esri

esri
*PARTNER CONFERENCE AND DEVELOPER & TECHNOLOGY SUMMIT*

*SPONSORSHIP OPPORTUNITIES*

# WELCOME TO SUNNY PALM SPRINGS

Welcome to Palm Springs, where sunshine is guaranteed and our annual Partner Conference and Developer & Technology Summit continue to shine as standout experiences.

Before diving into this year's prospectus, let us guide you through what's new—because thanks to your feedback, we've made some exciting changes designed with our partners in mind.

## What's New

**NEW!** Spot the "New" badges throughout the prospectus—these highlight our latest packages, crafted to deliver standout experiences and fresh value. We're confident they'll be crowd favorites at this year's event.

**upgraded package** When you see this badge, it means we've reimagined familiar packages with updated inclusions—thoughtfully redesigned to deliver even greater impact and benefit based on what matters most to you.

## New this Year: Ultimate Flexibility

You no longer need to purchase a sponsorship bundle to access the à la carte menu. Whether you're selecting a single item or going all-in, the full menu is open to your organization—no strings attached.

Opt for the sponsorship bundle to unlock exclusive benefits and elevate your presence. No minimum spend required—just choose the bundle and you're good to go.

## Color Coding for Ease

Each package is clearly marked to show which event it includes—whether it's exclusive to the Partner Conference, focused on the Developer & Technology Summit, or spans both. Just follow the color cues to find the opportunities that best align with your goals.

This combined color gradient signifies that the sponsorship opportunity spans both events, EPC and Dev & Tech Summit.

This color gradient signifies that the sponsorship opportunity is for the Esri Partner Conference dates only.

This color gradient signifies that the sponsorship opportunity is for the Esri Developer and Technology Summit dates only.

**Event Location and Information**

Palm Springs Convention Center
277 N. Avenida Caballeros
Palm Springs, CA 92262

Esri Partner Conference (EPC)
March 8-9, 2026

Esri Developer & Technology Summit (Dev & Tech Summit)
March 10-13, 2026

## TERMS AND CONDITIONS

All sponsors and exhibitors must review and accept the updated Exhibitor Agreement as part of the application process. This year's agreement includes important changes from previous versions, so please read carefully.

You'll be prompted to sign via AdobeSign or may assign the agreement to a designated legal contact within the portal during the application process.

Please note that edits are not permitted unless expressly approved by Esri and its legal team. For questions or clarification, contact us at dev-exhibits@esri.com.

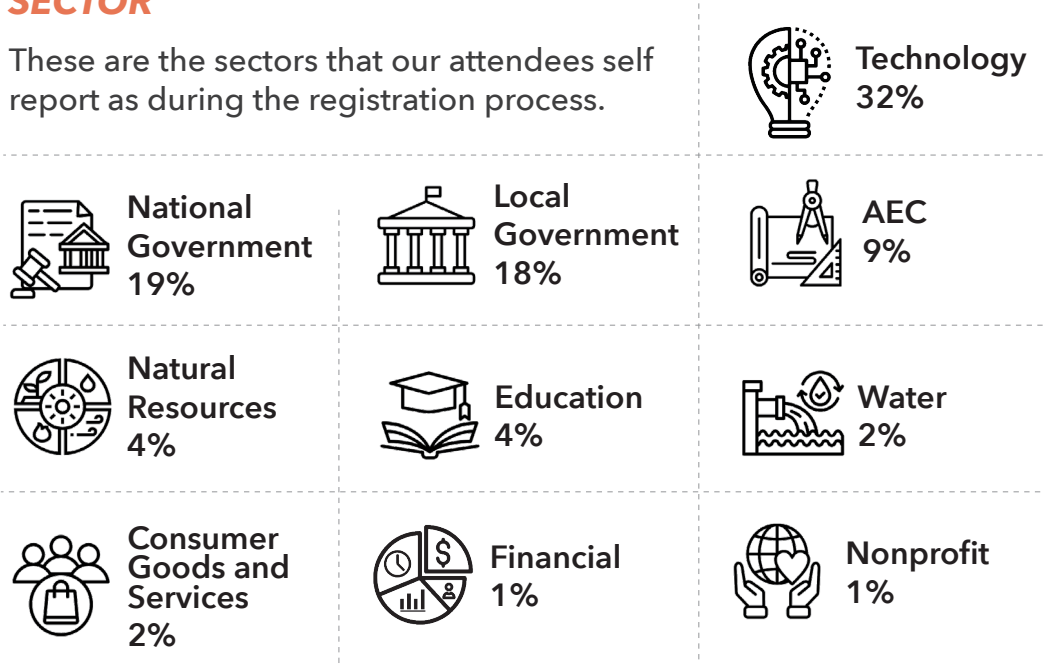*View the complete agreement here.*

## REGISTRATION

Registration is required for all attendees. The sponsorship bundle does include registration passes, however, other bundles do not. If registration or golf passes are not listed in the description, they are not included and purchasing a pass separately is required.

