Realcomm

@ the Intersection of Commercial & Corporate
Real Estate, Technology, Automation & Innovation

IBCON

The Smart, Connected, High Performance
Intelligent Buildings Conference

SPONSOR / EXHIBITOR PROSPECTUS

JUNE 6-7 (Pre-con: 6/5 | Tours & Executive Briefings: 6/8)   THE COSMOPOLITAN OF LAS VEGAS | LAS VEGAS, NV

WWW.REALCOMM.COM

REALCOMM | IBCON CONNECTS YOU
WITH THE COMPANIES YOU WANT TO REACH

The 20th annual Realcomm | IBcon Conference & Expo, happening June 2018 will bring together more than 1,900 commercial, corporate, institutional and government real estate professionals to explore the latest technology tools and innovations available to the industry.

Realcomm | IBcon is the premier event focused

on technology, efficiency, innovation and

automation solutions for the commercial real estate

organization. It is a "must attend" conference event

if your goal is to educate, collaborate and connect

with real estate decision makers who are interested

in improving their commercial development, leasing,

accounting, management and operations.

EXHIBITING HELPS YOU BUILD THE RIGHT CONNECTIONS

For sponsors and exhibitors, Realcomm | IBcon 2018 is the most targeted event in the industry to showcase technology products and services designed for the commercial real estate industry. You will enjoy meeting with hundreds of attendees, speakers, media, and visionary members of both communities who share the common goal of promoting the use of technology to improve how we design, build, lease, automate and use commercial property.

Be part of this dynamic event by becoming a sponsor or exhibitor today.

Contact our event team for more information about sponsorship and exhibitor pricing and benefits.

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REALCOMM - WHO WILL ATTEND

Real Estate IT Professionals

Senior Technology Strategists

Property Managers

Facility Managers

Asset Managers

Energy | Sustainability Executives

Commercial Owners

Corporate Real Estate Executives

Chief Operating Officers

Government | Institutional Owners

Developers

Architects

Engineers

Commercial Brokers

Commercial Real Estate Consultants

Tenant Representatives

Construction Project Managers

REALCOMM ATTENDEE PROFILE

Realcomm is the key meeting place for many sectors of the commercial real estate industry. The conference attracts executive decision-makers from all around the world who are seeking to advance their knowledge of the latest business solutions, innovations and technologies. They are qualified buyers who know that the most productive way to buy new products and services is to examine them on the exhibit floor, talk to the makers of the products and compare them directly against competitors' products. They know that the only place they can find these products under one roof is at Realcomm!

IBCON - WHO WILL ATTEND

IBcon should be attended by building owners and managers, as well as a broad cross-section of individuals who represent interdepartmental boundaries within organizations from facilities management, building engineering, energy and sustainability, IT, real estate operations, asset and portfolio management, construction, project management, architecture and design.

Real Estate Sectors

Commercial

Corporate

Government

Healthcare

Education

Sports & Entertainment

Transportation

Manufacturing

Job Function

Asset Managers

Operations

Property Management

Facilities & Engineering

Real Estate

Investment

Information Technology (IT)

Energy/Sustainability

Finance

Sales & Marketing

Leasing

Business Development

Architects

Real Estate Types

Office

Industrial

Retail

Multifamily

Mixed Use

Organizational Types

Real Estate Owners/Developers/
Investors

Urban Planning Firms

Design/Architecture Companies

MEP Firms

Specifying

Developers

Construction Companies

Hardware and Software Solutions Providers

Consulting Companies

Integrators

Manufactures

Venture and Investment Capital Firms

Associations

Research Organizations

Media Organizations

Energy Companies

REALCOMM | IBCON CONFERENCE HIGHLIGHTS

Year after year, our commitment to delivering a dynamic, relevant educational program has helped establish Realcomm and IBcon as a "must attend" industry events. Our extensive education program is designed to give BUILDING OWNERS, DEVELOPERS, CIOs/CTOs, PROPERTY MANAGERS, ASSET MANAGERS, FACILITY MANAGERS, and BUILDING ENGINEERS the technology tools they need to positively impact the bottom line of their companies – from automating business processes, to general technology solutions specifically for real estate organizations, to smarter, connected, high performance, intelligent building technologies.

