



One System and Digital for the sake of my sanity!

We all know that there are many chemical substances which can cause damage to human health, animals and the environment; there are millions of products all across the planet all of which require some risk assessment and control of their chemical composition. These substances are used to make useful products, cheaper products, more sustainable products – but can cause damage during production, use and at the products end of life. There is a great deal of pressure and high demand for greener products – products without the hazardous chemicals called SVHC's under REACH.

Governments and Non Government Organisations (NGO's) worldwide attempt to regulate the usage of such substances, which is needed to reduce pollution and generational damage to the world. Unfortunately, authorities do it in different ways, with different priorities and different bureaucracy (It is not misspelled). All this is a major driver for obsolescence: when substances are phased out, components made from these substances are not produced anymore sometimes very quickly. It is more and more difficult and expensive in particular for the electronic industry to fulfil all the different legal requirements and the related documentation obligations. Is anything really done digitally? I would say No.

Just look at REACH: with EU REACH and UK REACH we have two almost identical but still different regulations. In EU and UK REACH you have the obligation of REACH declaration towards the end customers – basically a paper process AND in EU REACH the PARALLEL obligation to register your products with a SVHC bill of material with the SCIP database. SCIP could be a digital process but the current complexity of the system is the equivalent of it having holes like a lump of Swiss cheese, perhaps not as tasty.

What we really need is one worldwide fully digitally based process which serves SVHC declaration as well as some form of SCIP model. We also need the possibility to read the SVHC of a product from a SCIP type database that should replace the many separate SVHC declarations currently required.

Why do we need this? Because of the high impact on the life cycle management of parts and products, anybody in proactive obsolescence management needs to know about material compliance risks. The current processes and the amount of work and costs involved is a burden for all. It is a huge challenge to get all the different legislations worldwide standardized and digital acceptable. We have to demand this, we have to start with this because we need only one process and a digital one – please!

Wolfgang Heinbach
President, Iiom International

DIARY

07 - 08 September 2021

AMSYS GmbH – 2 Day Obsolescence Management Seminar-Workshop - Bensheim, Germany

14 - 16 September 2021

Subcon/The Engineer Expo 2021/Manufacturing Management Show—NEC, Birmingham, UK

14 - 17 September 2021

DSEI - London Excel, UK

21 September 2021

COGD Members Meeting

21 - 23 September 2021

CMCA(UK) - Online Short Course in Obsolescence Management at Iiom Associate Level

21 - 23 September 2021

CMCA(UK) - Online Obsolescence Management Awareness Course

06 - 07 October 2021

Southern Manufacturing and Electronics - Farnborough, UK

19 - 20 October 2021

The Engineering/Electronics Design Show - Coventry, UK

26 October 2021

AMSYS GmbH – 1 Day Certification Course, Iiom Associate Grade AIiom - Munich, Germany

03 - 04 November 2021

Iiom UK Member Meeting, Langstone, Wales, UK

04 November 2021

RVE - Derby, UK

16- 19 November 2021

Semicon Europa - Munich, Germany

16 - 19 November 2021

Productronica - Munich, Germany

Update from IOM UK Chapter

Good morning everybody, well it has been a sunny summer for Scotland, which is unusual but really nice, a little wetter elsewhere, and some very bad floods causing real issues and loss of life, mother nature fighting back perhaps.

There are still a lot of supply chain issues, but they are teaching us things we didn't know, like who actually makes our parts rather than who claims too, allocation is causing real production problems with engineering spending a lot of time working out what will fit that is available, the opportunities for counterfeiters have never been better!

Although I worked from home part time before the lock down and have been full time since, I do not expect to be back in the office except for meetings any time soon. There is clearly still a reluctance to let people work from home where possible and you can see both sides of this discussion, people are social and want to talk about things that are happening, while the boss wants to keep an eye on work throughput and you need to train staff in how a company works, I think it is a matter of trust though.

It is good to see people applying for professional recognition via our AIOM, MIIOM and FIIOM process, I have seen these requested on staff vacancies so clearly, they are becoming a standard to meet. There do seem to be many positions right now, which is heartening and the ability to state your experience is clearly going to matter more in the future, I had better get on with my application.

