

Expodefensa 2021

Overview

Expodefensa 2021 is an International Security and Defense exhibition, and a leader for Latin America and the epicenter of innovations and technological developments in this sector in the air, land and maritime field. Expodefensa 2021 presents innovations in the domains of public safety and security, personal equipment, weapons, simulators, intervention craft, information systems and communication, ammunition and explosives

For more information: <https://www.expodefensa.com.co/>.



Details

Expodefensa 2021 trade show takes place in Bogota, Colombia at the CORFERIAS Exhibition Site

Trade Show Dates

November 29 –
December 1, 2021

Registration Deadline

September 17, 2021

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Great event in helping our company expand into the Latin Americas. Very good potential customers and partners to establish business relationships.

Expodefensa 2019 attendee

Schedule

Date	Day	Activity
September 17, 2021	Friday	Last day for registration
November 27, 2021	Saturday	Latest day to depart United States
November 28, 2021	Sunday	Arrive to the show; Booth set-up
November 29, 2021	Monday	First day of show and conference
November 30 – December 1, 2021	Tuesday – Wednesday	Show and conference
December 2, 2021	Thursday	Return to United States

Frequently Asked Questions:

How many Virginia companies will participate?

The Virginia booth at Expodefensa 2021 will have space for six Virginia companies to participate.

What is the cost for my company to participate?

The trade show participation fee is \$2,500. This fee is **per company, not per participant**. The participation fee includes the following:

- Entries in all official show exhibitor listings
- A LCD screen in the booth to display your company's logo, video, or presentation.
- A counter and stool in the booth to display marketing materials, product samples, etc. Each lockable counter will have an electrical outlet.
- A printed graphic on the booth wall featuring your company's logo
- Access to shared booth furniture. The Virginia booth will have a private meeting room with table and chairs.
- Two exhibitor badges per registered company
- VEDP assistance before and during the trade show

All travel expenses including airfare, hotels, meals, and individual ground transportation to be paid directly by each participant.

Additional **estimated** costs you will incur include (but are not limited to):

Expense	Estimated amount (\$)
Roundtrip airfare from Dulles to Bogota (BOG) El Dorado airport	1,200
Hotels (5 nights at \$200/night)	1,000
Meals (\$100/day)	600
Ground Transportation	200

Sample rendering of the event booth:



How many badges does my company receive?

Each company is allocated two badges.

VEDP will work with the show organizer to secure participants' badges. You can pick up your badge on site. You will need your identification to collect your badge.

Each person must have a badge to enter the show.

How are airline and hotel reservations handled?

Airline tickets: You book (and pay for) your own airline ticket via local travel agent or online air travel website. The airport code for Bogota is BOG. If you do not have a travel agent, the Trade Show Leader can recommend one for you.

Hotels: VEDP is not coordinating a block of hotel rooms. Participants must make their own hotel arrangements. Each participant will be responsible for securing and covering the cost of your respective hotel room.

What are the entry requirements for Colombia? Will I need a passport or visa?

A passport is required with six months validity remaining. U.S. citizens do not need a business visa for Colombia for stays less than 90 days.

Trade Show Booth Policy:

By exhibiting in the Virginia booth, each company and its representatives agree to the following:

- Space and amenities within the Virginia booth, such as meeting tables and chairs, are shared among the co-exhibiting companies. Companies and individuals that are not co-exhibitors in the booth may not use these booth amenities, as they are reserved for the co-exhibiting companies.
- Each representative is expected to be respectful of other companies' meetings, introductions, and/or networking that may take place in and around the booth. Interference with another company's meetings, introductions, and/or networking efforts is not permitted.

Thank you for your compliance with these guidelines as we represent the Commonwealth of Virginia in a courteous and professional manner.

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This event presented numerous opportunities to meet with both U.S. and Colombian companies within relevant technical fields. These meetings provided substantial situational awareness which will help us to make informed decisions on the most appropriate trade partner to select for growing business in the region.

Expodefensa 2019 attendee

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We made contact with all the perspective customers we had planned to contact. We are extremely encouraged that we will be able to expand our business into Colombia.

Expodefensa 2019 attendee

Shipping Disclaimer:

Virginia Economic Development Partnership (VEDP) is not responsible for the shipment of product samples, promotional materials, displays, posters, banners, brochures, etc., to or from a trade mission or trade show. VEDP can make introductions to shipping companies upon request. VEDP recommends that these arrangements be made as early as possible so that product samples and/or promotional materials can arrive in time for your event.

Registration:

How do I register to participate?

You can register and pay the trade show fee online. You may do this visiting the following page on our website:
<https://expodefensa-2021.eventbrite.com>.

Contact the Trade Show Leader for more information:

John Elink-Schuurman
VALET Program Manager
Phone: 703.506.9741
Email: jelink-schuurman@vedp.org