- Dynamic Education Program featuring 100+ Leading Industry Speakers
- General Sessions featuring top Real Estate Executives
- Vendor Expo featuring Top Industry Solution Providers
- Annual "Digie" Awards Presentation
- Networking Cocktail Reception

REALCOMM & IBCON
2018 TENTATIVE SCHEDULE OF EVENTS

Monday, June 4

START	END	EVENT
7:30 AM	10:00 PM	Fun Day

Tuesday, June 5

8:30 AM	6:00 PM	Pre-Conference Events/Meetings
		20th Anniversary Welcome Reception

Wednesday, June 6

8:00 AM	10:15 AM	Keynote Session / Conf. Kickoff
10:30 AM		Exhibit Hall Opens
11:00 AM	12:30 PM	Morning Breakout Sessions
12:30 PM	2:00 PM	Lunch / Exhibit Hall Break
2:00 PM	5:30 PM	Afternoon Breakout Sessions
5:30 PM	7:30 PM	Networking Reception & Digie Awards in Exhibit Hall

Thursday, June 7

8:30 AM	10:30 AM	Smart Buildings Showcase
10:30 AM		Exhibit Hall Opens
10:45 AM	11:45 AM	Morning Breakout Sessions
11:45 AM	1:15 PM	Lunch / Exhibit Hall Break
1:15 PM	4:15 PM	Afternoon Breakout Sessions
3:00 PM		Exhibit Hall Closes

Friday, June 8

8:00 AM	5:00 PM	Executive Briefings and Tours

REALCOMM TOPICS UNDER CONSIDERATION

- Mobile Applications
- Cloud Computing
- Budgeting and Forecasting
- Automating the Lease Process
- Enterprise Applications
- Property, Investment and Fund Management Technologies
- Telecommunications and Collaboration Technologies
- Document and Content Management
- CRM for the Commercial Real Estate Enterprise
- Advanced Analytics for Enterprise Operations

IBCON TOPICS UNDER CONSIDERATION

- BAS & EMS Platforms
- Digital Signage
- Energy Procurement
- FDD & Analytics
- Integrator Summit
- Intelligent Retrofit Strategies
- IoT for Smart Buildings & Campuses
- Renewables
- Smart Building Best Practices
- Smart Building Bootcamp
- Smart Parking

TECHNOLOGY VENDOR EXPO

Realcomm | IBcon provides a unique opportunity for vendors to showcase their products at two conferences under one roof. The Expo will showcase the most connected, smart, intelligent buildings technology products and services.

REALCOMM 2018 ADVISORY COUNCIL

The Realcomm 2018 Advisory Council is a distinguished group of commercial real estate executives committed to furthering the adoption of technology, automation and innovation in the industry.

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IBCON 2018 ADVISORY COUNCIL

IBcon has assembled domain experts from around the globe to assist with the creation of this year's program, ensuring we have addressed the most relevant issues and topics impacting the industry today.

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Cindy Zhu
Fellow
DEPARTMENT OF ENERGY

EXHIBITOR OPPORTUNITIES

The Realcomm | IBcon exhibit floor is vital for providing real estate owners and IT directors access to the best solutions providers in the industry. A significant number of new ideas and innovative solutions come from the exhibit floor every year—and so do some of the biggest business deals.