And finally, now that governments are starting to wind back on restrictions, certainly in the UK, I am more confident that we will have our UK November meeting in person, what restrictions will be enforced I'm not sure yet, but I am confident the bar will be open.

Cheers

Jon Anslow
IOM UK Chairman

Emerging from the Pandemic

With countries emerging from the pandemic over the last year we are now seeing major disruptions to manufacturing plants due to shortages of components. Not only are manufacturers making components obsolete sooner than expected they are also increasing lead times to over 52 weeks on many popular devices causing effective obsolescence to manufacturing schedules.

It is at these times we find the IOM membership to be of greatest value to us. Talking and working with other members helps us find solutions to get our production lines back on track and so delivering our products as promised to our customers. As we are not having face to face meetings at the moment, it is harder for members to share their experiences and knowledge with each other.

So if you are having supply issues then I would encourage you to talk to IOM members and you may find that others are having similar issues that a solution may have been already found. I would also encourage newer members to speak to other experienced members within the IOM membership community.

Ben Carter
IOM UK Council

DIARY (continued)

23 - 25 November 2021

CMCA(UK) - Short Course in Obsolescence Management at IOM Associate Level

23 - 25 November 2021

CMCA(UK) - Obsolescence Management Awareness Course

02 December 2021

COGD Members Meeting

06 - 08 December 2021

Allan Webb – Obsolescence Management Practitioner Course - Cheltenham, UK

06 - 09 December 2021

Allan Webb – Obsolescence Management Course with IOM Certificate - Cheltenham, UK

08 - 10 February 2022

Southern Manufacturing Auto/Aero - Farnborough, UK

08 March 2022

COGD Member Meeting

17 - 19 May 2022

IOM International Conference & Exhibition - Munich, Germany

18 - 22 July 2022

Farnborough International Airshow - Farnborough, UK

15 - 18 November 2022

Electronica - Munich, Germany

IOM UK Member Meeting Langstone, Wales

3 & 4 November 2021

Sponsored by



We look forward to welcoming members to the first face to face meeting for sometime, subject to Government guidelines.

Save the date in your diary! Further information to follow soon.

For the latest information [click here](#).



Dear IOM members

In the summer months some changes have occurred in the COGD. A big change emerged in the course of this year's general meeting with the election of the new board of directors, as 2 previous board members, Anke Bartel and Ulrich Vogel, resigned from their positions. Dr. Wolfgang Heinbach (GMP German Machine Parts GmbH & Co. KG) and Axel Wagner (PRETTL Electronics GmbH) were confirmed as Chairman and Vice Chairman of the Board. Stefanie Kölbl (TQ-Systems GmbH), Frank Mützner (OSRAM CONTINENTAL GmbH), Joachim Tosberg (RAFI GmbH & Co. KG) and Irina Werle (BMK Group GmbH & Co. KG) will also remain in their positions. Irina Werle already took over the role of treasurer on a provisional basis in recent months and will continue to perform this role. Christin Otto (Würth Elektronik eiSos GmbH & Co. KG) was newly elected to the board.

The new board is looking forward to the upcoming election period and the cooperation with all chapters of IOM!

In addition, the 3rd quarterly meeting of the COGD will take place on 21.09.2021 from 09:00 - 17:00 as a virtual event. Among other topics, the current allocation situation, material compliance and product development models with OM will be discussed. All members of the IOM are cordially invited to attend! If you are interested, please contact info@cog-d.de to receive dial-in details.

Starting with the 4th quarterly meeting, COGD plans to organize the meetings as a hybrid event to allow again the first personal contacts. This will of course be done in compliance with the Corona regulations then in force.

We are very pleased that with 161 member companies we can provide a very constant team against obsolescence despite Corona!

We wish you still a nice vacation season and stay healthy!

Stefanie Kölbl
COGD Board Member

SmartPCN Webinar – October 2021

The IOM/COGD SmartPCN Working Group are planning to hold a webinar in October 2021 to explain the benefits of SmartPCN to companies and organisations at all levels of the supply chain. IOM is committed to establishing SmartPCN as an international standard for the exchange of product change and product discontinuation notices, and we are working with BS/IEC to include the SmartPCN standard in a new version of IEC 62402.

