

AOTMP

USA 2020



5G • 6G • IoT • CLOUD MANAGEMENT • DATA SECURITY • TEM • MOBILITY CONFERENCE

19-23 APRIL 2020 • ORLANDO, FLORIDA, USA

SPONSORSHIP OPPORTUNITIES

ABOUT AOTMP USA 2020

Accelerating its growth in its fourteenth year, AOTMP® is reinventing its annual flagship conference to focus on major topics affecting today's telecom, mobility, and information technology professionals. From 5G to blockchain, AOTMP® USA 2020 will encompass and uncover dozens of opportunities in its unique peer-to-peer networking event.

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Learn more at usa2020.aotmp.com.

BENEFITS OF SPONSORSHIPS



EXCLUSIVE AUDIENCE

Put your solutions in front of executive leadership, telecom and IT management, procurement specialists and others with real buying power.



NETWORKING OPPORTUNITIES

In the business world, sometimes it's all about who you know. AOTMP will take care of the introductions, providing ample networking opportunities.



BALANCED AGENDA

AOTMP creates a balance between education, work and play through energized training, learning sessions, receptions and activities.



PROSPECTING OPPORTUNITIES

AOTMP 2020 provides an ideal opportunity to hear from end-users, providing sponsors with the information they need to reach new audiences and generate leads.



VENDOR EXCLUSIVE SESSIONS

As a sponsor or exhibitor your participation will include attendance at the following vendor only sessions:

THE ENTERPRISE PERSPECTIVE – 5 WAYS YOU CAN GENERATE MORE REVENUES IMMEDIATELY

AOTMP Research & Advisory has collected extensive data from enterprises and assembled into this 45 minute session. You won't want to miss it.

THE ENTERPRISE PANEL – WHAT ENTERPRISES ARE LOOKING FOR IN A VENDOR

Don't miss this opportunity to hear directly from a panel of enterprises about what they look for in a vendor. What do they like? What don't they like? What will get you in the door and what won't?

THE STATE OF THE INDUSTRY – WHAT ARE THE CHALLENGES AND WHERE ARE THE OPPORTUNITIES?

This vendor-only session led by AOTMP Research & Advisory experts will explore where the telecom/mobility/IT management industry is and where it's headed. Don't miss it.

2019 ATTENDEE PROFILE

THE FOLLOWING TITLES AND INDUSTRIES WERE REPRESENTED AT AOTMP 2019



TITLES

Director, Telecom Procurement Technology
Sr. Telecom Analyst Retail
IT Service Manager Airlines
Executive Director Healthcare
Financial Analyst Financial Services
Director, Project Management & Telecommunications Insurance
Strategic Supplier Manager Oil & Gas
President Utility / Energy
Sr. Telecom Expense Manager Manufacturing
CEO Food Services
Sr. Systems Administrator Travel
CTO Delivery / Logistics
IT Finance Manager Education



INDUSTRIES

Technology
Retail
Airlines
Healthcare
Financial Services
Insurance
Oil & Gas
Utility/Energy
Manufacturing
Food Services
Travel
Delivery/Logistics
Education

MARKETING EXCLUSIVE TO ALL SPONSORS & EXHIBITORS

PRE-EVENT

- Recognition in promotional materials/marketing campaigns
- Recognition on the event website with company logo and website link
- Recognition on the event's mobile app with company logo, 200-word description, and opportunity to include two company, product and/or marketing documents
(PDF format; max file size 10MB)

ON-SITE

- Recognition on event signage
- Recognition via the event's mobile app push notifications and other social media

POST-EVENT

- Follow up email and social media postings to all enterprise attendees with sponsor/exhibitor contact information

