

2023 EXHIBITOR PROSPECTUS

Winter – Tampa, FL • **Fall** – Las Vegas, NV



Exhibit with BICSI

Make a direct impact advancing your business, as well as the global information and communications technology (ICT) community, as you share your products and services to this specialized industry.

What Draws Attendees to BICSI Conferences & Exhibitions?

- The diversity of ICT content offers value to professionals from many segments of the industry.
- The quality and quantity of new information presented by top ICT educators and exhibitors.
- Engaging conference and Exhibit Hall activities promote product discovery and networking.

Why Should You Exhibit?

- Your opportunity to showcase emerging products and services to key decision-makers.
- Build your brand and reach ICT professionals from different countries.
- Reconnect and strengthen existing client relationships and build new ones.

What is Information & Communications Technology?

Simply stated, ICT is the integration of diverse technologies necessary for people and organizations to communicate and interact in a digital world. Some elements of ICT that BICSI focuses on include:

- Commercial Transportation of Information & Data
- Data Center Design
- Design, Integration & Installation of Telecommunications Distribution Systems
- Electronic Safety & Security
- Fiber- & Copper-Based Distribution Systems & Infrastructure
- Outside Plant Cabling
- Project Management (Telecommunications)
- Voice/Data/Audio/Video
- Wireless Networks



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As a new exhibitor, BICSI brings us up front and center with the 'right' audience, allowing us the opportunity to understand van upfitting from a technician's, installer's, or end user's viewpoint. Learning, listening, and collaborating on how a work van is utilized by the end user allows us to design upfits that increase safety, productivity, and the bottom line of a customer's business.

”

**-Jon Bezon,
Adrian Steel Company**

2023 Conferences & Exhibitions



Winter Conference & Exhibition

5-9 February

Exhibits: 6-8 February

Tampa, Florida, USA

Tampa Convention Center

Fall Conference & Exhibition

10-14 September

Exhibits: 11-13 September

Las Vegas, Nevada, USA

Caesars Forum

Sample Show Hours for Winter and Fall*

Exhibitor Move-in:

Sunday: 8 a.m.-5 p.m.

Monday: 8 a.m.-1 p.m.

Exhibit Hall Open:

Monday: 4-7:30 p.m.

Tuesday: 12-6:30 p.m.

Wednesday: 9:30 a.m.-1:30 p.m.

Exhibitor Move-out:

Wednesday: 1:30-9 p.m.

Thursday: 8-10 a.m.

*Sample show hours only. Refer to specific conference website at bicsi.org/winter or bicsi.org/fall to confirm.

Booth Selection

Conference Sponsors Receive Priority Booth Selection!

Booth Selection Order for Paid Exhibitors:

1. Level Sponsors who register prior to On-site Deadline
2. Level Sponsors who register prior to Early Bird Deadline
3. Premier Exhibitors who register prior to On-site Deadline
4. Premier Exhibitors who register prior to Early Bird Deadline
5. Standard Exhibitors who register prior to On-site Deadline
6. Standard Exhibitors who register prior to Early Bird Deadline
7. Regular (first-come, first-served after lottery)

Important: The current show must be paid in full PLUS the minimum deposit required for any future show(s) must be paid in full to select booth space in that show's lottery.

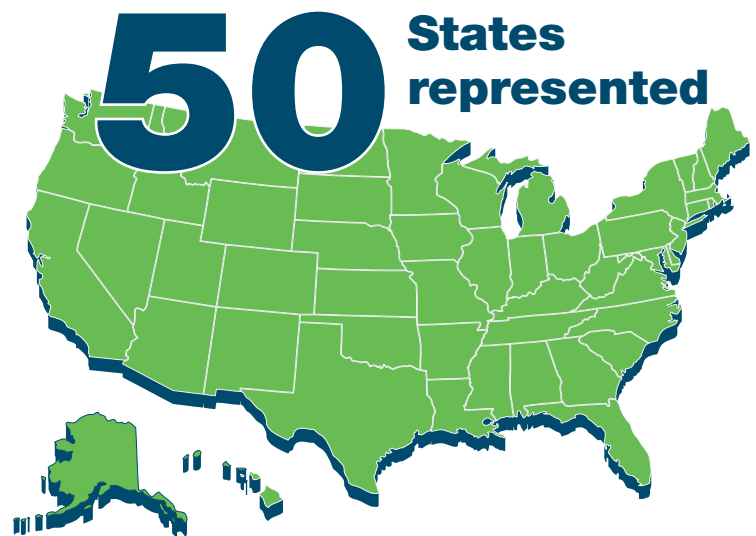
See pages 7-9 for Sponsorship Levels. For lottery details, visit the specific conference website at bicsi.org/winter or bicsi.org/fall.

Attendee Demographics

Reach individuals from every corner of the globe and every sector of the ICT industry, from high-level executives and owners to installers and technicians in the field.

- Architects and Consultants
- Audiovisual (AV) Professionals
- Authorities Having Jurisdiction (AHJs)
- BICSI Credential Holders
- Broadband Service Providers
- Cabling Installers and Technicians
- Civil Engineers
- Communications Managers (Corporate and Government)
- Communications Resellers and VARS
- Construction Managers (CMs)
- Data Center Designers and Engineers
- Electronic Safety and Security (ESS) Professionals
- End Users
- Facility Owners and Managers
- General Contractors
- ICT Contractors
- ICT Design Consultants
- Management Professionals
- Marketers
- Military Personnel
- Network Designers and Administrators
- Outside Plant (OSP) Engineers
- Professional Engineers
- Project Managers (Government, Military, Civilian, and Corporate)
- Quality Controllers
- Sales Engineers and Professionals
- Wireless/Digital Professionals

Where Do Our Attendees Live?



55 Countries represented



Attendee Demographics

Primary Company Operation

Respondents could choose only one response.

37%
**Construction/
Installation**



22%
**Design/
Engineering
Services**



14%
Consulting

Construction/Installation	37%
Design/Engineering Services	22%
Consulting	14%
Other	8%
Government/Military	7%
Education/Training Provider	6%
Manufacturer	3%
ICT Consumer	3%

Primary Job Function

Respondents could choose only one response.