All who purchase an item from the menu are eligible to purchase combo registration passes for $2,375 each.

### SECTOR

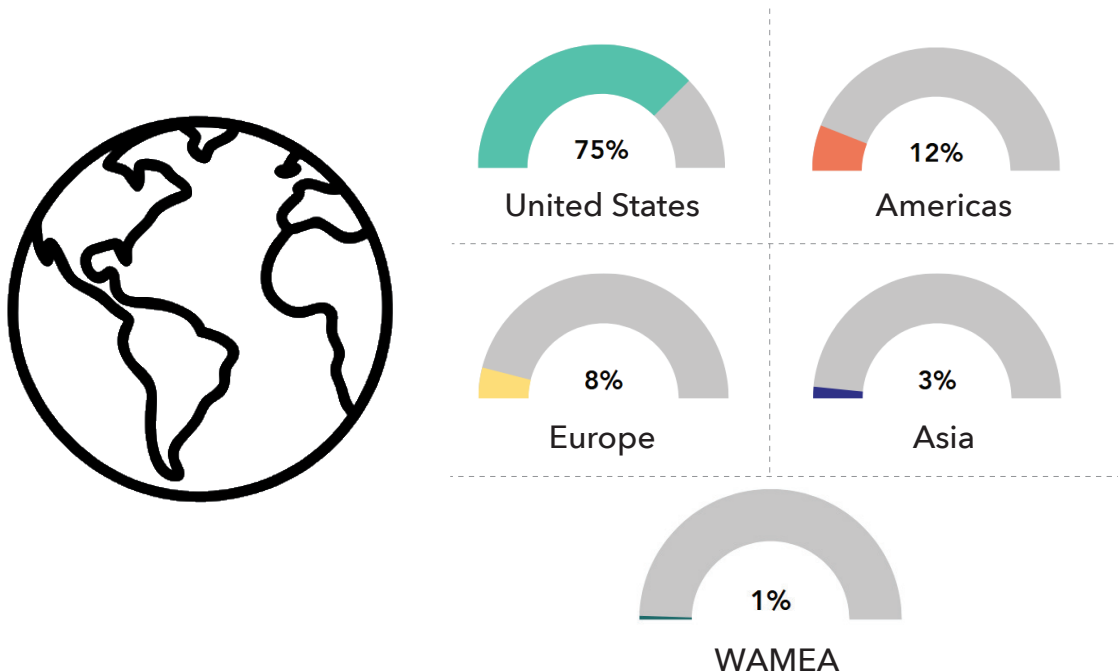These are the sectors that our attendees self report as during the registration process.

**Technology** 32%

**National Government** 19%

**Local Government** 18%

**AEC** 9%

**Natural Resources** 4%

**Education** 4%

**Water** 2%

**Consumer Goods and Services** 2%

**Financial** 1%

**Nonprofit** 1%

### GEOGRAPHY

These are where our attendees visited from all around the world.

**75%** United States

**12%** Americas

**8%** Europe

**3%** Asia

**1%** WAMEA

## INDUSTRY

These are the industries that our attendees self report as during the registration process.

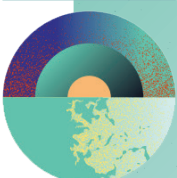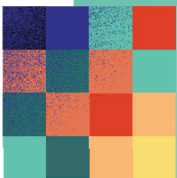| % | Industry |
|---|----------|
| 30% | GIS and IT |
| 12% | Civilian |
| 8% | AEC |
| 7% | City/Town |
| 6% | Electric and Gas |
| 5% | County Government |
| 4% | State Government |
| 2% | Higher Education |
| 2% | Water/Wastewater/Stormwater |
| 2% | Sciences |
| 2% | US Military |
| 2% | Product Platforms |
| 2% | Regional |
| 1% | Libraries and Museums |
| 1% | Mapping and Statistics |
| 1% | Oil and Gas |
| 1% | Telecommunications/Cable |
| 1% | Non-US National Security |
| 1% | Agriculture |
| 1% | Environmental Management |
| 1% | Pipeline |
| 1% | Conservation |
| 1% | K-12 |
| 1% | Retail |
| 1% | Forestry |
| 1% | Insurance |
| 1% | Renewables |

## SPONSORSHIP BUNDLE | $20,000

As a sponsor, you'll enjoy high-impact visibility and meaningful engagement opportunities throughout the event. This package is designed to maximize your exposure, connect you with key audiences, and position your brand as a valued partner in the event experience.