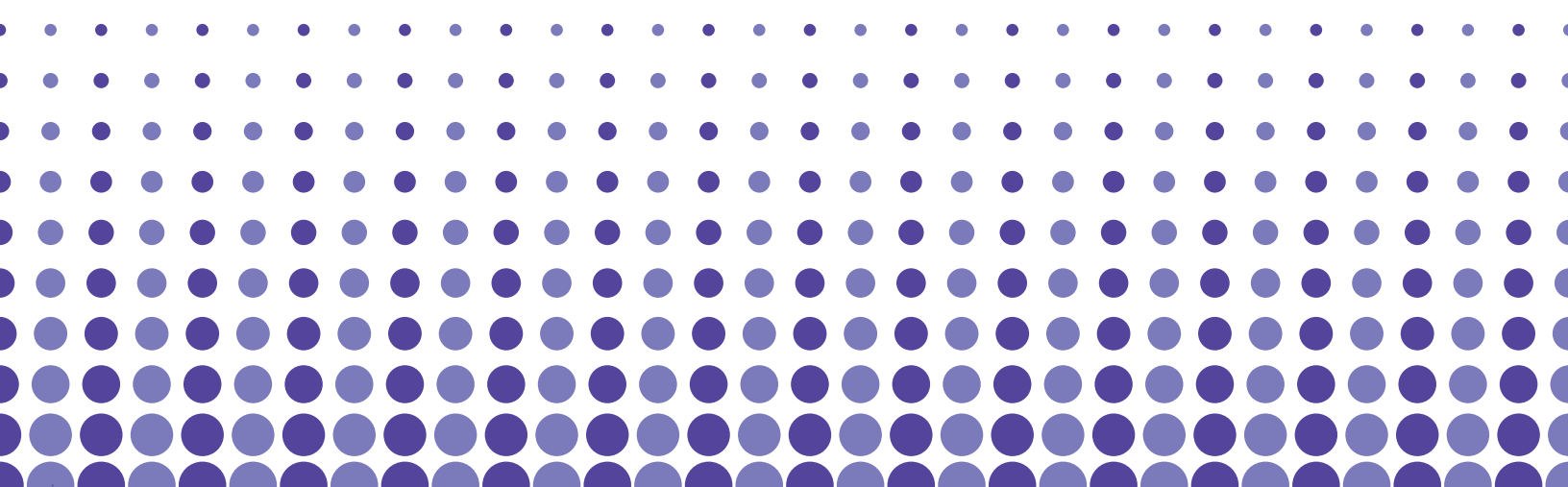
SPONSORSHIP PACKAGES AT A GLANCE

*Only one available for each sponsorship

Premier sponsor	\$35,000	10 x 20 exhibit space	6 total passes	45 minute general session	Monday night reception sponsor
5G presenting sponsor	\$17,500	10 x 10 exhibit space	4 total passes	45 minute general session	Monday lunch sponsor
IoT presenting sponsor	\$17,500	10 x 10 exhibit space	4 total passes	45 minute general session	Tuesday lunch sponsor
Blockchain presenting sponsor	\$17,500	10 x 10 exhibit space	4 total passes	45 minute general session	Wednesday lunch sponsor
AR presenting sponsor	\$17,500	10 x 10 exhibit space	4 total passes	45 minute general session	Breakfast sponsor: Monday, Tuesday & Wednesday
TEM presenting sponsor	\$22,500	10 x 10 exhibit space	4 total passes	45 minute general session	Tuesday reception
EMM presenting sponsor	\$20,000	10 x 10 exhibit space	4 total passes	45 minute general session	Sunday reception sponsor
AOTMP University sponsor	\$15,000	No exhibit space	3 total passes	No general session	No reception or meal sponsorship

EXHIBITOR PACKAGES AT A GLANCE

Exhibitor & spotlight	6 available	\$13,500	10 x 20 exhibit space	2 total passes
Exhibitors 5G	2 available	\$8,500	10 x 10 exhibit space	2 total passes
Exhibitors IoT	2 available	\$8,500	10 x 10 exhibit space	2 total passes
Exhibitors Blockchain	2 available	\$8,500	10 x 10 exhibit space	2 total passes
Exhibitors AR	2 available	\$8,500	10 x 10 exhibit space	2 total passes
Exhibitors TEM/EMM	4 available	\$8,500	10 x 10 exhibit space	2 total passes



