

2020 BICSI Cabling Skills Challenge

February 10-12, Tampa, Florida, USA



How can my company get involved in the excitement?

Sponsor or donate to this exciting event and show your company's support of information and communications technology (ICT) excellence. The contestants will use your products during the competition. See below for sponsorship and donation levels.

Please note: Cabling Skills Challenge Sponsorships are **only** open to 2020 Winter Conference Exhibitors.

Sponsorship Levels All prices listed in U.S. dollars.

Choose from the following sponsorship levels and check the appropriate box.

Sponsorship details subject to change.

Mega Sponsor — \$5,000 & Five Products Donated

- Recognition as a Mega Sponsor on the BICSI Cabling Skills Challenge website (logo with corresponding hyperlink)
- Dedicated signage as a Mega Sponsor, featuring your company logo in the Exhibit Hall.
- Half-page advertisement in the *BICSI Winter Conference & Exhibition Program*
- Logo placement on all Cabling Skills Challenge pre- and post-marketing materials
- Your company logo included in Winter Conference session slides
- Use of your products in the Cabling Skills Challenge
- Receive \$250 off sponsorship fee for each judge position provided (up to two; \$500 max discount). Eligibility must be approved by CSC Subcommittee.
- Receive a \$1,500 discount on Speed Challenge sponsorship
- **All Double Mega Sponsors (\$10,000) receive one complimentary Speed Challenge opportunity!**

Judges' Apparel Sponsor — \$1,500

- Recognition as a Judges' Apparel Sponsor on the BICSI Cabling Skills Challenge website (logo with corresponding hyperlink)
- Logo placement on judges' shirts
- Dedicated signage as a Judges' Apparel Sponsor, featuring your company logo in the Exhibit Hall
- Your company logo included in Winter Conference session slides
- Receive a \$500 discount on Speed Challenge sponsorship

Major Sponsor — \$3,000 & Three Products Donated

- Recognition as a Major Sponsor on the BICSI Cabling Skills Challenge website (logo with corresponding hyperlink)
- Dedicated signage as a Major Sponsor, featuring your company logo in the Exhibit Hall
- Logo placement on all Cabling Skills Challenge pre- and post-marketing materials
- Your company logo included in Winter Conference session slides
- Use of your products in the Cabling Skills Challenge
- Receive \$250 off sponsorship fee for each judge position provided (up to two; \$500 max discount). Eligibility must be approved by CSC Subcommittee.
- Receive a \$1,000 discount on Speed Challenge sponsorship

Associate Sponsor — \$1,000 & One Product Donated

- Recognition as an Associate Sponsor on the BICSI Cabling Skills Challenge website (logo with corresponding hyperlink)
- Dedicated signage as Associate Sponsor, featuring your company logo in the Exhibit Hall
- Your company logo included in Winter Conference session slides
- Use of your product in the Cabling Skills Challenge
- Receive a \$500 discount on Speed Challenge sponsorship

Arena Sponsor — \$500 (1 panel) or \$800 (dual panel)

- Your full-color company logo or graphics on a single panel or dual corner panel along the perimeter of the Cabling Skills Challenge Arena
- Recognition as Arena Sponsor on the BICSI Cabling Skills Challenge website (logo with corresponding hyperlink)
- Dedicated signage as a Arena Sponsor, featuring your company logo in the Exhibit Hall
- Your company logo included in Winter Conference session slides

*Your company is also encouraged to provide prizes to present to the winners and other contestants.
(Prize values are limited to a maximum of \$599 each.)*

****Please Note: Speed Challenge discounts cannot be combined****

Contact Information (Please print clearly. Your name and company will appear exactly as you have indicated on the registration form.)

Company name	Date	Sponsorship Type	
Marketing contact name	Phone number	Email	
On site contact name	Phone number	Email	
Address	Accounting contact name, phone number & email		
City	State/Province	Zip/Postal code	Country

Contract Details

Disclaimer: The relationship between BICSI and the sponsoring/donating organizations/corporations of an event or 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/donor agrees that this sponsorship contract cannot be cancelled at any time.

