



## Partnership request

### From automobile to eco-mobility

A bet for the future, a community challenge, an educational project:  
“Run 8 laps (10.6 miles) in a limited time while spending as less energy as possible”



# Project presentation

## **Shell Eco-marathon Europe 2016**

The Shell Eco-marathon is a competition gathering more than 200 teams of passionate persons (meaning more than 3000 students and teachers), coming from the whole Europe. They worked the whole year with the express purpose of creating and making a reliable vehicle spending as less energy as possible. This year, Eco Motion Team by ESSTIN will compete from June 30<sup>th</sup> to July 03<sup>rd</sup> in London, England for the Shell Eco-marathon Europe 2016.

## **Eco Motion Team by ESSTIN**

Beyond the competition, EMT is an educational project involving students and teachers for the whole year around diverse values:

- Transmission of knowledge, sharing work and education by projects.
- Team spirit and sportsmanship.
- Control of the energy and the mastery of energetics production.

In 2016, for the 17<sup>th</sup> consecutive year, Eco Motion Team by ESSTIN will compete in Shell Eco-marathon Europe. The preparation and the participation in this competition is part of the industrial project involving 23 students in their third or fourth year of studies, 7 teachers and 3 technicians.

**This year, the team's major objective is to improve the efficiency of last year's vehicle: Vir'Volt, and finalize next vehicle preliminary studied.**






Our good results in the previous years (shown in the tab next page) have had great media impact.

### Our results in the six previous years

Year	Category – Vehicle	Performances	Lap
2015	Prototype <b>Vir'Volt</b>	9 <sup>th</sup> in category Battery + Solar (495.8km/kWh)	<i>Shell Eco-marathon Europe Rotterdam (Pays-Bas)</i>
2014	Prototype <b>Vir'Volt</b>	10 <sup>th</sup> in category Battery + Solar (533.6km/kWh) <b>1<sup>st</sup> Price of Safety</b>	<i>Shell Eco-marathon Europe Rotterdam (Pays-Bas)</i>
2013	Prototype <b>Vir'Volt</b>	6 <sup>th</sup> in category Battery + Solar (638 km/kWh) <b>Second in Price of Safety</b>	<i>Shell Eco-marathon Europe Rotterdam (Pays-Bas)</i>
2012	Prototype <b>Vir'Volt</b>	8 <sup>th</sup> in category electrical mobility (440.5 km/kWh) <b>First French</b>	<i>Shell Eco-marathon Europe Rotterdam (Pays-Bas)</i>
2011	Prototype <b>Vir'Volt</b>	2 <sup>nd</sup> in category electrical mobility (532 km/kWh) <b>6<sup>th</sup> at general ranking</b>	<i>Shell Eco-marathon Europe Lausitz (ALL)</i>
2010	Prototype <b>HydrogESSTINe v4.4</b>	5 <sup>th</sup> in category hydrogen (2379 km/L) <b>Third in Price of Safety</b>	<i>Shell Eco-marathon Europe Lausitz (ALL)</i>





# Financial partnership

Always having more ambitious objectives requires more and more human and financial investments. Your support would help us to reach these objectives:

-  Development, fabrication and improvement of our vehicle, while designing the new one.
-  Advanced studies about the current vehicle
-  Improvement of the safety of our drivers.
-  Travelling with the team for performing tests and the competition.
-  Communication activities and promotion of partners.

Supporting our team may be for you a great opportunity, as we are part of numerous events and shows where we can introduce you as one of our partners alongside with our values to an European public.

As an example, find here a list of what being one of our partners means and the different benefits it could provide you:

-  Benefitting from a local and national media coverage (many publications in newspapers, radio and TV reports)
-  Taking part in several professional exhibitions (France/Europe) as well as numerous shows where we introduce our vehicle to a widespread public (students, private individuals, ...)
-  Appearing on our communication devices (blog, website, shirts ...)
-  Motivate your collaborators, customers and suppliers











## Vocational education tax

If you have a branch in France, you can benefit from the vocational education tax. As part of a partnership with us, you could benefit from the vocational education tax. The educational tax is included in the sum you consider giving away and therefore implies the tax exemption you can benefit.

If the equipment given is new or does not have more than 3 years paid off, it is only considered in the tax exemption at the height of its cost price and second-hand equipment for its real value.