PREMIER SPONSOR \$35,000

45-minute general session presentation on 5G

Company logo projected on general session ballroom wall during general session

Dedicated news release written by AOTMP to announce the company as 5G Title Sponsor

6 Full Conference Passes (\$8,970 value) - includes all sessions, conference meals, networking activities and receptions

10x20 exhibit space (includes 1x draped table, 2x chairs, 2x5 amp power connection; sponsor responsible for any additional costs)

Mobile app banner

Monday night reception sponsor

Company logo displayed on attendee lanyards

Company logo displayed at attendee charging stations

5G PRESENTING SPONSOR \$17,500

45-minute general session presentation on 5G

Company logo projected on general session ballroom wall during general session

Dedicated news release written by AOTMP to announce the company as 5G Title Sponsor

4 Full Conference Passes (\$5,980 value) - includes all sessions, conference meals, networking activities and receptions

10x10 exhibit space (includes 1 draped table, 2 chairs, 2x5 amp power connection; sponsor responsible for any additional costs)

Monday lunch sponsor

Mobile app banner

IOT PRESENTING SPONSOR \$17,500

45-minute general session presentation on IoT

Company logo projected on general session ballroom wall during general session

Dedicated news release written by AOTMP to announce the company as IoT Title Sponsor

4 Full Conference Passes (\$5,980 value) - includes all sessions, conference meals, networking activities and receptions

10x10 exhibit space (includes charging station in half of booth, 1 draped table, 2 chairs, 2x5 amp power connection; sponsor responsible for any additional costs)

Tuesday lunch sponsor

Mobile app banner

BLOCKCHAIN PRESENTING SPONSOR \$17,500

45-minute general session presentation on Blockchain

Company logo projected on general session ballroom wall during general session

Dedicated news release written by AOTMP to announce the company as Blockchain Title Sponsor

4 Full Conference Passes (\$5,980 value) - includes all sessions, conference meals, networking activities and receptions

10x10 exhibit space (includes charging station in half of booth, 1 draped table, 2 chairs, 2x5 amp power connection; sponsor responsible for any additional costs)

Wednesday lunch sponsor

Mobile app banner

AR PRESENTING SPONSOR \$17,500

45-minute general session presentation on Augmented Reality

Company logo projected on general session ballroom wall during general session

Dedicated news release written by AOTMP to announce the company as AR Title Sponsor

4 Full Conference Passes (\$5,980 value) - includes all sessions, conference meals, networking activities and receptions

10x10 exhibit space (includes charging station in half of booth, 1 draped table, 2 chairs, 2x5 amp power connection; sponsor responsible for any additional costs)

Breakfast sponsor: Monday, Tuesday, Wednesday

Mobile app banner

TEM PRESENTING SPONSOR \$22,500

45-minute general session presentation on TEM

Company logo projected on general session ballroom wall during general session

Dedicated news release written by AOTMP to announce the company as TEM Title Sponsor

4 Full Conference Passes (\$5,980 value) - includes all sessions, conference meals, networking activities and receptions

10x10 exhibit space (includes charging station in half of booth, 1 draped table, 2 chairs, 2x5 amp power connection; sponsor responsible for any additional costs)

Tuesday reception sponsor

Mobile app banner

EMM PRESENTING SPONSOR \$20,000

45-minute general session presentation on EMM

Company logo projected on general session ballroom wall during general session

Dedicated news release written by AOTMP to announce the company as EMM Title Sponsor

4 Full Conference Passes (\$5,980 value) - includes all sessions, conference meals, networking activities and receptions

10x10 exhibit space (includes charging station in half of booth, 1 draped table, 2 chairs, 2x5 amp power connection; sponsor responsible for any additional costs)

Sunday reception sponsor

Mobile app banner

AOTMP UNIVERSITY SPONSOR \$15,000

Impact paper provided by AOTMP and approved by Sponsor distributed to all AOTMP University attendees at the beginning of each of the three tracks