The webinar will include presentations on

- Introduction to SmartPCN
- SmartPCN for a component manufacturer
- SmartPCN and SAP Integration
- OM Customer Portal for Rail Operators
- Business Case for Electronic Equipment manufacturer PCN processing
- Case Study – OM Service Provider challenges
- End to End Solution for Complex Product
- IEC 62402 update progress

We will be contacting a wide range of businesses to invite them to this free webinar, and of course we hope that many IOM member companies will attend, so please look out for announcements in September, and if you have suggestions for businesses that you would like us to invite, don't hesitate to contact Wolfgang (w.heinbach@gmp.gmbh) or me (stuart.broadbent@alstomgroup.com).

Stuart Broadbent
IOM UK Council

REACH Update

UK REACH – In many respects, DEFRA and HSE are consolidating the systems needed to manage [REACH](#) in Great Britain (England, Wales and Scotland). As such, there have been no changes to either the [UK Candidate List](#), or to the [UK Authorisation List](#).

As a reminder, if you import substances, on their own or in mixtures, over 1 Tonne / year from the EU into Great Britain, you need to advise HSE through a Downstream User Import Notification (DUIN) by 27th October 2021. This will enable any registration obligation to be phased in over 2,4 or 6 years depending on volume and hazard of the substance concerned.

Also remember you need to provide information if the articles you produce contain any Candidate List Substances of Very High Concern, to the recipients of those products. Such information should include the name of the SVHC, and sufficient information for safe use of the article. Whilst UK REACH only mandates that such information (Article 33 Communications) are made to UK recipients, it is good practice to send the information to recipients in the EU (who will need it to undertake their REACH obligations), and to recipients in other countries, so they can provide the information if they send the item back to the UK or EU.

EU REACH – ECHA has added substances to the [EU Candidate List](#), and the [Authorisation List](#) also has new substances added to it. Whilst it is not expected that the 5 substances added to the Authorisation List will have major effects on industry, it is interesting to note that the additional 13 substances on the [ECHA recommendation](#) to the Commission were not included in the new List because 'alternative controls are being explored'. These included Bisphenol A, 2-methoxy- and 2-ethoxy-ethanol, and various lead salts. This is likely to mean that these substances will be subject to a combination of Restriction or enhanced Occupational Exposure Limits in use. The Commission is continuing its work to amend EU REACH and CLP, with consultations with industry and NGO's taking place at present. Change is expected to be completed in late 2022, and we will have to see how the UK responds to such change when it happens.

Terry Rees-Pedlar
BAE Systems Land UK

Member Spotlight - Daniel Franklin, Irving (Fleetway Inc)



What do you enjoy most about Obsolescence Management?

My current role involves managing multiple projects to identify and resolve current and future obsolescence issues for the Royal Canadian Navy. Being able to provide this support to our military is, in itself, extremely gratifying. We will be able to not only increase the operational availability of the fleet but also extend the physical life of our naval ships and provide a safer more sustainable platform for its crew.

What is your biggest concern for the discipline in the near future?

My biggest concern for the discipline is the sheer volume of mechanical parts that have become obsolete and require solutions. This combined with the limited amount of people specializing in obsolescence management and a distinct lack of third party data for mechanical components is proving to be our most difficult challenge.

What was the best concert you ever attended?

Without a doubt, Foo Fighters at Wembley Stadium 2008. Being in the middle of 86 thousand people singing "My hero" still sends shivers down my spine when I think about it today.

What is your favourite sport and team if you support one particularly?

It would have to be Formula 1, My wife and I watch the racing every weekend it is on, from free practice, qualifying and the race itself we never miss a lap.

What would have been your dream career if you did not follow the path that you did?

Well, this would tie into the answer above. Dream career would have been travelling the world with a Formula 1 team as either a mechanical or electrical technician.