Designer	27%
Project Manager	24%
(Professional) Engineer	15%
Consultant	12%
Other	12%
Network/Systems Integrator	5%
Salesperson	5%

27%
Designer



24%
Project Manager



15%
**(Professional)
Engineer**

Attendee Demographics

Design/Installation/Management Products

Respondents could choose multiple responses.



75%
Voice & Data



71%
Wireless



63%
Outside Plant

Voice & Data	75%
Wireless	71%
Outside Plant	63%
Audio/Video	59%
Electronic Safety & Security	54%
Paging	53%
Internet Access	47%
Building Automation	43%
Alarm	38%
Controls	35%
Lighting	26%
All of the Above	22%
Other	3%

Value of Upcoming ICT Projects

Respondents could choose only one response.

Less than \$100,000	4%
\$100,000 to \$249,999	5%
\$250,000 to \$499,999	8%
\$500,000 to \$999,999	14%
\$1-4.99 million	28%
\$5-9.99 million	11%
\$10-20 million	10%
Greater than \$20 million	14%
Not applicable (retired or student)	6%

28%
\$1-4.99 million

14%

**Greater than
\$20 million**

**\$500,000
to \$999,999**

Sponsorship Level Options

SPONSORSHIP LEVELS	DIAMOND	PLATINUM	SILVER	BRONZE
Complimentary Booth Space*	10'x 20'	10'x 20'	10'x10'	10'x10'
Logo on Conference E-blasts	✓	✓		
Official Sponsor of:	Food & Beverage in Exhibit Hall AND Conference Pens	Attendee Breaks	BICSI Theater	Conference Door Prizes
Custom Sponsor Banner	✓			
BICSI Annual Awards Banquet Exclusive VIP Table	✓			
Backlit Panel	2	1		
Attendee Bag Insert	✓	✓	✓	
<i>What's New, What's It Do?</i> Speaking Slot			✓	
Exhibit Hall Banner	✓	✓	✓	
Sponsor Floor Stickers				✓
Conference Registrations	2 Full			
Electronic Exhibit Hall Visitor Invite	✓	✓		
Program Ad	2 Full-page	Full-page	Half-page	Half-page
Priority Booth Selection**	✓	✓	✓	✓
Attendee Mailing Labels	✓	✓	✓	✓
Company Logo in On-site Program	✓	✓	✓	✓
Company Link from Conference Website	✓	✓	✓	✓
Company Logo on Conference Website	✓	✓	✓	✓
Company Logo at Exhibit Hall Entry	✓	✓	✓	✓
Company Logo on Conference Slide Loops	✓	✓	✓	✓

* Upgrade available upon request. **Sponsors must be paid in full for Priority Booth Selection.

Exhibit at	Diamond	Platinum	Silver	Bronze
Winter or Fall	\$32,500	\$25,000	\$12,500	\$9,000
Packages				
BOTH Winter AND Fall 2023 Shows	\$60,000	\$45,000	\$22,500	N/A

Choose Your Sponsorship Level:

Diamond, Platinum, Silver, or Bronze

Available exclusively to exhibitors. Prices listed in U.S. dollars.
Sponsorship details and pricing are subject to change.

Diamond Sponsor

- **Exclusive:** Only one Diamond Sponsor per conference
- Complimentary 10'x20' booth space (upgrade available upon request)
- **Exclusive Diamond and Platinum Marketing!**
Company's logo to be included on all main conference e-blasts sent to more than 85,000 people on BICSI's email distribution list
- Official sponsor of food and beverage in the Exhibit Hall
 - Company logo imprinted on cocktail napkins
 - Signage placed at food stations
- Official sponsor of the conference pens, featuring company logo
- Two standard backlit panels, featuring company description or ad, placed in a prominent area of the conference venue
- One exclusive VIP table at the Annual Awards Banquet at the Winter Conference

EXHIBIT AT	TOTAL COST	SAVINGS
Winter	\$32,500	
Fall	\$32,500	
PACKAGES		
BOTH Winter AND Fall 2023 shows	\$60,000	\$5,000

- One insert to be included in attendee and visitor bags
- Diamond Sponsor banner, featuring company logo and Exhibit Hall booth number
- Two full-conference registrations
- Electronic Exhibit Hall visitor invite personalized with your booth number for unlimited use
- Two full-page advertisements in the on-site program
- Customized sponsor banner displayed in the conference venue
- Plus more (see page 9)

Platinum Sponsor

- Complimentary 10'x20' booth space (upgrade available upon request)
- **Exclusive Diamond and Platinum Marketing!**
Company's logo to be included on all main conference e-blasts sent to more than 85,000 people on BICSI's email distribution list
- Official sponsor(s) of the attendee breaks
 - Signage placed in the break area
- One standard backlit panel, featuring company description or ad, placed in a prominent area of the conference venue
- One insert to be included in attendee and visitor bags

EXHIBIT AT	TOTAL COST	SAVINGS
Winter	\$25,000	
Fall	\$25,000	
PACKAGES		
BOTH Winter AND Fall 2023 shows	\$45,000	\$5,000

- Platinum Sponsor banner, featuring company logo and Exhibit Hall booth number
- Electronic Exhibit Hall visitor invite personalized with your booth number for unlimited use
- One full-page advertisement in the on-site program
- Plus more (see page 9)

Silver Sponsor

- Complimentary 10'x10' booth space (upgrade available upon request)
- Official sponsor(s) of the BICSI Theater
- One speaking slot during *What's New, What's It Do?*
- One insert to be included in attendee and visitor bags
- Silver Sponsor banner, featuring company logo and Exhibit Hall booth number
- One half-page advertisement in the on-site program
- Plus more (see below)

EXHIBIT AT	TOTAL COST	SAVINGS
Winter	\$12,500	
Fall	\$12,500	
PACKAGES		
BOTH Winter AND Fall 2023 shows	\$22,500	\$2,500

Bronze Sponsor

- Complimentary 10'x10' booth space (upgrade available upon request)
- Official sponsor(s) of the conference door prizes
- Two 3'x 3' Bronze recognition floor stickers at entrance of booth
- One half-page advertisement in the on-site program
- Plus more (see below)

