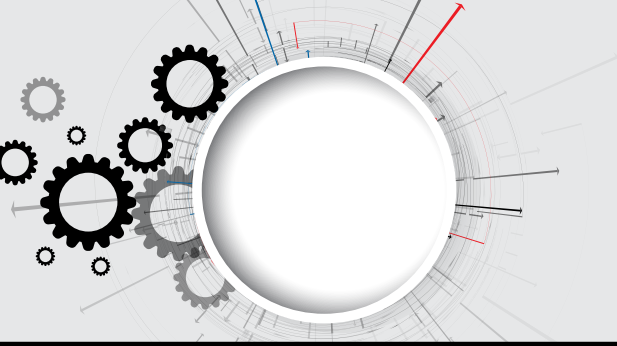


IAOP OWS18

SPONSORSHIP



February 18-21, 2018
Renaissance Orlando
Orlando, Florida



BUILDING RELATIONSHIPS WITH FUTURE PARTNERS.



IAOP® brings together customers, providers, and advisors in a collaborative, knowledge-based environment that promotes professional and organizational development, recognition, certification and excellence to improve business service models and outcomes.

With a global community of more than 120,000 members and affiliates worldwide, IAOP is the leading professional association for organizations and individuals involved in transforming the world of business through outsourcing.

IAOP hosts the world's best-known and most highly-respected executive conferences and forums on the topic of outsourcing. Every IAOP event is first and foremost about learning and networking, and its programs are designed by the leaders in the field – IAOP's global community.

The Outsourcing World Summit, IAOP's annual global gathering, is where outsourcing customers, providers, advisors and academics come together. Game-changing ideas are shared. The latest trends and opportunities are identified. And, hundreds of millions of dollars of business deals are initiated and made.

I have been to several conferences and this one was one of the best I have attended. The networking is awesome.
Thomas Rolling, Farmers Insurance

First produced in 1998, the Summit has been held more than 30 times on five continents and is renowned for the quality of its speakers and the depth and breadth of its educational programs. The Summit is keynoted by top business, academic and government leaders, and complemented by in-depth breakout sessions, case studies and workshops.

Why Sponsor?

The Outsourcing World Summit®, IAOP's annual event, is your key to meaningful engagement with decision-makers from the world's largest buyer organizations involved in the world of outsourcing.

Gain a proven, unparalleled opportunity to reach influencers and open doors for your services by sponsoring or exhibiting at the Summit!

If your goal is to enhance the global visibility of your organization, promote your brand and make deep connections with real buyers, you can't afford to miss this highly-interactive, innovative and energetic networking and educational conference.

Summit sponsors and exhibitors:



Gain access to hundreds of executives and leaders who are responsible for improving business outcomes in their organizations through strong outsourcing partnerships



Cultivate new relationships face-to-face, the best method for initiating and developing trust, leading to effective partnerships



Promote your organization's capabilities and build your brand as well as reach the industry's largest concentration of professionals in one place

Don't let this once-a-year opportunity to meet your target market pass you by - maximize your marketing dollars by getting involved today!

Contact your account executive or Scott Douglas, Director of Association Development, at scott.douglas@iaop.org or +1.845.452.0600 ext. 103.

Note to Existing Corporate Members: All IAOP Corporate Members receive two complimentary passes to IAOP's annual Summit. Additional passes are available at significant discounts. All IAOP Provider and Advisor Corporate Members receive complimentary exhibition space in the Summit's Exhibition Hall along with discounts and preferred access to these sponsorship opportunities.

“The level of engagement is very high at the Summit. It was great to be able to network with folks both in my industry and outside my industry. Great to have had the opportunity.”

Jennifer Bourassa, Pfizer

Who attends?

700+ delegates attend the Summit, including:

CEOs, COOs, CFOs and other members of the corporate ‘C-Suite;’ Directors and Managers from HR, Finance, Purchasing, Legal, Administration, IT, Facilities, Manufacturing, Logistics, Service Delivery and related business functions; Entrepreneurs building the businesses of the future; Investors, Analysts and Academics; Consultants and Corporate Advisors; Government Officials and Policy Influencers; Marketing, Sales, and delivery professionals from across the outsourcing industry.

From SMEs as well as the names you know like...

Accenture, ACE Insurance, Air Canada, Allstate Insurance, Alsbridge, American Express, Ancestry.com, Applied Materials, Aramark, Assurant, AstraZeneca, Asurion, AT&T, Best Buy, Birlasoft, Blue Shield of California, Boeing, Boston Scientific, Boston University, Brasscom, Bristol-Myers Squibb, Canadian Broadcasting Company, Canon, Capgemini, Cassidy Turley, CBRE, CGI, Citi, Colliers International, Comcast, Compass Group, Deloitte Consulting, Diebold, Discover Financial, Disney, Duke Energy, Duke University, Ernst & Young, Facebook, Fannie Mae, GE Capital, General Motors, Genpact, Goodyear, GoDaddy, Gorrissen Federspiel, Guardian Life, HBC, HCL, Hess, Hotwire.com, HP, Humana, IBM, Infosys, Intel, Intetics, ISG, ISS, Manulife Financial, John Hancock Financial Services (Manulife), Johnson & Johnson Consumer Group, Jones Lang LaSalle, KellyOCG, Kimberly-Clark, Kirkland & Ellis, Kodak, KPMG, Kraft Foods, Luxoft, Mattel, McGraw-Hill Companies, Merck, MetLife, Microsoft, Molson Coors, Morrison & Foerster, Neo Group, Neusoft, Nike, Nordea Bank, Northern Trust, Orange Business Services, PepsiCo, PETCO, Pillsbury Winthrop Shaw Pittman, Pitney Bowes, PNC Bank, UTC Aerospace Systems, Procter & Gamble, Prudential, Qantas Airlines, Rio Tinto, Sprint, State Farm, State Street, Stefanini, Strategy&, Symantec, TCS, Teleperformance, The Hartford, Thomson Reuters, Time Inc Custom Content, Time Warner, TransUnion, USAA, Union Bank, Viacom, Vodafone, Walmart, Walgreens, Washington Gas, Wells Fargo, Western Union, Whirlpool, Wipro Technologies, Zurich Insurance and more!

