



LETTER OF REFERENCE: EXPO SOLUTIONS

To Whom It May Concern

This letter serves to confirm that the International AIDS Society (IAS), based in Geneva, Switzerland, selected Expo Solutions as the sole infrastructure and branding supplier for the 21st International AIDS Conference (AIDS 2016) held in Durban from 18-22 July 2016 at the Durban International Convention Centre (ICC) / Durban Exhibition Centre (DEC). The International AIDS Conference is the largest international meeting on a single health issue, where every two years between 15,000 - 22,000 participants representing all stakeholders in the global response to HIV meet to assess progress and identify future priorities.

AIDS 2016 occupied the entire ICC and DEC complex, including the ICC basement, Walnut Road, North and South Plazas as well as Centrum Parking. Expo Solutions was hired for the following services:

- Project management
- Floorplans
- Branding and Signage
- Exhibitor Liaison – Local and International
- Venue and other Third-Party Liaison
- Overall Build-up, including: Registration, Media Centre, commercial Exhibition (7,200m²) and the Global Village (6,600m²); over 4,500m² of marquees and 8,000m² of temporary infrastructure in the ICC basement.
- Design and construction of individual stands
- General Service including carpets, electrical, shell scheme, etc.

Expo Solutions exceeded our expectations in all areas of work. Showing a thorough commitment, a relentless proactivity and problem-solving ability, a high respect in regards to predefined budgets, they never ceased to amaze us and relieve us from the immense stress of organizing such a complex international gathering. Craig McDonald was an incredibly reliable point of contact who galvanized his team, composed of equally reliable and supportive members, ensuring an even service across the board. Deadlines were always met and last-minute challenges addressed swiftly, in line with the level of responsiveness from the team, which is also to be praised.

The IAS is truly grateful towards Expo Solutions for the remarkable work delivered. Due to the nature of our conferences, build-up and signage suppliers change every year, however we have rarely witnessed such a level of professionalism – and kindness and support, too.

We remain confident that we could not have chosen a better company to work with on the projects listed above for AIDS 2016 and we would wholeheartedly recommend Expo Solutions to any prospecting clients.

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