

# 2022 EXHIBITOR PROSPECTUS

Winter – Orlando, FL • Fall – Las Vegas, NV



**Bicsi**<sup>®</sup>

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

”

# 2022 Conferences & Exhibitions

## Winter Conference & Exhibition

30 January – 3 February

**Exhibits:** 31 January – 2 February

**Orlando, Florida, USA**

Orlando World Center Marriott

## Fall Conference & Exhibition

25-29 September

**Exhibits:** 26-28 September

**Las Vegas, Nevada, USA**

Mandalay Bay Hotel & Convention Center

### 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](http://bicsi.org/winter) or [bicsi.org/fall](http://bicsi.org/fall) to confirm.

### Booth Selection

Conference Sponsors Receive  
Priority Booth Selection!

#### Booth Selection Order for Paid Exhibitors:

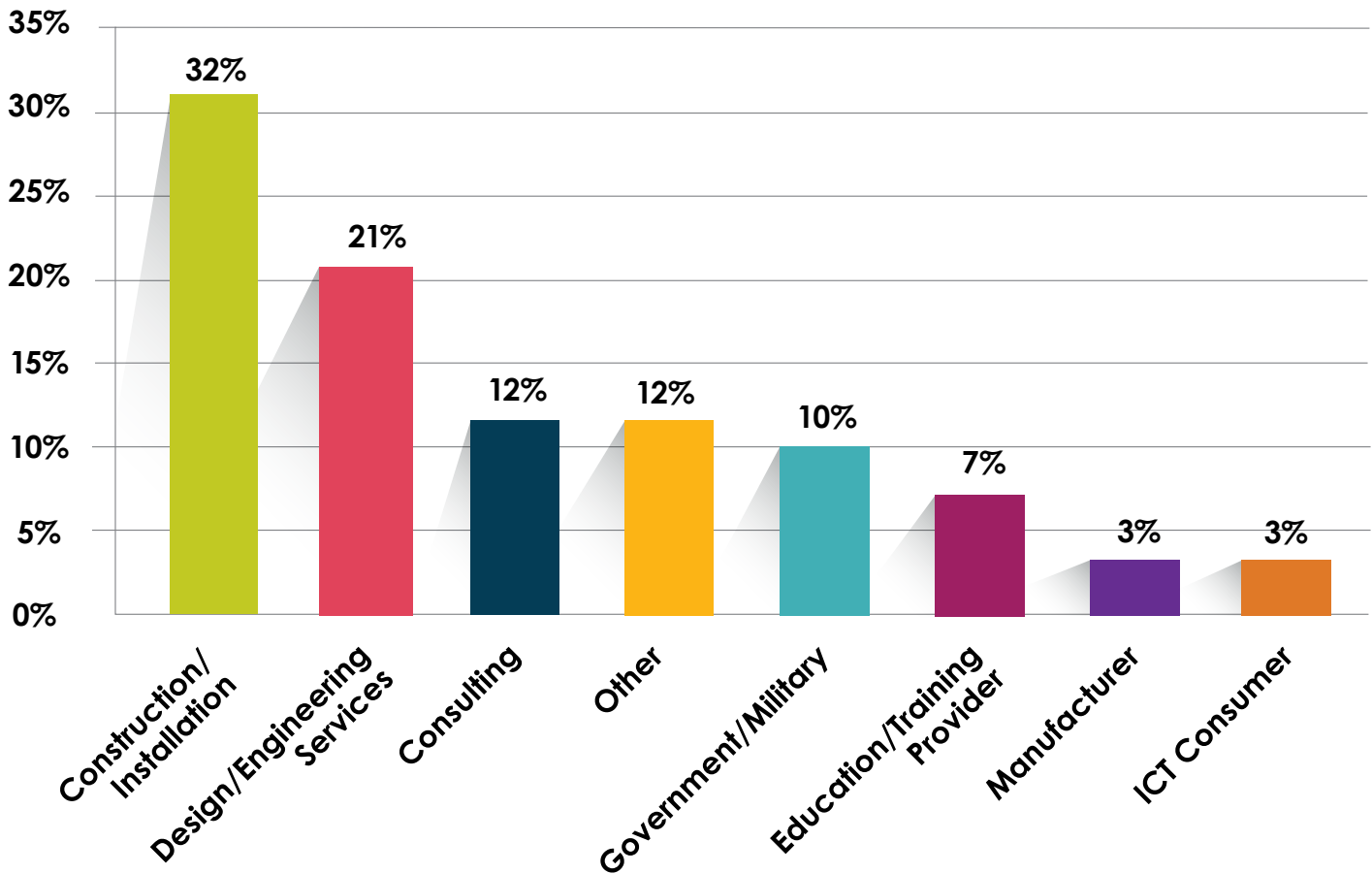
1. Level Sponsors who register prior to On-site Deadline
2. Level Sponsors who register prior to Early Bird Deadline
3. Premier Exhibitors who register prior to On-site Deadline
4. Premier Exhibitors who register prior to Early Bird Deadline
5. Standard Exhibitors who register prior to On-site Deadline
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](http://bicsi.org/winter) or [bicsi.org/fall](http://bicsi.org/fall).