## An « a la carte » partnership

If you are willing to support us, we suggest you to choose between 4 types of partnership:

Options	Partnership 	Partnership  	Partnership   	Partnership    
Your logo and link on our website	✓	✓	✓	✓
Your logo on all our communication supports	—	✓	✓	✓
Your logo on all our vehicle	—	—	✓	✓
Your logo on our clothes	—	—	—	✓
Allocated budget Considering equipment participation and technical knowledge	500 to 1 000 €	1 000 to 4 000 €	4 000 to 10 000 €	≥ 10 000 €

In this way, you can help us financially through sponsoring. Moreover, you can also help Eco Motion Team by ESSTIN by giving equipment or services as some of our partners already do.

In exchange, we stay at our partner's disposition in order to introduce him our vehicle or for any kind of show.



# Patronage

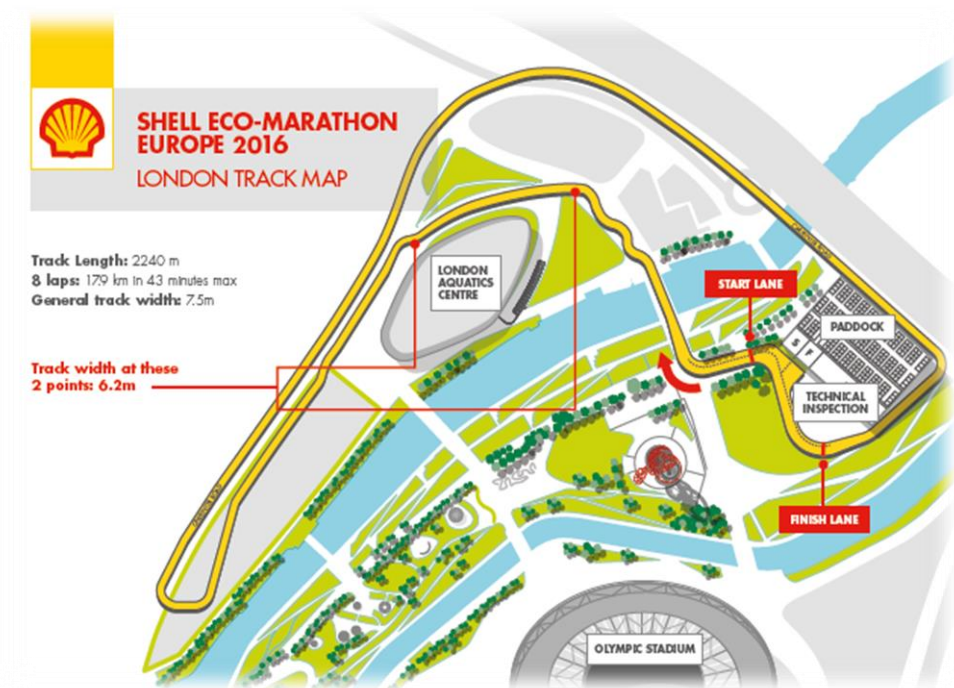
If you have a branch in France, you can benefit from the patronage. Patronage is a giving that can apply to every expense dedicated to common benefit. There is no compensation in advertisement nor other services, however, we can make you benefit of our media coverage as on our website, our vehicle, our shirts ...

This giving can be:

- Financial
- Benefits (equipment or goods)
- Services (lending equipment, sharing staff, ...)
- Technological assistance (sharing knowledge ...)

This giving is submitted to the limitation of 5 for 1000 of the company's profit.

Patronage provides a tax reduction of 60% of the given sum.



London track map: Top view

# Our partners

A lot of sponsors are already supporting Eco Motion Team by ESSTIN:



## ARE YOU WILLING TO CONTACT US?

Visit our blog : [www.ecomotionteam.org/blog](http://www.ecomotionteam.org/blog)

You can contact us at any time, in order to plan a meeting so that we can decide which formula is the best corresponding to you

**ESSTIN** - *Ecole Supérieure des Sciences et Technologies de l'Ingénieur de Nancy*

**Eco Motion Team by ESSTIN**

**2, rue Jean Lamour - 54519 Vandœuvre-lès-Nancy Cedex**

**Fax : +33 (0)383 685 001**

**Phone : +33 (0)383 685 000**

**Mail : [esstin-emt-communication@univ-lorraine.fr](mailto:esstin-emt-communication@univ-lorraine.fr)  
[gerard.dechenaud@univ-lorraine.fr](mailto:gerard.dechenaud@univ-lorraine.fr)**



In order to get more information, you can also fill this paper and send it back to the ESSTIN:

Name: .....

Company: .....

Phone n°: .....

Mail: .....