Your sponsorship includes:
- (4) Complimentary Combo Registration Passes
  - Invite your team or clients to experience the event firsthand
- Special Combo Registration Pass Rate ($2,375)
  - Bring more staff to the event and share the discount rate
- Featured Placement on Esri.com
  - Boost your brand's reach with a spotlight on our global website
- Logo Recognition on Window Clings
  - These window clings stand out around the event venue and highlight your brand's logo.
- Event Mobile App Feature
  - Stay top-of-mind with attendees through in-app visibility
- Logo in Thank You Email to Attendees
  - Extend your brand presence to all registered attendee's inboxes
- Logo on Agenda Wall
  - Be seen by hundreds as part of the event's central hub
- Logo on Registration Page
  - Capture attention early in the attendee journey
- Inclusion in Digital Media Kit
  - Use our promotional materials to share that you are sponsoring the event
- Mobile Banner Ad
  - Drive engagement with a dynamic ad in the event app
- Half Meterboard Ad
  - Stand out with branded signage in high-traffic areas
- Plenary Seating
  - With up to five prime seats at the event plenary, you will have the best seat in the house
- Breakfast Sponsor
  - Attendees will start their day with your logo on recognition signage.
- Hole Sponsor
  - Be part of our EPC Golf Tournament and get recognition at a hole on the course
- Digital Ad Space (Shared)
  - Include your digital ad in rotation with others on our digital signage

These opportunities are exclusive to the Esri Partner Conference and does not overlap with the Dev & Tech Summit.

### Hole Sponsor | $1,500

Get your brand on the green. This package includes special recognition at the awards ceremony and brand recognition on signage, tournament program, and websites. A designated hole sponsor sign is also included on a hole on the course.

### Closest to the Pin Sponsor | $2,000

Your brand will be front and center as players try to be closest to the pin. This package includes special recognition at the awards ceremony and brand recognition on signage, tournament program, and websites. A designated hole sponsor sign is also included.

### Longest Drive Sponsor | $2,000

Support the longest drive of the day at the tournament and get recognition as well. This package includes special recognition at the awards ceremony and brand recognition on signage, tournament program, and websites. A designated hole sponsor sign is also included.

### Organization Information Table at Par 3 Hole | $4,000

**NEW!**

This premium opportunity includes a dedicated table setup at a scenic par 3 hole, complete with branded signage to capture attention throughout the tournament. Your sponsorship also comes with special recognition during the awards ceremony, plus brand visibility across event signage, the official tournament program, and our website. It's a powerful way to connect with players, spectators, and the community.

### Golf Ball Sponsor | $7,500

Boost your brand's visibility by becoming the exclusive sponsor to our golf ball sponsor! Your logo will be featured on premium golf balls as well the tournament program and website.

### Beverage Cart Sponsor | $7,500

This package includes golf registration for two; special recognition at the awards ceremony; and brand recognition on signage and beverage cart, tournament program, and websites as well as the opportunity to provide a promotional item at check in.

**NEW!**

### Golf Tournament Sponsor | $10,000

Ready to tee up some fun and make your brand the talk of the tournament? Sponsor our Golf Tournament and be the name behind every birdie, bogey, and big win! This package includes golf registration for two; special recognition at the award ceremony; and brand recognition on signage, tournament program, and websites as well as the contact list for all golfers participating this year.

## DEV & TECH EXCLUSIVE OPPORTUNITIES

These opportunities are exclusive to the Esri Developer and Technology Summit and does not overlap with the Esri Partner Conference.

### Speed Geeking Sponsorship | $7,000

Speed Geeking attendees are eager to network and learn about the solutions and services you provide. Get ready to present your ideas in five minutes or less; includes recognition signage.

### Dodgeball Tournament Sponsorship | $8,500

Sponsor our Dodgeball Tournament and be the name behind the action! Your brand will be front and center as teams face off in epic showdowns of speed, strategy, and squeals of laughter.

This year, all qualified Esri Partners can purchase items from our à la carte and exclusive menu—no sponsorship required. It's a flexible way to boost your presence and tailor your event experience to fit your goals and budget.

### Custom Floor Sticker Ads | $4,500 | EPC AND DEV & TECH

Feature your organization's ad around the Palm Springs Convention Center. This 2' x 2' adhesive floor sticker features your custom design and will be placed in high traffic areas.