EXHIBIT AT	TOTAL COST
Winter	\$9,000
Fall	\$9,000

Diamond, Platinum, Silver, and Bronze Sponsors Receive:

- Priority booth selection!*
- Lottery selection order:
 1. Diamond Sponsor
 2. Sponsors who register during the 2022 Winter Conference
 3. Early Bird Sponsors (signed up by 7 October 2022)
 4. After lottery, first-come, first-served basis
- Attendee mailing labels for one-time use, not including email addresses
- Corporate name and logo listed on conference sponsor page in the on-site program
- Corporate website linked from the 2023 conference website
- Corporate logo on BICSI website
- Corporate logo on Exhibit Hall entryway
- Logo on the slide loop projected at each General Session (prior to the start of the session, during session breaks, and at the close of the session)

*Sponsors must be paid in full for priority booth selection.

See Sponsorship/Ad Insertion Application on pages 15-16. Visit bicsi.org/marketing or contact cnalls@bicsi.org for details.

Sponsorship Options to Fit Every Budget and Strategy

Note: Sponsorship content is subject to approval.

Exclusive Sponsorships

Charge & Connect Lounge

Winter or Fall: \$15,000 BOTH Winter AND Fall: \$27,500

Connect with attendees while they charge their mobile device and check their emails. Attendees will need to type your company name as the password to enter the computer program! The Charge & Connect Lounge is in a high-traffic area, which means extra company exposure and visibility.

Attendee Totes

Winter or Fall: \$12,500 BOTH Winter AND Fall: \$20,000

Show your support of BICSI and help attendees and visitors stay organized with these quality tote bags.

NEW! Reusable Water Bottle with Carabiner Clip

Winter or Fall: \$9,000 BOTH Winter AND Fall: \$15,000

Your logo will be printed on an exclusive reusable conference water bottle. An eco-friendly item that will be seen clipped to attendees backpacks during the event, as well as after.

Lanyards

Winter or Fall: \$7,000 BOTH Winter AND Fall: \$13,000

Every attendee receives a lanyard with your logo on it, increasing your exposure outside the Exhibit Hall too.

Attendee & Visitor Badges

Winter or Fall: \$7,000 BOTH Winter AND Fall: \$13,000

Display your company logo on the back of each badge worn by every attendee and Exhibit Hall visitor.

Cups/Koozies in the Exhibit Hall

Winter or Fall: \$6,000 BOTH Winter AND Fall: \$11,000

Put your logo in attendees' hands during receptions in the Exhibit Hall.

NEW! Exhibit Hall Guide/Map

Winter or Fall: \$5,000

As the exclusive sponsor of the pocket-sized Exhibit Hall Guide/Map distributed to all attendees, you will receive two full-size ads and your logo will be placed on the front cover.

Aisle Banner Dangler for All Aisles

Winter or Fall: \$5,000; BOTH Winter AND Fall: \$9,000

Sponsor all the aisles in the Exhibit Hall with your double-sided logo dangling below the numbered aisle banner.

Conference Mobile App Sponsorship and Push Notification Package

Winter or Fall: \$5,000

Sponsor BICSI's conference mobile web app and be seen on attendees' hand-held devices as they walk the conference and Exhibit Hall and send daily push notifications of your customized message.

NEW! Branded Bubblers Water Stations

Winter or Fall: \$750 each

Place your logo on as many water stations as you like throughout the conference.

Complete the Conference Sponsorship/Ad Insertion Application on pages 15-16.



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I tell everyone what a great format BICSI has for the shows, from serving food and drinks on the show floor to the opportunities to feature products and services. When we measure what it takes to exhibit at other shows, BICSI is our favorite, bar none. Most importantly, we make our best business connections at these shows, from forming valuable partnerships to discovering new customers.

”

-Tyler Andrews,
PoE Texas

On-site Branding & Advertising



Rotating Four-Sided Backlit Panel

Winter or Fall: \$5,000

Your company ad comes to life on this rotating backlit panel in a high-traffic area outside the Exhibit Hall.

Floor Stickers (6) 3'x 3'

Winter or Fall: \$4,000

Lead BICSI attendees to the Exhibit Hall every step of the way! Stickers are available in many areas outside the Exhibit Hall.

Standard Backlit Panel

Winter or Fall: \$2,500

Place your company ad on this 38"x 90" backlit panel in a prominent area outside the Exhibit Hall.

Attendee Bag Insert

Winter or Fall: \$1,500

Place your company's invitation, press release, or flyer in each attendee's conference bag. Save more by pairing your attendee bag insert with an ad in the on-site conference program. See details to the right.

Conference Program Ad

Increase your Exhibit Hall exposure with a 4-color ad in the conference program.

Ad Sizes (w x h):

- Full-page cover II, III, or IV: Size is 6"x 9"
(add 1/4" bleed) = \$2,750
- Full-page: Size is 6"x 9"
(add 1/4" bleed) = \$2,000
- Half-page horizontal: Size is 4.75"x 4"
(no bleed) = \$1,000
- Half-page vertical: Size is 2.5"x 8"
(no bleed) = \$1,000

Program Ad & Bag Insert Package

Maximize your savings and your conference presence when you purchase both a 4-color program ad and attendee bag insert.

- Insert & full-page ad: \$2,500
- Insert & half-page ad: \$1,750

Complete the Conference Sponsorship/Ad Insertion Application on pages 15-16.

Mailing Labels (Standard/Premier)

Winter or Fall:

Standard – \$500

Premier – \$250

Promote and market your products and services to BICSI conference attendees before or after the conference.

Catch Attendees at Their Hotel Room

Hotel Key Cards

Call or email for pricing.

Remind attendees who you are as they return to their hotel room with your company logo and message on their key card.

Room Drop

Call or email for pricing.

Attendees will wake up with your promotion at their guest room door or inside their room.

Venue-Specific Opportunities

Winter Venue Exclusives Tampa Convention Center

Front Drive – Outdoor Display/Vehicle Demos

Call or email for pricing.