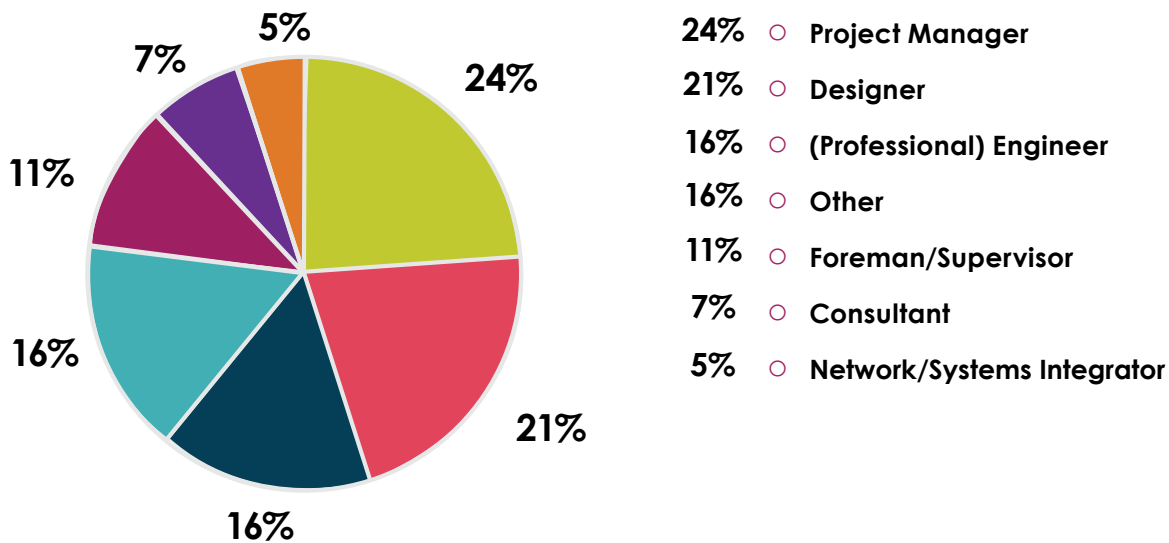
# Primary Company Operation

Respondents could choose only one response.