OWS17 delegates represented over 40 countries including:

Australia, Belgium, Brazil, Canada, Chile, China, Colombia, Costa Rica, Czech Republic, Denmark, Egypt, El Salvador, France, Guatemala, Germany, Ghana, Hungary, India, Ireland, Israel, Jamaica, Japan, Malaysia, India, Mexico, Netherlands, Nicaragua, Nigeria, Norway, Philippines, Poland, Russian Federation, Serbia, Singapore, South Africa, Spain, Sri Lanka, Sweden, Trinidad & Tobago, United Arab Emirates, United Kingdom, United States and Uruguay.



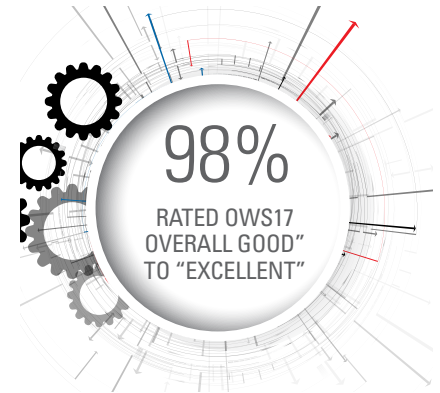
40%
OF DELEGATES
ARE BUYERS

THE STATS

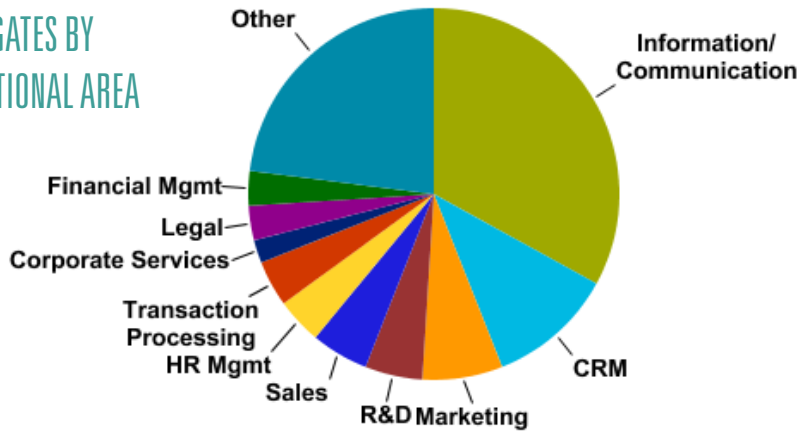
Summit Statistics

- 98% of delegates surveyed rated the conference program good to excellent when compared to other industry events they've attended in the past
- 99% of delegates surveyed reported good to excellent networking
- 98% of sponsors said they would sponsor again

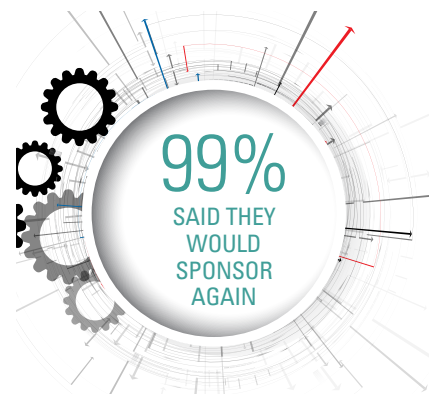
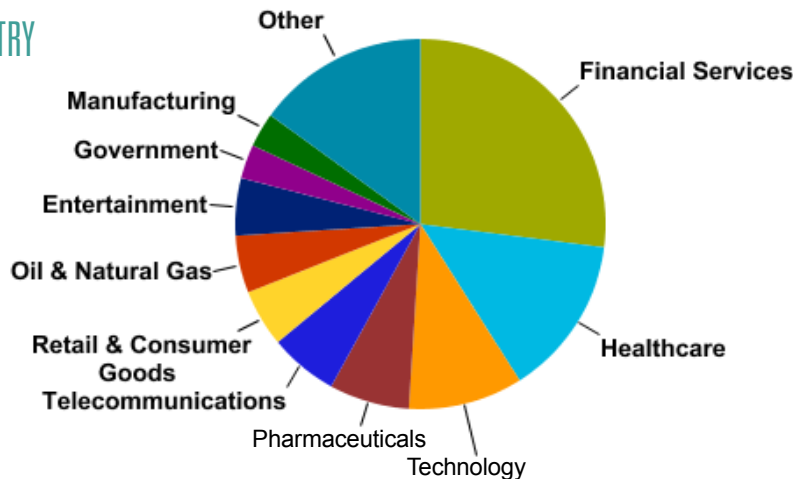
The Summit audience is cross-function and cross-industry.



DELEGATES BY FUNCTIONAL AREA



DELEGATES BY INDUSTRY



TESTIMONIALS

"This is the state-of-the-art event. No other outsourcing event can offer what IAOP's conference offers. Mind shifting and thought provoking is how I put it."

What are Summit Delegates Saying?

