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

“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
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.
Primary Company Operation
Respondents could choose only one response.

Primary Job Function
Respondents could choose only one response.
Design/Installation/Management Products

Respondents could choose multiple responses.

Value of Upcoming ICT Projects

Respondents could choose only one response.

Source: 2019 Fall and 2020 Winter Conference Attendee Surveys.
## 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?

<table>
<thead>
<tr>
<th>Region</th>
<th>2019 Fall</th>
<th>2020 Winter</th>
</tr>
</thead>
<tbody>
<tr>
<td>Canadian Region</td>
<td>4%</td>
<td>3%</td>
</tr>
<tr>
<td>U.S. North-Central Region</td>
<td>14%</td>
<td>21%</td>
</tr>
<tr>
<td>U.S. Northeast Region</td>
<td>12%</td>
<td>19%</td>
</tr>
<tr>
<td>U.S. South-Central Region</td>
<td>23%</td>
<td>13%</td>
</tr>
<tr>
<td>U.S. Southeast Region</td>
<td>10%</td>
<td>33%</td>
</tr>
<tr>
<td>U.S. Western Region</td>
<td>35%</td>
<td>7%</td>
</tr>
<tr>
<td>Global Region</td>
<td>1%</td>
<td>3%</td>
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<tr>
<td>EMEA Region</td>
<td>1%</td>
<td>1%</td>
</tr>
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</table>
# Sponsorship Level Options

<table>
<thead>
<tr>
<th>SPONSORSHIP LEVELS</th>
<th>DIAMOND</th>
<th>PLATINUM</th>
<th>SILVER</th>
<th>BRONZE</th>
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<tbody>
<tr>
<td>Complimentary Booth Space*</td>
<td>10’x20’</td>
<td>10’x20’</td>
<td>10’x10’</td>
<td>10’x10’</td>
</tr>
<tr>
<td>Logo on Conference E-blasts</td>
<td>✔️</td>
<td>✔️</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Official Sponsor of:</td>
<td>Food &amp; Beverage in Exhibit Hall AND Conference Pens</td>
<td>Attendee Breaks</td>
<td>Food &amp; Beverage in Credential Holders Lounge</td>
<td>Conference Door Prizes</td>
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<tr>
<td>Custom Sponsor Banner</td>
<td>✔️</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Backlit Panel</td>
<td>2</td>
<td>1</td>
<td></td>
<td></td>
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<tr>
<td>Attendee Bag Insert</td>
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<td>✔️</td>
<td>✔️</td>
<td></td>
</tr>
<tr>
<td>GOBO</td>
<td>✔️</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Exhibit Hall Banner</td>
<td>✔️</td>
<td>✔️</td>
<td>✔️</td>
<td></td>
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<tr>
<td>Sponsor Floor Stickers</td>
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<td></td>
<td></td>
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<tr>
<td>Conference Registrations</td>
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<td></td>
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<td>Half-page</td>
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<td>Priority Booth Selection**</td>
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<td>✔️</td>
<td>✔️</td>
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<td>✔️</td>
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<td>✔️</td>
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<tr>
<td>Company Logo in On-site Program</td>
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<td>✔️</td>
<td>✔️</td>
<td>✔️</td>
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<tr>
<td>Company Link from Conference Website</td>
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<td>✔️</td>
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<tr>
<td>Company Logo at Exhibit Hall Entry</td>
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<td>✔️</td>
<td>✔️</td>
<td>✔️</td>
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<tr>
<td>Company Logo on Conference Slide Loops</td>
<td>✔️</td>
<td>✔️</td>
<td>✔️</td>
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* Upgrade available upon request. **Sponsors must be paid in full for Priority Booth Selection.

