7TH ANNUAL
DIGITAL MANUFACTURING
STRATEGIES SUMMIT
17–18 NOVEMBER 2026 | BERLIN, GERMANY

CLOSED-DOOR FORUM · 7TH ANNUAL
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YOUR NEXT TWELVE MONTHS OF PIPELINE IS SITTING IN ONE ROOM IN BERLIN.

A sponsorship case for the Digital Manufacturing Strategies Summit: why a closed-door room of budget-holding manufacturing leaders converts into pipeline faster than any exhibition floor, and why the format is built to prove it.

SEE SPONSORSHIP PACKAGES

FULL SPONSOR DETAILS ↗

£1M+
minimum budget authority held by every delegate

100%
of meetings pre-scheduled, matched to your offering

2 days
of Think Tank Challenges, roundtables, workshops & 1-2-1s

0
press or third-party media, closed-door discussions throughout

WHY NOW

EUROPE'S MANUFACTURERS ARE FUNDING DIGITAL AT A PACE THE INDUSTRY HASN'T SEEN BEFORE

Every theme on this Summit's agenda maps directly to where manufacturing capital is already moving. Sponsors aren't introducing a new idea to this room. They're arriving with the answer to a budget line that already exists.

58%

European manufacturers expecting growth in 2026 as technology investment accelerates

ECI Software Solutions, Manufacturing Trends Report 2026

17.3%

EU manufacturing enterprises already using AI, above the all-sector average and rising fast

Eurostat, 2024

35%

Annual growth rate forecast for Europe's AI-in-manufacturing market through 2030

Market analysis, 2026

EUROPE'S AI-IN-MANUFACTURING MARKET

Market size, 2025 vs. projected 2030 ($ billion)



Source: market analysis of Europe's AI in manufacturing sector, 2026 (35% CAGR). Growth led by Germany, the UK and France, driven by Industry 4.0 adoption across production and quality control.

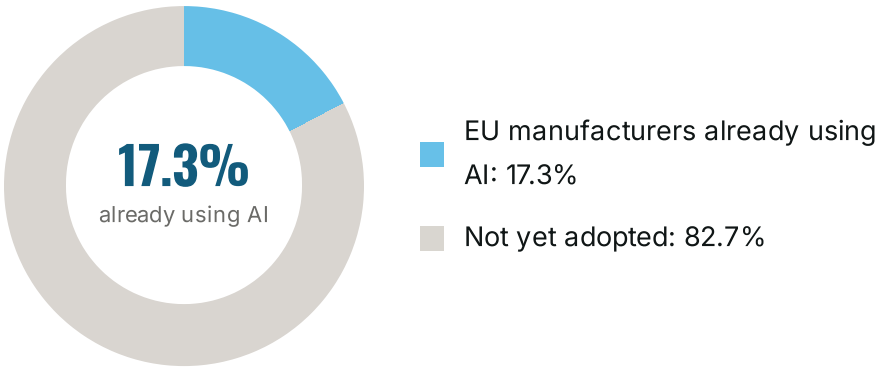
ESCAPING PILOT PURGATORY

THIS IS EXACTLY THE PROBLEM THEME TWO OF THE SUMMIT WAS BUILT TO SOLVE

Manufacturers have no shortage of successful pilots. The challenge is turning isolated wins into capabilities that deploy consistently across lines, plants and business units. That gap is measured in real downtime dollars, sitting on the table for whoever closes it first.

AI ADOPTION IN EUROPEAN MANUFACTURING

Where the sector actually is, not where the headlines suggest



Source: Eurostat, Use of Artificial Intelligence in Enterprises, 2024. Most current use sits in marketing, sales and back-office functions, rather than the production line itself.

THE COST OF STAYING STUCK

Unplanned downtime, global manufacturing



Sources: Aberdeen Research; Siemens, True Cost of Downtime 2024.