Kiosk Package
PACKAGE COST: $2,500

COMPLETE PACKAGE INCLUDES:
- One (1) podium kiosk
- One (1) stool
- One (1) complimentary full access conference pass
- Two (2) exhibit only passes
- Company name listed with link to your home page on Realcomm website
- Exhibitor Listing in Conference Program Guide
- Company Profile in Conference Program Guide

Single Booth (standard 10x10)
PACKAGE COST: $4,950

COMPLETE PACKAGE INCLUDES:
- Two (2) complimentary full access conference passes
- Four (4) exhibit only passes
- One (1) Real Estate (end-user only) Guest Pass
- Company name listed with link to your home page on Realcomm website
- Exhibitor Listing in Conference Program Guide
- Pipe & drape back wall (8') and sidewall (3')
- Company Profile in Conference Program Guide

Premium Exhibit Package Upgrade
ADDITIONAL $1,000 *Can be added to any size booth

- All items in the Standard Exhibit Package PLUS
- One (1) Advisory Sidebar Ad
- Your choice of one (1) of the following:
  1. Pre-conference mailing to group of 2500 real estate executives (postage and postcard at exhibitors cost) OR
  2. One supporting session sponsorship of your choice in the educational program
  3. 5-minute interview/presentation slot in the Realcomm "Conference Live" news desk schedule

Foyer Pavilion Single Booth Package (10x10)
Turnkey package, premium foyer location
PACKAGE COST: $6,950

COMPLETE PACKAGE INCLUDES:
- One (1) highboy table with white table stretch
- Two (2) high chairs/stools§ Digital Sign – 22" wide x 6.5' tall
- Electrical drop
- White Carpet
- White pipe and drape back wall (8') and sidewall (3')
- Two (2) complimentary full access conference passes
- Four (4) exhibit only passes
- One (1) Real Estate (end-user only) Guest Pass
- Company name listed with link to your home page on Realcomm website
- Exhibitor Listing in Conference Program Guide

Please note: In order to keep a clean, streamlined look in the Foyer area, there are restrictions on additional items allowed in these booths. Exhibitors may bring 1 additional pop-up banner with dimensions of approximately 22-24" wide x 6.5' in height. Exhibitors may also choose to bring a monitor to place either on the table or on a separate stand (monitor and stand would be at exhibitor's cost).

Tandem Booth (standard 10x20)
PACKAGE COST: $9,900

COMPLETE PACKAGE INCLUDES:
- Three (3) complimentary full access conference passes
- Five (5) Exhibit Only Passes
- Two (2) Real Estate (end-user only) Guest Passes
- Company name listed with link to your home page on Realcomm website
- Exhibitor Listing in Conference Program Guide
- Pipe & Drape back wall (8') and sidewall (3')
- Company Profile in Conference Program Guide

Triple Booth (standard 10x30)
PACKAGE COST: $14,850

COMPLETE PACKAGE INCLUDES:
- Four (4) complimentary full access conference passes
- Six (6) Exhibit Only Passes
- Two (2) Real Estate (end-user only) Guest Passes
- Company name listed with link to your home page on Realcomm website
- Listing in Conference Program Guide
- Pipe & Drape back wall (8') and sidewall (3')
- Company Profile in Conference Program Guide

Quad Booth (20x20)
PACKAGE COST: $19,800

COMPLETE PACKAGE INCLUDES:
- Five (5) complimentary full access conference passes
- Seven (7) exhibit only passes
- Three (3) Real Estate (end-user only) Guest Passes
- Company name listed with link to your home page on Realcomm website
- Listing in Conference Program Guide
- Pipe & Drape back wall (8') and sidewall (3')
- Company Profile in Conference Program Guide

"Ready to Show" Exhibit Package Upgrade
This package is a "Turn-Key" method for furnishing your space. You choose the style you like and we deliver everything to your space. All you need to bring is your signage and collateral! Includes all items in the Standard Exhibit Package PLUS your choice of either the Conference or Lounge set up listed below

SINGLE READY TO SHOW: $8,450 | TANDEM READY TO SHOW: $13,400

*For larger spaces, please ask for details.