CTO contribution to IOM International Newsletter September 2021

Return of “real” physical meetings

In November the UK Chapter, and in December the German Chapter, will return to face-to-face meetings. Member meetings have long been regarded as the most significant benefit of membership. The exchange of ideas and general networking can unblock problems and offer alternative solutions. We look forward to seeing you again.

The difference between obsolescence and supply chain shortages

IOM recognises that it is often the same individuals that must deal with both problems, and that there is some overlap of best practice. There are some differences though. A shortage need not require a redesign and its implications, and a shortage is surely a reactive issue in every instance and need not require an OMP update or a conversation with the customer. Although finding products in both circumstances requires the avoidance of counterfeits. However, any opportunity for the Obsolescence expert to shine by resolving an issue is a good one!

ECSN Statistics

In these times of difficult material supply it is interesting to read what the components industry trends are predicting for the next few months and even further ahead. These are compiled for the UK and Ireland but may be interesting to other countries.

Webinars take up and opportunities

The planned webinar series has been impacted by holiday and return to work plans of member companies. Corporate members are invited to deliver a webinar on an obsolescence related topic. If you would like to be part of the next series, please contact me at iblackman@theiom.org

Meeting questionnaires- responses to newsletters, CTO messages, IOM Social Media posts

Thank you to all of you that do respond to messages from the IOM secretariat including myself. Each response helps shape the future of YOUR institute and local chapters.

Conference call for papers and conference preparation

The call for papers has been announced for the International Conference taking place in May 2022 in Munich. Please submit your abstracts in sufficient time for us to evaluate and speak with you if we have any questions. The Conference title is “Obsolescence Management – How to Exceed Your Customers’ Expectations. The conference will address obsolescence management from the customer’s point of view, whether end user, service provider or manufacturer, and how obsolescence management can differentiate a supplier from its competitors in competitive markets.

Halogen Lighting for Industrial applications and the obsolescence of the Windows 10 OS.

You will be aware that we are trying to coordinate an international working group to discuss the impacts of these two unconnected but serious issues for our businesses and infrastructure rather than our deliverable products. If you want to discuss that or join the group, please contact me iblackman@theiom.org.

Member Interviews

In this issue we have started short member interviews called “Member Spotlight” – we hope this adds a more personal tone to the newsletter as well as adding a new area of interest. Please email if you wish to be involved in future editions. We have a healthy list already!

Ian Blackman

Chief Technical Officer, IOM International

SAVE THE DATE IN YOUR DIARY

IOM International Conference and Exhibition 2022

17th - 19th May 2022

Munich, Germany

Member Spotlight - Tina Ford, Charcroft Electronics



What do you enjoy most about Obsolescence Management?

Finding the right solutions for customers either by supporting them with a same fit form and function alternative or working with them on a completely new solution.

What is your biggest concern for the discipline in the near future?

I think we need to be more aware of counterfeit products and business's understanding the need for this obsolescence process to have a place within our industry.

What was the best concert you ever attended?

Bon Jovi at my football teams ground, the Etihad Stadium Manchester.

What is your favourite holiday destination?

Singapore although we do spend a lot of our time at our house in Portugal.

What would have been your dream career if you did not follow the path that you did?

PE teacher.

A view on global Obsolescence job Opportunities

UK Council member Nathan Eldridge has been reviewing the growing demand in global job vacancies for obsolescence skills and knowledge, which has produced some interesting results.

Conclusions that can be drawn from the May - July review are:

- Instances of jobs that specifically describe obsolescence in the position title are growing.
- Large shift in recruiting for permanent employment versus contract.
- New role types being created to address specific areas of obsolescence management such as Consultant, Planner and Support.
- An increase in non-military and aerospace sectors seeking obsolescence skilled people – banking is a significant new entry.
- The majority of opportunities in the last three months have been predominately in France, UK, and USA, however there is still a growing interest in the Middle East and Far East.
- Not included in the results and only reviewed for the UK was a significantly high number of roles being advertised where obsolescence management or knowledge of OM is a required skill.

We plan to revisit these statistics periodically, discern any trends and publish them in future newsletters.

Thank you, Nathan, for submitting this content.