<table>
<thead>
<tr>
<th>Exhibit at</th>
<th>Diamond</th>
<th>Platinum</th>
<th>Silver</th>
<th>Bronze</th>
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</thead>
<tbody>
<tr>
<td>Winter or Fall</td>
<td>$30,000</td>
<td>$22,500</td>
<td>$12,000</td>
<td>$8,750</td>
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<tr>
<td>Packages</td>
<td></td>
<td></td>
<td></td>
<td></td>
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<tr>
<td>BOTH Winter AND Fall 2022 Shows</td>
<td>$55,000</td>
<td>$42,500</td>
<td>N/A</td>
<td>N/A</td>
</tr>
</tbody>
</table>

Contact cnalls@bicsi.org.
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 80,000 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 GOBO, placed in a prominent area of the conference venue

<table>
<thead>
<tr>
<th>EXHIBIT AT</th>
<th>TOTAL COST</th>
<th>SAVINGS</th>
</tr>
</thead>
<tbody>
<tr>
<td>Winter</td>
<td>$30,000</td>
<td></td>
</tr>
<tr>
<td>Fall</td>
<td>$30,000</td>
<td></td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>PACKAGES</th>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>BOTH Winter</td>
<td>$55,000</td>
<td>$5,000</td>
</tr>
<tr>
<td>AND Fall 2022 shows</td>
<td>$55,000</td>
<td>$5,000</td>
</tr>
</tbody>
</table>

- 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 Level

- 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 80,000 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

<table>
<thead>
<tr>
<th>EXHIBIT AT</th>
<th>TOTAL COST</th>
<th>SAVINGS</th>
</tr>
</thead>
<tbody>
<tr>
<td>Winter</td>
<td>$22,500</td>
<td></td>
</tr>
<tr>
<td>Fall</td>
<td>$22,500</td>
<td></td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>PACKAGES</th>
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<th></th>
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</thead>
<tbody>
<tr>
<td>BOTH Winter</td>
<td>$42,500</td>
<td>$2,500</td>
</tr>
<tr>
<td>AND Fall 2022 shows</td>
<td>$42,500</td>
<td>$2,500</td>
</tr>
</tbody>
</table>

- 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

<table>
<thead>
<tr>
<th>EXHIBIT AT</th>
<th>TOTAL COST</th>
</tr>
</thead>
<tbody>
<tr>
<td>Winter</td>
<td>$12,000</td>
</tr>
<tr>
<td>Fall</td>
<td>$12,000</td>
</tr>
</tbody>
</table>

- Complimentary 10’x10’ booth space (upgrade available upon request)
- Official sponsor(s) of the Credential Holders Lounge food and beverage
- 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)

Bronze Sponsor

<table>
<thead>
<tr>
<th>EXHIBIT AT</th>
<th>TOTAL COST</th>
</tr>
</thead>
<tbody>
<tr>
<td>Winter</td>
<td>$8,750</td>
</tr>
<tr>
<td>Fall</td>
<td>$8,750</td>
</tr>
</tbody>
</table>

- 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)

Diamond, Platinum, Silver, and Bronze Sponsors Receive:

- Priority booth selection!* Lottery selection order:
  1. Diamond Sponsor
  2. Sponsors who register during the 2021 Winter Conference
  3. Early Bird Sponsors (signed up by 1 October 2021)
  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 2022 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

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.

**BICSI Theater**
**Winter or Fall:** $12,000

Sponsor the BICSI Theater, home of the What’s New, What’s It Do? (WNWID) exhibitor presentations. With your logo all over the inside and outside of the theater, it’s like having a second exhibitor booth—only much larger!

**Attendee Totes & Visitor Bags**
**Winter or Fall:** $12,000

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

**Water Bottle**
**Winter or Fall:** $9,000

Your logo will get wrapped around the exclusive conference water bottles available during the entire event.

**Lanyards**
**Winter or Fall:** $6,500

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

**Attendee & Visitor Badges**
**Winter or Fall:** $6,500

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

**Conference Program**
**Winter or Fall:** $5,000

Be the exclusive sponsor of the on-site BICSI Conference & Exhibition Program, provided to all attendees. Receive a full-page ad on the back cover, along with your logo printed in the front of the book.

**Cups in the Exhibit Hall**
**Winter or Fall:** $5,000

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/All Aisles**
**Winter or Fall:** All aisles – $5,000; Your aisle only – $1,500

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

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

Eaton partners with BICSI to be a part of a highly collaborative learning atmosphere. The entire team at BICSI is focused on providing best-in-class learning opportunities for their customers and creating a wonderful conference experience for vendors and customers, alike. That is why Eaton has participated in over 30 conferences in recent years.

-Penny Downey, Eaton Corporation
**NEW! 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.

**GOBO**  
**Winter or Fall:** $3,000  
“Light it up” with your logo brightly shining in a prominent area of the wall or floor outside the Exhibit Hall.