Be one of the first exhibitors that attendees notice by displaying your message outside the entrance of the Tampa Convention Center. And/or add to the excitement of the conference by sponsoring a product demo from your vehicle display.

Digital Branding Outside Exhibit Hall

\$7,500 each

Attendees will view your projected logo, image, or video on rectangular wall inserts in this high-traffic area outside the Exhibit Hall. Multiple graphics can be looped throughout the day.

Digital Signage

120" monitor – three available: \$5,000 each

50" monitor – 10 vertical available / four horizontal available: \$2,500 each

Outdoor digital signage (on Riverwalk):

Call or email for pricing.

With both 120" and 50" monitors located throughout the convention center, you can choose the size and location(s) of your animated digital messaging. Or be seen by attendees as they stroll the beautiful outdoor Riverwalk.



Exterior Branding

Lamp post signage – 16 available: \$3,500 each

Column wraps and other branding opportunities:

Call or email for pricing.

Attendees will get a 360° view of your company logo as they make their way around the outside of the conference facility. Lamp post signs, column wraps, and more are available.

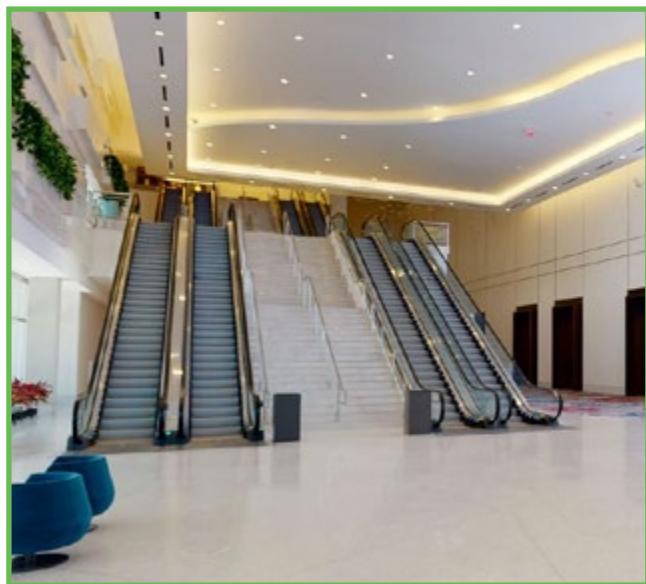
Interior Branding

Staircases • Escalators • Window Clings • Doors

Call or email for pricing.

Plenty of options. Display your logo on staircases, escalators, windows, and/or doors. Select multiple locations for enhanced branding.

Fall Venue Exclusives Caesars Forum



Interior Branding

Window Clings • Escalators • Staircases • Doors • Pillars

Pricing begins at \$5,000. Call or email for details.

Imagine your logo on windows, escalators, and/or stair, door, and pillar branding throughout Caesars Forum. Other options available too.

Digital Signage & Branding

Digital Kiosks • Projector & Video Walls • Flat Screens

Pricing begins at \$4,000. Call or email for details.

Highlight your company presence with your logo on digital kiosks, projector and video walls, flat screens, and more. Many opportunities are available.

Winter and Fall



What's New, What's It Do?

Winter: \$750; Fall: \$500

Introduce and/or demonstrate a fresh and innovative product during a brief presentation in the BICSI Theater inside the Exhibit Hall. Following your presentation, all WNWID audience members will receive a "passport" to be stamped at your booth – a terrific opportunity to follow up after your presentation.

Winter Exclusives

Women in BICSI Networking Event

Exclusive Sponsor : \$10,000

Partial Sponsor (4 available): \$2,500

Encourage growing interests in the Women in BICSI workgroup by sponsoring the Women in BICSI (WiB) Networking Event. WiB is a social group created especially for women in the information and communications technology (ICT) community. WiB brings together women of all stages in their ICT careers, offering mentorship, mutual support, and fellowship. Call to inquire about how you can support Women in BICSI.

BICSI Emerging Professionals and Students Networking Event

Exclusive Sponsor: \$10,000

Partial Sponsor (4 available): \$2,500

Support the future of BICSI by sponsoring the BICSI Emerging Professionals and Students (BEPS) Networking Event. BEPS is a workgroup with activities aimed at introducing and engaging youth, students, and emerging professionals in the ICT community by building awareness and generating excitement for the industry while supporting an emerging, diverse generation of future ICT leaders. Call to inquire about how you can support the future of ICT.

Annual Awards Banquet Gala

Cocktail Reception Sponsor: \$10,000

Entertainment Sponsor: \$10,000

VIP Table Sponsor: \$2,000

Show your support in honoring BICSI award recipients by sponsoring a portion of the on-site Awards Banquet or reserving a VIP table.

Technology Showcase

Winter: \$1,000 full kiosk/\$700 half kiosk

In this exclusive area of the Exhibit Hall, exhibitors can showcase their newest and most innovative products and services representing a range of ICT-related fields. Attendees will cast their vote for Best in Show in a variety of product categories.

Winter Special Offer!

What's New, What's It Do? PLUS

Technology Showcase

Save \$250 by adding the Technology Showcase (TS)!

\$1,500 full-TS kiosk & WNWID; \$1,200 half-TS kiosk & WNWID

BICSI Cabling Skills Challenge

Call or email for pricing.

During this in-person Winter Conference tradition, BICSI Installers and Technicians compete to perform industry tasks to win the title of BICSI Installer of the Year and \$5,000. Exhibitors can build their brand identity by sponsoring events, prizes, and/or donating products to use during the competition. Find out more on page 14.

Visit bicsi.org/marketing to view 2023 BICSI Conference & Exhibition Rules and Regulations.

2023 BICSI Cabling Skills Challenge



Sponsor this exciting tradition!

Why Get Involved?

1. Contestants and attendees learn who you are when they use your products.
2. Significant promotion before, during, and after the conference.
3. Receive a discount on Speed Challenge sponsorships.
4. Build brand identity.