"This event continues to be a valuable source for information exchange and networking. The inclusion of customers, providers and advisors at the same venue is unique and adds to a rich diversity of thought and true collaboration."

Mary Lewis, Sprint Corporation

"This is a great event for learning what providers (big and small) are innovating."

Roberto Ladera,

Home Depot

"There are a few things that you can depend on in today's world, and one of them is that IAOP will deliver a value-packed conference experience every year.

I had two new colleagues join me for their first conference and they said it was the best conference they've ever attended."

Michael Nacarato, CDP, Freedom Mortgage



THOUGHT
LEADERSHIP

SPONSORSHIP OPPORTUNITIES...

Sponsorship opportunities are designed to provide maximum value and exposure to sponsors. IAOP's conference team works closely with each sponsor to understand their company's objectives and helps leverage the benefits of participation with those objectives in mind. Outsourcing providers and advisors considering sponsorship of OWS18 are encouraged to become IAOP Corporate Members in order to take advantage of interrelated opportunities and substantial cost savings.

Educational Partners – Outsourcing Leadership Sessions **1 Available!**

Outsourcing leadership sessions are presented as case studies and are part of the Summit's educational tracks. They are 45 minutes in length. Sponsoring organizations co-present with a client and share their messages through the viewpoint of the client.* This prestigious opportunity is a great way to position your company as a thought leader, maintain and improve client relationships, and get your message out to the Summit's audience. Interactive, well designed and presented client case studies featuring senior level executives are often among the most highly-regarded, valued, and attended program elements. There are a limited number available. All leadership session presentations are posted in IAOP's Knowledge Center, Firmbuilder.com®, giving each sponsor broader visibility and the ability to reach those potential business partners long after the Summit has passed. In addition to the session itself, outsourcing leadership session sponsors receive:

- Complimentary passes for one client presenter and one sponsor presenter (additional speaker passes may be purchased at a discount)
- Educational sponsorship recognition on Summit promotional pieces and sponsor web pages, including logo and a 100-word company profile hyperlinked to the sponsor's website
- A special url for you to share with your customers and colleagues, inviting them to attend the Summit as sponsor's guest at a discounted rate
- Speakers are distinguished as Summit faculty
- Leadership session speakers are invited to an exclusive reception at the Summit

Note: Please note that your customer must be present and both speakers must be senior level executives – no exceptions – and deadlines must be adhered to. Sales pitches are not permitted. As these are educational sessions, no giveaways, raffles or video taping are permitted during sessions without IAOP approval and specific guidelines.

Fee: IAOP Corporate Member \$17,000 (Corporate Membership includes Exhibition Sponsorship)

Fee: Non-Member \$22,000 (fee with half price Exhibition Sponsorship included is \$26,000)

Please note – exhibition space is on a first-come, first-served basis

Not a Corporate Member?

Optional: Add on an Exhibition Sponsorship at the half price rate of \$4,000 (regular fee \$8,000) which includes:

- One 10x10 exhibition booth space, with pipe and draping
- Two exhibit booth passes for individuals working at the booth
- Logo recognition as an exhibitor on all appropriate conference materials and signage
- Event sponsor web pages hyperlinked to the sponsor's website
- A half-page color ad in PULSE magazine's Summit issue (digital AND PRINT if purchased by 12/15/17) distributed to all delegates
- GES is contracted to handle the logistics of the Exhibit Hall and can provide Summit exhibitors with many valuable services including: custom rental exhibits, installation and dismantle services, digital graphics, carpet, furniture and accessories

* Ask about panel options.



For more information contact your account executive or Scott Douglas at scott.douglas@iaop.org or +1.845.452.0600 ext.103.

THOUGHT LEADERSHIP



Private Educational Breakfasts & Dinners – (2 breakfasts, 2 dinners available)

A limited number of private educational breakfasts and dinners are available, on a first-come, first-served basis. These invitation-only events are hosted by the sponsoring organization and are your opportunity to get in front of a hand-picked audience. Sponsors may choose to address a variety of topics in their educational breakfast and/or dinner.

Sponsorship includes:

- A meeting room in the conference facility for a sit-down breakfast or dinner for up to 25 participants (including sponsoring company attendees)*
- Promotion to select Summit delegates by IAOP on an invitation-only, RSVP basis
- Standard A/V for presentation if needed
- Room Drop - Delivery of your IAOP approved one-pager to each of the guest rooms in the OWS18 room block
- Logo recognition as a sponsor on all appropriate conference materials and signage
- Event web pages hyperlinked to the sponsor's website
- A special url for you to share with your customers and colleagues, inviting them to attend the Summit as sponsor's guest at a discounted rate
- Complimentary conference pass for one client speaker and one sponsor speaker

Note: The cost of all food and beverage including corkage fees, gratuities and taxes are the responsibility of the sponsor and the sponsor will be directly invoiced by the hotel. Menu selection is the responsibility of the sponsor. IAOP will facilitate this process.

Fee: IAOP Corporate Member \$12,000 (Corporate Membership includes Exhibition Sponsorship)

Fee: Non-Member \$17,000 (fee with half price Exhibition Sponsorship included is \$21,000)

Please note – exhibition space is on a first-come, first-served basis

Not a Corporate Member?

Optional: Add on an Exhibition Sponsorship at the half price rate of \$4,000 (regular fee \$8,000) which includes:

- One 10x10 exhibition booth space, with pipe and draping
- Two exhibit booth passes for individuals working at the booth
- Logo recognition as an exhibitor on all appropriate conference materials and signage
- Event sponsor webpage hyperlinked to the sponsor's website
- Opportunity to invite potential customers and network to attend the Summit as your guest at a special registration rate
- GES is contracted to handle the logistics of the Exhibit Hall and can provide Summit exhibitors with many valuable services including: custom rental exhibits, installation and dismantle services, digital graphics, carpet, furniture and accessories

* Ask about larger groups.



