

2018 ESRI PARTNER CONFERENCE
GIS SOLUTIONS EXPO





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Through The Science of Where™, Esri pioneers innovative problem solving with advanced geographic information system (GIS) technology to unlock data's full potential. A global market leader, we have helped customers improve their results with ArcGIS®—the world's most powerful mapping and spatial analytics software.

Esri partners around the globe share our vision. At the forefront of geospatial technology, they leverage the ArcGIS platform to meet some of the world's greatest challenges.

When you sponsor or exhibit at the 2018 Esri Partner Conference (EPC) GIS Solutions Expo, you'll enjoy valuable brand exposure, helping you earn new business through partner-to-partner engagement and relationship building. The Expo also provides the ideal place to connect with Esri® technology and market experts as well as Esri Developer Summit (DevSummit) attendees.

This is a can't-miss opportunity to showcase your GIS solutions to business decision-makers and influencers. Take your business to the next level in 2018 and beyond!



800+
GIS Esri partners

40+
Moderated sessions

450
Hours of training

40+
Exhibitors

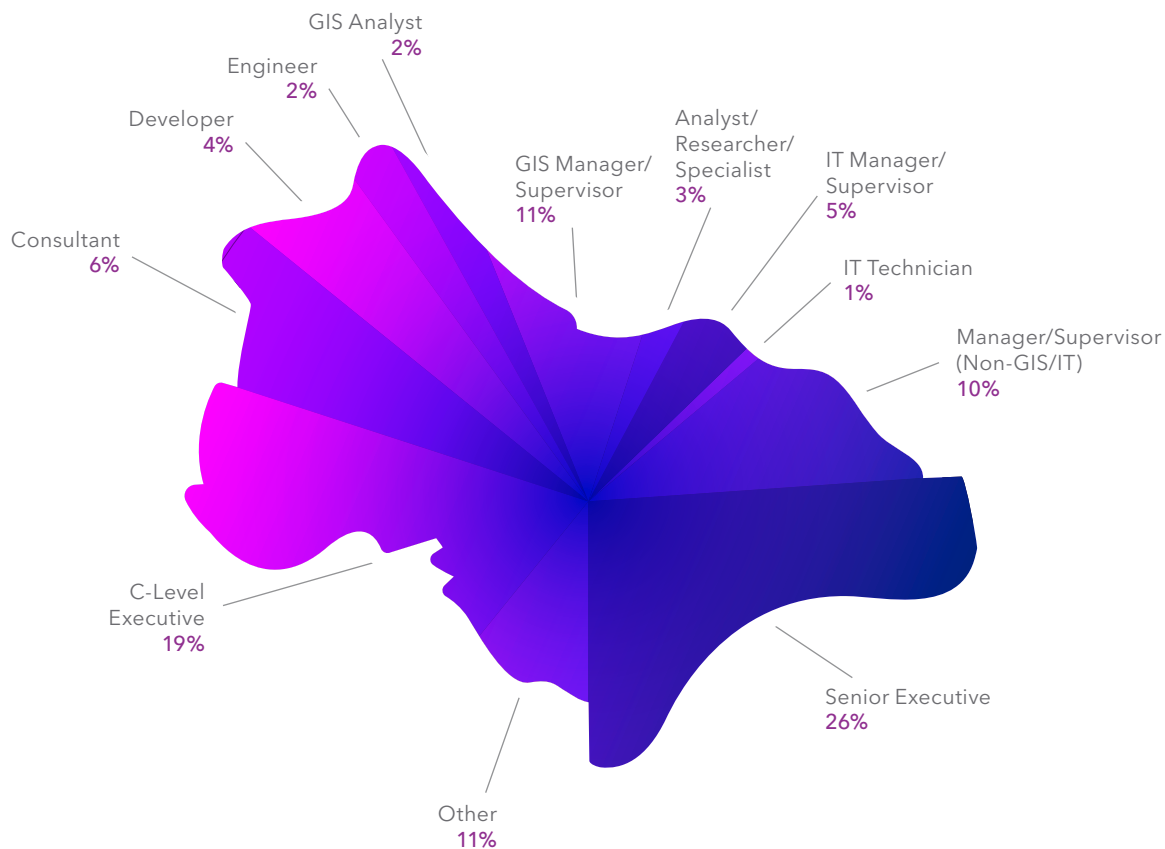
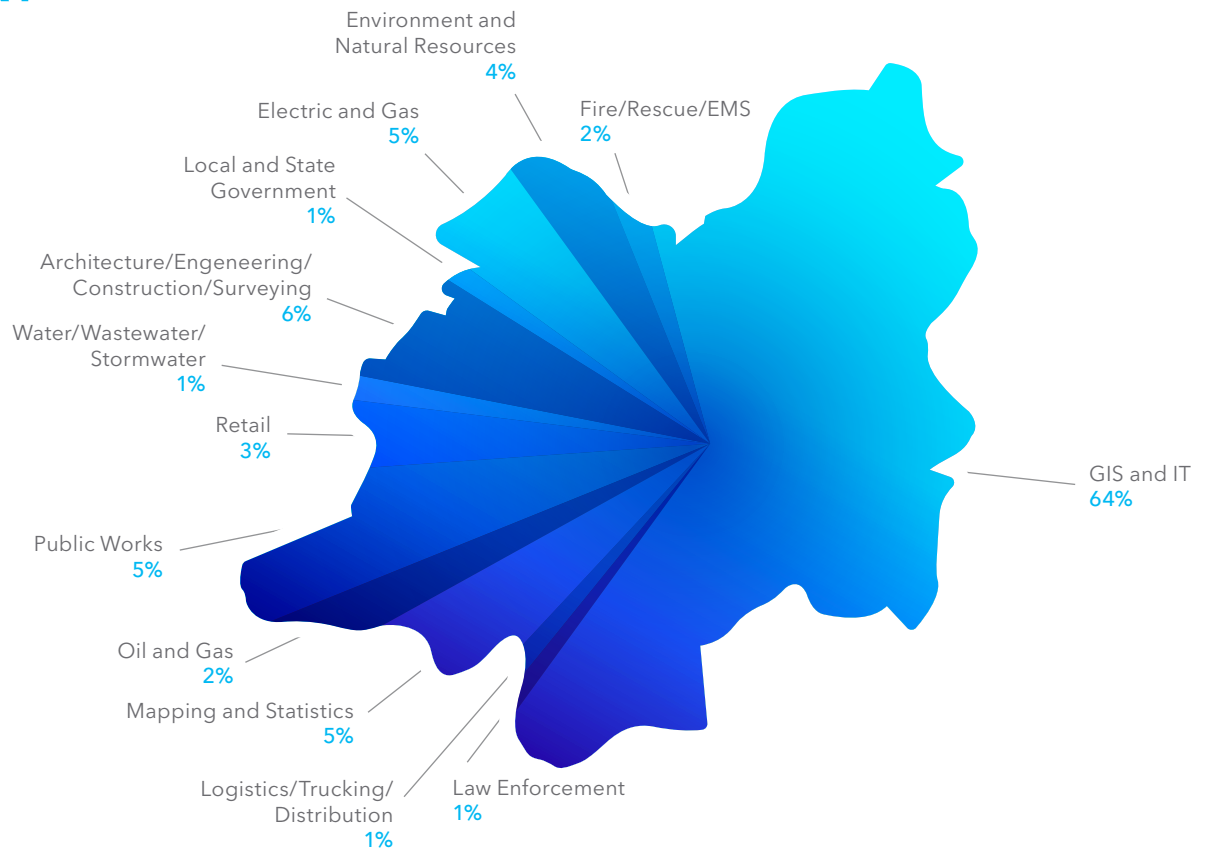
30%
First-time attendees