Part of the 2023 BICSI Winter Conference & Exhibition

Conference: 5 - 9 February 2023

Competition: 6 - 8 February 2023

Tampa Convention Center

Tampa, Florida, USA

bicsi.org/skillschallenge

Sponsor a BICSI Virtual Event

To ensure BICSI stays connected to a worldwide audience, we offer virtual ICT Forums and webinars, making it easy to gain ICT knowledge and earn CECs no matter where you live. A **vICT Forum** is a four-hour event hosted by a particular BICSI Region. It features three, one-hour live-streamed technical presentations from three different sponsoring ICT organizations. In addition, each sponsor holds a brief *What's New, What's It Do?* presentation. Attendees earn 3 CECs.

BICSI also offers one-hour **webinars**, a quick and convenient way to stay on top of recent ICT trends and earn one CEC. Each BICSI webinar is hosted by a single ICT company that shares their unique expertise and perspective on a specialized topic.

Consider sponsoring/speaking at one of these educational events. Email cnalls@bicsi.org.

SPONSORSHIP/ AD INSERTION

Please review the 2023 BICSI Conference & Exhibition Rules and Regulations and Exhibitor Contract at bicsi.org/marketing.

2023 WINTER 5 – 9 Feb. | Exhibits: 6-8 Feb.

2023 FALL 10-14 Sept. | Exhibits: 11-13 Sept.

CONTACT INFORMATION (please type or print clearly)

Exhibitor/Full company name (as you would like it to appear)				Order date
Address	City	State/Province	Zip/Postal code	Country
Website		Company phone number	Company toll-free number	

PRIMARY BOOTH CONTACT (to receive all exhibitor mailings)

Title	Authorized Signature		
Work number	Mobile number	Email	Fax

SECONDARY CONTACT

Work number	Mobile number	Email	Fax
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If requesting a bigger booth size than what you receive with your sponsorship level, please use the appropriate pricing found on the exhibitor applications for each additional 10'x10' when entering below.

WINTER SPONSORSHIP LEVEL

- ☐ Diamond ☐ Platinum
☐ Silver ☐ Bronze

Sponsorship level cost: \$ _____

ADDITIONAL 10X10's

Quantity: _____

+ \$/10X10 \$ _____

Layout: (i.e. 20x30) _____

Total \$ _____

OTHER SPONSORSHIPS

Item one: _____

+ Item one cost: \$ _____

Item two: _____

+ Item two cost: \$ _____

Item three: _____

+ Item three cost: \$ _____

PROGRAM AD(s)

Ad size: _____

Quantity: _____

+ Ad cost: \$ _____

= TOTAL \$ _____

FALL SPONSORSHIP LEVEL

- ☐ Diamond ☐ Platinum
☐ Silver ☐ Bronze

Sponsorship level cost: \$ _____

ADDITIONAL 10X10's

Quantity: _____

+ \$/10X10 \$ _____

Layout: (i.e. 20x30) _____

Total \$ _____

OTHER SPONSORSHIPS

Item one: _____

+ Item one cost: \$ _____

Item two: _____

+ Item two cost: \$ _____

Item three: _____

+ Item three cost: \$ _____

PROGRAM AD(s)

Ad size: _____

Quantity: _____

+ Ad cost: \$ _____

= TOTAL \$ _____

WE AGREE UNCONDITIONALLY TO THE FOLLOWING TERMS:

1. If signing up by 15 April 2022, a 25% non-refundable deposit for each show is required. Remaining balances are due: Winter, by 7 October 2022; Fall, by 5 May 2023. If signing up after 15 April 2022, a 100% payment is due for Winter; 50% non-refundable deposit for Fall; Remaining balances are due on dates listed above or full payment is due if the dates listed above have passed. 2. Booth assignments will be made using a lottery system for all applications received and paid in full by the Early Bird deadline. After the deadline, assignments will be made on a first-come, first-served basis. 3. We understand, agree to, and will abide by the terms and conditions outlined in the *2023 BICSI Conference & Exhibition Rules and Regulations* AND the *Exhibitor Contract* found at bicsi.org/marketing. 4. The relationship between BICSI and the sponsoring organizations/corporations of an event or an event-related item does not represent exclusive agreements between BICSI and the specific organizations/corporations, nor does it suggest that BICSI endorses the programs, products, or services of the organizations/corporations. Sponsor agrees that this sponsorship contract cannot be cancelled at any time. **Important Note:** Should any of the sponsorship opportunities be partially funded, the sponsoring organization/corporation will receive the benefits outlined, but with the caveat "sponsored in part by name of company." **Right to Refuse Sponsor:** BICSI shall reserve the right to reject a potential sponsor on such factors as questionable business practices, those having a mission conflict with BICSI, or those who desire to assume control of an event through sponsorship. **Material Production:** BICSI will be responsible for the production of materials (unless otherwise specified) and will invoice the sponsoring organization/corporation directly. If the sponsoring organization/corporation is able to obtain a better product, then BICSI reserves the right to approve the product and subsequent design of the product. BICSI reserves the right to charge a sponsorship fee should the sponsoring organization/corporation decide to produce the materials. Quantities may change depending on attendance figures.

Exhibiting companies agree to maintain such insurance that will fully protect BICSI from any and all claims of any nature whatsoever, including claims under the Worker's Compensation Act, and for personal injury, including death which may arise in connection with the installation, operation, or dismantling of the exhibitor's display. Exhibiting companies are required to add on to their existing insurance portal-to-portal rider at a nominal cost, protecting them against the loss damage to their materials by fire, theft, accident, or other related loss.

LOGO SUBMISSION: Logos must be received upon confirmation of sponsorship. Please email kosterman@bicsi.org. Logos must be provided as a vector file (Illustrator or EPS) in CMYK AND black OR white version. In addition, an RGB PNG must be provided for our website.

I, the undersigned, as authorized agent of the above-named company, agree to adhere to the specified terms and conditions of this contract/application and to the full *2023 BICSI Conference & Exhibition Rules and Regulations* and *Exhibitor Contract* located at bicsi.org/marketing. I understand I am responsible for ensuring that all other company representatives do the same. I acknowledge that BICSI reserves the right to accept or reject this application.

