



Insourcing or Outsourcing Conference Management

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World LP Gas Association

Agenda

- **What is LP Gas ?**
- **Who is the World LP Gas Association (WLPGA) ?**
- **WLPGA's experience with PCO Insourcing & Outsourcing**
- **Conclusions**

What is LP Gas?

For Engineers:

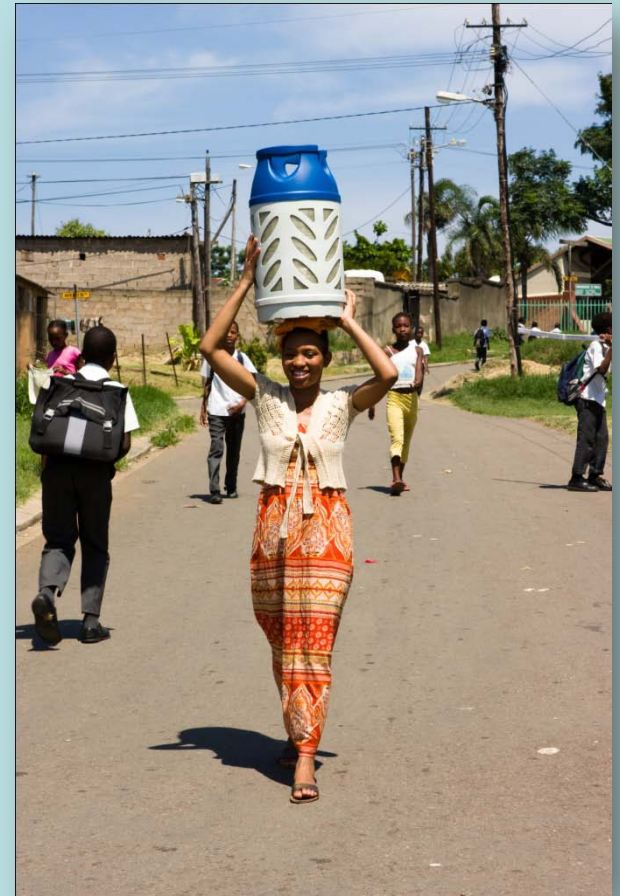
- LP Gas is a product of oil & gas production. It consists of propane and/or butane.

For Policy Makers and Government:

- LP Gas is a clean-burning, low carbon , portable modern energy carrier and can support sustainable rural development.

For Consumers:

- LP Gas fuels daily life. It gives the convenience of natural gas and can be made available anywhere.



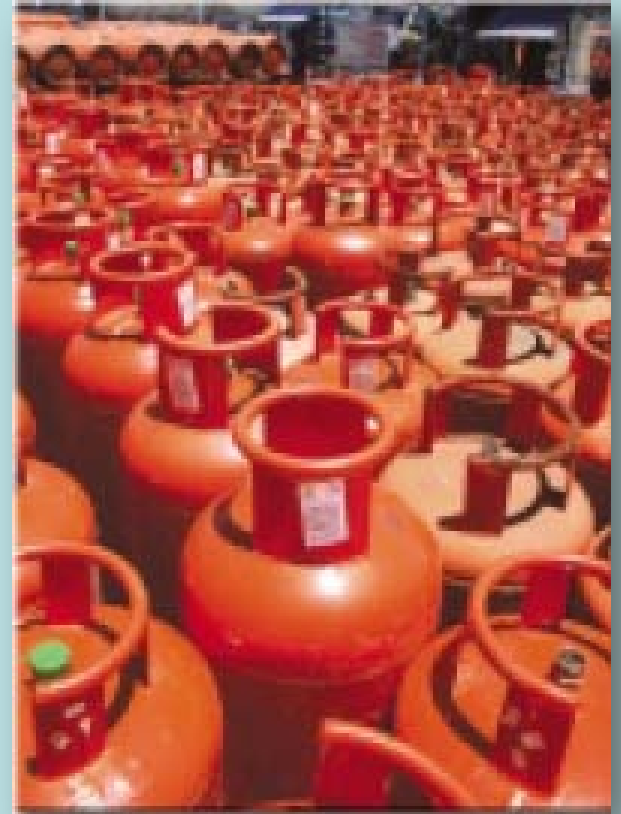
Who is the World LP Gas Association?

