



PNAA ADVANCE / 2021

Changing Our Flight Plan
Engineering the Road to Recovery

Virtual
Feb 8-11/2021

PNAA Advance 2021 Annual Conference FAQ's

	<u>Questions:</u>	<u>Answers:</u>
1.	Why is the conference Virtual?	<ul style="list-style-type: none"> • Due to changing health regulations, PNAA has chosen to hold our conference virtual this year, allowing for greater participant flexibility.
2.	What is the PNAA Virtual Platform?	<ul style="list-style-type: none"> • The Virtual Platform is an online portal where attendees can experience speaker presentations, gain access to sponsors, visit with exhibitors, meet other attendees virtually, enter dedicated spaces to further networking, participate in social media posts, play along with interactive games, attend invite only gatherings and more. The virtual platform will allow attendees to be connected during the course of the 3-day conference and receive a similar rich experience to attending in-person.
3.	How will attending virtually differ from attending in-person?	<ul style="list-style-type: none"> • For our 20th anniversary conference, PNAA has partnered with software providers to create the most lifelike immersive virtual conference experience. It will look and feel almost like you're at the conference with virtual environments featuring people avatars, live chat, two-way video conference and a variety of networking lounges and rooms to network with other attendees. You will be able to experience live-streaming presentations from the main presenter stage and SME technical track stage.
4.	Who are the typical attendees of the conference?	<ul style="list-style-type: none"> • The majority of attendees are company key decision-makers • Over 80% are CEOs, VPs, Directors, Owners, General Managers and Executives

		<ul style="list-style-type: none"> From all tiers of the supply chain - large OEMs, SMEs, raw material suppliers and industry service providers
5.	What types of speakers will we get to hear from?	<ul style="list-style-type: none"> Leading industry analysts, including Richard Aboulafia, Dr. Kevin Michaels, Ron Epstein, Michel Merluzeau, Ron Stearns and others Boeing Marketing and Supply Chain and Airbus Marketing and Procurement Other significant OEMs and Tier 1s
6.	What are the benefits to sponsoring?	<ul style="list-style-type: none"> Visibility! Gain increased efficiency in making networking connections Build credibility: third party credibility building is more powerful than just walking the floor and having an exhibit. Its like having that same level of trustworthiness as a warm lead/referral. Set yourself apart from the competition: Show that you are contributing to the industry through your participation as a sponsor. Show that you are willing to go the extra mile: speaks to what your business sees as important Avoid getting lost in the crowd of attendees
7.	How can I find out more about sponsoring?	Connect with the sponsorship team: Brian Canfield (bcanfield@pnaa.net) or Dale King (dking@pnaa.net)
8.	Why are the conference dates Feb 8-11 if the conference doesn't start until Feb 9 th ?	On Monday, February 8 th , conference attendees have the option to participate in virtual tours, and our invite-only International Reception, both will be virtual this year.
9.	When & where is the B2B held?	<ul style="list-style-type: none"> Location: This year the B2B will be held virtually Date: The entire 3 days
10.	When will I get to identify who I would like to meet at the B2B Fair?	This year, you will get to schedule your own appointments with the buyers, based on the buyers' schedules
11.	I am interested in being a buyer at the B2B Fair, how do I find our more?	Contact Merrie Beth at mowens@pnaa.net
12.	How many exhibit booths are there at the conference?	We do not have a limit to the amount of virtual booths at the conference.
13.	Can I bring a booth attendee?	Your virtual exhibit booth includes one conference registration. For questions contact mowens@pnaa.net
14.	How do I get invited to the International Reception?	This is an invite-only event, though a limited number of tickets are available for PNAA Corporate Members
15.	When are the virtual industry tours?	Tentatively scheduled for Monday February 8 th
16.	Will the conference still go on with snow?	Yes, we will still hold the conference. The nice thing about a virtual conference is the weather will not impact operations.
17.	How long is early bird pricing available?	Early bird pricing runs through December 15 th

18.	Can I sign up to day-of the conference?	Yes, please see our website for the latest updates on pricing, as the price does increase closer to the conference.
19.	What is the Industry Awards Reception?	This dinner will take place on Tuesday, February 9 th from 6 - 8:00, this year virtually. Cost to attend is \$25 and can be added to your online registration. During the reception, PNAA will recognize four Award winners in front of industry peers. Scholarship Donors will also be recognized for their commitment to supporting the aerospace workforce. This is a fun and energetic atmosphere as we close out Conference Day One.
20.	Can I purchase an Awards Reception ticket during the virtual conference?	We encourage you purchase your ticket when you purchase your attendee registration.
21.	Can I contact other attendees before the conference?	Yes, you will be able to contact attendees through our PNAA Platform. We also send out an attendee list before the conference.