Payment: Payment is due with this sponsorship form. The cost of shipping materials and/or prizes associated with the sponsorship(s) is the sole responsibility of the sponsor and is not accepted in lieu of sponsorship payment.

Important Note: Should any of the sponsorship/donation opportunities be partially funded, the sponsoring organization/corporation will receive the benefits outlined, but with the caveat "sponsored/donated in part by (name of company)."

First Come, First Served: The most recent sponsor of a certain item will have the right of first refusal for sponsorship of that item in the 2020 Cabling Skills Challenge until May 31, 2019. Beginning June 1, 2019, all sponsorship opportunities will be offered on a "first come, first served basis."

Right to Refuse Sponsor: BICSI shall reserve the right to reject a potential sponsor/donor 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/donation.

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/donating 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.

Logos must be received upon confirmation of sponsorship. Please email to cscsponsorship@bicsi.org. Logos must be typeset and in JPEG, EPS or TIFF format.

I, the undersigned, as authorized agent of the above-named company, agree to adhere to the specified terms and conditions of this contract and understand I am responsible for ensuring all other company representatives do the same. I acknowledge that BICSI reserves the right to accept or reject this application.

Authorized signature Date Please send me an invoice.

\$ _____ - (\$250 Judge 1) (\$250 Judge 2) = \$ _____
Sponsorship(s) Subtotal Discount(s) from Providing Judges Total Cost
(Mega and Major Sponsors Only)

Donation of Materials and Prizes due by:

January 3, 2020

(Please note: If donated materials are not received at BICSI by January 10, 2020, BICSI reserves the right to utilize products from another source.)

Please ship to:

BICSI
Attn: Cabling Skills Challenge
8610 Hidden River Parkway
Tampa, FL 33637-1000 USA

Note: All shipments must include a packing list and items must be labeled. See page 5 of this form for mailing labels.

Mail, email or fax this entire form to:

Mail: Cabling Skills Challenge
Attn: Sales & Business
Development Department
8610 Hidden River Parkway
Tampa, FL 33637
Email:
cscsponsorship@bicsi.org
Fax: +1 813.971.4311

Payment Section

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.

Total to be paid | Check or Money Order Enclosed
\$ _____ | Visa MasterCard American Express Diner's Club Discover

Internal Use Only

Cardholder name (as the name appears on the credit card) Cardholder signature

Credit card number CVV Expiration date Card billing zip code (required)



Materials/Products Needed

EVENT A - Structured Cabling System Installation

Need	Description	Need	Description	Need	Description
6	19"X84" Standard Relay Rack (black)	2	Level IV Cable Tester with Copper Test Adapters	6	Krone LSA Plus Insertion Tool
3	12"X10' Ladder Rack (black)	7	Pull String Containers	5	Cable Sheath Removal Tool
6	Wall Angle Support Kit (black)	6	Fish Tape	6	Electrician Snips
6	Mounting Hardware for Racks (J-Bolts, Speed Nuts, Rack Screws, Velcro Straps)	6	4' Ladders	5	Diagonal Cutters
12	7"X6" Double Vertical Cable Manager (black) 19"	6	Rolls of Caution Tape	6	Needle Nose Pliers
18	Horizontal Cable Managers 2U (black) Rubber Ladder End	6	Rubber Mats	6	Fine Point Permanent Marker
12	Caps	6	Tool Boxes	6	5-in-1 Screwdriver
12	48-Port Category 6 Patch Panels	6	Current Punch Down Installation	6	Head Lamps
24	Category 6 Outlets (matching color)	6	Palm Puck for WA Outlets	6	Open Adjustable Wrench
6	4-Port Single Gang Faceplates (must be compatible with Cat 6 outlet)	6	Electrical Tape (rolls)	6	Pick & Spudger
12	1000' Category 6 UTP Cable (box)	6	Velcro Rolls	6	Cable Knife
8	Thermal Label Makers	6	Impact Tool with 66 & 110 Blade	6	Punchdown Installation Palm Tool
		6	Bix Insertion Tool		