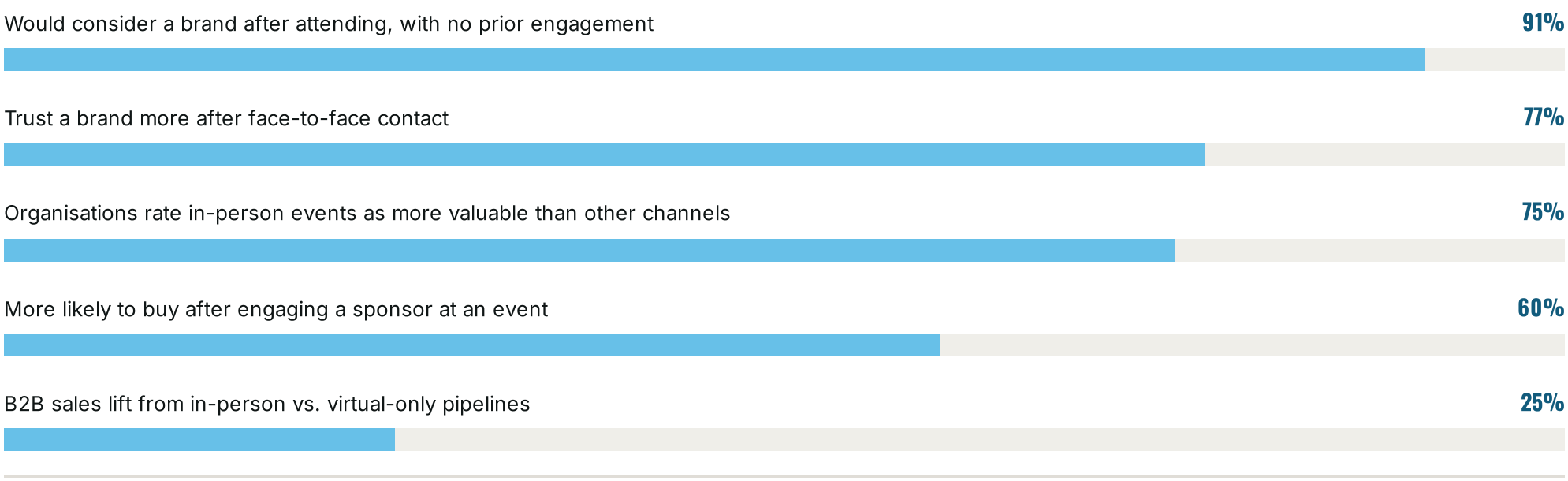
WHY THE ROOM CONVERTS

BUYERS ALREADY RESEARCHED YOU ONLINE. WHAT THEY HAVEN'T DONE IS TRUST YOU YET

Executives now do their vendor shortlisting before they ever take a call. What in-person time still buys you is the thing no amount of outbound or AI-generated outreach can: trust, and a faster path through the deal cycle.

WHAT FACE-TO-FACE STILL DOES THAT DIGITAL OUTREACH CAN'T

Selected B2B and event-industry findings, 2026



Sources: B2B Events Intelligence Report; Harvard Business Review; Spiro, Experiential Marketing Impact Report; Northstar Meetings Group & Cvent PULSE, Feb. 2026.

THE ROOM IS SHRINKING ON PURPOSE

70% of B2B leaders are cutting total event volume to redirect budget into intimate, sub-200-attendee formats. This Summit is built to that spec: capped numbers, pre-qualified budget holders, no exhibition floor to get lost in.

Source: Forrester, cited in Cvent 2026 event benchmarking research.

HUMANS STILL WIN THE HARD CONVERSATIONS

74% of B2B buyers say they'd rather have a complex problem solved by a person than a chatbot, even if it takes longer to arrange. A 25-minute pre-scheduled 1-2-1 is exactly that arrangement, just made easy.

Source: Harvard Business Review, 2026.

DON'T TAKE OUR WORD FOR IT

WHAT SPONSORS AND DELEGATES ACTUALLY SAID, ON THE RECORD

Selected feedback from past editions of the Summit, from the sponsors deciding whether to come back and the manufacturing leaders they came to meet.

> "In just one day we've spoken to at least ten really important contacts for our business. We will definitely get a couple of contracts from this event, so it's very likely you'll see us here again next year. The organisers were great, always going above and beyond.

Co-Founder & CEO
Mithryl

> "It's been an amazing event. We heard about the future use of AI and how it could transform the manufacturing space, including efficiencies and worker safety. Instead of lots of presentations, this summit gives you the ability to have really in-depth discussions.