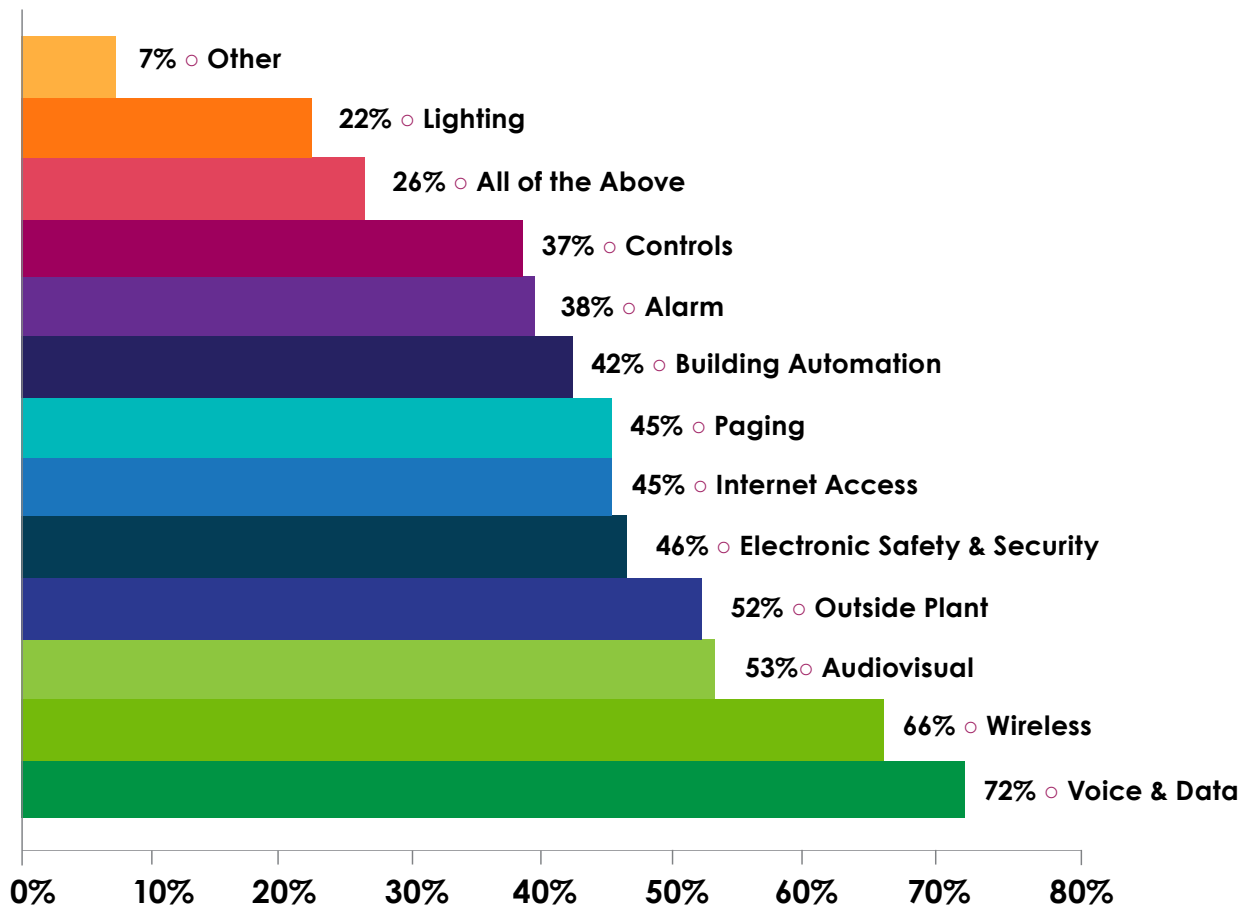
# Primary Job Function

Respondents could choose only one response.



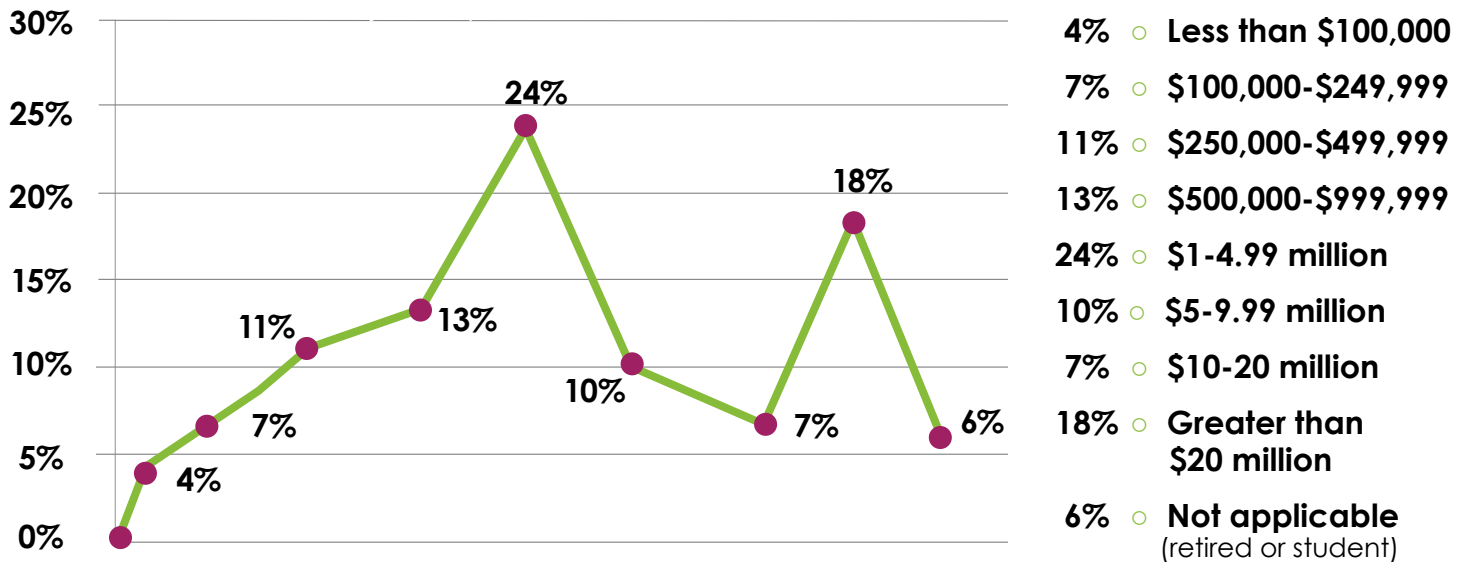
# Design/Installation/Management Products

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.

