8TH ANNUAL
DIGITAL
OIL & GAS SUMMIT
JUNE 2027 | MADRID SPAIN

CLOSED-DOOR FORUM · 8TH ANNUAL
10–11 JUNE 2027 · MADRID, SPAIN

YOUR NEXT TWELVE MONTHS OF PIPELINE IS SITTING IN ONE ROOM IN MADRID.

A sponsorship case for The Digital Oil & Gas Summit: why a closed-door room of budget-holding upstream, midstream and downstream operators 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 Circle Challenges, roundtables, workshops & 1-2-1s

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

WHY NOW

EUROPE'S OIL & GAS OPERATORS ARE FUNDING DIGITAL AT A PACE THE INDUSTRY HASN'T SEEN BEFORE

Every theme on this Summit's agenda maps directly to where oil & gas 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.

$500bn

Value E&P companies could unlock between 2026 and 2030 through digitalisation and AI

Rystad Energy, 2026

13%

Oil & gas companies that have already deployed agentic AI, with 49% planning to by the end of 2026

Bernstein, citing Gartner, 2026

€13bn

Committed by Italgas alone to digitise and prepare European gas networks for a renewable future, through 2032

Italgas strategic plan, 2026

THE GLOBAL OIL & GAS DIGITAL TRANSFORMATION MARKET

Market size, 2026 vs. projected 2031 ($ billion)



Source: Mordor Intelligence, Digital Transformation Market in Oil and Gas, 2026 to 2031 (11.6% CAGR). Growth driven by agentic AI, cloud and edge platforms, and IT/OT convergence.

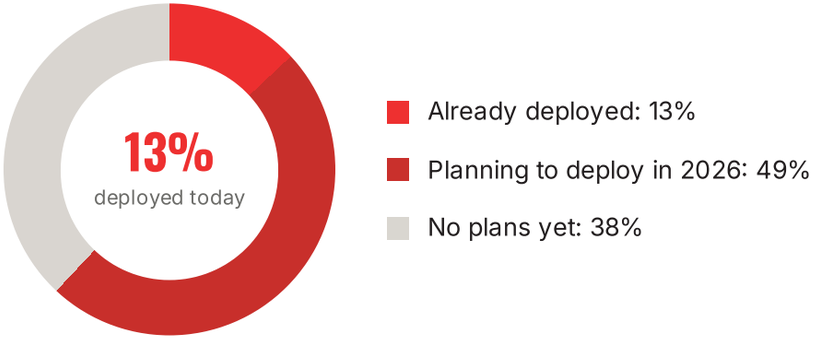
THE COST OF STANDING STILL

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

Most operators aren't short on pilots. They're short on a way to scale one. That gap is measured in real budget, sitting on the table for whoever closes it first.

AGENTIC AI ADOPTION IN OIL & GAS

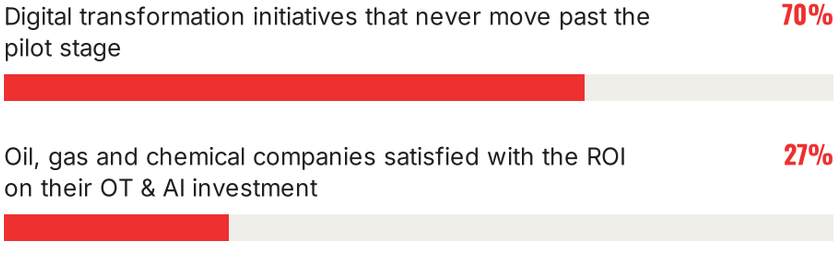
Where operators actually are, not where the headlines suggest



Source: Bernstein, citing Gartner data on oil & gas IT spend, 2026.

SPENDING IS CLIMBING. SATISFACTION ISN'T

The gap between digital investment and delivered return



Sources: Rystad Energy, via DXC Digital Transformation Outlook, 2026; BCG & DXC industry survey, 2025.