Head of Manufacturing EMEA
Hitachi Digital Services

> "The summit is a great opportunity to connect with people who are in a position to engage on a project now, so for us the target audience was correct. The organisation of the event has been very good and the event was run incredibly smoothly.

Commercial Director
Haskoning

> "The value of this summit is that the conversations are much more intimate compared to a trade show. The format allows us to focus on how we can help improve the performance of manufacturing, and it's energising to see companies still investing in transformation.

Senior Director, Digital Sales
GE Vernova

> "We've partnered here multiple times across Intrinsic Communications' various industry events because the audience is perfect and has deep knowledge of the subject, which delivers great networking. There's enough time given to build real trust with the people you're talking to.

President & Executive Director
OPC Foundation

> "Great event with great people. The summit was very informative with great keynote speeches, and it was great for networking and winning new prospects and potential clients. If you have the ability to attend this event, take the opportunity.

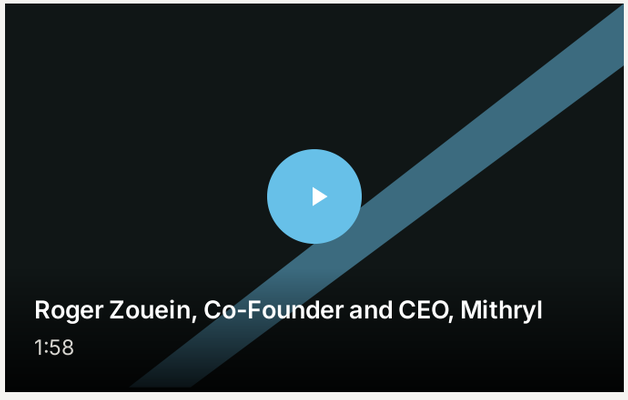
Senior Product Marketing Manager
HiveMQ

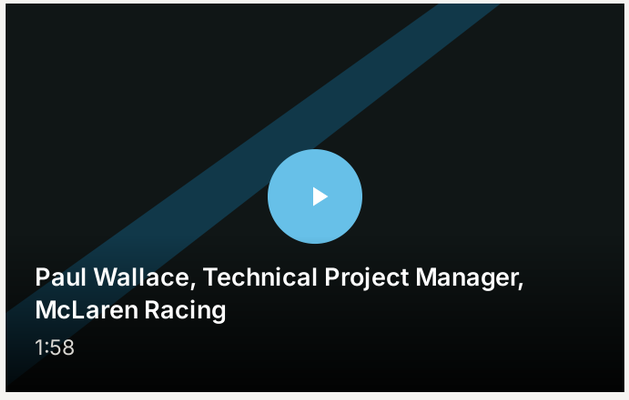
Full testimonial archive: dms-summit.com/testimonials