# Where Do Our Attendees Live?

	2019 Fall	2020 Winter
• Canadian Region	4%	3%
• U.S. North-Central Region	14%	21%
• U.S. Northeast Region	12%	19%
• U.S. South-Central Region	23%	13%
• U.S. Southeast Region	10%	33%
• U.S. Western Region	35%	7%
• Global Region	1%	3%
• EMEA Region	1%	1%

## 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

# Sponsorship Level Options

SPONSORSHIP LEVELS	DIAMOND	PLATINUM	SILVER	BRONZE
Complimentary Booth Space*	10'x20'	10'x20'	10'x10'	10'x10'
Logo on Conference E-blasts	✓	✓		
Official Sponsor of:	Food & Beverage in Exhibit Hall <b>AND</b> Conference Pens	Attendee Breaks	Food & Beverage in Credential Holders Lounge	Conference Door Prizes
Custom Sponsor Banner	✓			
Backlit Panel	2	1		
Attendee Bag Insert	✓	✓	✓	
GOBO	✓			
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
<b>Winter or Fall</b>	\$30,000	\$22,500	\$12,000	\$8,750
<b>Packages</b>				
<b>BOTH Winter AND Fall 2022 Shows</b>	\$55,000	\$42,500	N/A	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 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

EXHIBIT AT	TOTAL COST	SAVINGS
Winter	\$30,000	
Fall	\$30,000	
PACKAGES		
<b>BOTH</b> Winter <b>AND</b> Fall 2022 shows	\$55,000	\$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 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

EXHIBIT AT	TOTAL COST	SAVINGS
Winter	\$22,500	
Fall	\$22,500	
PACKAGES		
<b>BOTH</b> Winter <b>AND</b> Fall 2022 shows	\$42,500	\$2,500

- 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

EXHIBIT AT	TOTAL COST
Winter	\$12,000
Fall	\$12,000

- 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

EXHIBIT AT	TOTAL COST
Winter	\$8,750
Fall	\$8,750

- 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](https://bicsi.org/marketing) or contact [cnalls@bicsi.org](mailto: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: \$5,500

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**

# On-site Branding & Advertising

## **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](mailto: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.

### Escalator Cling

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

### 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.

### 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.

### Stair Riser

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

### 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.

### 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.

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



“

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

”

# Exhibitor Events

## 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](mailto: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](https://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.
4. Build brand identity.



## 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](https://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](mailto:conferencedept@bicsi.org).

# SPONSORSHIP/ AD INSERTION

2022 WINTER 30 Jan. – 3 Feb. | Exhibits: 31 Jan. – 2 Feb.

2022 FALL 25-29 Sept. | Exhibits: 26-28 Sept.

Please review the 2022 BICSI Conference & Exhibition Rules and Regulations and Exhibitor Contract at [bicsi.org/marketing](http://bicsi.org/marketing).

## 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
-------------	---------------	-------	-----

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	
<input type="checkbox"/> Diamond	<input type="checkbox"/> Platinum
<input type="checkbox"/> Silver	<input type="checkbox"/> Bronze
Sponsorship level cost:	\$ _____
<b>ADDITIONAL 10X10's</b>	
Quantity:	_____
+ \$/10X10	\$ _____
Layout: (i.e. 20x30)	_____
<b>Total</b>	\$ _____
<b>OTHER SPONSORSHIPS</b>	
Item one:	_____
+ Item one cost:	\$ _____
Item two:	_____
+ Item two cost:	\$ _____
Item three:	_____
+ Item three cost:	\$ _____
<b>PROGRAM AD(s)</b>	
Ad size:	_____
Quantity:	_____
+ Ad cost:	\$ _____
<b>= TOTAL</b>	\$ _____