For more information contact your account executive or Scott Douglas at scott.douglas@iaop.org or +1.845.452.0600 ext.103.

NETWORKING

Exhibition Hall Reception Sponsors*

On Monday, February 19, and Tuesday, February 20, from 5:30 pm - 7:00 pm, OWS18's Exhibition Hall is the venue for cocktails and hors d'oeuvres, bringing the event's delegates together for networking, professional and business development and, of course, a great time.

Reception Sponsors receive:

- Double booth
- Champagne toast with the opportunity to welcome the delegates to the reception and to briefly introduce their organization
- Balloons, napkins and tent cards printed with sponsor's company logo
- Stemware for toast with sponsor's logo
- Sponsorship logo recognition on all appropriate conference materials and signage
- Logo on event web pages hyperlinked to the sponsor's website
- A special url for sponsor to invite colleagues and customers to attend the Summit at a discounted rate
- Opportunity to hold a raffle and announced the winner via PA at the end of the reception
- A half-page color ad in PULSE magazine's Summit issue (digital AND PRINT if purchased by 12/15/17) and all electronic issues leading up to the Summit (from date of agreement)



Fee: US \$18,500 (Monday or Tuesday) SOLD OUT!

Private Speakers Reception*

On Sunday evening, February 18, from 6:30 to 8:00 pm, approximately 100 Summit speakers and VIPs will gather for this private, invitation-only cocktail reception. Get your name and message in front of the most influential minds in outsourcing while you meet old friends and make new ones!

- 10 passes for colleagues and clients to attend the private reception
- 5-minute welcome
- On-site signage with company logo
- Napkins and stemware printed with your company logo
- Opportunity to place company marketing collateral and promotional item (not included in the fee)
- A half-page color ad in PULSE magazine's digital Summit issue
- Conference bag insert

Fee: US \$12,000

*Sponsorship available to IAOP Corporate Members only. Firm.

NETWORKING

Early Registration Reception Sponsorship*

On Sunday evening, February 18, from 5:00 pm - 8:00 pm you're the first name delegates see as they flow in and out to pick up their conference materials, chat, review the agenda and network over casual drinks. Each delegate receives 2 drink tickets. Sponsor receives complimentary drink tickets for VIP guests and major awareness via one of the coolest sponsorships offered.

- Sponsor receives 20 VIP drink tickets
- Sponsorship logo recognition on select conference materials
- Event web pages hyperlinked to the sponsor's website
- On-site signage, tent cards, balloons and napkins with company logo
- Opportunity to place company marketing collateral and promotional item, such as cozy (not included in fee)
- Cocktail napkins printed with your company logo
- A half-page color ad in PULSE magazine's digital Summit issue
- Mobile app notification to all delegates reminding them to attend the reception



Fee: US \$10,000

"Sponsor's Choice" Networking Event

All delegates are invited to join the sponsor on Monday, February 19, from 7:00 pm - 8:00 pm as they taste regional wines or sip signature cocktails. Tailor this reception to fit your region, our brand or whatever you choose!

Sponsors receive:

- Opportunity to briefly introduce your organization and kick-off the festivities!
- Sponsorship logo recognition on select conference materials
- Event web pages hyperlinked to the sponsor's website
- On-site signage with company logo
- Napkins printed with your company logo
- A half-page color ad in PULSE magazine's digital Summit issue
- Opportunity to place company marketing collateral and promotional item, such as corkscrew (not included in fee)
- Mobile app notification to all delegates reminding them to attend the reception



Fee: US \$10,000 IAOP Corporate Member / US \$15,000 non-member. SOLD!

Includes all fees for corkage, server, service charge, light bar snacks, taxes. Does NOT include wine or specialty cocktail. Food upgrades available for an additional fee.

NETWORKING

Networking Luncheon

Keep the conversation going on Wednesday, February 21, from 1:00 pm to 2:00pm and enjoy one last educational and networking opportunity before you head home. Join your colleagues at this highly attended networking function.

- 5-minute introduction
- Reserved sponsor table
- Sponsorship logo on select conference materials
- Event web pages hyperlinked to the sponsor's website
- On-site signage with company logo
- Napkins and tent cards with company logo
- Printed message from the sponsor at tables
- A half-page color ad in PULSE magazine's digital Summit issue
- Giveaway or raffle encouraged

Fee: US \$7,500 IAOP Corporate Member

Fee: US \$10,000 Non-Member



Networking Lounge

Open Monday, February 19, and Tuesday, February 20, from 11:00 am to 6:00 pm, the Networking Lounge provides all attendees a reprieve from the busy OWS18 floor to relax. Use the lounge to hold a casual meeting, check email with WiFi, or network with fellow attendees.

- Sponsorship logo on select conference materials
- Event web pages hyperlinked to the sponsor's website
- On-site signage with company logo
- Tent cards and napkins printed with your company logo
- Opportunity to place marketing collateral in the lounge

Fee: IAOP Corporate Member US \$4,000 per day (sponsor both for \$7,500 and get an additional private meeting room for your company use during the conference!)

Fee: Non-Member US \$6,000 per day

BUILD NEW BUSINESS RELATIONSHIPS AND GENERATE BUSINESS OPPORTUNITIES.