- ⇒ **The Unique Global Association representing the LP Gas Industry for 25 years**
- ⇒ **Nearly 200 members operating in more than 90 countries across the world**

As the authoritative, global voice for LP Gas, the WLPGA promotes the use of LP Gas worldwide to foster a cleaner, healthier and more prosperous world.

Some figures about LP Gas?

- Value of global business: \$300 billion per year
- 2,000,000 employees
- 3 billion consumers
- Eight times around the world....



A Complex World without Consistency


- Domestic
- Agriculture
- Industry
- Transport



What is the Challenge?

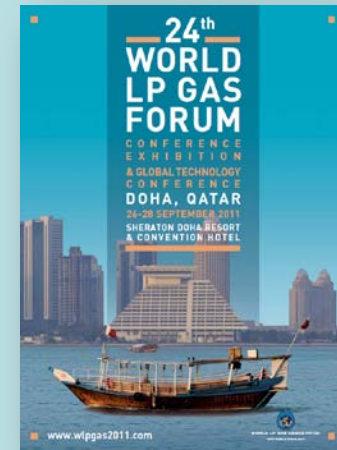
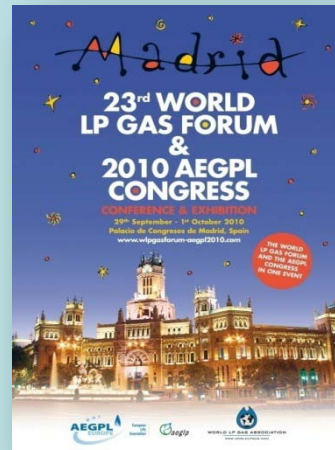
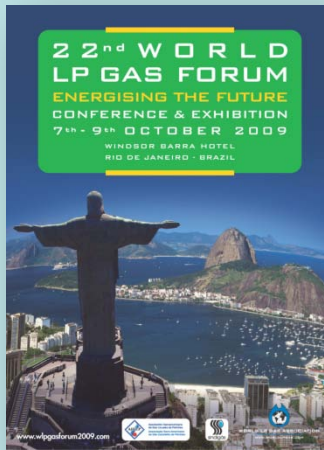
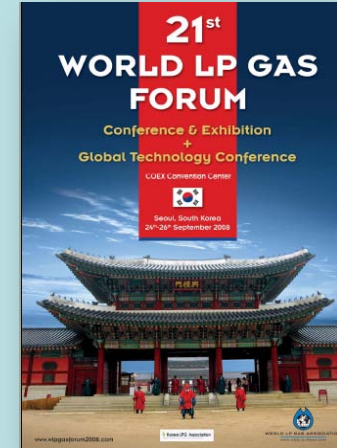
1970s = **500** ads/day ... today, it's **>5,000**

This year **> 4×10^{19}**
bytes of info
generated = more
info than past **5,000**
years



