

The background of the slide features a stylized map of the United States in orange, with white outlines for state borders. This map is partially obscured by large, sweeping, curved shapes in white and blue that sweep across the right side of the image, creating a dynamic, modern feel.

esri

***ESRI PARTNER  
CONFERENCE  
AND  
DEVELOPER &  
TECHNOLOGY SUMMIT***

**Exhibitor and  
Sponsorship  
Opportunities**

# Welcome!

Put your brand at the center of two premier Esri events. By sponsoring or exhibiting at the Esri Partner Conference (EPC) and the Esri Developer & Technology Summit (Dev & Tech Summit), your organization can gain exposure to an influential community of business leaders, technology partners, developers, architects, and technical professionals—all gathered in one dynamic venue to connect, collaborate, and shape the future of geospatial innovation.

Sponsorship and exhibitor opportunities are designed to help you achieve meaningful business results. Showcase your solutions to a highly engaged, technically sophisticated audience, increase brand visibility, generate qualified leads, strengthen partner relationships, and build valuable new connections. Whether you want to establish thought leadership, accelerate growth, or expand your presence in the Esri ecosystem, this is your opportunity to connect directly with the people driving geospatial technology forward.

Explore the available sponsorship and exhibitor packages and secure the opportunity that best aligns with your goals. Join us in Palm Springs to elevate your brand, engage new prospects, and position your organization as a leader in this thriving community.

We look forward to partnering with you!

**Esri Partner Conference dates: March 7-8, 2027**

**Developer & Technology Summit dates: March 9-12, 2027**

## ATTENDEE DEMOGRAPHICS

The following is the attendee information from 2026 events.

Please note these demographics are all self reported by each attendee during the registration process.

### Sector

|     |                             |
|-----|-----------------------------|
| 32% | Technology                  |
| 21% | Local and State Government  |
| 15% | National Government         |
| 10% | AEC                         |
| 7%  | Utilities                   |
| 4%  | Education                   |
| 4%  | Natural Resources           |
| 3%  | Water                       |
| 2%  | Consumer Goods and Services |
| 1%  | Financial                   |
| 1%  | Nonprofit                   |

### Management Level

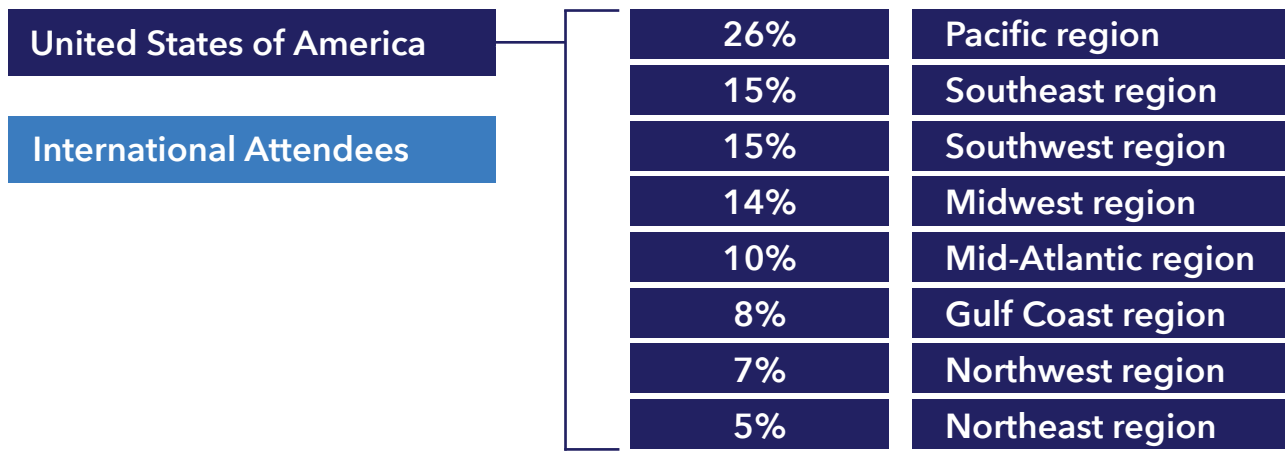
|     |            |
|-----|------------|
| 40% | Operations |
| 33% | Manager    |
| 10% | Director   |
| 10% | C-Level    |
| 5%  | VP Level   |
| 2%  | Student    |