Continental Breakfasts

Sponsoring continental breakfasts on Tuesday, February 20, and Wednesday, February 21, are budget-friendly options for getting your company visibility. Tuesday's breakfast is in the Exhibit Hall and Wednesday's is in the convention space alongside the morning's facilitated networking sessions.

- Sponsorship logo on select conference materials
- Event web pages hyperlinked to the sponsor's website
- Placement of marketing collateral or brochures on tables during breakfasts
- On-site signage with company logo
- Napkins, single use cups and tent cards printed with your company logo

Fee: US \$6,000

Registration Coffee Bar

Two hours of exclusive visibility as Summit delegates register on Monday, February 19, from 9:00 am to 11:00 am. Receive:

- Sponsorship logo on select conference materials
- Event web pages hyperlinked to the sponsor's website
- On-site signage with company logo
- Napkins printed with your company logo
- Single-use coffee cups branded with your company logo
- A half-page color ad in PULSE magazine's online Summit issue

Fee: US \$8,000 IAOP Corporate Member

Fee: US \$10,000 Non-Member

Refreshment Breaks

- Sponsorship logo recognition on select conference materials
- Event web pages hyperlinked to the sponsor's website
- On-site signage with company logo
- Napkins printed with your company logo
- Single-use cups branded with your company logo

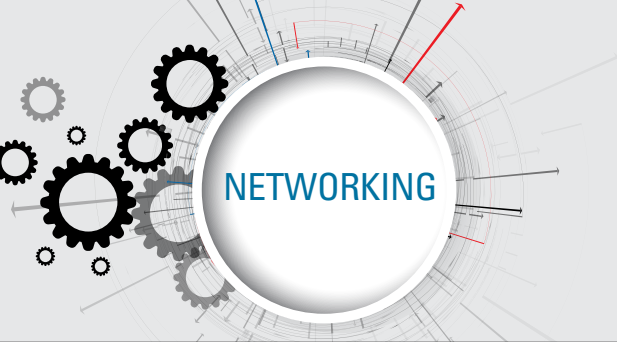
Monday, February 19 - afternoon

Tuesday, February 20 - morning and/or afternoon

Wednesday, February 21 - morning

Fee: US \$4,000 each or all four for US \$12,000





Exhibitors Limited Space Available!

Exhibitors at OWS18 have a unique opportunity to share their company’s vision and capabilities at one of the world’s most important and respected international outsourcing conferences.

The Summit’s Exhibition Hall is positioned as an integrated networking and social venue within an event which is, by design, educationally focused. Delegates attend the Summit to gain insights and guidance and treat its exhibitors not as vendors, but as a valued part of their educational experience at the Summit, providing exhibitors a powerful platform for building relationships.

The Exhibit Hall opens on Monday evening and is the venue for Tuesday morning’s continental breakfast and the networking reception Tuesday evening. Exhibitors receive:

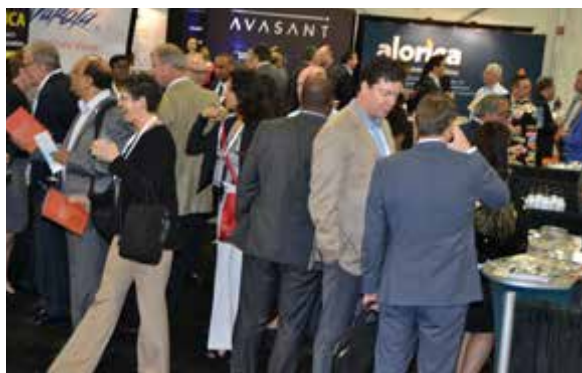
- One 10x10 exhibition booth space, with pipe and draping
- One complimentary full access Summit pass (a \$2,100 value!)
- Two exhibit booth passes for booth representatives (access to the Exhibition Hall only)
- Logo recognition as an exhibitor on all appropriate conference materials and signage
- Event web pages hyperlinked to the sponsor’s website
- Promotion to your customers and colleagues, inviting them to attend the Summit and the reception as your guest at a special registration rate
- GES is contracted to handle the logistics of the Exhibit Hall and can provide Summit exhibitors with many valuable services including: custom rental exhibits, installation and dismantle services, digital graphics, carpet, furniture and accessories

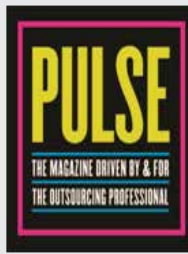
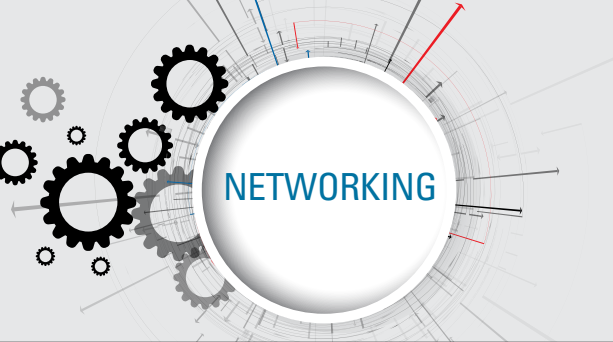
**Fee: Included in IAOP Corporate Membership
US \$8,000 Non-Members**

Exhibition Hall Hours

| | | |
|----------------------|-----------------------|-------------------|
| Monday, February 19 | Welcome Reception | 5:30 pm – 7:00 pm |
| Tuesday, February 20 | Continental Breakfast | 7:30 am – 8:45 am |
| | Cocktail Reception | 5:00 pm – 7:00 pm |

The Exhibit Hall is also open outside of the times listed for scheduled meetings with delegates.