Authorized signature

Title

Date

FOR BICSI USE ONLY

IMPORTANT: The current show MUST be paid in full PLUS the minimum deposit required for any future show(s) MUST be paid in full to select booth space in that show's lottery.

	Winter	Fall
Company ID:		
Booth Number:		
Booth Size:		
Total Booth Cost:		
Deposit Received:		
Deposit Processed:		
Balance Due:		
Balance Received:		
Balance Processed:		
Invoice Number:		

CONTACT BICSI

Mail or fax this form to: BICSI, Attn: Courtney Nalls,
8610 Hidden River Parkway, Tampa, Florida 33637-1000 USA
Fax: +1 813.971.0286; **Phone:** 800.242.7405 (USA & Canada toll-free)
or +1 813.769.1842; **Email:** cnalls@bicsi.org; **Web:** bicsi.org

PAYMENT SECTION Please submit front and back of this form for processing.

Please make all checks payable to BICSI in U.S. dollars, drawn from a U.S. bank. (Call BICSI's Accounting Department for instructions on wiring funds.) For your protection, BICSI does not accept emailed credit card numbers. If paying by credit card, please mail or fax your payment information instead.

+ Winter	\$	_____
+ Fall	\$	_____
= Total	\$	_____

☐ Check or Money Order ☐ Visa ☐ MasterCard ☐ American Express ☐ Discover

Cardholder name (as it appears on the credit card)

Cardholder signature

Credit card number

Expiration date

CVV

Billing zip code (required)

PREMIER EXHIBITOR APPLICATION

Contract for **BOTH 2023 Conferences**
(W and F) at one time.

2023 WINTER 5 – 9 Feb. | Exhibits: 6-8 Feb.

2023 FALL 10-14 Sept. | Exhibits: 11-13 Sept.

Prices are listed in U.S. dollars and are subject to change.

Please review the *2023 BICSI Conference & Exhibition Rules and Regulations and Exhibitor Contract* at bicsi.org/marketing.

Please indicate your desired booth size for each conference. Total booth price: Rate/Net Square Foot; 10'x10' increments.

ON-SITE RATES: RECEIVED BY 15 APRIL 2022.

		No. of 10'x10's	Booth Configuration (e.g.: 20'X30')	Booth Sharing (\$500): Company Name	Total Booth Price
	Winter 23 and	\$55.00/per ft ²			
	Fall 23	\$55.00/per ft ²			

EARLY BIRD RATES: RECEIVED AFTER 15 APRIL 2022 AND BY 7 OCTOBER 2022.

		No. of 10'x10's	Booth Configuration (e.g.: 20'X30')	Booth Sharing (\$500): Company Name	Total Booth Price
	Winter 23 and	\$60.25/per ft ²			
	Fall 23	\$60.25/per ft ²			

REGULAR RATES: RECEIVED AFTER 7 OCTOBER 2022.

		No. of 10'x10's	Booth Configuration (e.g.: 20'X30')	Booth Sharing (\$500): Company Name	Total Booth Price
	Winter 23 and	\$64.50/per ft ²			
	Fall 23	\$64.50/per ft ²			

1. **Onsite Rates:** Received by 15 April 2022.
2. **Early Bird Rates:** Received after 15 April 2022 and by 7 October 2022.
3. **Regular Rates:** Received after 7 October 2022.

Please contact the BICSI Sales Department for the number of Exhibitor Representatives and Exhibit Hall passes allotted for each booth size, and the word count for exhibitor descriptions in the conference program. Email: cnalls@bicsi.org; Tel: +1 813.769.1842 or 800.242.7405 (USA & Canada toll-free).

CONTACT INFORMATION (please type or print clearly)

Full company name (as you would like it to appear)			Order date
BICSI Corporate Member? <input type="checkbox"/> Alliance <input type="checkbox"/> Elite <input type="checkbox"/> Elite Plus			
Address		City	State/Province
Zip/Postal code	Country	Website	
Company phone number		Company toll-free number	

PRIMARY BOOTH CONTACT (to receive all exhibitor mailings)

Title		Authorized Signature
Work number	Mobile number	Email

SECONDARY CONTACT

Work number	Mobile number	Email	Title
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CONTACT BICSI Mail or fax this form to: BICSI, Attn: Courtney Nalls, 8610 Hidden River Parkway, Tampa, Florida 33637-1000 USA
Fax: +1 813.971.0286; Phone: 800.242.7405 (USA & Canada toll-free) or +1 813.769.1842; Email: cnalls@bicsi.org; Web: bicsi.org

WE AGREE UNCONDITIONALLY TO THE FOLLOWING TERMS:

1. If signing up by 15 April 2022, a 25% non-refundable deposit for each show is required. Remaining balances are due: Winter, by 7 October 2022; Fall, by 5 May 2023. If signing up after 15 April 2022, a 100% payment is due for Winter; 50% non-refundable deposit for Fall; Remaining balances are due on dates listed above or full payment is due if the dates listed above have passed. 2. Booth assignments will be made using a lottery system for all applications received and paid in full by the Early Bird deadline. After the deadline, assignments will be made on a first-come, first-served basis. 3. We understand, agree to, and will abide by the terms and conditions outlined in the 2023 BICSI Conference & Exhibition Rules and Regulations AND the Exhibitor Contract found in the 2023 BICSI Exhibitor Prospectus.

Exhibiting companies agree to maintain such insurance that will fully protect BICSI from any and all claims of any nature whatsoever, including claims under the Worker’s Compensation Act, and for personal injury, including death which may arise in connection with the installation, operation, or dismantling of the exhibitor’s display. Exhibiting companies are required to add on to their existing insurance portal-to-portal rider at a nominal cost, protecting them against the loss damage to their materials by fire, theft, accident, or other related loss.

Authorized signature	Title	Date
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BICSI CARES CONTRIBUTION

Would you like to make a tax deductible corporate donation to the BICSI Cares charity being supported at the conference(s)? If so, please check for which conference(s) and include your donation amount. Charity details will be posted to the conference website once a charity has been selected.

☐ Winter Donation \$ _____ ☐ Fall Donation \$ _____ ☐ Please contact me with more information.