## Industry

|     |                             |
|-----|-----------------------------|
| 31% | GIS and IT                  |
| 9%  | Civilian                    |
| 9%  | AEC                         |
| 8%  | City/Town                   |
| 6%  | County                      |
| 6%  | Electric and Gas            |
| 5%  | State                       |
| 2%  | Higher Ed                   |
| 2%  | Water/Wastewater/Stormwater |
| 2%  | Regional                    |
| 2%  | Sciences                    |
| 2%  | US Military                 |
| 2%  | Telco/Cable                 |
| 1%  | Product Platforms           |
| 1%  | Libraries and Museums       |
| 1%  | Oil and Gas                 |
| 1%  | Non-US National Security    |
| 1%  | Environmental Management    |
| 1%  | Mapping and Statistics      |
| 1%  | Agriculture                 |
| 1%  | Forestry                    |
| 1%  | Pipeline                    |
| 1%  | Retail                      |
| 1%  | Financial Services          |
| 1%  | K-12                        |
| 1%  | Insurance                   |
| 1%  | Real Estate                 |



Geography



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01101101111011011  
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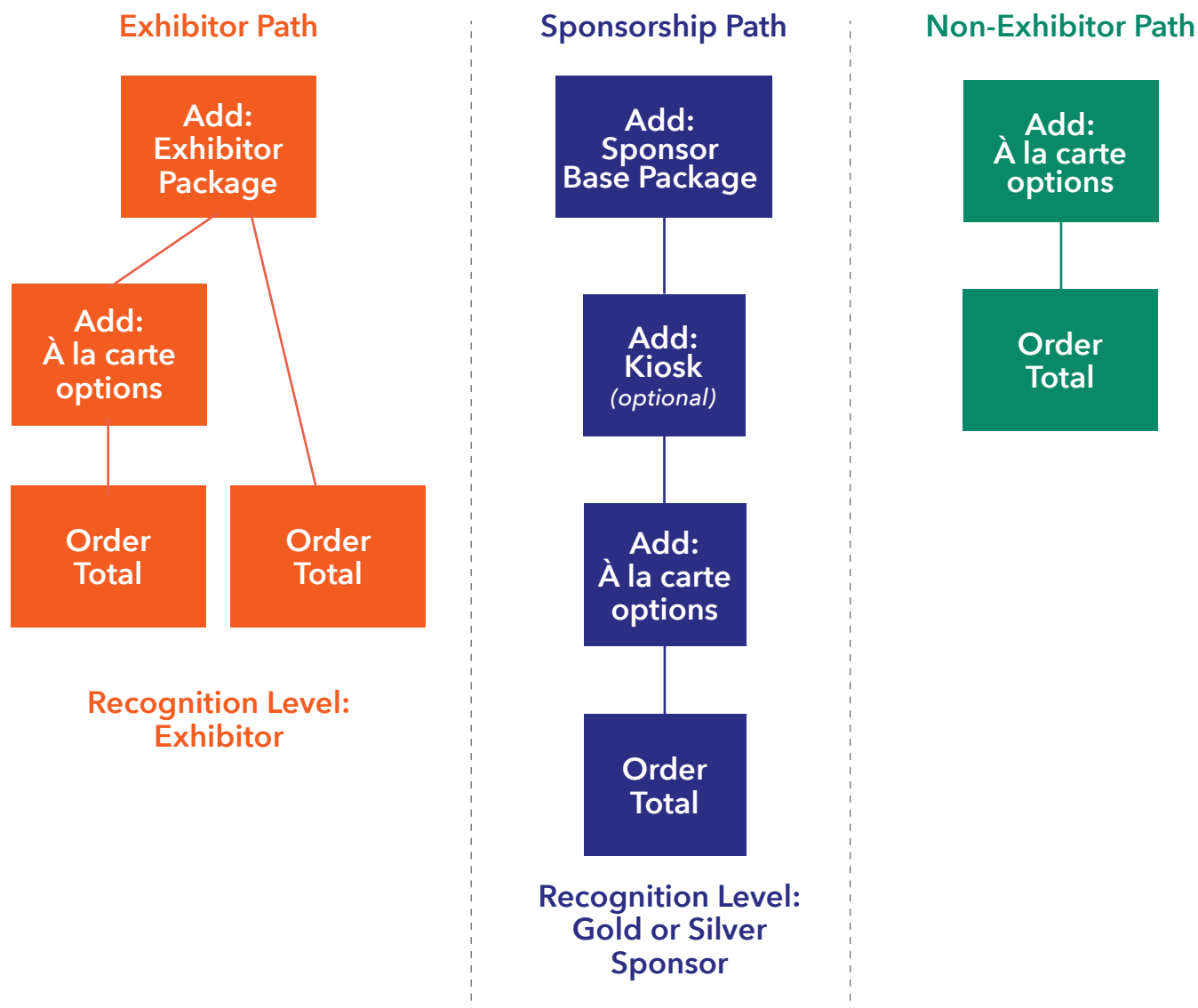
## HOW TO PARTICIPATE AT THE ESRI PARTNER CONFERENCE AND DEVELOPER & TECHNOLOGY SUMMIT