3 Full Conference Passes (\$4,485 value) - includes all sessions, conference meals, networking activities and receptions

EXHIBITOR, SPOTLIGHT \$13,500

10x10 exhibit space
(includes 1 draped table,
2 chairs, 1x5 amp power
connection; sponsor
responsible for any
additional costs)

2 Full Conference Passes
(\$2,990 value) - includes
all sessions, conference
meals, networking
activities and receptions

EXHIBITOR 5G \$8,500

10x10 exhibit space
(includes 1 draped table,
2 chairs, 1x5 amp power
connection; sponsor
responsible for any
additional costs)

2 Full Conference Passes
(\$2,990 value) - includes
all sessions, conference
meals, networking
activities and receptions

EXHIBITOR IoT \$8,500

10x10 exhibit space
(includes 1 draped table,
2 chairs, 1x5 amp power
connection; sponsor
responsible for any
additional costs)

2 Full Conference Passes
(\$2,990 value) - includes
all sessions, conference
meals, networking
activities and receptions

EXHIBITOR BLOCKCHAIN \$8,500

10x10 exhibit space
(includes 1 draped table,
2 chairs, 1x5 amp power
connection; sponsor
responsible for any
additional costs)

2 Full Conference Passes
(\$2,990 value) - includes
all sessions, conference
meals, networking
activities and receptions

EXHIBITOR AR \$8,500

10x10 exhibit space
(includes 1 draped table,
2 chairs, 1x5 amp power
connection; sponsor
responsible for any
additional costs)

2 Full Conference Passes
(\$2,990 value) - includes
all sessions, conference
meals, networking
activities and receptions

EXHIBITOR TEM/EMM \$8,500

10x10 exhibit space
(includes 1 draped table,
2 chairs, 1x5 amp power
connection; sponsor
responsible for any
additional costs)

2 Full Conference Passes
(\$2,990 value) - includes
all sessions, conference
meals, networking
activities and receptions

EXHIBITOR EXCLUSIVE: USER GROUP MEETING PACKAGES

End your experience at AOTMP 2020 with a user group meeting that allows you to present to and interact with your clients. Choose the agenda (see below to view requested topics by enterprises) and who is invited.

UP TO 50 PEOPLE

3 available | \$45,000

- Meeting room for up to 50 people
- Vendor sets their own agenda around the scheduled food functions
- Food & beverages (breakfast, lunch, reception)
- 50 user group meeting passes (\$24,750 value)

UP TO 25 PEOPLE

2 available | \$25,000

- Meeting room for up to 25 people
- Vendor sets their own agenda around the scheduled food functions
- Food & beverages (breakfast, lunch, reception)
- 25 user group meeting passes (\$12,375 value)

USER GROUP MEETINGS WILL TAKE PLACE ON THURSDAY, APRIL 23, 2020

REQUESTED TOPICS BY ENTERPRISES

Company Vision from the CEO
New Features & Functionality
Technology Roadmap
Getting the Most from Your Investment
Services Case Studies
Or Set Your Own

User group meetings are promoted by BOTH you and AOTMP.

The meeting is EXCLUSIVE to your current customers or others you choose to invite.

User group meeting packages DO NOT INCLUDE PASSES TO THE AOTMP 2020 CONFERENCE.

Conference passes must be purchased separately by enterprises. Vendors must purchase a sponsorship or exhibitor package.

As a sponsor, you are able to add Enterprise Guest Passes to your sponsorship. Details are available under the "Add-Ons" section at the top of the page.

SPONSOR & EXHIBITOR ADD-ONS

IMPACT PAPER \$6,000, 6 AVAILABLE

- 2-3 page impact paper authored by AOTMP & co-branded
- Distributed to all attendees prior to the event by email and again at the event on mobile app
- Authorization for sponsor to market/use post event

EXHIBITOR PARTNER \$5,000, 5 AVAILABLE

Add another vendor to your exhibit space.