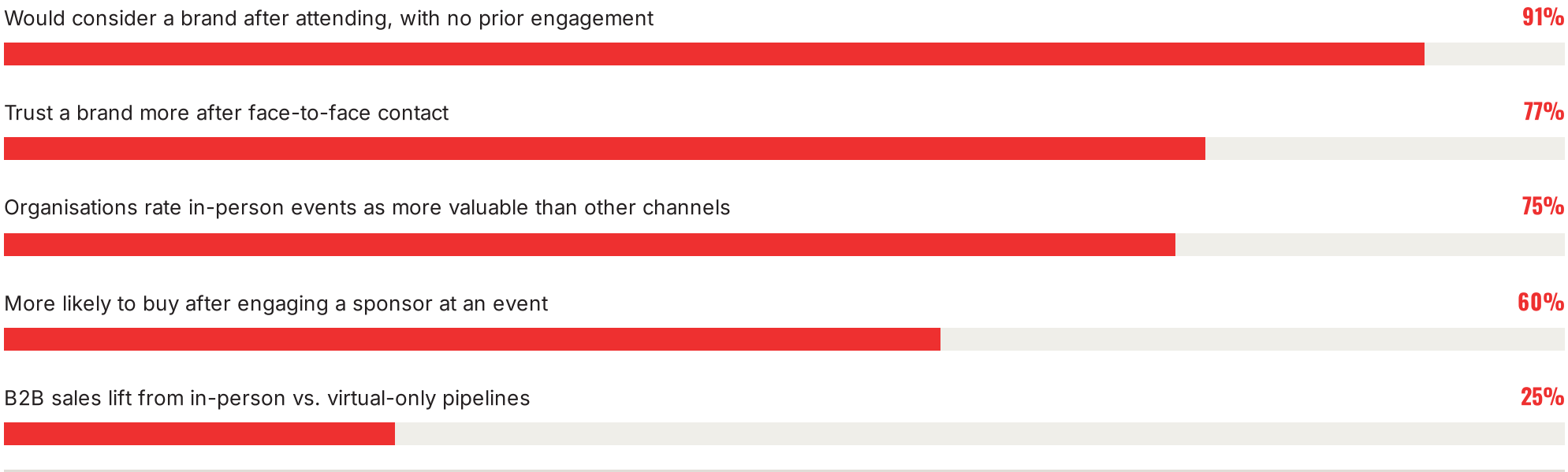
WHY THE ROOM CONVERTS

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 operators they came to meet.

> "Huge thanks to the Chair and the Intrinsic organising team for a brilliantly run summit. The structure, the calibre of speakers, the energy in the room, all of it reflected real care and expertise. The agenda struck a rare balance, ambitious in scope but grounded in real practitioner experience. I'd recommend this event without hesitation to anyone serious about where this industry is heading.

Global Data Privacy Manager, BP Pulse
BP

> "As one of the keynote speakers representing asset owner operators, I found the summit to be an excellent opportunity to engage with the industry. The combination of roundtable discussions, panel sessions and actively facilitated one-to-one meetings kept the conversations engaging and productive throughout the day.

Operations Digital Innovation and Strategy Manager
ExxonMobil

> "The audience was 100% aligned with our target market in Europe. We met the people leading digital transformation, AI and data initiatives across the oil and gas industry, which made every conversation highly relevant. It's definitely an event not to miss.

VP of Upstream and Power, North America
Radix

> "The one-to-one meetings are a real differentiator because they give you dedicated time for detailed conversations, rather than trying to speak to people during busy networking breaks. Instead of speaking to hundreds of people to find the right ten, here the ten people you meet are exactly the ones you want to talk to.

CEO
Aloxy

> "There's no substitute for meeting face to face. The pre-scheduled one-to-one meetings are especially valuable because you know in advance who you're meeting, understand their role and their likely business challenges, and can prepare for a much more meaningful conversation.

VP Sales Northern Europe
Cognite

> "The 1-2-1 meetings were the best part of the event. Even greater was that if for any reason a meeting did not happen, the Intrinsic staff made sure a replacement meeting was found. We also found the summit format, particularly the think tank discussions, very good.

Sales Director, Mobile Networks Global Enterprise
Nokia

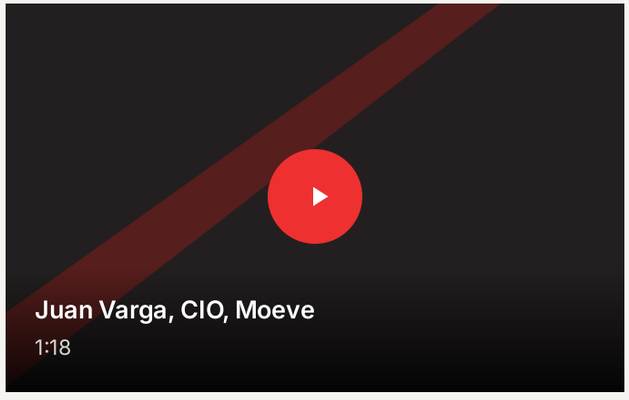
Full testimonial archive: oilandgas-iot.com/testimonials