FALL SPONSORSHIP LEVEL	
<input type="checkbox"/> Diamond	<input type="checkbox"/> Platinum
<input type="checkbox"/> Silver	<input type="checkbox"/> Bronze
Sponsorship level cost:	\$ _____
<b>ADDITIONAL 10X10's</b>	
Quantity:	_____
+ \$/10X10	\$ _____
Layout: (i.e. 20x30)	_____
<b>Total</b>	\$ _____
<b>OTHER SPONSORSHIPS</b>	
Item one:	_____
+ Item one cost:	\$ _____
Item two:	_____
+ Item two cost:	\$ _____
Item three:	_____
+ Item three cost:	\$ _____
<b>PROGRAM AD(s)</b>	
Ad size:	_____
Quantity:	_____
+ Ad cost:	\$ _____
<b>= TOTAL</b>	\$ _____

**WE AGREE UNCONDITIONALLY TO THE FOLLOWING TERMS:**

1. If signing up by 30 April 2021, a 25% non-refundable deposit for each show is required. Remaining balances are due: Winter, by 1 October 2021; Fall, by 6 May 2022. If signing up after 30 April 2021, 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 2022 BICSI Conference & Exhibition Rules and Regulations AND the Exhibitor Contract found at [bicsi.org/marketing](http://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](mailto: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](http://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](mailto:cnalls@bicsi.org); **Web:** [bicsi.org](http://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	\$	<input style="width: 95%;" type="text"/>
+ Fall	\$	<input style="width: 95%;" type="text"/>
= Total	\$	<input style="width: 95%;" type="text"/>

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** 2022 Conferences (W and F) at one time.

2022 WINTER 30 Jan. – 3 Feb. | Exhibits: 31 Jan. – 2 Feb.

2022 FALL 25-29 Sept. | Exhibits: 26-28 Sept.

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

Please review the *2022 BICSI Conference & Exhibition Rules and Regulations and Exhibitor Contract* at [bicsi.org/marketing](http://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.

		No. of 10'x10's	Booth Configuration (e.g.: 20'X30')	Booth Sharing (\$500): Company Name	Total Booth Price
	Winter 22 and	\$55.00/per ft <sup>2</sup>			
	Fall 22	\$55.00/per ft <sup>2</sup>			

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

		No. of 10'x10's	Booth Configuration (e.g.: 20'X30')	Booth Sharing (\$500): Company Name	Total Booth Price
	Winter 22 and	\$60.25/per ft <sup>2</sup>			
	Fall 22	\$60.25/per ft <sup>2</sup>			

## REGULAR RATES: RECEIVED AFTER 1 OCTOBER 2021.

		No. of 10'x10's	Booth Configuration (e.g.: 20'X30')	Booth Sharing (\$500): Company Name	Total Booth Price
	Winter 22 and	\$64.50/per ft <sup>2</sup>			
	Fall 22	\$64.50/per ft <sup>2</sup>			

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](mailto: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
-------------	---------------	-------	-------

**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](mailto:cnalls@bicsi.org); Web: [bicsi.org](http://bicsi.org)

## WE AGREE UNCONDITIONALLY TO THE FOLLOWING TERMS:

1. If signing up by 30 April 2021, a 25% non-refundable deposit for each show is required. Remaining balances are due: Winter, by 1 October 2021; Fall, by 6 May 2022. If signing up after 30 April 2021, 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 2022 BICSI Conference & Exhibition Rules and Regulations AND the Exhibitor Contract found in the 2022 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
----------------------	-------	------

## 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.**

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 \$ _____	<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** 2022 Conference (W or F).

2022 WINTER 30 Jan. – 3 Feb. | Exhibits: 31 Jan. – 2 Feb.

2022 FALL 25-29 Sept. | Exhibits: 26-28 Sept.

Please review the *2022 BICSI Conference & Exhibition Rules and Regulations and Exhibitor Contract* at [bicsi.org/marketing](http://bicsi.org/marketing).

## ON-SITE RATES: RECEIVED BY 30 APRIL 2021.

	No. of 10'x10's	Booth Configuration (e.g.: 20'X30')	Booth Sharing (\$500): Company Name	Total Booth Price
Winter 22	\$61.00/per ft <sup>2</sup>			
Fall 22	\$61.00/per ft <sup>2</sup>			

## EARLY BIRD RATES: RECEIVED AFTER 30 APRIL 2021 AND BY 1 OCTOBER 2021 (WINTER) AND 6 MAY 2022 (FALL).

	No. of 10'x10's	Booth Configuration (e.g.: 20'X30')	Booth Sharing (\$500): Company Name	Total Booth Price
Winter 22	\$66.25/per ft <sup>2</sup>			
Fall 22	\$66.25/per ft <sup>2</sup>			

## REGULAR RATES: RECEIVED AFTER 1 OCTOBER 2021 (WINTER) AND 6 MAY 2022 (FALL).

	No. of 10'x10's	Booth Configuration (e.g.: 20'X30')	Booth Sharing (\$500): Company Name	Total Booth Price
Winter 22	\$70.75/per ft <sup>2</sup>			
Fall 22	\$70.75/per ft <sup>2</sup>			

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.