**Standard Backlit Panel**  
**Winter or Fall:** $2,250  
Your company description or 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.

For decades, BICSI has offered Corning an opportunity to showcase our commitment to research, development, and continuous innovation. From our foundational LAN portfolio and data center solutions to our emerging fiber deep architecture and deployment, we have something exciting to share with everyone in this space—and BICSI allows us to do just that.

-Brian Davis,  
Corning Optical Communications LLC
Custom Opportunities

Email cnalls@bicsi.org or call +1 813.769.1842 for pricing and details.

Conference Mobile App Sponsorship and Push Notification Package
Sponsor BICSI’s conference mobile web app and be seen on attendees’ hand-held devices as they walk the conference and Exhibit Hall, and/or send push notifications of your customized message.

Stair Riser
Step up your advertising at the conference with this three-dimensional visual of your company’s message.

Escalator Cling
Keep attendees moving in the right direction with your company’s message on areas such as the escalator dividers or side panels.

Wall Cling
Decorate the conference center with your company message to reinforce your presence.

Window/Glass Cling
Remind attendees that you are at the conference with a “view” of your message.

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

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.

Lobby Booth Giveaway Promo Sign
Entice attendees to visit your booth by announcing your company’s giveaway before they enter the Exhibit Hall.

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

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

Room Drop

The BICSI show provides strong marketing value by offering multiple ways to connect with our target audience through presentation sessions, live product demonstrations, and advertising opportunities. We also appreciate the effort BICSI puts into ensuring the presentation sessions are on target with current technology trends.

-Lisa Schwartz, AEM
**Winter**

**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.  

**What’s New, What’s It Do?**  
(See description in Fall section below.)  
**Winter:** $750  
Save $250 by adding the Technology Showcase (TS)!  
$1,500 full-TS kiosk & WNWID  
$1,200 half-TS kiosk & WNWID

**BICSI Cabling Skills Challenge**  
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.

Email cnalls@bicsi.org or call +1 813.769.1842 for pricing and details.

---

**Fall**

**What’s New, What’s It Do?**  
**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!

Visit bicsi.org/marketing to view 2022 BICSI Conference & Exhibition Rules and Regulations.
2022 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.

Part of the 2022 BICSI Winter Conference & Exhibition

Conference: 30 January – 3 February

Competition: 31 January – 2 February

Orlando World Center Marriott
Orlando, Florida, USA

bicsi.org/skillschallenge

Your Company Brand Can Travel the World

BICSI events are worldwide. From half-day regional ICT Forums and full BICSI Days in places like India and France, to multiple-day conferences and exhibitions on different continents, BICSI offers a variety of educational and networking events. BICSI is constantly seeking exhibitors, sponsors, and speakers to add to the knowledge-building factor of these events. Consider these cost-effective and valuable opportunities to bring your ICT organization to the forefront of this global industry and build solid, lasting relationships around the world.

If you or your company would like to participate in an upcoming global conference—as a speaker, exhibitor, delegate, or even an Exhibit Hall visitor—please email conferencedept@bicsi.org.
### SPONSORSHIP/ AD INSERTION

Please review the 2022 BICSI Conference & Exhibition Rules and Regulations and Exhibitor Contract at bicsi.org/marketing.

### CONTACT INFORMATION

(please type or print clearly)

<table>
<thead>
<tr>
<th>Exhibitor/Full company name (as you would like it to appear)</th>
<th>Order date</th>
</tr>
</thead>
<tbody>
<tr>
<td>Address</td>
<td>City</td>
</tr>
<tr>
<td>Website</td>
<td>Company phone number</td>
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### PRIMARY BOOTH CONTACT

(to receive all exhibitor mailings)

<table>
<thead>
<tr>
<th>Title</th>
<th>Authorized Signature</th>
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</thead>
<tbody>
<tr>
<td>Work number</td>
<td>Mobile number</td>
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</table>

### SECONDARY CONTACT

Title

<table>
<thead>
<tr>
<th>Work number</th>
<th>Mobile number</th>
<th>Email</th>
<th>Fax</th>
</tr>
</thead>
</table>

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**

<table>
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<tr>
<th>Sponsorship level cost:</th>
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**ADDITIONAL 10X10’s**