HEAR IT FROM THE ROOM

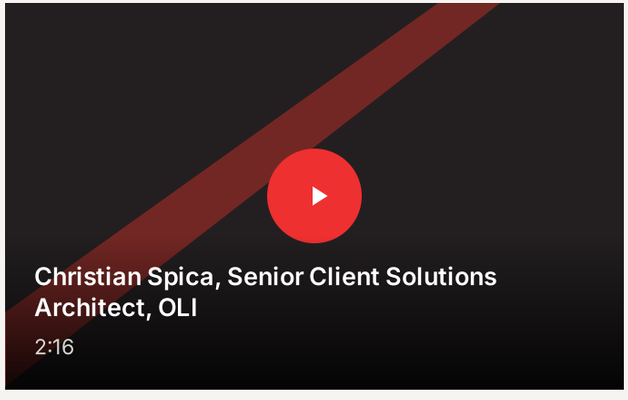
REAL ONSITE INTERVIEWS, STRAIGHT FROM THE ROOM

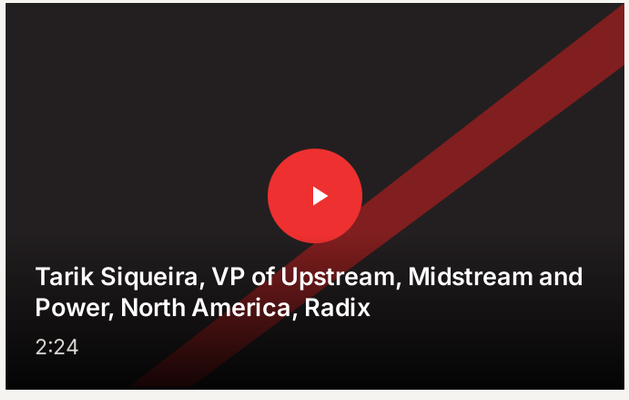
We caught up with attendees, speakers and partners onsite to hear what stood out, what they'd tell a peer thinking about attending, and whether the 1-2-1s delivered.

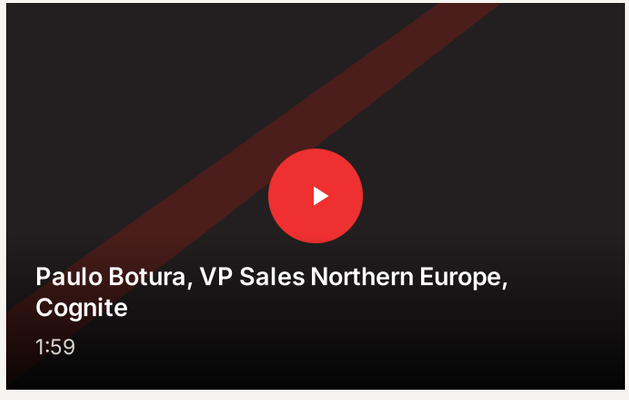












Watch all 13 interviews at oilandgas-iot.com/videos

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 Circle Challenges and workshop presentations. Day Two brings hosted roundtables, with pre-scheduled 1-2-1s running throughout.

FIRST 90 MINUTES

CIRCLE 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.

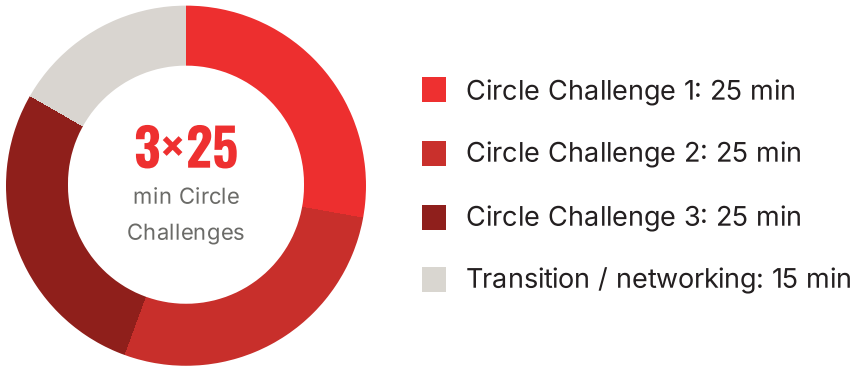
25 MINUTES EACH

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 Circle Challenge block is structured



WHAT YOU KNOW BEFORE YOU LAND

Three weeks out, every sponsor receives a Delegate Intelligence Report: named attendees, their strategic goals, investment plans and live projects. 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 and consultants are not permitted to attend as delegates.

- ✓ Directly involved in an active or planned digital transformation project
- ✓ From an Oil & Gas organisation with an annual turnover of at least £500m
- ✓ Controls or directly influences digital transformation strategy at local, national or international level
- ✓ Controls or influences budget allocation and spend of at least £1,000,000

C-LEVEL, VP, DIRECTOR AND HEADS OF

AI | Data & Analytics | Cyber Security | IT/OT | Digital Twin Technology | Predictive Maintenance | IoT | Automation / Control Systems | Cloud Computing | Legacy Systems | Drilling | Pipelines | Offshore Operations | Production | Supply Chain | Sustainability | Remote Monitoring | Procurement

SHAPED BY OUR ADVISORY COMMITTEE

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

Prashant Soni

Committee Chair · CEO

VISCO

Nick Giannakakis

Group CIO

Motor Oil

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 Circle 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
- Exhibition space
- Prominent on-site branding
- Bespoke delegate acquisition campaign
- Plus optional enhancements: drinks reception sponsor and Gala Dinner sponsor
- On-site account manager
- Passes for your team
- Pre-event marketing
- Informal networking at our drinks reception

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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