EVENT B - Copper Cable Terminations, Firestopping & Bonding Practices

Need	Description	Need	Description	Need	Description
12	110-Block 100-Pair Size	6	1000' Category 5e UTP Cable (box)	1	100' #6 AWG Stranded Ground Conductor
18	110 Cross-Connect Troughs	1	25-Pair UTP 200'	50	#6 2-Hole Ground Lugs (long barrel type with inspection holes)
50	110 Type C-5 Clips	6	EZ-Path Firestop Sleeves	6	Racheting Ground Lug Crimpers (MCT81/O crimp tool)
24	110 Type C-4 Clips	6	4" EMT Sleeves with firestop putty		
6	Single-Pair Jumper Wire	6	2" TGB with Wall Mount Bracket		

EVENT C - Fiber Terminations

Need	Description	Need	Description	Need	Description
4	Universal Hot Melt Kit (120 V) - 3M 6365 (May be provided as donation or loan)	100	Anaerobic E & P 50 μm MM ST Connectors (4 ea. toolkits must be provided as a donation or loan.)	2	Packages of Lint Free Wipes
4	Fibrlok Splice Kit with Cleaver - 3M 2559-C (May be provided as donation or loan)	4	Anaerobic Connector Installation Tool Kits	8	12 strand fanout kits
75	Connector LC SM - No Epoxy/No Polish (4 ea. toolkits must be provided as a donation or loan.)	4	Fiber Safety Mat	1	100' (full or partial spool) 12MMF Indoor Loose Tube Cable
60	Connector ST MM Hot Melt White Boot - 3M 6100-W SOLD	4	Debris Container		
75	Connector SC SM - No Epoxy/No Polish (4 ea. toolkits must be provided as a donation or loan.)	1	50m of MM 50 μm 900 μm Tight Buffered Fiber	Event C Supplemental	
4	UniCam PFC Installation Tool Kits	1	50m of SM 900 μm Tight Buffered Fiber	1	Core Alignment Fusion Splicers - Manufacturer A
20	Fibrlok II Universal Optical Fiber Splice (250x900)- 3M 2529	3	Fully Automated Digital Fiber Inspection Probe	1	Core Alignment Fusion Splicers - Manufacturer B
		3	Intelligent Connector and Fiber Certifier	1	Core Alignment Fusion Splicers - Manufacturer C
		1	EF-Compliant MM Light Source	150	60mm Fusion Splice Sleeves
		3	Optical Power Meter w/High Power Detector	150	60mm Fusion Splice Sleeves, 250 to 900mm, 60 mm
		4	Cleaning Kits	3	Splice Test Kits
		1	Thermal Labeler		

EVENT D - Cable Assembly

Need	Description	Need	Description	Need	Description
1	Payout Box or Spool Category 5e UTP Stranded Cable (nonbonded pair)	6	UTPRinging/Sheath Removal Tool	5	Special Outlet Termination Tool (if required F/UTP outlets used)
4	Thermal Labeler	6	RG-6 Coax Ringing Tool	24	MPTL Connectors (Cat 6 or above)
5	UTP/Coax Continuity Testers	6	Electrician Snips	24	MPTL Termination Tool (if required)
100	Category 5e UTP Plugs	4	Round Cable Cutters		
6	8P8C Modular Crimper	1	Tape Measure		
1	Payout Box or Spool RG-6 Coax Cable Quad Shield	24	Stop Watches		
50	F Type Compression Connectors Quad Shield Compatible	1	Payout Box or Spool F/UTP Cat 6 or Above		
6	F Type Compression Tool	24	F/UTP Outlets Cat 6 or Above (must match with F/UTP cable used)		