Authorized signature _____ Date _____

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<div>+ Winter \$ _____</div> <div>+ Fall \$ _____</div> <div>= Total \$ _____</div>	<input type="checkbox"/> Check or Money Order <input type="checkbox"/> Visa <input type="checkbox"/> MasterCard <input type="checkbox"/> American Express <input type="checkbox"/> Discover		
Cardholder name (as it appears on the credit card)		Cardholder signature	
Credit card number	Expiration date	CVV	Billing zip code (required)

STANDARD EXHIBITOR APPLICATION

Contract for **ONE** 2023 Conference
(W or F).

2023 WINTER 5 – 9 Feb. | Exhibits: 6-8 Feb.

2023 FALL 10-14 Sept. | Exhibits: 11-13 Sept.

Please review the *2023 BICSI Conference & Exhibition Rules and Regulations and Exhibitor Contract* at bicsi.org/marketing.

ON-SITE RATES: RECEIVED BY 15 APRIL 2022.

	No. of 10'x10's	Booth Configuration (e.g.: 20'X30')	Booth Sharing (\$500): Company Name	Total Booth Price
Winter 23	\$61.00/per ft ²			
Fall 23	\$61.00/per ft ²			

EARLY BIRD RATES: RECEIVED AFTER 15 APRIL 2022 AND BY 7 OCTOBER 2022 (WINTER) AND 5 MAY 2023 (FALL).

	No. of 10'x10's	Booth Configuration (e.g.: 20'X30')	Booth Sharing (\$500): Company Name	Total Booth Price
Winter 23	\$66.25/per ft ²			
Fall 23	\$66.25/per ft ²			

REGULAR RATES: RECEIVED AFTER 7 OCTOBER 2022 (WINTER) AND 5 MAY 2023 (FALL).

	No. of 10'x10's	Booth Configuration (e.g.: 20'X30')	Booth Sharing (\$500): Company Name	Total Booth Price
Winter 23	\$70.75/per ft ²			
Fall 23	\$70.75/per ft ²			

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3. **Regular Rates:** Received after 7 October 2022 for Winter; and after 5 May 2023 for Fall.

Please contact the BICSI Sales Department for the number of Exhibitor Representatives and Exhibit Hall passes allotted for each booth size, and the word count for exhibitor descriptions in the conference program. Email: cnalls@bicsi.org; Tel: +1 813.769.1842 or 800.242.7405 (USA & Canada toll-free).

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CONTACT INFORMATION (please type or print clearly)

Full company name (as you would like it to appear)			Order date
BICSI Corporate Member? <input type="checkbox"/> Alliance <input type="checkbox"/> Elite <input type="checkbox"/> Elite Plus			
Address		City	State/Province
Zip/Postal code	Country	Website	
Company phone number		Company toll-free number	

PRIMARY BOOTH CONTACT (to receive all exhibitor mailings)

Title		Authorized Signature
Work number	Mobile number	Email

SECONDARY CONTACT

Title	
Work number	Mobile number
Email	

CONTACT BICSI Mail or fax this form to: BICSI, Attn: Courtney Nalls, 8610 Hidden River Parkway, Tampa, Florida 33637-1000 USA
Fax: +1 813.971.0286; Phone: 800.242.7405 (USA & Canada toll-free) or +1 813.769.1842; Email: cnalls@bicsi.org; Web: bicsi.org

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Authorized signature	Title	Date
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☐ Winter Donation \$ _____ ☐ Fall Donation \$ _____ ☐ Please contact me with more information.

Authorized signature	Date
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<div>+ Winter \$ _____</div> <div>+ Fall \$ _____</div> <div>= Total \$ _____</div>	<input type="checkbox"/> Check or Money Order <input type="checkbox"/> Visa <input type="checkbox"/> MasterCard <input type="checkbox"/> American Express <input type="checkbox"/> Discover		
Cardholder name (as it appears on the credit card)		Cardholder signature	
Credit card number	Expiration date	CVV	Billing zip code (required)

Exhibitor Perks to Corporate Membership



Gain More Visibility

Elite Marketing and Elite Plus Corporate Members can take part in the Exhibits Marketing Program, which offers additional marketing resources to increase your exhibitor presence at the BICSI Winter and Fall conferences.

Exhibiting Elite Marketing and Elite Plus Corporate Members Receive:

- Up to four conference registrations (see bicsi.org/connected for details)
- BICSI Corporate Member floor stickers
- Unique listing in the BICSI conference program
- Corporate Member plaque at your exhibit booth
- Designated sign with your company's logo at the conference
- Post-conference attendee mailing labels
- Enhanced Corporate Buyer's Guide listing
- **New!** Annual Corporate Member Summit – Explore exhibition and sponsorship opportunities

For more information, go to bicsi.org/connected.



Support BICSI Cares



As the charity arm of BICSI, BICSI Cares® chooses a local children's charity to support at each BICSI conference.

If you would like to make a donation, please ask how to add a BICSI Cares contribution to your exhibitor or sponsorship purchase. Learn more at bicsi.org/bicsicare.



Our Exhibitors

Your competitors exhibit at BICSI. Make sure you do too!

The following companies exhibited at the 2020 Winter (in-person) and 2020 Fall (virtual) conferences.