The Spreadsheet and charts can be seen [here](#) on the UK Chapter website.

JOB VACANCY



We have a fantastic, permanent opportunity for a Obsolescence Engineer to join our friendly team providing Logistics Engineering Support to Lockheed Martin programmes with specific emphasis on leading the Obsolescence Management and Counterfeit Surveillance area. You'll have a base knowledge of Logistic Engineering skills along with the ability to support the development of Logistic Support solutions for both Military and Commercial programmes related to leading the Obsolescence support. Please do get in touch for further details. [Click here](#) for further information.

Contact admin@theiiom.org if you wish to advertise a vacancy in the newsletter

Standards and Accreditation Update

As mentioned in the last update, IEC62402 is to be developed into 3 parts. The proposals are to be discussed at the next BSI national committee meeting (BSI DS/1 Dependability) in September. It is hoped that the New Work Items will be approved later this year by IEC TC56 Dependability so that work can start on finalising these standards.

I continue to support the MoD Counterfeit Avoidance Working Group (CAWG) and have been asked to present at their next meeting on how an 'Obsolescence Management Policy and Plan' can reduce counterfeit risks.

The Professional Standards and Membership Committee has appointed the HoSA as 'Training Requirements Authority' for the 'AllIOM Short Course' to be Accredited to latest edition of IEC62402. The new course documentation from the Training Providers is due to be submitted for evaluation. Additional guidance on the new terms and taxonomy of IEC62402 Ed2 was also sent with an updated version of the AllIOM Short Course, to the Training Providers.

Graham Goring
IOM Head of Standards and Accreditation



CMCA(UK) Delivers AllIOM Training Courses to the US

CMCA(UK) has recently completed the final one of four-AllIOM training courses for the US Department of Defence (US DoD). Attendees included US DoD and IOM US Chapter industry partners including Robin Brown OSD DMSMS Program Manager. Many of the students completed the training as part of their professional development but others participated to assess whether the course will add value to various job roles within their government or industry organisations. The courses were delivered across three days and in Eastern Seaboard Time, so there were some late nights for our trainer, Jerry Franks. However, undeterred, it was deemed a success with some excellent feedback from the participants, although noting that some students requested that IOM review the syllabus to incorporate some of the additional material included in the latest edition of the IEC62402 standard (which Graham Goring is now working on!).

The company has really enjoyed delivering the courses whilst enabling more and more students in the US to expand their OM knowledge and to become IOM US chapter members.

Member Spotlight - Luciano Lustosa-De-Siqueira, Alstom



What do you enjoy most about Obsolescence Management?

This is a transverse discipline with undefined boundaries, which allows us to network with teams from Sourcing, Engineering, Project Management, and many others. And we see a growing interest in obsolescence management in the past few years!

What is your biggest concern for the discipline in the near future?

Companies are learning how to solve obsolescence issues as they come (reactive mode), but the difficulty for companies in the future will be to implement proactive measures starting from early development stages, followed by continuous obsolescence monitoring, and following long term plans.

Do you have an unusual hobby that you can tell us about?

One of my favourite hobbies is kayaking, mainly on rivers and lakes around Lyon, France, where I live.

What is your favourite holiday destination?

Brazil (my home country), especially in December as it is summertime there!

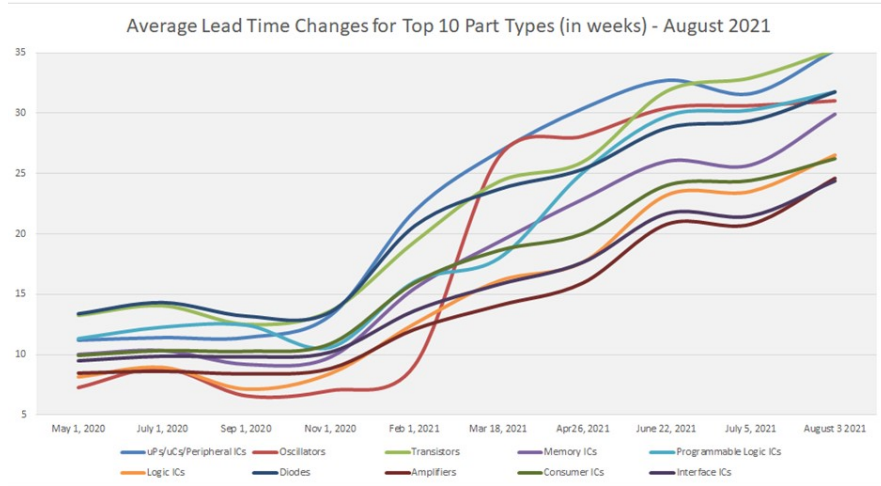
Which famous person do you consider to be your hero?