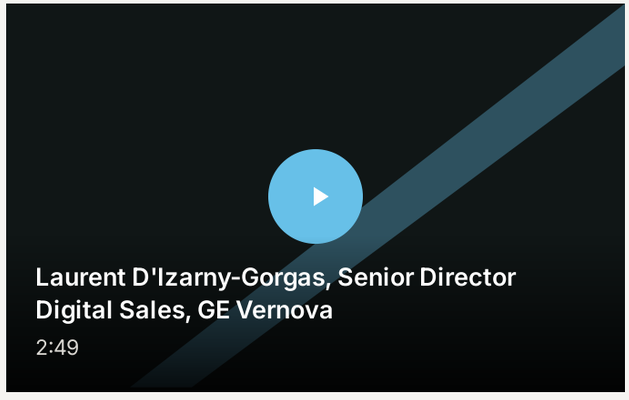
HEAR IT FROM THE ROOM

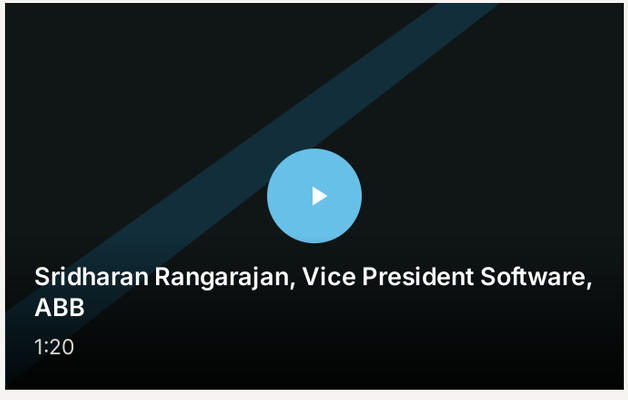
SEVENTEEN ONSITE INTERVIEWS, STRAIGHT FROM THE ROOM

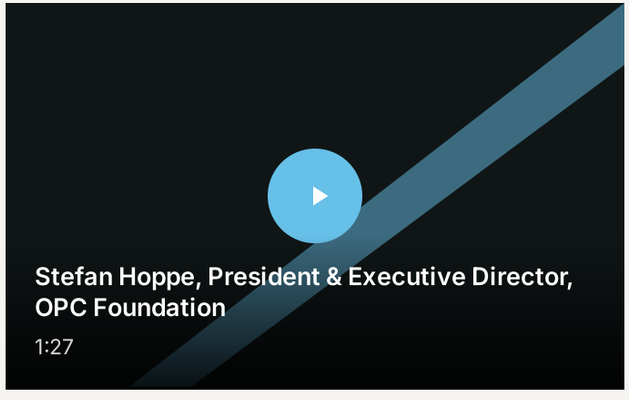
We caught up with attendees, speakers and partners onsite to hear what stood out, what they'd tell a peer thinking about attending, and whether the 1-2-1s delivered.

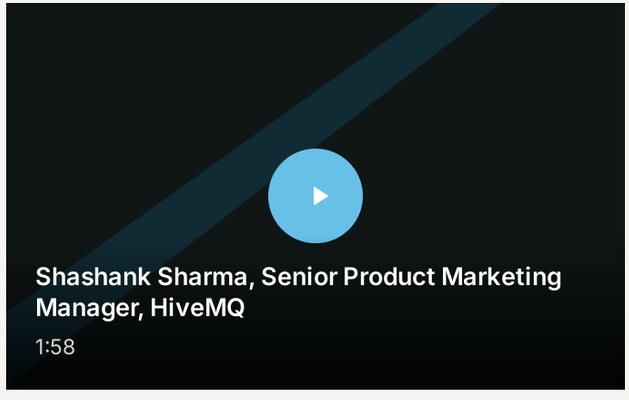












Watch all 17 interviews at dms-summit.com/hear-from-our-attendees

HOW THE ROOM IS RUN

EVERY SESSION IS DESIGNED TO PRODUCE A WARM MEETING, NOT A BUSINESS CARD

Day One opens with three curated 25-minute Think Tank Challenges and workshop presentations. Day Two brings hosted roundtables, with pre-scheduled 1-2-1s running throughout.

FIRST 90 MINUTES

THINK TANK CHALLENGES

Three 25-minute table discussions with curated cohorts of up to 10 delegates, each one aligned to your specific offering.

45 MINUTES

HOSTED ROUNDTABLE

Lead a moderated, open discussion with up to 10 guests who selected the topic themselves in advance.

INTERACTIVE

WORKSHOP PRESENTATION

Set a task, bring a customer speaker, and show your solution in use rather than on a slide.

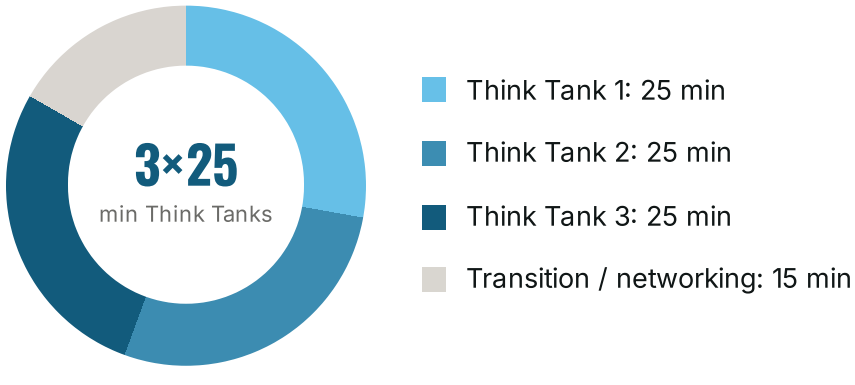
25 MINUTES EACH

PRE-SCHEDULED 1-2-1S

Quiet, private meetings with delegates matched to you in advance: the meetings you actually came for.