PUBLISHER'S CUP GOLF TOURNAMENT

Taking place February 18, 12:30 pm shotgun start, this is the first official event of OWS and a great opportunity for visibility in a super social setting with tons of networking opportunities.

Anchor Sponsor (Exclusive!)

- Full page ad in PULSE magazine's Summit issue (digital AND PRINT if purchased by 12/15/17) and all electronic issues leading up to the Summit (from date of agreement)
- Recognized as Anchor Sponsor in the OWS18 program, IAOP website, on tournament signage and bus transportation
- Opening Ceremony welcome message to the tournament participants
- Promoted on welcome banner at the course & award ceremony
- Awards tournament top prizes (gross & net champions) at the award ceremony
- 2 complimentary foursomes for play in the tournament (each private foursome includes player pool selection upgrade)
- First right of refusal to be anchor sponsor of the 2019 tournament
- May provide an item for inclusion in the Golfer Gift Bags
- Recognition in the post Summit issue of PULSE

Fee: US \$25,000

Magazine Sponsor (Advertorial Opportunity!)

- Full page ad (located on the back cover page) in PULSE magazine's Summit issue (digital AND PRINT if purchased by 12/15/17)
- 2-page advertorial in PULSE magazine's Summit issue (digital AND PRINT if purchased by 12/15/17) distributed to all Summit delegates
- Recognized as Magazine Sponsor on IAOP's website and tournament signage
- Announcement as Magazine Sponsor at commencement of tournament, award ceremony
- 2 complimentary foursomes for play in the tournament (each private foursome includes player pool selection upgrade)
- Recognized as Hole in One Sponsor on tournament signage and IAOP's website
- Announcement as Hole in One Sponsor at commencement of tournament
- May provide an item for inclusion in the Golfer Gift Bags
- Recognition in the post Summit issue of PULSE

Fee: US \$10,000

Golfer Care Package Sponsor (Includes Gift Bag and Lunch)

- 1/2 page ad in PULSE magazine's Summit issue (digital AND PRINT if purchased by 12/15/17)
- Recognized as Golfer Care Package Sponsor in the OWS18 program, IAOP website & on site at the course
- Announcement as Golfer Care Sponsor at commencement of tournament, award ceremony
- Recognition on Lunch Box and ability to include 1 insert in Lunch Box
- 1 complimentary foursome for play in the tournament including player pool selection upgrade to the foursome
- Sponsor provides bags and a minimum of a sleeve of balls, tees and either a towel or hat

Fee: US \$5,000



For more information contact your account executive or Scott Douglas at scott.douglas@iaop.org or +1.845.452.0600 ext.103.

PUBLISHER'S CUP GOLF TOURNAMENT

Ask about advertising in the Summit issue of PULSE magazine!

Beverage Cart Sponsor (1 available)

- 1/2 page ad in PULSE magazine's Summit issue (digital AND PRINT if sponsorship purchased by 12/15/17)
- Recognized as Golf Beverage Cart Sponsor on IAOP's website, tournament signage and the cart itself
- Announcement as Golf Beverage Cart Sponsor at commencement of tournament, award ceremony
- Recognition on golf beverage cart and on beverage coupons
- 1 complimentary foursome for play in the tournament including player pool selection upgrade to the foursome
- May provide an item for inclusion in the Golfer Gift Bags
- Recognition in the post Summit issue of PULSE

Fee: US \$10,000

Contest Prize Sponsor (1 available)

- 1/2 page ad in PULSE magazine's Summit issue (digital AND PRINT if sponsorship purchased by 12/15/17)
- Recognized as Longest Drive, Closest to the Pin and Longest Putt Sponsor on tournament signage and IAOP's website
- Announcement as Contest Prize Sponsor at commencement of tournament
- Awards tournament contest prizes at the award ceremony
- 1 complimentary foursome for play in the tournament including player pool selection upgrade to the foursome
- May provide an item for inclusion in the Golfer Gift Bags

Fee: US \$5,000

Tournament Hole Sponsor

- Recognized as Tournament Hole Sponsor on tournament signage and IAOP's website
- Announcement as Tournament Hole Sponsor at commencement of tournament
- May provide an item for inclusion in the Golfer Gift Bags

Fee: US \$1,000 per hole

Private Foursome

- Guaranteed foursome with players provided by your company - includes beverage coupons for your foursome
- Announcement as Private Foursome Sponsor at commencement of tournament
- Second Private Foursome purchased includes a complimentary player pool selection upgrade

Note: Player pool selection upgrade available for \$500 for up to 2 players to be selected from the golf player pool

Fee: US \$1,500 per foursome



Note: All Publishers' Cup Rates are for IAOP Corporate Members, non-Members add a 25% surcharge



For more information contact your account executive or Scott Douglas at scott.douglas@iaop.org or +1.845.452.0600 ext.103.



Whether you're a company with a limited budget or are looking to complement one of the larger sponsorships and increase your brand awareness, you may want to consider one of the following opportunities for visibility.

Conference Bag Sponsorship

One organization will have the opportunity to have their logo imprinted on a quality bag distributed to all Summit delegates and include a one-page insert. Sponsor also receives logo in the program and on the event's website.

Fee: US \$10,000



OWS18 Mobile App & Digital Reader Boards

The Summit's mobile app is an interactive experience that connects attendees, speakers, exhibitors and sponsors, as well as houses Summit presentations, exhibit hall maps, delegate schedules and more. Sponsor receives sponsor listing in the program, IAOP website, and exclusive mobile app sponsor positioning within the mobile app itself before the event, during and after! The Summit's go-to reader boards (2), showcase the day's lineup and include a customized border with your company's message. Sponsor also receives logo in the program and on the event's website.