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<th>$/10X10</th>
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<td>$/10X10</td>
<td>$/10X10</td>
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<td>Layout: (i.e. 20x30)</td>
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<td>$/10X10</td>
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**Total**

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**OTHER SPONSORSHIPS**

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</thead>
<tbody>
<tr>
<td>+ Item one cost:</td>
<td>$</td>
<td></td>
</tr>
<tr>
<td>Item two:</td>
<td>$</td>
<td></td>
</tr>
<tr>
<td>+ Item two cost:</td>
<td>$</td>
<td></td>
</tr>
<tr>
<td>Item three:</td>
<td>$</td>
<td></td>
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<tr>
<td>+ Item three cost:</td>
<td>$</td>
<td></td>
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</table>

**PROGRAM AD(s)**

<table>
<thead>
<tr>
<th>Ad size:</th>
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<tbody>
<tr>
<td>Quantity:</td>
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<td></td>
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<tr>
<td>+ Ad cost:</td>
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**= TOTAL**

<table>
<thead>
<tr>
<th>$</th>
<th></th>
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</table>

#### FALL SPONSORSHIP LEVEL

- **Diamond**
- **Platinum**
- **Silver**
- **Bronze**

<table>
<thead>
<tr>
<th>Sponsorship level cost:</th>
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**ADDITIONAL 10X10’s**

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<tr>
<th>Quantity:</th>
<th>$/10X10</th>
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<tbody>
<tr>
<td>+ $/10X10</td>
<td>$/10X10</td>
<td>$/10X10</td>
</tr>
<tr>
<td>Layout: (i.e. 20x30)</td>
<td>$/10X10</td>
<td>$/10X10</td>
</tr>
</tbody>
</table>

**Total**

<table>
<thead>
<tr>
<th>$</th>
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</table>

**OTHER SPONSORSHIPS**

<table>
<thead>
<tr>
<th>Item one:</th>
<th>$</th>
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<tbody>
<tr>
<td>+ Item one cost:</td>
<td>$</td>
<td></td>
</tr>
<tr>
<td>Item two:</td>
<td>$</td>
<td></td>
</tr>
<tr>
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<td>$</td>
<td></td>
</tr>
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<td>$</td>
<td></td>
</tr>
<tr>
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<td>$</td>
<td></td>
</tr>
</tbody>
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**PROGRAM AD(s)**

<table>
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<tr>
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<th>$</th>
<th></th>
</tr>
</thead>
<tbody>
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**= TOTAL**

<table>
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<th></th>
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2. We understand, agree to, and will abide by the terms and conditions outlined in the 2022 BICSI Conference & Exhibition Rules and Regulations AND the Exhibit Contract found at bicsi.org/marketing. 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 products, programs, 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.”  

3. 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 2022 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

<table>
<thead>
<tr>
<th>Winter</th>
<th>Fall</th>
</tr>
</thead>
<tbody>
<tr>
<td>Company ID:</td>
<td></td>
</tr>
<tr>
<td>Booth Number:</td>
<td></td>
</tr>
<tr>
<td>Booth Size:</td>
<td></td>
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<tr>
<td>Total Booth Cost:</td>
<td></td>
</tr>
<tr>
<td>Deposit Received:</td>
<td></td>
</tr>
<tr>
<td>Deposit Processed:</td>
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<tr>
<td>Balance Due:</td>
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<td>Balance Received:</td>
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<tr>
<td>Balance Processed:</td>
<td></td>
</tr>
<tr>
<td>Invoice Number:</td>
<td></td>
</tr>
</tbody>
</table>

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.

<table>
<thead>
<tr>
<th>+ Winter $</th>
<th>+ Fall $</th>
<th>= Total $</th>
</tr>
</thead>
</table>

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

Credit card number  Expiration date  CVV  Billing zip code (required)

©BICSI. November 2020. All rights reserved. BICSI is a registered trademark of BICSI, Inc.
PREMIER EXHIBITOR APPLICATION
Contract for BOTH 2022 Conferences (W and F) at one time.

Please review the 2022 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 30 APRIL 2021.