DAY ONE'S OPENING 90 MINUTES

How the Think Tank Challenge block is structured



WHAT YOU KNOW BEFORE YOU LAND

Every sponsor gets pre-event access to the Delegate Intelligence Report: budget responsibility, current and planned projects, investment plans, challenges and pain points for each attendee. You walk in already knowing who to prioritise.

Included with every sponsorship package.

WHO'S IN THE ROOM

EVERY DELEGATE IS QUALIFIED BEFORE THEY GET AN INVITATION

This isn't a badge-scan audience. Attendance is earned against strict criteria, checked before anyone is confirmed. Partners are strictly prohibited from attending as a delegate.

- ✓ Active engagement in a current or planned digital transformation project
- ✓ Working within an organisation whose annual turnover exceeds £100 million
- ✓ Controls or influences digitalisation strategy at various levels
- ✓ Authority or influence over budget allocations of at least £1,000,000 for digital initiatives

C-LEVEL, VP, DIRECTOR AND HEADS OF WORKING IN

AI | Architecture / Infrastructure | Asset Integrity | Asset Management | Automation | Cybersecurity | Data & Analytics | Digital Strategy | Digital Transformation | Digitisation | Engineering | Industry 4.0 | Innovation | IoT | IT | Maintenance | ML | Operations | Production | Reliability | Safety | Sustainability | Technology

SHAPED BY OUR ADVISORY COMMITTEE

The Summit's themes are set by senior manufacturing leaders, not by sponsors, which is exactly why sponsors trust the room.

Ivan Branco
Head of Information Management, BI & Analytics
Volvo Group

Gustavo Cabral
VP Digital Customer Supply Development
Barry Callebaut

Carlos Gomes
Sustainable Development & Continuous Improvement Director
Sodecia

Simon Levinson
Head of Digital Manufacturing Innovation
Danone

Christophe Villain
Global Head of Supply Chain & Procurement Technology
Nestlé

SPONSORSHIP PACKAGES

FOUR WAYS TO JOIN, EVERY ONE FOCUSED ON MEETINGS

Every package is priced around access: to the stage, to the roundtable, and above all, to pre-scheduled 1-2-1 time with delegates matched to your offering.

TOP TIER

Diamond

- Seat on the Advisory Board
- 5-minute welcome speech
- 3 x speaking opportunities
- 20 x pre-scheduled 1-2-1 meetings
- 6 x VIP passes

CENTRE STAGE

Platinum

- 1 x speaking opportunity
- 14 x pre-scheduled 1-2-1 meetings
- 3 x VIP passes

HOSTED SESSION

Gold

- 1 x Hosted Roundtable or Think Tank Challenge
- 14 x pre-scheduled 1-2-1 meetings
- 3 x VIP passes

FOCUSED ACCESS

Silver

- 10 x pre-scheduled 1-2-1 meetings
- 2 x VIP passes

ALL PACKAGES INCLUDE

- Delegate Intelligence Report
- Strategically located exhibition space
- Prominent branding opportunities throughout the event
- Customised delegate acquisition campaigns
- Dedicated on-site account management
- Team passes for full event participation
- Inclusion in pre-event marketing initiatives
- Plus optional enhancements: drinks reception, lunch, lanyard or coffee break sponsorship, and content partnership

For full package pricing and inclusions, request the Packages Brochure via the contact details below. Discounts are available for multiple event bookings across our summit series.

INTERESTED IN SPONSORING?

GET IN FRONT OF THE PEOPLE ALREADY HOLDING THE BUDGET FOR WHAT YOU SELL.

Tell us about your offering and we'll walk you through which package, and which delegates, make the strongest case for a 1-2-1.

ENQUIRE ABOUT SPONSORING ↗

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