- ADI
- Adrian Steel Company
- Advanced Test Equipment Rentals
- AEM
- AFL
- Aiphone Corporation
- Allen Tel Products, Inc.
- Alliance Corporation
- Altronix Corp.
- America ILSINTECH
- American Polywater Corporation
- Armorlogix
- ASSA ABLOY
- Association for Passive Optical LAN
- AtlasLED
- Audio Enhancement
- Axis Communications
- BASOR Inc.
- Berk-Tek Leviton Technologies
- Biamp Systems
- Bogen Communications, Inc.
- Brady Corporation
- Brother Mobile Solutions
- Cabling Installation & Maintenance
- Cailabs
- CCCA (Communications Cable & Connectivity Association)
- Century FiberOptics
- Chatsworth Products, Inc.
- Commodity Cables, Inc.
- CommScope
- Communications Cable & Connectivity Association
- ComNet Communication Networks
- Condux International
- Connectrac
- Corning Optical Communications
- CP Technologies
- CyberPower Systems, Inc.
- Damage Prevention Solutions, LLC
- DITEK Corporation
- Dura-Line Corporation
- DUZcart
- DYMO Industrial Labeling
- Eaton
- Electric Supply Inc.
- Electro Rent Corporation
- E-Line by DIRAK, Inc.
- Emcor Enclosures
- EnerSys Energy Systems
- Eonkey Optical
- Epson LABELWORKS
- Ethernet Alliance
- Eupen Cable USA
- EXFO
- Extron
- Fiber Instrument Sales, Inc.
- Fiber Mountain, Inc.
- FiberFox America Inc.
- Fluke Networks
- FrontRow
- FSR Inc.
- GAI-Tronics Corporation
- General Cable
- General Machine Products
- Gloriot Electropic Technology Corp.
- Graybar
- Great Lakes Case & Cabinet Co., Inc.
- Hammond Manufacturing
- Hanwha Techwin America
- Harger Lightning & Grounding
- Hilti, Inc.
- Hitachi Cable America
- Hubbell Premise Wiring
- Hyperline Cabling Systems
- ICC
- Innovative Lighting (GENISYS)
- Intertek
- ISC Security Events
- ISE Magazine & ISE EXPO
- Jameson LLC
- Jonard Tools
- LaPlus Connectivity Inc.
- L-com Global Connectivity, Inc.
- Legrand
- Lencore Acoustics LLC
- Leviton Network Solutions
- Little Giant Ladder Systems
- LockDown, Inc.
- Lowell Manufacturing
- Lyncole XIT Grounding
- Lynx Broadband
- Madison Electric Products
- MaxCell
- McCormick Systems, Inc.
- McGard LLC
- METZ CONNECT USA
- Milliken Infrastructure Solutions, LLC

- Modular Photonics
- Molex Inc.
- Multilink
- National Electrical Contractors Association
- Niedax MonoSystems, Inc.
- nVent
- Oberon, Inc.
- Odeskabel PJSC
- OFS
- Omnitron Systems
- Optical Cable Corporation
- Optical Wavelength Laboratories
- Outsource
- Panduit Corp.
- Platformatics
- Plumettaz America Corporation
- PoE Texas
- Prime Wire & Cable, Inc.
- PureNet
- Quabbin Wire & Cable Co., Inc.
- Qypsys LLC
- R&M USA Inc.
- REELEX Packaging Solutions, Inc.
- RXL Inc.
- Senko Advanced Components, Inc.
- Shenzhen Adtek Technology Co., Ltd
- Siemens
- SIEMON
- Signamax , Inc.
- Snake Tray
- SnapAV
- Softing, Inc.
- Solara Technical Sales

- Specified Technologies, Inc.
- Speedtech International, Inc.
- STARLINE
- Sumitomo Electric Lightwave
- Sunbird Software
- Superior Essex
- SureCall
- Tactical Deployment Systems
- Tempo Communications
- The Light Connection
- Tii Technologies Inc.
- Times Microwave Systems
- TiniFiber
- Transition Networks, Now Lantronix
- TREND Networks
- TrippLite
- TRS-RenTelco
- UCL Swift Americas
- UL LLC
- Unique Fire Stop Products
- US CONEC, LTD.
- UTEC
- VALCOM
- VeEX Inc.
- Ventev
- VERICOM Global Solutions
- Verigent, LLC
- Vertical Cable
- Viking Electronics, Inc.
- Wavenet, Inc.
- WBT LLC.
- WESCO Distribution
- Winnie Industries
- Wiremaid Products Corporation

- XENOptics Limited
- Y.C. Cable East Inc.
- YFC-BonEagle ELECTRIC Co., LTD.
- Z-Band Technologies
- Zhuhai Hansen Technology Co., LTD

Antitrust Statement

BICSI believes strongly in competition. U.S. antitrust laws are the rules under which our competitive system operates. It is BICSI's policy to comply in all respects with the antitrust laws.

Association meetings or workshops by their very nature bring competitors together. Accordingly, it is necessary to avoid discussions of sensitive topics. Agreements to fix prices, allocate markets, engage in product boycotts, and to refuse to deal with third parties are automatically illegal under the antitrust laws. It does not matter what the reason for the agreement might be.

Accordingly, at any association meeting discussions of prices (including elements of prices such as allowances and credit terms), quality ratings of suppliers, and discussions that may cause a competitor to cease purchasing from a particular supplier, or selling to a particular customer, should be avoided. Also, there should be no discussion that might be interpreted as a dividing up of territories.

An antitrust violation does not require proof of a formal agreement. A discussion of a sensitive topic, such as price, followed by action by those involved or present at the discussion is enough to show a price-fixing conspiracy. As a result, those attending an association-sponsored meeting should remember the importance of avoiding not only unlawful activities, but even the appearance of unlawful activity.

Future BICSI Conferences & Exhibitions

2024

WINTER CONFERENCE & EXHIBITION

28 JANUARY – 1 FEBRUARY

ORLANDO, FLORIDA, USA
ROSEN SHINGLE CREEK

FALL CONFERENCE & EXHIBITION

15-19 SEPTEMBER

LAS VEGAS, NEVADA, USA
CAESARS FORUM

2025

WINTER CONFERENCE & EXHIBITION

2-6 FEBRUARY

ORLANDO, FLORIDA, USA
GAYLORD PALMS RESORT
& CONVENTION CENTER

FALL CONFERENCE & EXHIBITION

24-28 AUGUST

LAS VEGAS, NEVADA, USA
THE VENETIAN CONVENTION
& EXPO CENTER

BICSI

BICSI is a professional association supporting the advancement of the information and communications technology (ICT) community and currently serves more than 26,000 members and credential holders. BICSI is the preeminent resource for the Connected World. Headquartered in Tampa, Florida, USA, BICSI membership spans nearly 100 countries.



BICSI World Headquarters

8610 Hidden River Parkway, Tampa, Florida 33637-1000 USA
800.242.7405 (USA & Canada toll-free) or +1 813.979.1991
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