

At CEBIT 2018, we focused primarily on content (via workshop topics) to attract the most suitable audience. Now we are able to see there is a great deal of interest in IT&C and at CEBIT- in many cases with concrete intentions to invest-- in either producing or selling/reselling smart building products and services.

And now we encourage you to exhibit with us to benefit your sales. By drawing many interested trade visitors to our workshops (building owners, association managers of the housing industry, system integrators and IT system houses, building planners, distributors, self-service industry, etc.), we are able to offer you the most attractive place at CEBIT to do business in smart office and smart building.

Through our diverse invitation and promotion campaigns in the relevant channel specialist media and the building-relevant target groups (real estate and housing as well as building planners) in the run-up to CEBIT, our **Center of SmartBuilding** and the workshops will be well attended in 2019 as they were in 2018. Please see some of our visitor-boosting activities below:

[Evaluation and commentary of the CEBIT workshops by Günther Ohland to the members of the SHI e.V.](#)

[Floor Plan ICP @ CEBIT / SmartBuilding / LED 2018](#)

[SuperReseller CEBIT 2018](#) (about 300,000 x distributed in the European B2B channels!)

[Booklet CEBIT 2018](#) (circa 2,500 x distributed to trade visitors during CEBIT)

[Reference certificate Deutsche Messe AG](#) (legitimation)