I could say Neil deGrasse Tyson, as a person who presents a complex and seemingly boring discipline (astrophysics) in an accessible and exciting way. I wish I could do the same on the topics I work with! :-). One of his quotes: "Knowing how to think empowers you far beyond those who know only what to think."

Understanding and managing supply chain risk is rapidly becoming one of the biggest challenges facing manufacturers today and will continue to impact businesses worldwide for the foreseeable future.

Every day brings new reports about shortages of the components critical to your success, based on existing and new global pressures. Component lead times continue to lengthen, with key components such as microprocessors / microcontrollers, transistors, memory ICs, logic ICs and more seeing a 2-7X increase in lead time from only a year ago.

While component obsolescence may be inevitable, the only way to manage it cost-effectively is to put measures in place that lead to better product design over the life of your products.



IHS Markit provides part research and bill of materials management solutions that help you manage your supply chain risk, allowing you to stay ahead of supply chain impacts. With access to over **1 billion** electronic and electro-mechanical components, and fasteners, daily PCN and EOL alerts, pricing and availability from authorized distributors, and alternate parts, IHS Markit is your supply chain risk management partner.

Greg Jakunas
IHS Markit



Rochester Electronics Appoints New Regional Sales Manager for Northern Europe

Despite facing the biggest challenge of a generation, we have continued to thrive in the last year. Not only have we opened new offices in various locations but also added new team members. Continuing with our expansion plans, we are pleased to introduce Brian Tulley as our new Regional Sales Manager for Northern Europe, **focusing on supporting Hi-Rel customers, especially in the Military and Defence sectors.**



Brian brings a wealth of Sourcing experience managing significant annual spends across multiple suppliers where his accountabilities have included global strategic contracted sourcing decisions, commodity-management, commercial-governance, various cost reduction methodologies, cost-management, MPV forecasting, long-term material cost standards, and risk-management.

Stephen Morris, GM-EMEA, said, "In keeping with our focus during the pandemic, our priority has been supporting our clients and offering a first-class service. Brian's vast experience in providing specialist sourcing support within an engineering research and technology environment will enable us to offer greater support to our clients in the Military, Defence and high-reliability industries."

Please join us in welcoming Brian to Rochester!

www.rocelec.com

IOM Newsletter Content

Content for the next newsletter should be submitted to admin@theiom.org by 15 November at the latest.



Allan Webb is delighted to announce the appointment of Lloyd Francis as our new Business Development Manager (BDM), who will be specialising in OM. Lloyd is an experienced BDM with extensive experience in the Aerospace, Automotive, Rail, Defence, Energy sectors and other associated high reliability industries. Along with his expertise, Lloyd brings his passion for providing answers to the great supportability and engineering challenges of our time and is looking forward to continuing this support among Allan Webb's customer base.



This quarter, we're launching our Learning Management System to supplement our training portfolio. Booking and paying for our classroom, virtual or new e-learning packages will be simple and easy. Our e-learning courses include OM, Integrated/Product Logistic Support, ASD S-Series, Codification and Military Packaging.

To view our calendar of remaining courses for 2021, including our OM courses in December check out our website: <https://www.allanwebb.co.uk/services/training/>.

We're exhibiting at DSEI and would love to catch up with you to discuss OM, Training or any of our supportability services on stand H7-105. Alternatively, you can contact us at sales@allanwebb.co.uk.

Member Spotlight - Oliver Hoffman, Silicon Expert Technologies



What do you enjoy most about Obsolescence Management?