Customization is at the heart of every Esri event. We know that every organization has unique goals, which is why our à la carte menu allows you to build a sponsorship experience that delivers the return on investment that matters most to your team.

Available to all partners, these opportunities can be tailored to support your specific marketing, branding, and lead generation objectives. Each item has been thoughtfully designed with attendee engagement, venue traffic flow, and visibility in mind to help maximize exposure and drive meaningful connections with event participants.

Sponsors will select from our à la carte menu to enhance their event presence through customization and help meet their minimum sponsorship spend requirement.

Explore the options available at this event:



## EXHIBITOR PACKAGES

New for 2027, one exhibitor package gives your brand valuable exposure across both events—doubling your opportunity to connect with attendees, showcase your solutions, and generate qualified leads. Your kiosk will be strategically positioned in a high-traffic area of the Palm Springs Convention Center, delivering greater visibility and more opportunities to engage prospective customers and partners. Secure your space and put your brand at the center of the action!

### Kiosk Package | \$8,000

This package includes:

- Printed panel graphic
- Locking cabinet with side graphics
- (1) power strip in cabinet
- (1) Limerick style stool
- Electricity for kiosk
- 43" mounted monitor
- Logo and Description feature:  
Events website
- (2) full combo conference  
registration passes
- (3) Discounted full combo  
registration passes (\$2,475 each)
- Digital promotional assets kit



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### Kiosk Package for Sponsors | \$7,500

Sponsors can enhance their presence with a kiosk at a special add-on rate. If engaging attendees, generating leads, and showcasing your solutions are key objectives, this kiosk package is an ideal complement to your sponsorship.

## SPONSORSHIP OPPORTUNITIES

Increase your brand visibility by joining at the conference sponsorship level. Start with the sponsorship package and add items from our à la carte menu to meet the required minimum spend based on your sponsorship level.

| SPONSORSHIP LEVEL                                               | GOLD     | SILVER   |
|-----------------------------------------------------------------|----------|----------|
| Base Package (required)                                         | \$12,500 | \$9,500  |
| Minimum total                                                   | \$28,000 | \$20,000 |
| Full combination conference registration passes                 | 5        | 3        |
| Special registration rate for additional passes (\$2,100 each)  | 5        | 5        |
| Logo and description feature: Event website and Esri Events App | Yes      | Yes      |
| Logo Feature: Window clings in Palm Springs Convention Center   | Yes      | Yes      |
| Logo Feature: Agenda wall (shared)                              | Yes      | Yes      |
| Logo Feature: Digital Signage (shared)                          | Yes      | Yes      |
| Digital promotional assets kit                                  | Yes      | Yes      |
| Custom ad in Esri Events App                                    | Yes      | Yes      |
| Custom half meterboard ad                                       | Yes      | Yes      |



Closest to the Pin Sponsor | \$2,000

Golf

Brand Recognition

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 as well as the option to provide a promo item to participants. A designated hole sponsor sign is also included.