<table>
<thead>
<tr>
<th>No. of 10'x10's</th>
<th>Booth Configuration (e.g.: 20'x30')</th>
<th>Booth Sharing ($500): Company Name</th>
<th>Total Booth Price</th>
</tr>
</thead>
<tbody>
<tr>
<td>Winter 22 and</td>
<td>$55.00/per ft²</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Fall 22</td>
<td>$55.00/per ft²</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

EARLY BIRD RATES: RECEIVED AFTER 30 APRIL 2021 AND BY 1 OCTOBER 2021.

<table>
<thead>
<tr>
<th>No. of 10'x10's</th>
<th>Booth Configuration (e.g.: 20'x30')</th>
<th>Booth Sharing ($500): Company Name</th>
<th>Total Booth Price</th>
</tr>
</thead>
<tbody>
<tr>
<td>Winter 22 and</td>
<td>$60.25/per ft²</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Fall 22</td>
<td>$60.25/per ft²</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

REGULAR RATES: RECEIVED AFTER 1 OCTOBER 2021.

<table>
<thead>
<tr>
<th>No. of 10'x10's</th>
<th>Booth Configuration (e.g.: 20'x30')</th>
<th>Booth Sharing ($500): Company Name</th>
<th>Total Booth Price</th>
</tr>
</thead>
<tbody>
<tr>
<td>Winter 22 and</td>
<td>$64.50/per ft²</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Fall 22</td>
<td>$64.50/per ft²</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

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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OWNER INFORMATION

Full company name (as you would like it to appear)  Order date

BICSI Corporate Member? □ Alliance □ Elite □ 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

WE AGREE UNCONDITIONALLY TO THE FOLLOWING TERMS:
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Authorized signature  Title  Date

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

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

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+ Winter $       □ Check or Money Order □ Visa □ MasterCard □ American Express □ Discover

+ Fall $       □

= Total $       □ 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 2022 Conference (W or F).

Please review the 2022 BICSI Conference & Exhibition Rules and Regulations and Exhibitor Contract at bicsi.org/marketing.

ON-SITE RATES: RECEIVED BY 30 APRIL 2021.

<table>
<thead>
<tr>
<th>No. of 10’x10’s</th>
<th>Booth Configuration (e.g.: 20’X30’)</th>
<th>Booth Sharing ($500): Company Name</th>
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<tbody>
<tr>
<td>Winter 22</td>
<td>$61.00/ per ft²</td>
<td></td>
<td></td>
</tr>
<tr>
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<td>$61.00/ per ft²</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>


<table>
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<tr>
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<tbody>
<tr>
<td>Winter 22</td>
<td>$66.25/ per ft²</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Fall 22</td>
<td>$66.25/ per ft²</td>
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<td></td>
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<tr>
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<th>Booth Sharing ($500): Company Name</th>
<th>Total Booth Price</th>
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<td>$70.75/ per ft²</td>
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<tr>
<td>Fall 22</td>
<td>$70.75/ per ft²</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

1. **Onsite Rates**: Received by 30 April 2021.
2. **Early Bird Rates**: Received after 30 April 2021 and by 1 October 2021 for Winter; and by 6 May 2022 for Fall.
3. **Regular Rates**: Received after 1 October 2021 for Winter; and after 6 May 2022 for Fall.

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©BICSI. November 2020. All rights reserved. BICSI is a registered trademark of BICSI, Inc.
## CONTACT INFORMATION
(please type or print clearly)

<table>
<thead>
<tr>
<th>Full company name (as you would like it to appear)</th>
<th>Order date</th>
</tr>
</thead>
</table>

### BICSI Corporate Member?
- □ Alliance
- □ Elite
- □ Elite Plus

<table>
<thead>
<tr>
<th>Address</th>
<th>City</th>
<th>State/Province</th>
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<table>
<thead>
<tr>
<th>Zip/Postal code</th>
<th>Country</th>
<th>Website</th>
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</table>

<table>
<thead>
<tr>
<th>Company phone number</th>
<th>Company toll-free number</th>
</tr>
</thead>
</table>

### PRIMARY BOOTH CONTACT
(to receive all exhibitor mailings)

<table>
<thead>
<tr>
<th>Title</th>
<th>Authorized Signature</th>
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</thead>
</table>

<table>
<thead>
<tr>
<th>Work number</th>
<th>Mobile number</th>
<th>Email</th>
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</thead>
</table>

### SECONDARY CONTACT

<table>
<thead>
<tr>
<th>Title</th>
</tr>
</thead>
</table>

<table>
<thead>
<tr>
<th>Work number</th>
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<th>Email</th>
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## CONTACT BICSI
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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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</table>

- □ 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)
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.

