

# BREAKBULK

## EUROPE

Exhibitor / Sponsor  
Event Networking Guide



# Accessing your Account

All you need to access your account is for your email address to be registered with the event. Then just follow the steps below.

## Enter your Email

This needs to be the email that you registered with for the Event. If your email is not registered, contact the organizer or [support@grip.events](mailto:support@grip.events)



Enter the email address you provided when you registered for the event

E-mail

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Continue



Enter the Badge ID you received in your welcome email when you registered for the event.

Badge / Registration ID

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Claim Account



[Request a reminder](#)

## Enter your Badge / Registration ID

As part of registering for the Event you'll have received a unique Registration or Badge ID. Enter it to claim your account.

Requesting a Reminder will send you an email with your ID ([check your spam folder!](#))



Please create a password for your account and use this password the next time you log in.

Password

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Login



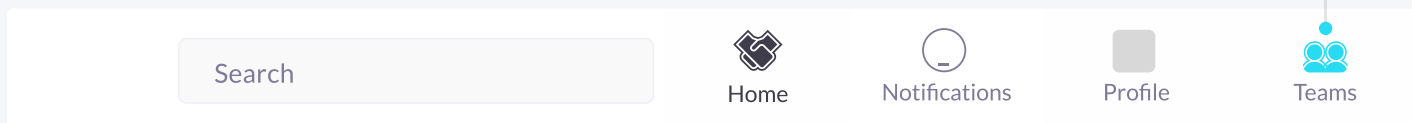
## Create a Password

You'll use this password moving forward to access your account on Grip. You can always reset it in case you forget it.

# Teams (Exhibitor & Sponsor Portal)

Teams is a critical element of the platform for exhibitors and sponsors. This page explains how to access it and some of its key features.

## Go to the Teams Tab



## Creating your Team

If you're the first person from your Company signing in you'll be presented with the option to "Create a Team". Enter your Company Name. This is very important if you want to take advantage of the features outlined below.

## Powerful functionality for your Company

HOME	
Meetings ●	All the meetings for you and your team members in a single overview
Inbound Leads ●	Request meetings with all people that have viewed or expressed an interest in your company.
Company Chat ●	Enable attendees to start a direct conversation with your company on the platform.
Contacts	
ADMIN	
Team Members ●	Review your colleagues as Team Members, update their profile and request meeting on their behalf.
Company Profile ●	
Products ●	Create product profiles to give even more visibility to your Company and what you offer.
Account	
Export	

## Edit the Company Profile

It is critical that your company profile looks as great as it can. Add images, a description and event-specific custom profile fields to make it appear across the platform as frequently as possible.

# Company Profiles

Company Booth Profiles bring plenty of opportunities for companies to showcase their unique capabilities and products in a single overview. Simple to set up and easy for attendees to explore.

Marking a Company with "Interested" will add you to the Inbound Leads of the Company

Message a Company directly if you want to speak to them

Embedded Youtube Video

Company Information  
*Available fields depend on the organiser*

Representatives that are associated with the Company Profile

Overview of the Sessions the Company is Speaking

Overview of the Sessions the Company is Sponsoring

The screenshot shows a mobile-style interface for a company profile. At the top, there's a header for 'Nokia' with its logo, name, and booth number (B3423). Below this are two buttons: 'Interested' (with a heart icon) and 'Skip' (with a trash icon). A 'Message Nokia' button is also present. Below the buttons is a large placeholder for an embedded video, represented by a play button icon. The 'Details' section follows, containing a 'Summary' (repeated text), 'Company Type' (Information Technology), 'Product Category Provided' (Software, Hardware, Anywhere), and a 'Website' link. Below the details is a list of 'Exhibitor Representatives' with names and titles, and 'Interested'/'Skip' buttons for each. The bottom two sections are 'Speaking at' and 'Sponsoring', both featuring a session titled 'The future of Artificial Intelligence' with a speaker list including Elon Musk.

**Nokia Representative**

Maria Martin

**Date**

25th of February 2020

**Time**

10:30 am - 11:00 am

**Location**

Booth 101

**Message**

Write why you would like to meet?

**Request Meeting**

Request a Meeting with an individual Representative of the Company

# Networking

Connections and Meetings are a core element of a successful event experience. We've made this as easy as possible distilling it down to just 4 simple steps to get a calendar full of meetings:

## Request

Get recommendations, search and scroll through lists to request meetings for a time and date that works for you.

## Accept

Receive incoming meeting requests via notifications or in your email and accept them to have them synced to your personal calendar.

## Meet at the show

Attend to your pre-scheduled meetings and be on time.

## Rate

Give anonymous feedback on your meeting with "Good", "Bad" or "Didn't Happen" and give a reason for your rating to qualify your post-event follow-ups.

### PRO TIP

To get the best recommendations of people to meet and increase the chances that people accept your meetings one element is absolutely crucial: **complete your profile!**

Add a profile image, fill out your summary and select your preferences in the event-specific questions.

### MEETING DETAILS

Date

25th of February 2020

Time

10:30 am - 11:00 am

Location

Booth 101

Message

Write why you would like to meet?

Request Meeting

### Recommended for you



**Daria Danilina**

Visitor - London,UK - Booth 232  
Summer Associate at Balderton Capital, MBA at London Business School, formerly Dropbox & HSBC

Meet

Interested

Skip

#### Potential Handshake

John is interested in meeting you

#### Looking to meet

Venture Capital, Automotive Industry, Government Service Providers and Software Developers

#### Interested In

Artificial Intelligence, Multi Agent Systems and Natural Language Processing

#### Common Connections

Steffan Ellay, John Doe and Pablo Fernandez

#### Common Industry

Daria also works in Computer Software

#### Common connections



Besides being able to request meetings, mark people with "interested" or "skip". If someone is also interested in you, chat with them and grow your network!