We have to compete for
“share of mind” with
other energies

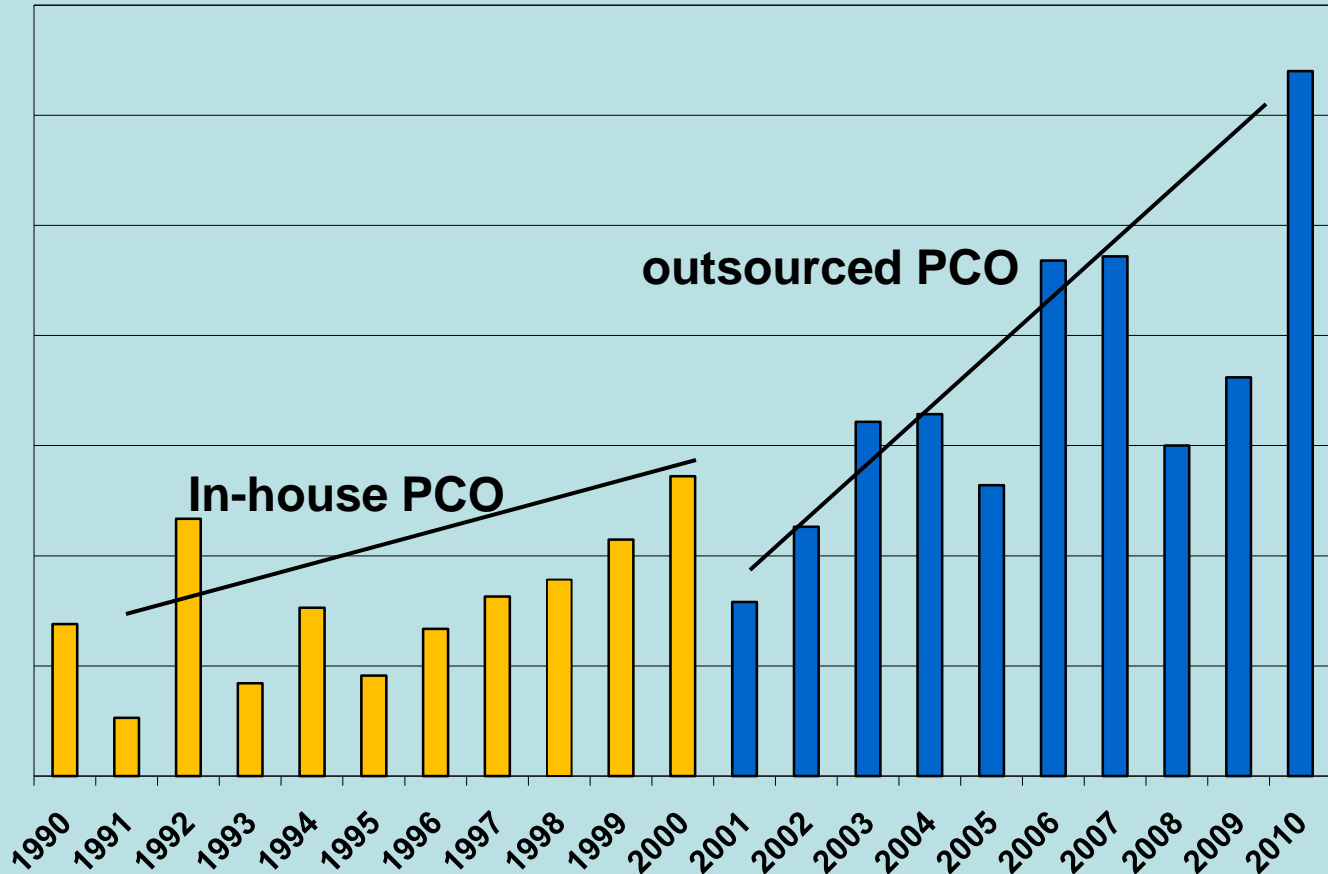
The World Forum Travels the World..



And Now Three Regional Summits/Yr...

World LP Gas Forum Shows Increasing Return

**Net
Return
from
Forum**



In-house PCO to outsourced PCO

In-house PCO:

+ Focus

Priority in projects

Privileged Relationship with Association Members

Connexion with the Industry, possibility to create goodwill

- No Specific PCO Skills (logistics, transportation, registration, tradeshow...)

WLPGA is a Trade Association

Outsourced PCO:

+ Specific Knowledge in Event Organisation

Up to Date on new Technologies/Developments

Benefits of Global Network

- No Overview on Quality of Staff

Learning Curve in Understanding of the Industry

Our Model : In-house/Outsourced PCO

In-house Event Management with Outsourced PCO Skills :

Use the specific PCO skills, outsource the management of a range of competencies required for the organisation of an annual event, and at the same time use the personal relationships and connection with the Industry to organise a succesful networking event for the LP Gas Industry.

Conclusion

- **For our Association the ideal situation is the combination of an Inhouse and Outsourced PCO who work together as a succesfull team !**





Teamwork is the link to success

- *Teamwork is the ability to work together towards a common vision.*
- *The ability to direct individual accomplishments towards organizational objectives.*
- *It is the fuel that allows common people to attain uncommon results.*