350
International attendees

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Attendees by INDUSTRY



Attendees by PROFESSION



Sponsor OPPORTUNITIES

Diamond Sponsor

\$12,500–45 *Perk Points*

It doesn't get better than this. The greatest presence. The most perks.

Forty-five perk points to customize your sponsorship. Serious return on your investment.

- One 10' x 20' booth including drape and an ID sign
- Three full conference combo registrations, including the Plenary Session; all scheduled sessions, workshops, meals, and beverage breaks; and all conference materials for Esri Partner Conference and Esri Developer Summit events
- Ability to purchase additional full conference registrations at the \$1,750 early bird rate at any time
- Two Expo-only registrations including participation in Expo social and beverage breaks
- One lead retrieval unit
- Logo featured: event web page
- Logo featured: plenary session slide
- Logo featured: 2019 Esri Partner Conference prospectus
- Logo featured: recognition signage
- Logo featured: email sent to registered attendees (preconference)
- Opportunity to provide a 16:9 promotional slide for display on the plenary screen during breaks
- 100-word corporate description on the event web page
- One full-panel graphic sign (artwork to be provided by sponsor)
- Social media promotion: three Tweets, subject to Esri approval, with content to be provided by sponsor; limit 140-character count per Tweet; #EsriEPC event hashtag required
- One Lightning Talk presentation: five minutes in a demo theater on Monday, March 5, 2018 (must submit topic summary, subject to Esri approval; one Lightning Talk per organization)

Gold Sponsor

\$6,500–45 *Perk Points*

Showcase your brand in style and make a statement with decision-makers.

Forty-five perk points to customize your sponsorship for the greatest impact.