Initially it was tough to accept Obsolescence as the "evil twin" that always comes with Innovation. If we did not obsolete the old stuff, how should we ever focus on the next big thing? How should our suppliers do so if we don't allow them to prioritize to next-generation -technologies? After having learned that, Obsolescence Management just becomes a mandatory prerequisite to help companies grow into a successful future. I really enjoy solving the obsolescence problems because I see the potential it brings to us who learned how to handle obsolescence well. Besides, it's a nice perk that our experiences in reactive Obsolescence Management are exactly what is needed in the market to help through allocation periods as well.

What is your biggest concern for the discipline in the near future?

Wouldn't it be great if Obsolescence Management actually became popular one day? That we would be Business Enablers instead of Problem Solvers? In the last decade we grew our niche, but we somehow are not seen as big as we are. We need more presence and more ambassadors. I'd like companies to wonder "How comes we lived without active OM for so long?" – and my concern is that it'll take several more years to really make the rest of the world aware of what good Obsolescence Management can do.

Do you have an unusual hobby that you can tell us about?

I build a piece of wooden furniture every 1-2 years. Mostly custom-sized tables and shelves. We're still using that TV-shelf I once built because its lowest compartment has the perfect height to serve as a garage for our kids' BobbyCar. The next compartment-levels exactly fits for 3 IKEA storage-boxes. And it served as a climbing-tunnel. And as a very secret hideout.

What was the best concert you ever attended?

A Festival back in 2005 in Papenburg, Germany. Suzi Quatro and Bonnie Tyler had their x-th resurrection, pardon, "revival" - but it was fun. Besides, this huge shipyard bringing a cruise-liner to sea right next door made it even more amazing.

What would have been your dream career if you did not follow the path that you did?

At first, I was not amused when I heard friends telling me "You would have made a great kindergarten teacher." Now, having 3 young kids, I grew into liking this idea. Besides, every now and then I see company structures where the skill of managing younger kids would come in really handy!

IOM Welcomes New Member



Defence Equipment and Support (DE&S) is a bespoke trading entity and joint defence organisation within the UK Ministry of Defence employing over 12,000 civil servants and military personnel around the UK and overseas. DE&S manage a vast range of complex projects to buy and support all the equipment and services that the Royal Navy, British Army and Royal Air Force need to operate effectively, working closely with industry, including through partnering agreements and private finance initiatives.



IOM International Conference & Exhibition 17—19 May 2022

Call for Conference Papers

IOM are pleased to announce the Call for Papers. Papers are invited that relate to the conference theme of:

Obsolescence Management – How to Exceed Your Customers' Expectations

Abstracts of sixty to eighty words should be submitted before **8 October 2021** to admin@theiiom.org. Full details can be found on the [Call for Papers](#) document.

Selected presenters will be contacted by the 17 November 2021 and the Microsoft PowerPoint will be required by 5 April 2022. Individuals selected to present at the conference will also be eligible for a significant discount on the conference registration fees.

Exhibition

The exhibition will be held at the Holiday Inn Munich City Centre, Germany, near to the conference suite. Conference refreshments including lunches will be taken in this area, maximising the opportunity for exhibitors and delegates to interact.

The table top exhibition will allow companies to showcase their services and products. The exhibition package allows 2 members of your staff access to man the stand and attend the two networking evenings. One of whom will also have access to the conference sessions.

Registration for exhibitors opens in late October. An early booking rate will apply to stands paid for in full by 31st January 2022.

The cost of booking a stand will be £1890 for IOM Members and £2090 for non IOM Members at the early booking rate, rising to £2090 for IOM Members and £2290 for non IOM Members after 31st January. Please make provision in your budget for this.

Sponsorship

There are still opportunities available to sponsor. Please [click here](#) to download the Sponsorship Document.

Other event Sponsors include Allan Webb Ltd, White Horse Laboratories, D+D+M GmbH, Siemens Energy, CTG (Crestwood Technology Group), OBSam sas, Force Technologies and Rochester Electronics.

For full event details [click here](#) to visit the event page.