### Custom Branded Stickers | $5,000 | DEV & TECH SUMMIT

**NEW!**

Stickers are a hot commodity at the Esri Events! Design one of your very own for attendees to grab up and take home as a memory of the show. Total quantity: 1,000.

### Branded Selfie Station | $5,000 | EPC AND DEV & TECH

**NEW!**

Want to be part of every smile, pose, and perfectly filtered moment? Sponsor our Selfie Wall and put your brand in the spotlight—literally! This is the go-to photo op where attendees strike a pose, snap a pic, and share the fun.

### Iced Coffee Station | $5,000 | EPC AND DEV & TECH

**NEW!**

Be the reason everyone's sipping, smiling, and staying energized during their long conference days! Sponsor our Iced Coffee Station and become the hero of every caffeine lover's day. Your brand will be front and center as guests grab their cool brew on signage as well as custom branded cups (700).

### Yoga Sponsor | $7,500 | DEV & TECH SUMMIT

**NEW!**

Take a deep breath and stretch into serenity! Put your brand center mat, to help attendees energize their body and center their minds.

### Welcome Social Sponsor (Saturday) | $10,000 | ESRI PARTNER CONFERENCE

**upgraded package**

Enjoy face-to-face engagement with attendees through a dedicated table top exhibit space and lead retrieval device, allowing you to make a memorable first impression while capturing valuable connections; your brand will be prominently featured with dedicated signage at the social, shared recognition signage throughout the venue, and acknowledgment as a key supporter of this high-energy kickoff event.

### Sunday Networking Social | $10,000 | ESRI PARTNER CONFERENCE

**upgraded package**

Attendees look forward to connecting at this dynamic networking event, and as a social sponsor, you'll have a prime opportunity to engage face-to-face through a tabletop exhibit space and lead retrieval device, making it easy to spark conversations and capture valuable contacts; your brand will also be featured in a push notification via our mobile app, highlighted with dedicated signage at the social, and included in shared recognition signage throughout the venue.

### Plenary Opted In Attendee List | $10,000 | ESRI PARTNER CONFERENCE

**NEW!**

With this opportunity, you and your group will get the inside scoop on who showed up, so you can follow up, say thanks, or spark new connections.

### Plenary Opted In Attendee List | $10,000 | DEV & TECH SUMMIT

**NEW!**

With this opportunity, you and your group will get the inside scoop on who showed up, so you can follow up, say thanks, or spark new connections.

### Monday Networking Social | $12,500 | EPC AND DEV & TECH

**upgraded package**

Share your knowledge and build your reputation as an industry leader. This item includes signage at the social on Monday, March 9 plus a table set up for you at the social to network with attendees!

### Email Promotion Component | $6,000 | EPC AND DEV & TECH

Have something you want to promote to all Esri Partner Conference AND DevSummit registered attendees? This email component will be included in an email to registered attendees and will contain a small text box, image, and URL.

### Partner Presentation | $7,500 | DEV & TECH SUMMIT

Capture the attention of a dedicated audience and showcase your services in this focused presentation opportunity. It's the perfect platform to stand out, share your expertise, and connect directly with event attendees.

### Thursday Party Sponsor | $7,500 | DEV & TECH SUMMIT

Put your brand on display at the Thursday Party, the last hooray of a long but enjoyable week! This package includes general recognition signage and is the final opportunity to get exposure of your brand out to the attendees.

**NEW!**

### Yoga Sponsor | $7,500 | ESRI PARTNER CONFERENCE

Take a deep breath and stretch into serenity! Put your brand center mat, to help attendees energize their body and center their minds.

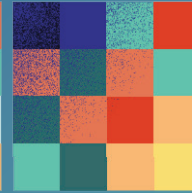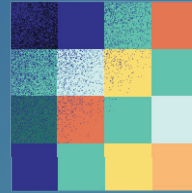### Charging Station Lounge | $8,000 | EPC AND DEV & TECH

Our mobile event app is the primary resource for the agenda, and attendees keeping their devices charged with "geojuice" will be a top priority. This package provides the opportunity to customize a universal charging station with your organization's brand and messaging.

### Charging Station | $8,000 | EPC AND DEV & TECH

The Palm Springs Convention Center has great charging stations in many high traffic areas of the halls and we want your brand to be seen while attendees charge their phones and laptops. This includes custom branding in this area including stools to allow attendees to get off their feet for a bit.

# THANK YOU!

If you have any questions, please email us at dev-exhibits@esri.com.

# READY TO APPLY?

*Click here to access the application form.*