- One 10' x 20' booth including drape and an ID sign
- Three full conference registrations, including the Plenary Session; all scheduled sessions, workshops, meals, and beverage breaks; and all conference materials for the Esri Partner Conference
- Ability to purchase additional full conference registrations at the \$925 early bird rate at any time
- Two Expo-only registrations including participation in Expo social and beverage breaks
- One lead retrieval unit
- Logo featured: event web page
- Logo featured: plenary session slide
- Logo featured: 2019 Esri Partner Conference prospectus
- Logo featured: email sent to registered attendees (preconference)
- Logo featured: recognition signage
- Opportunity to provide a 16:9 promotional slide for display on the plenary screen during breaks
- 75-word corporate description on the event web page
- One full-panel graphic sign (artwork to be provided by sponsor)
- Social media promotion: two Tweets, subject to Esri approval, with content to be provided by sponsor; 140-character count per Tweet; #EsriEPC event hashtag required



TOGETHER WE GROW THE GEOSPATIAL INDUSTRY

Silver Sponsor

\$4,500–30 Perk Points

Gain valuable brand exposure for your organization.

Thirty perk points to tailor your sponsorship to your unique needs.

- One 10' x 10' booth including drape and an ID sign
- Two full conference registrations, including the Plenary Session; all scheduled sessions, workshops, meals, and beverage breaks; and all conference materials for the Esri Partner Conference
- Ability to purchase additional full conference registrations at the \$925 early bird rate at any time
- Two Expo-only registrations, which include participation in Expo social and beverage breaks
- One lead retrieval unit
- Logo featured: event web page
- Logo featured: plenary session slide
- Logo featured: 2019 Esri Partner Conference prospectus
- Logo featured: email sent to registered attendees (preconference)
- Logo featured: recognition signage
- Opportunity to provide a 16:9 promotional slide for display on the plenary screen during breaks
- 50-word corporate description on the event web page
- One full-panel graphic sign (artwork to be provided by sponsor)
- Social media promotion: one Tweet, subject to Esri approval, with content to be provided by sponsor; limit 140-character count; #EsriEPC event hashtag required

Perk Points MENU

What's important to your organization? Short- or long-term brand awareness and recognition? Prime exhibit space for a high level of prospect engagement? Networking and collaboration? With the perk points listed below, we invite you to customize your sponsorship package for a truly unique experience that helps you earn new business this year.

All sponsor perks are secured on a first come, first served (FCFS) basis. Certain perks are limited to one per organization.

20 Points	15 Points	10 Points	5 Points
Additional 10' x 10' booth (includes raw space only)	ArcUser® ad One full-page color ad in a future print edition (limit 1 per sponsor)	One EPC full conference registration	One Expo-only registration
	Welcome Social recognition Includes company logo featured on Welcome Social tables stanchion cards and bar signs used at the event	Two EPC golf tournament player spots	Inclusion in e-blast: logo, URL, and 10-word corporate description included in an Esri email (sent to all registered attendees to date; limit 1 per sponsor)
	Lunch sponsor recognition Includes company logo featured on lunch table stanchion cards used at the event	Three premier seats in the Plenary Session (limit 1 per sponsor)	One additional lead retrieval unit
	Expo Social recognition Includes company logo featured on all Expo Social table stanchion cards and bar signs (Please note: The audience will include both EPC and DevSummit attendees, as it will be on the two events' crossover day.)		One social media promotion Tweet

> Sponsorship COMPARISON

Sponsorship Level						
	Diamond	Gold	Silver	Startup Zone	Golf	Exhibitor
Corporate Description on Event Website (word count)	100 words	75 words	50 words	50 words	50 words	25 words
10' x 10' Booth Space(s)	2	2	1			1
MIS Kiosk with 23" Monitor				1		
Full Conference EPC/DevSummit Combo Registration(s)	3					
Full Conference EPC Registration(s)		3	2	2	2	2
Expo-Only Registration(s)	2	2	2	2		1
Golf Tournament Player Spots					4	
Lead Retrieval Unit(s)	1	1	1	1		1
Social Media Promotion (# of Tweets)	3	2	1	1	1	
Full Graphic Panel Recognition in Various Locations	+	+	+	+	+	
Logo Featured: Thank-You Email to Registered Attendees	+	+	+			
Logo Featured: Event Website	+	+	+	+	+	
Logo Featured: Recognition Signage	+	+	+	+	+	
Logo Featured: Plenary Session Slide	+	+	+			
Logo Featured: Table Stanchions					+	
Logo Featured: Player Golf Carts					+	
Logo Featured: Golf Awards					+	
Opportunity to provide promotional slide for display on the plenary screen	+	+	+			
Opportunity to provide promo item to Golf Tournament Attendees					+	
Sponsor Acknowledgment During Golf Tournament					+	
Lightning Talk Presentation	+	+	+			
ArcUser Ad				+		
Perk Points	45	45	30			
Package Price	\$12,500	\$6,500	\$4,500	\$4,000	\$3,000	\$3,500



Exhibitor OPPORTUNITIES

It's our classic 10' x 10' exhibit booth redefined. We provide the prime spaces that deliver the highest traffic while you customize your presence to attract and engage the best prospects.