VENDOR PASS STANDALONE \$4,000, 15 AVAILABLE

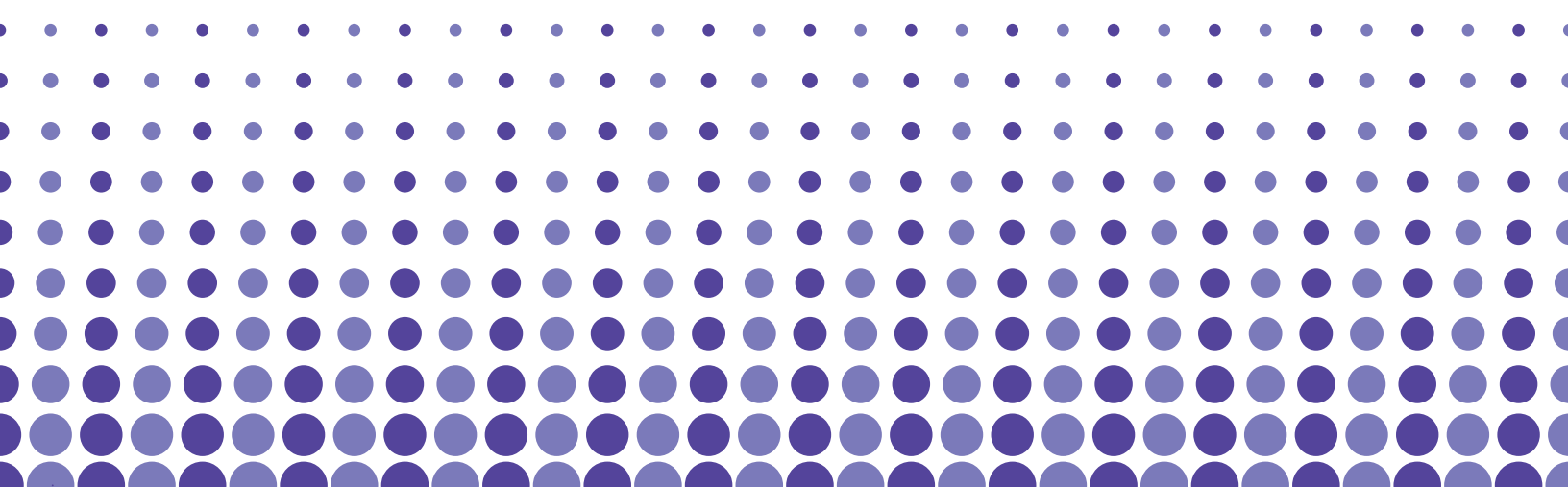
VENDOR PASS WITH OTHER PACKAGE \$1,500, 15 AVAILABLE

CONFERENCE ATTENDEE EMAIL MARKETING BLAST \$2,500, 6 AVAILABLE

- Email will be sent out by AOTMP for your company (no email lists will be given out)
- Customized email blast with company information and contact details included
- Company promo material emailed to attendees during conference

ENTERPRISE GUEST PASSES

- \$5,000 for 5
- \$9,000 for 10
- \$12,000 for 15
- \$14,000 for 20



RESERVATIONS

Pre-sales reservations accepted from

APRIL 10 - SEPTEMBER 13, 2019*

**with \$1,000 deposit. MUST convert to contract by September 13.*

Pre-sales contracts accepted from

APRIL 10 - SEPTEMBER 13, 2019*

**Your credit card will be charged or an invoice will be sent on October 1, 2019.*

Open sales begin

OCTOBER 1, 2019*

**Subject to availability. Exhibitor & sponsor opportunities are usually sold out by October 1 (this is the ONLY way vendors can attend!).*

Visit usa2020.aotmp.com to secure your reservation today!

Vendors can only attend AOTMP 2020 as a sponsor or exhibitor.

**ASK ABOUT OUR FIRST EUROPEAN CONFERENCE
COMING JULY 2020 IN LONDON**



**WATCH FOR MORE DETAILS ON OUR NEW USA LOCATION FOR
AOTMP USA 2021**