EPC Only

Longest Drive Sponsor | \$2,000

Golf

Brand Recognition

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 as well as the option to provide a promo item to participants. A designated longest drive sponsor sign is also included.

EPC Only

Beverage Cart Sponsor | \$5,000

Golf

Brand Recognition

Put your brand in front of attendees throughout the tournament with golf registration for two and recognition on the beverage cart, event signage, tournament program, and official event websites.

EPC Only

**Golf Tournament Sponsor | \$10,000**

Golf

Brand Recognition

NEW!

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; your logo on golf balls in the swag bag; and brand recognition on signage, tournament program, and websites as well as the opportunity to provide a promo item at check in, plus the opted in attendee list

EPC Only

**Social Contributor Saturday | \$2,000**

Brand Recognition

Leads Collection

Engage with attendees face-to-face and leave a positive, first impression at the Welcome Social. This opportunity includes dedicated signage at the social that highlights and thanks you as the Welcome Social Sponsor, as well as a table setup during the social that your staff can use to network and collect leads with the complimentary leads device.

EPC Only



### Networking Social Contributor | \$5,000

Brand Recognition

Leads Collection

Attendees look forward to networking with peers at this dynamic event. You'll have the opportunity to connect with potential leads and benefit from a push notification in our mobile app and dedicated signage at the social that highlights and recognizes you as one of the social's sponsors, as well as a table setup during the social that your staff can use to network and collect leads with the complimentary leads device.

EPC Only

### EPC Plenary Opted-In Attendee List | \$6,500

Leads Collection

NEW!

Turn event connections into lasting opportunities with attendee list access, giving you the ability to follow up with participants, strengthen relationships, and spark new conversations.

EPC Only

### SpeedGeeking Contributor | \$3,500

Brand Recognition

Put your brand in the spotlight during SpeedGeeking, where attendees are actively seeking new ideas, technologies, and solutions. Deliver a quick, high-impact presentation in five minutes or less and enjoy additional exposure with recognition signage.

Dev & Tech Only

## À LA CARTE ITEMS

### Dev & Tech Summit Plenary Opted-In Attendee List | \$10,000

Leads Collection

NEW!

Connect with the minds driving innovation in GIS and technology. Attendee list access gives you the opportunity to follow up with participants, nurture relationships, and turn event conversations into lasting business opportunities.

Dev & Tech Only

### Welcome Social Contributor (Tuesday) | \$5,000

Brand Recognition

Leads Collection

Engage with attendees face-to-face and leave a positive, first impression at the Welcome Social. This opportunity includes dedicated signage at the social that highlights and thanks you as the Welcome Social Sponsor, as well as a table setup during the social that your staff can use to network and collect leads with the complimentary leads device.

Dev & Tech Only



### Iced Coffee Station | \$8,500

Brand Recognition

Custom branding

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. As part of your sponsorship you will have branded tumblers that attendees can grab, fill and use all week long.

Both Events

### Custom Selfie Station | \$4,500

Brand Recognition

Custom branding

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.

Both Events

### Custom Conference Sticker | \$2,000

Brand Recognition

Custom branding

Everyone loves a great sticker! Create a custom-branded design that attendees can't resist collecting, helping your brand stick with them wherever they go.

Both Events

### Breakfast Contributor (All Week) | \$8,000

Brand Recognition

Each day attendees have a full schedule of learning and networking and breakfast is first on the agenda. Here's your chance to make an early impression with recognition signage throughout the service and dining areas across both the EPC and Dev & Tech Summit.