The Exhibits Marketing Program Provides:

• 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 App listing
• New! Annual Corporate Member Summit – get a first look at future member benefits, and 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/bicsicares.
YOUR COMPETITORS EXHIBIT AT BICSI. MAKE SURE YOU DO TOO!

The following companies exhibited at the 2019 Fall and 2020 Winter Conferences:

- ADI
- ABA Industry, Inc.
- Access Hardware Supply
- ADI
- Adrian Steel Company
- Advanced Test Equipment Rentals
- AEM
- AEM International
- AFL
- Aiphone Corporation
- Allen Tel Products
- Alliance Corporation
- Alpha Technologies
- Alttronix Corporation
- America ILSINTECH
- American Polywater Corp.
- Armorlogix
- ASSA ABLOY
- AssetGen
- Association for Passive Optical LAN
- AtisSIED
- Atlona
- Audio Enhancement
- Axis Communications
- BASOR Electric, Inc.
- Berk-Tek Leviton Solutions
- Berk-Tek Leviton Technologies
- Biamp Systems
- Bogen Communications
- Brady Corporation
- Brother Mobile Solutions
- Cabling Installation & Maintenance
- Cailabs
- Century Fiber Optics
- CertiCable (Tinifiber)
- Changshu Jhosin Communication Technology Co., Ltd.
- Chatsworth Products, Inc.
- Circa Enterprises Inc.
- Commodity Cables, Inc.
- Communications Cable & Connectivity Association
- ComNet Communication Networks
- Condux International, Inc.
- ConEst Software Systems
- Connectivity Solutions Direct
- Connectrac
- Coming Optical Communications
- CP Technologies
- CTK CONTACT ELECTRONICS CO., LTD
- CyberPower Systems
- Damage Prevention Solutions, LLC
- DITEK Corporation
- Dura-Line Corporation
- DU2cart
- DYMO Industrial Labeling
- EATON
- Electric Supply Inc
- Electro Rent Corporation
- E-Line by DIRAK
- Emcor Enclosures
- EnerSys Energy Systems
- Epson LABELWORKS
- Eupen Cable USA
- EXFO
- Extron
- Fiber Instrument Sales
- Fiber Mountain, Inc.
- FiberFox America Inc.
- Fibnet Inc.
- Fluke Networks
- FrontRow
- FSR, Inc.
- GAI-Tronics Corporation
- General Cable
- General Machine Products
- Gloriole Electropot Technology Corp.
- Graphical Networks
- Graybar
- Great Lakes Data Racks & Cabinets
- H.E. Williams, Inc.
- Hall Research
- Hammond Manufacturing Co.
- Hanwha Techwin America
- Harger Lightning & Grounding
- Hilti, Inc.
- Hitachi Cable America Inc.
- Hubbell Premise Wiring
- Hyperline Cabling Systems
- ICC
- IDEAL Networks
- Intertek
- ISC Security Events
- ISE Magazine & ISE EXPO
- Jameson, LLC
- Jonard Tools
- LaPlus Connectivity, Inc.
- L-com Global Connectivity
- Legrand
- Lencore Acoustics Corp.
- Little Giant Ladder Systems
- LockDown, Inc.
- Lowell Manufacturing Company
- Lyncole XIT Grounding
- Lynx Broadband
- MacLean Power Systems - Network Solutions
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

2023

WINTER CONFERENCE & EXHIBITION
5-9 FEBRUARY
TAMPA, FLORIDA, USA
TAMPA CONVENTION CENTER

FALL CONFERENCE & EXHIBITION
10-14 SEPTEMBER
LAS VEGAS, NEVADA, USA
CAESAR’S FORUM

2024

WINTER CONFERENCE & EXHIBITION
28 JANUARY – 1 FEBRUARY
ORLANDO, FLORIDA, USA
ROSEN SHINGLE CREEK

FALL CONFERENCE & EXHIBITION
15-19 SEPTEMBER
LAS VEGAS, NEVADA, USA
CAESAR’S FORUM

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
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