Materials/Products Needed, continued

EVENT E.1 - Cable Troubleshooting

Need	Description	Need	Description	Need	Description
12	66 M1-50 Block	6	SC/LC UPC SMF Patch Cord	6	Fiber Flashlight
6	66 M1-25 Block	6	50 μ m ST MMF Patch Cord	4	Volt-Ohmmeter (VOM)
6	89-B Bracket	4	VFL-350 Visual Fault Locator	4	4-Pair Continuity Tester
6	89-D Bracket	6	BIX Blocks	1	Box Alcohol Wipes
6	100-Pair 110-Block	6	Ulima 8 Block Krone	3	Ringing Tools
6	Category 5e Patch Cord	6	RG-6 Patch Cord	2	Cable Splicers Knife
6	LC UPC SMF Patch Cord	12	Category 5e Outlets	1	20' of 25-pair UTP
6	SC UPC SMF Patch Cords	4	100X or 200X Fiber Inspection Scope	4	FI-7000 Fiber Inspector

EVENT E.2 - OTDR Troubleshooting

Need	Description	Need	Description
2	SMF OTDR with Video Inspection Probe	2	Connector/Bulkhead Cleaning Pens
2	SMF Fiber Artifact Test Boxes	2	Box of Lint-Free Wipes
4	SMF Launch/Landing Cables		

EVENT F - Fiber Link Testing

Need	Description	Need	Description
2	Network Fiber Link Simulator for OLTS/LSPM Testing	2	Fiber Connector Inspection Device
2	OLTS/LSPM w/Reference Jumpers/Adaptor to Match Fiber Link Simulator Interface	2	Fiber Cleaning Kits

Please include the product name(s) and part number(s) as applicable, for each product your company would like to provide as part of this sponsorship. In addition, please circle the product you are donating in the lists on pages 3 and 4 and return the full, four-page form to BICSI.

Product Name: _____ Part # _____ Event: _____ MSRP: _____

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Product Name: _____ Part # _____ Event: _____ MSRP: _____

Product Name: _____ Part # _____ Event: _____ MSRP: _____

Product Name: _____ Part # _____ Event: _____ MSRP: _____

Please also list the prize(s) your company would like to provide in addition to this sponsorship.

Prize Name: _____ MSRP: _____

Prize Name: _____ MSRP: _____

Prize Name: _____ MSRP: _____

Prize Name: _____ MSRP: _____

Prize Name: _____ MSRP: _____

2020 BICSI Cabling Skills Challenge

Quick Reference for Important Dates

- Right of First Refusal Deadline:
June 14, 2019
- Sponsorship Options Open to All Conference Exhibitors: June 15, 2019
- Payment Due to BICSI:
Along with Completed Sponsorship Form
- Logo Submission Due to BICSI:
Upon Confirmation of Sponsorship
- Donation of Materials and Prizes Due at BICSI:
January 3, 2020



For additional information, please contact:

BICSI Sales & Business Development Department

Email: cscsponsorship@bicsi.org

Phone: +1 828.461.7796

Shipping Labels

Please fill out and attach a shipping label to each box you are shipping to BICSI.

2020 BICSI Cabling Skills Challenge

Warehouse Shipments



Ship to: BICSI
8610 Hidden River Parkway
Tampa, FL 33637

From: _____
(Sponsor Name)

Type: CSC Materials Prizes
(Circle One)

Box Number: _____ of _____

**Must Arrive to BICSI by:
Friday, January 3, 2020**

2020 BICSI Cabling Skills Challenge

Warehouse Shipments



Ship to: BICSI
8610 Hidden River Parkway
Tampa, FL 33637

From: _____
(Sponsor Name)

Type: CSC Materials Prizes
(Circle One)

Box Number: _____ of _____

**Must Arrive to BICSI by:
Friday, January 3, 2020**