Both Events

### Charging Station Lounge | \$8,800

Brand Recognition

Custom branding

Keep attendees powered up while putting your brand in the spotlight. As the mobile event app serves as the primary source for agenda and event information, charging stations become a valuable destination. Customize a universal charging station with your branding and messaging to create a memorable and highly visible attendee experience.

Both Events

### Convention Center Charging Walls | \$5,000

Brand Recognition

Custom branding

Turn the Palm Springs Convention Center into your canvas. With custom wall graphics featuring your organization's branding and messaging, you'll create a striking visual presence that attendees encounter again and again throughout their event journey.

Both Events



Ice Cream Break Contributor | \$5,000

Brand Recognition

NEW!

Create a memorable experience attendees will appreciate. This ice cream break sponsorship offers a refreshing networking opportunity while increasing your brand visibility through prominent event signage and a mobile app push notification recognizing your organization as a supporter of this crowd-pleasing experience.

Both Events

Wellness Elixir Break Sponsor | \$10,000

Brand Recognition

NEW!

Help attendees power through the event with a refreshing wellness boost. Your brand will be featured at the wellness elixir station and in a dedicated push notification, creating a memorable experience that attendees will appreciate as they recharge and refuel.

Both Events

Palm Springs Postcard Station | \$5,000

Custom branding

NEW!

Give attendees a memorable way to connect with friends, family, and colleagues. Sponsors can provide custom-designed postcards that attendees can personalize and mail directly from the event, creating a lasting impression that travels far beyond Palm Springs.

Both Events



## THANK YOU TO OUR 2026 SPONSORS

The logo for con•terra, featuring the word "con" in blue and "terra" in a darker blue, separated by a small green dot.The logo for ROK TECHNOLOGIES, with "ROK" in large green letters and "TECHNOLOGIES" in smaller black letters below it. A small stick figure icon is integrated into the letter "K".The logo for tomtom, featuring a red location pin icon followed by the word "tomtom" in black lowercase letters.

## EXHIBITOR REQUIREMENTS

All exhibitors are required to fulfill or submit the following unless dismissed in writing by Esri.

### Deposit for Space

A \$3,000 non-refundable deposit is required to hold a space in the exhibitor area. This amount is the same for all exhibitors and sponsors unless stated by Esri.

An invoice is issued to your team, and not due at the time of the application. This deposit is due net 30 days after Esri has notified your team that the invoice was issued and paid directly to the accounting team, not the events team.

The deposit will be applied to your total before your final invoice for the event is issued.

### Exhibitor Agreement

Every exhibitor and sponsor is required to sign and submit the exhibitor agreement before the final invoice is sent. Failure to sign your agreement may result in your space being released and your deposit held.

The agreement can be found in your exhibitor portal once approved.

## Certificate of Insurance (COI)

Each partner in the exhibitor area is required to submit a Certificate of Insurance (COI). This document should be provided by your insurance company and must list Esri as the certificate holder/additional insured.

Policies must have a minimum \$1,000,000 USD amount of general liability coverage. Failure to provide this document by the stated deadline may result in your application being declined or approval being rescinded. Any expenses paid to vendors on behalf of the exhibitor up to this date are the sole responsibility of the exhibitor.

If you are unable to provide this insurance policy, please be sure to add coverage to your order.

Please review the COI Requirement example [here](#).

## Data Processing Addendum (DPA)

If your organization has an item in your order that includes the opted in attendee list for an event, we will need a signed and processed Data Processing Addendum (DPA) on file before we can send the encrypted email to your organization.

## Registration

Registration is required for all exhibitors, sponsors, and attendees. While many packages may include registration passes for exhibitors and sponsors, your team members will still need to complete the necessary registration process found in the exhibitor portal.



***Thank you!***

***We hope you join us for  
these two incredible  
events.***

***If you have any  
questions, please  
contact us at  
[dev-exhibits@esri.com](mailto:dev-exhibits@esri.com)***