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](mailto:cnalls@bicsi.org); Tel: +1 813.769.1842 or 800.242.7405 (USA & Canada toll-free).

©BICSI. November 2020. All rights reserved. BICSI is a registered trademark of BICSI, Inc.

# CONTACT INFORMATION (please type or print clearly)

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

Work number Mobile number Email Title

**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](mailto:cnalls@bicsi.org); Web: [bicsi.org](http://bicsi.org)

### WE AGREE UNCONDITIONALLY TO THE FOLLOWING TERMS:

1. If signing up by 30 April 2021, a 25% non-refundable deposit for each show is required. Remaining balances are due: Winter, by 1 October 2021; Fall, by 6 May 2022. If signing up after 30 April 2021, 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 2022 BICSI Conference & Exhibition Rules and Regulations AND the Exhibitor Contract found in the 2022 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

## 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.**

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)

# 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](https://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](https://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](https://bicsi.org/bicsicare).



# Our Exhibitors

## 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
- Altronix Corporation
- America ILSINTECH
- American Polywater Corp.
- Armorlogix
- ASSA ABLOY
- AssetGen
- Association for Passive Optical LAN
- AtlasIED
- 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
- Corning Optical Communications
- CP Technologies
- CTK CONTACT ELECTRONICS CO., LTD
- CyberPower Systems
- Damage Prevention Solutions, LLC
- DITEK Corporation
- Dura-Line Corporation
- DUZcart
- 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
- Gloriolite Electroptic 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

- Madison Electric Products
- Mat Ipsum LLC
- Material Management Software
- MaxCell
- McCormick Systems, Inc.
- McGard
- MERTEK INDUSTRIES, LLC
- METZ CONNECT USA
- Milliken Infrastructure Solutions, LLC
- Modular Photonics
- Molex
- MonoSystems, Inc.
- Multilink
- National Electrical Contractors Association
- Niedax Inc.
- nVent
- Oberon, Inc.
- Odeskabel PJSC
- OFS
- Omnitron Systems
- Optical Cable Corporation
- Optical Wavelength Laboratories
- Outsource
- Panduit Corp.
- PerfectVision
- Platformatics
- Plumettaz America Corporation
- PoE Texas
- Prime Wire & Cable, Inc.
- PureNet (Essex Brownell)
- Quabbin Wire & Cable Co., Inc.
- Qypsys
- R&M USA
- Rack-A-Tiers Manufacturing
- REELEX Packaging Solutions, Inc.
- Rosenberger North America
- Rosendin
- RXL Inc.

- Senko Advanced Components
- Shenzhen Adtek Technology Co., Ltd
- Siemens
- SIEMON
- Signamax, Inc.
- simPRO Software
- Sitehands
- Snake Tray
- SnapAV
- Softing Inc.
- Solara Technical Sales
- SP Controls, Inc.
- Specified Technologies
- Speedtech International, Inc.
- STARLINE
- Sumitomo Electric Lightwave
- Sunbird Software
- Superior Essex
- SureCall
- Tactical Deployment Systems
- Tech Works, Inc.
- Tekk Force
- Tempo Communications
- The Light Connection
- thermOweld
- Tii Technologies
- Times Microwave Systems
- TiniFiber
- Transition Networks
- Tripp Lite
- TRS-Rentelco
- UL LLC
- US CONEC, Ltd.
- UTEC
- Valcom
- VeEX Inc.
- Ventev
- VERICOM Global Solutions
- Verigent, LLC
- Vertical Cable
- Viking Electronics
- Wavenet, Inc.

- WBT LLC
- WESCO
- Winnie Industries
- Wiremaid Product Corporation
- XENOptics Limited
- Y.C. Cable East Inc.
- YFC BonEagle Electric Co., LTD
- Yokogawa Corporation of America
- Z-Band Technologies

### 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

## 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  
800.242.7405 (USA & Canada toll-free) or +1 813.979.1991  
sales@bicsi.org | bicsi.org/marketing | Fax: +1 813.971.0286