Exhibitor

\$3,500

- One 10' x 10' booth including drape and an ID sign
- Two full conference registrations, including the Plenary Session; all scheduled sessions, workshops, meals, and beverage breaks; and all conference materials for the Esri Partner Conference
- One Expo-only registration, which includes beverage breaks
- One lead retrieval unit
- 25-word corporate description on the event web page

*FRESH OPPORTUNITIES TO
EXPAND YOUR NETWORK*

+ Additional Sponsorship OPPORTUNITIES

Startup Zone Sponsor

\$4,000—*Limit 1*

Engage and build new business relationships with a unique community of up-and-coming GIS organizations. This is your opportunity to exclusively host the most innovative section of the Expo.

- One kiosk including logo on front panel, one barstool, 5 amps electricity, 23-inch monitor, and access to private wireless network
- Logo featured: kiosk structure
- Logo featured: event website
- Logo featured: recognition signage
- One lead retrieval unit
- Social media promotion: one Tweet, subject to Esri approval, with content to be provided by sponsor; limit 140-character count per Tweet; #EsriEPC event hashtag required
- Two full conference registrations, including the Plenary Session; all scheduled sessions, workshops, meals, and beverage breaks; and all conference materials for the Esri Partner Conference
- Two Expo-only registrations, which include beverage breaks
- 50-word corporate description on the event web page

Golf Tournament Sponsor

\$3,000—*No Limit*

People say that most business deals are struck on the course. Prosper from increased brand awareness in a target-rich environment when you engage with the decision-makers in a fun, competitive environment. This is a unique marketing opportunity you don't want to miss!

- Two EPC registrations including the Plenary Session and all scheduled sessions, workshops, meals, activities, and beverage breaks (company employees only; does not include fee-based training)
- Four EPC golf tournament player spots (does not include golf clubs; additional spots available for purchase)
- Exclusive opportunity to include a promo item in the golf tournament giveaway tote bags (subject to Esri approval; content, shipping, and drayage to be the responsibility of the sponsor)
- Sponsor acknowledgment during golf tournament announcement
- One sponsor full-panel sign (artwork to be provided by sponsor)
- Social media promotion (1 Tweet, subject to Esri approval, with content to be provided by sponsor; 140-character count; #EsriEPC event hashtag required)
- Recognition at golf social event, including recognition signage and verbal recognition
- Logo featured: event website
- Logo featured: player golf carts
- Logo featured: flagpoles
- Logo featured: Jim Christoffersen golf tournament awards
- Logo featured: recognition signage
- 50-word corporate description on event website

Expo INFORMATION

Partner Conference Expo Location

Palm Springs Convention Center

277 N. Avenida Caballeros
Palm Springs, CA 92262 USA

Expo Dates and Hours

Sunday, March 4, 2018

Setup NOON-5:00 PM

Monday, March 5, 2018

Setup 8:00 AM-11:00 AM

Expo Open 2:00 PM-7:00 PM

Social 4:00 PM-7:00 PM

Dismantle 7:00 PM-8:00 PM

2017 Sponsors

Diamond Sponsors



Sapphire Sponsors



The Fine Print

Sponsor and exhibitor opportunities are available only to members of the Esri Partner Network.

All sponsor and exhibitor applications must be accompanied by an online credit card payment (Visa, MasterCard, Discover, or American Express).

Sponsor perks may be limited and are secured by a first come, first served method. Sponsor deliverables are due no later than January 19, 2018.

All booths are raw space. Note: This venue is carpeted. It is mandatory at Esri events to have approved flooring in your booth.

Complimentary Wi-Fi is available throughout the Exhibit Hall and is intended for light usage. Esri does not guarantee reception or performance. Additional Internet options are available in the exhibitor manual.

Esri Partner Conference registrations are exclusively for partner company employees. Registrations may not be transferred to anyone, including, but not limited to, contractors, consultants, family members, partners, clients, or other Esri clients or partners without express written consent from Esri. This provision is intended to be interpreted in its broadest sense and will be strictly enforced.

GIS Solutions Expo Contacts

Exhibits and Sponsorships
909-793-2853, ext. 1-2585 or 1-5281
exhibits@esri.com

Housing
909-793-2853, ext. 1-1363
esripalmspringsshotelres@esri.com

Badge Registrations
909-793-2853, ext. 1-1363
confregis@esri.com

Partner Resource Center
888-377-4575, option 4
partnerresourcecenter@esri.com

