a bar code (contains the ID only) to collect data. This will allow companies/societies attending ESMO MAP congress to bring and use their own devices.

- **Cost/ Webservice (external devices)**

  The following standard prices are available:

  - € 825,00 net for Webservice Set Up + € 1,45 per set of data before September 20, 2024
  - € 970,00 net for Webservice Set Up + € 1,75 per set of data after September 20, 2024

Administrative Procedure

1. **Order**
   Please order the required number of scanners as soon as possible, in order to guarantee the availability as well as the early-bird rate prior to the deadline (September 20, 2024).

2. **Order confirmation**
   After receipt of your order, we will confirm the receipt, invoice and charge the amount due.

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3. **Configuration of products and services**

   Set up of products and services before the exhibition through an online portal. Log In details will be sent two weeks prior to the conference.

4. **Lead capture**

   Pick up your scanner including scanner onsite at the lead service desk. Our staff will be available to answer your questions during the opening hours of the event. Scanned data is synchronized to the server automatically on scheduled intervals.

5. **Data provision**

   After synchronization with the database you can access, check, print or download your collected data from the online database. You may add relevant information during sales conversations, since not all delegates will provide their complete contact information during the registration process.

Terms and Conditions

- **GDPR:** Using this service will imply processing of personal data, e.g. when scanning the visitor badges. Note, that any processing of personal data must be in line with GDPR and other applicable data protection laws. By using our service you acknowledge your role as data controller. You are therefore responsible for, and must be able to demonstrate compliance with, the principles relating to processing of personal data (which includes having a legal ground for processing). Please note, that visitors can object being scanned without negative consequence. They must still be granted access to the conference. ESMO Event Terms and Condition will be available on the ESMO Website shortly for your quick reference.

- **Data:** Download of the data via the online database (print out of the list or download of an MS-Excel file). Since not all delegates will provide the registration department with the complete contact information, we cannot guarantee the accuracy of the data.

- **Services included:** Quotes are per scanning device, software and an unlimited number of scans.

- **Scanning:** Scanning is only allowed on the booth unless agreed by the organizer.

- **Invoicing:** Invoices for the total purchase amount are sent out after receipt of order. Payment can be made via Visa, MasterCard and Amex credit cards or via bank transfer.

- **VAT:** Quotations excl. 20% Austrian VAT

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- **Payment term:** Invoices must be settled within two weeks after receipt, net without any obligations to CTI Meeting Technology. Devices cannot be handed out onsite unless CTI Meeting Technology received full payment.
  All payments made by credit card will be assessed a 5% processing fee, added to the invoice and charged at the time of processing.

- **Order deadline:** After the ordering deadline, CTI Meeting Technology does not accept orders automatically but will confirm acceptance separately. For orders after the deadline, a surcharge is applicable.

- **Cancellation:** All orders cancelled prior to 30 days of the conference will incur a € 100,00 cancellation fee. Orders cancelled within 30 days of the conference will not be refunded.

- **General Terms and Conditions:** This business is covered by the General Terms and Conditions of the CTI Meeting Technology GmbH.