Fee: US \$15,000



Lanyard Sponsorship

One organization will have the opportunity to have their logo imprinted on the name badge lanyard distributed to all Summit delegates. Sponsor also receives logo in the program and on the event's website.

Fee: US \$8,000



Water Stations & Cups

Get your name top of mind as delegates stop to refresh themselves with a glass of water. Prominent display of sponsor's logo at water stations in main session and other strategic locations. Sponsorship includes compostable cups with sponsor's logo, logo in the program and on the event's website.

Fee: US \$8,000



Fuel Up Sponsorship

Bottle of water and breakfast bar with logo in conference bag distributed to all conference attendees.

Fee: US \$6,000



MORE THAN EVER, BUYERS WANT NEW AND IMPROVED SOLUTIONS.

Summit sponsors have an unprecedented opportunity to bring something better to the table.

Rain or Shine Sponsor

Better safe than sorry! No matter the weather, you'll be conference attendees' hero. Sponsor the rain ponchos and sunscreen/lip balm handed out at the registration desk.

Fee: US \$6,000



Keycards

Introduce the delegates to your company as soon as they check in to the hotel with this unique branding opportunity. Sponsor gets exclusive branding of room keys as well as their logo in the program and on the event's website.

Fee: US \$10,000 SOLD!



Attendee Pens and Notepads

One organization will have the opportunity to have their logo imprinted on the pen and notepads distributed to all Summit delegates. The inside front cover of the notepad is a full page sponsor ad. In addition, sponsor also receives logo in the program and on the event's website.

Fee: US \$8,000 SOLD!



Power Station

Registration area placement of one power station featuring your logo and branding, Available all three days of the event.

Fee: US \$8,000



Ask about room drops and other custom sponsorships!



Elevate Your Message with Elevator Wraps

This is a unique opportunity to surprise and engage a captive audience while they wait with larger-than-life messages on elevator doors. With strong and compelling graphics, elevator wraps create instant awareness of your company's product, service, or idea and they allow attendees to be immediately exposed to the advertiser or sponsor. People see them when they are waiting for the elevator, and as they enter and exit the elevator. Passing foot traffic is also exposed to branded elevators with eye-catching graphics.

Fee: US \$10,000 (includes two wraps)



Lobby Planter Boxes

Decorative boxes placed throughout the Renaissance Orlando Sea-World atrium seating area are printed with your brand and your message and displayed in one of the most desired locations in the venue. A wide variety of seating is available in the atrium lobby for attendees to stay productive, meet with other guests, or simply relax.

Fee: US \$3,000 each



Column Wraps

These banners wrap the columns in the 12,000-square-foot conference foyer and is the heart of attendee registration and networking.

Fee: US \$3,000 each





For more information contact your account executive or Scott Douglas at scott.douglas@iaop.org or +1.845.452.0600 ext.103.

SPONSOR INFORMATION

Company Name *(as it will appear in materials)* _____

Address _____

City _____ State _____ Zip _____

Phone # _____ Website _____

Exhibit Organizer

Contact Name _____ Title _____

Mailing Address *(if different from above)* _____

City _____ State _____ Zip _____

Direct Phone *(required)* _____ Fax _____

E-mail *(required)* _____

Sponsorship Opportunities

Yes, sign us up as a Sponsor

Sponsorship Event(s) or Item(s) Requested _____

Notes _____

Total Sponsor Amount \$ _____

Sponsorship availability and total amount entered will be confirmed by IAOP before processing.

Return Completed/Signed Contract with Payment to:

IAOP

Attn: Nicole Dembicki
2600 South Road, Suite 44-240
Poughkeepsie, NY 12601

Phone: +1.845.452.0600 ext.100
Fax: +1.845.452.6988
Email: nikki.dembicki@iaop.org
www.IAOP.org

Payment Information

Select: Please send me an invoice.
 Check (made payable to IAOP) # _____
 Credit Card:
 MasterCard Visa AMEX

Credit card # _____

Exp. _____

Name on credit card _____

Authorizing signature _____

I agree to IAOP's OWS Sponsor rules and regulations.

Date _____



TERMS & CONDITIONS

1. Payment Policy

All Contracts must be paid in full by January 18, 2018. Should you fail to pay in full IAOP shall have the right to resell or use the sponsorship in any manner deemed appropriate by IAOP. Failure to make payment will be considered as a cancellation by the Sponsor and shall entitle IAOP to recover any liquidated damages as provided in Cancellations/Refunds below.

2. Cancellations/Refunds

Cancellations must be made in writing (e-mail or fax is accepted); they cannot be taken over the phone. Cancellations are effective as of the date of receipt. Any Sponsor canceling booth space on or before December 18, 2017 will receive a full refund. Any exhibiting company canceling space after December 18 forfeits 50% of the cost of the sponsorship. Any company canceling after January 18, 2018, forfeits the entire cost of the sponsorship (no exceptions).

3. Exhibits, Eligibility, Assignment, and Relocation

IAOP reserves the right to determine the eligibility of any company or product for inclusion as a Sponsor. IAOP reserves the right to alter Exhibitor's assigned location any time at its sole discretion if deemed in the best interests of the exhibit. IAOP also reserves the right to alter the exhibit hall floor plan at any time.

4. Moving and Removal of Exhibits

Exhibits must be set up at least one hour prior to the opening of the Exhibition Hall. Exhibits not set up at least one hour prior to the opening of the exposition will be considered as a "no show" and are subject to policies set forth in rule #2. Displays must remain fully intact and manned during all exhibit hours.

5. Subletting Exhibit Space

No Exhibitor shall assign, sublet, or apportion the whole or any part of the space allotted, or exhibit therein, any other goods, apparatus, etc. than those manufactured or sold by the Exhibitor in the regular course of business. Sub-divisions and subsidiary organizations that share space with a parent company will not be recognized as Exhibitors.

6. Exhibit Services and Exhibitor-Appointed Contractors

As a convenience to Exhibitors, IAOP has selected certain firms as official contractors for OWS18, with labor and equipment to be provided at prevailing rates and terms. IAOP assumes no liability or responsibility whatsoever related to the performance or nonperformance by such firm or firms.

7. Shipments of Exhibits

Shipments consigned to the official service contractor will be received, handled, sorted, and delivered to the hotel docks at the rates listed in the Exhibitor's Guide. All goods of reasonable weight and bulk will be placed in exhibit space by IAOP's appointed contractors. If the host venue has stored Exhibitor packages, Exhibitor shall pay venue the cost of storing Exhibitor's packages.

8. Exhibitor Admission and Access

Booth passes must be picked up at the registration desk. All booth personnel must wear IAOP-provided identification badges at all times. Booth passes do not include access to meals, receptions or sessions. Booth passes may be upgraded at a reduced fee.

9. Conflicting Meetings and Social Activities

In the interest of the success of the entire conference, Sponsor agrees not to extend invitations to meetings, receptions, outings, social events, or otherwise encourage attendee absence from the conference or Exhibition Hall during conference and show hours. Sponsors must obtain approval from Show Management for all activities planned during the course of the convention. IAOP reserves the right to request and enforce cessation of any non-approved activity as it sees fit.

10. Food and Beverage

Food and beverages may only be distributed in the Exhibitor Pavillion with prior approval by Show Management. If approved, all food and beverages must be ordered from the hotel or caterer designated by the facility.

11. Prize Drawings and Promotions

No drawings or sweepstakes that require the purchase of raffle or lottery tickets are permitted. Drawings must be available to all Summit attendees (except persons under 18 years of age, exhibitors, and IAOP staff). Registration for drawings must be done

within the confines of the rented exhibit booth(s) and may not distract from other exhibitor displays. A description of the drawing process (including time of drawing and where winner names will be posted or announced) should be clearly visible to all attendees. IAOP reserves the right to endorse or be affiliated with Exhibitor drawings, or make announcements on behalf of Exhibitors as it sees fit.

12. Insurance

IAOP shall not be liable for loss or damage of any article of equipment or property of Sponsor that Sponsor may suffer during sponsored event, including but not limited to installation or removal of exhibits, by reason of robbery, fire, accident, or any other destructive cause. Insurance must be placed by the Sponsor.

13. Indemnification and Waiver

Sponsor agrees to indemnify, hold harmless, and defend IAOP and their respective members, officers, directors, agents, and employees ("indemnitied") from and against any and all liabilities, damages, actions, losses, claims, and expenses (inclusive of attorney's fees) on account of personal injury, death, or damage to or loss of property or profits arising out of or contributed to by any act, omission, negligence, fault, or violation of a law or ordinance by the Sponsor or its employees, agents, contractors, patrons, and invitees. Sponsor hereby waives each and every claim that arises or may arise in its favor against any one or more of the indemnitied for any and all losses of damage covered by valid and collectible insurance. Such waiver precludes the assignment of any claim by subrogation or otherwise.

14. Protection of Facilities and the Public

Sponsor shall not use the exhibit facilities or permit them to be used by any employee, patron, contractor, or invitee: (a) for any illegal purpose; (b) in conflict with any applicable law, ordinance, rule, or regulation of any governmental authority; (c) in any manner that could violate the insurance or increase the rate of insurance on the facilities; (d) in any manner that constitutes any waste or nuisance; (e) in any manner that causes any injury to the facilities; or (f) in violation of any applicable rule or regulation issued by management of the exhibit facilities.

15. Facilities Rules

Sponsor agrees to comply with all rules and regulations prescribed by the management of the exhibit facilities, meet the requirements of all local authorities, and obtain, at their own expense, any necessary permits, licenses, or equipment, should any be required for the particular individual displays or the particular exhibit of the Exhibitor.

16. Violations

If Sponsor defaults in the performance of any term of this contract (inclusive of payment of fees, maintenance of insurance, and compliance with any and all rules and requirements concerning the use of the exhibit facilities), IAOP, at its option, may immediately terminate this contract. Upon such termination, Sponsor's rights and privileges under this contract shall terminate, and IAOP shall have the right to take possession of the opportunity or space occupied by the Sponsor and to remove all persons and goods, without any liability whatsoever to the Sponsor. In addition, IAOP shall be entitled to recover any and all damages caused, in whole or in part, by such default, including liquidated damages. IAOP shall be entitled to pursue any and all appropriate remedies and to recover attorney's fees and costs.

17. Union Labor

Sponsors shall be bound by all contracts in effect between service contractors, the Renaissance Orlando, and labor organizations.

18. Cancellation of Show

In the event the show is canceled because of a reason beyond the control of IAOP, payments already paid will be returned to Sponsors on a priority basis after all related show expenses incurred by IAOP through the date of cancellation have been met plus an administrative fee and overhead charges.

19. Amendment to Terms and Conditions

Any and all matters or questions not specifically covered by the terms and conditions contained herein shall be subject to the sole discretion of IAOP. IAOP may, in its sole discretion, make reasonable changes, amendments, or additions to these terms and conditions. Any such changes shall be binding on Sponsor equally with the other terms and conditions contained herein.





IAOP, Inc.
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Windermere, FL 34786
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