SELECT ANY OF THE ABOVE "SINGLE OR TANDEM" PACKAGES AND ADD THE FOLLOWING: Upgraded 42" monitor add $300

"READY TO SHOW" - CONFERENCE SET UP
- One (1) Conference Table - 36" Round
- Four (4) Conference Chairs
- One (1) Literature Rack
- Carpet
- One (1) 20" Flat Screen Monitor
- One (1) Computer Kiosk (To place Monitor for demos)
- One (1) 22" x 28" chrome sign holder
- One (1) Electrical Drop
- Electrical Labor - Install & Dismantle
- Labor to Install & Remove Flat Screen

"READY TO SHOW" - LOUNGE SET UP
- One (1) Leather Sofa
- Two (2) Chairs
- One (1) Coffee Table
- One (1) Literature Rack
- One (1) 20" Flat Screen Monitor
- One (1) Computer Kiosk (To place Monitor for demos)
- One (1) 22" x 28" chrome sign holder
- Carpet
- One (1) Electrical Drop
- Electrical Labor - Install & Dismantle
- Labor to Install & Remove Flat Screen

** Additional exhibitor/sponsor passes are available at a discounted rate of $995 each (maximum of 3) if purchased with your sponsor package. If purchased after booth or sponsorship reservation is made, discounted rate increases to $1,295

Advertising and Media Opportunities:

2018 Conference Program Guide: The Realcomm Conference Program Guide is a publication given to every attendee and referenced continually during the conference. It is the key navigational tool for the conference and includes the complete agenda and timeline, track and session information, details on speakers, sponsors and exhibitors and the exhibitor floor plan.

2018 CONFERENCE PROGRAM GUIDE AD PRICING:

Full Page Ad-Back Cover	$3,000
Full Page Ad-Inside (4 Available):	$1,500
Full Page Ad-Inside Front or Inside Back:	$2,000
Half Page (4 Available):	$750

RealcommMarketplace: Yearlong listing includes online and printed presence. **Featured Vendor - $750 | Premiere Vendor - $1,500**

SPONSORSHIP OPPORTUNITIES

Platinum Level Sponsorships

The platinum sponsorships provide maximum exposure at the conference. These sponsorships are designed to spotlight the leading technology organizations for commercial real estate. The benefits of this sponsorship provide a strong, consistent message from the beginning of the marketing campaign in January 2018 through the conference in June. The platinum sponsorship is the optimum vehicle for promoting your organization at Realcomm | IBcon.

Platinum Level Sponsorship –
FOUR (4) AVAILABLE AT $45,000 EACH

COMPLETE PACKAGE INCLUDES:

- Sponsor recognition at the main entrance to the conference
- Sponsor recognition on all display signs
- Sponsor recognition on a conference meter board signage
- Sponsor recognition in the "Save-the-Date" mailing
- Sponsor recognition in the Conference Program Guide
- Sponsor recognition in the printed pre-conference promotional mailer
- Sponsor recognition in all conference email marketing campaigns
- Sponsor recognition on Realcomm website with a link to your home page
- Sponsor recognition in the Realcomm Advisory email newsletter
- Sponsor recognition in post conference survey
- Speaking opportunity inside the educational program
- Opportunity to participate in Prize Giveaway
- One (1) pass to the CIO Roundtable event
- Ten (10) complimentary full conference passes
- Ten (10) complimentary Exhibit Hall passes
- Five (5) Real Estate (end-user only) Guest Passes
- Full-page ad in the Conference Program Guide
- 2-minute multimedia video prominently displayed at the Exhibit Hall entrance
- First-right-of-refusal for platinum sponsorship for the following convention year
- Priority Exhibit Booth Space selection
- Quad 20 x 20
- 5-minute conference live interview

Gold Level Sponsorship –
FOUR (4) AT $30,000 EACH

COMPLETE PACKAGE INCLUDES:

- Sponsor recognition on all display signs
- Sponsor recognition on a conference meter board signage
- Sponsor recognition in the Conference Preview
- Sponsor recognition in the Conference Program Guide
- Sponsor recognition on Realcomm website with a link to your home page
- Sponsor recognition in the printed pre-conference promotional mailer
- Sponsor recognition in all conference email marketing campaigns
- Speaking opportunity inside the educational program (availability across multiple tracks)
- Sponsor recognition in the Conference Brochure
- Half-page ad in the Conference Program Guide
- First right of refusal to sponsorship the following convention year
- Opportunity to participate in Prize Giveaway
- Six (6) complimentary full conference passes
- Six (6) complimentary Exhibit Hall passes
- Three (3) Real Estate (end-user only) Guest Passes
- Priority exhibit space selection
- Tandem 10 x 20 Exhibit Space
- 5-minute conference live interview

CONFERENCE LIVE

Conference LIVE Sponsorship / Gold Level – $30,000
2 AVAILABLE: 1 REPRESENTING REALCOMM CONFERENCE / 1 REPRESENTING IBCON CONFERENCE

Conference Live is the center stage area of the Exhibit Hall where all executive leadership interviews, presentations, give aways, demos, DIGIE AWARDS, press releases, live music, product launches, technology demos, etc. will be hosted and many of the presentations will be broadcast LIVE over the web.

- Designation as "Conference Live Sponsor" on all marketing material (pre and post conference) and conference website
- Opportunity for a prominent presentation slot at Conference LIVE Day 1 and Day 2 of the conference
- Participation as presenter at Kick-off Conference Live Interview on either Day 1 or Day 2
- Multi-media presentation played on large overhead screen (+ LIVE media streaming) (2 min.)
- Sponsor recognition by Moderator at opening and/or closing DIGIE AWARD ceremony (held at Conference LIVE Stage)
- Sponsor recognition strategically placed on set backdrop and/or Conference LIVE stage (present and visible during all Conference LIVE interviews)
- Sponsor logo on all floor signage surrounding Conference LIVE
- Sponsor recognition on a conference meter board signage
- Sponsor recognition in Conference Program Guide
- Half page ad in the Conference Program Guide
- Company name and logo on Realcomm | IBcon website with link to your home page
- Sponsor recognition in the printed pre-conference promotional mailer
- Sponsor marketing material can be distributed on tables and racks/on Conference Live seats
- Sponsor opportunity for visibility on Video clips sent to each "interviewee" post conference, for the purpose of distribution to their clients and prospects
- Sponsor opportunity for visibility on select Video clips included in Advisory newsletter post conference (distribution 55,000+)
- Sponsor opportunity for selection of 2 clients to be interviewed at Conference LIVE on story of technology, innovation or case study involving sponsor's products and/or services
- Opportunity to participate in Prize Giveaway
- Six (6) Full Access Conference passes
- Six (6) Exhibit Hall Only passes
- Three (3) Real Estate (end-user only) Guest Passes
- First right of refusal to sponsorship the following convention year
- Priority exhibit space selection
- Tandem Exhibit Space (10x20)

PRE-CONFERENCE EVENT SPONSORSHIP OPPORTUNITIES

2018 Realcomm | IBcon Golf Outing Sponsorships

Be part of the Realcomm | IBcon Golf Tournament. Sponsorship of this social event will provide you with an opportunity to meet and enjoy a day of golf with a select group of real estate professionals.

Main Event Sponsor – $3,500

3 AVAILABLE

COMPLETE PACKAGE INCLUDES:

- Participation in a Foursome (2 players)
- Announcement at start and end of play
- Sponsor Recognition on #1 and #18
- Sponsor Logo recognition on golf cart sign
- One additional staff member allowed to attend Reception

Reception Sponsor – $3,000

4 AVAILABLE

COMPLETE PACKAGE INCLUDES:

- Participation in a Foursome (1 player)
- Remarks at start and end of reception
- Announcement of tournament winners
- Sponsor Recognition on Hole (1)
- Sponsor Logo recognition on golf cart sign
- One additional staff member allowed to attend Reception

Beverage Cart Sponsor – $2,500

2 AVAILABLE

COMPLETE PACKAGE INCLUDES:

- Participation in a Foursome (1 player)
- Signage on Beverage Cart and Drink Tickets
- Sponsor Logo recognition on golf cart sign
- Cart to follow Beverage Cart

Lunch/Transportation Sponsor – $2,500

2 AVAILABLE

COMPLETE PACKAGE INCLUDES:

- Participation in a Foursome (1 player)
- Sponsor Recognition on Coach
- Sponsor Logo Recognition on Lunch Boxes

Par 3 - Stay Sponsors – $2,500

2 AVAILABLE

COMPLETE PACKAGE INCLUDES:

- Participation in a Foursome (1 player)
- Table at Par 3 Tee box to greet golfers
- Sponsor Logo recognition on golf cart sign

CIO Roundtable

The Realcomm CIO Roundtable has become the premier meeting place for Commercial Real Estate CIOs around the globe. The event provides an opportunity for them to gather to hear from leading speakers, discuss the most pertinent issues impacting their organizations and network with their peers/associates. It also has become an annual opportunity to reset the benchmarks for IT related issues for the industry. Sponsorship of this event provides the highest level of visibility and exposure to our CIO delegates.

CIO Roundtable Keynote Sponsorship – $22,500

1 AVAILABLE

COMPLETE PACKAGE INCLUDES:

- Sponsor recognition inside the CIO Roundtable event
- Presentation opportunity to CIO Roundtable attendees
- Sponsor recognition by Moderator at opening and closing of event
- Company logo on intro slide at beginning of event
- Sponsor recognition on all CIO Roundtable program materials
- Sponsor recognition on signage outside CIO Roundtable session room
- Sponsor recognition on a conference meter board signage
- Sponsor recognition in Realcomm Conference Program Guide
- Sponsor recognition in the printed pre-conference promotional mailer
- Company name and logo on Realcomm website with link to your home page
- Five (5) Full Access Conference passes
- Five (5) Exhibit Only Passes
- Three (3) passes to CIO Roundtable Event
- Three (3) Real Estate (end user only) Guest Passes
- First right of refusal to sponsorship the following convention year
- Single 10x10 Standard Exhibit Space

CIO Roundtable Sponsorship – Event Sponsorship – $19,500

4 AVAILABLE

COMPLETE PACKAGE INCLUDES:

- Sponsor recognition inside the CIO Roundtable event
- Speaking opportunity during event
- Sponsor recognition by Moderator at opening and closing of event
- Company logo on intro slide at beginning of event
- Sponsor recognition on all CIO Roundtable program materials
- Sponsor recognition on signage outside CIO Roundtable room
- Sponsor recognition on a conference meter board signage
- Sponsor recognition in Realcomm Conference Program Guide
- Sponsor recognition in the printed pre-conference promotional mailer
- Company name and logo on Realcomm website with link to your home page
- Four (4) Full Access Conference passes
- Five (5) Exhibit Hall Only passes
- Three (3) Real Estate (end user only) Guest Passes
- Two (2) passes to CIO Roundtable event
- First right of refusal to sponsorship the following convention year
- Single 10x10 Standard Exhibit space

CIO Roundtable Break Sponsor – $6,000

3 AVAILABLE

COMPLETE PACKAGE INCLUDES:

- Sponsor recognition by Moderator at beginning and end of break sessions
- Sponsor logo on intro slide at breaks
- Sponsor recognition on all session track materials
- Sponsor recognition on signage outside event room
- Sponsor recognition on a conference meter board signage
- Sponsor recognition in Realcomm Conference Program Guide
- Sponsor recognition on Realcomm website with link to your home page
- Sponsor marketing material placed on designated table near refreshments
- Sponsor logo on napkins
- One (1) pass to CIO Roundtable event
- Two (2) Full Access Conference pass
- One (1) Real Estate (end user only) Guest Pass

IB Boot Camp

For those who have been analyzing this topic for years, it is easy to get into complex discussions quickly. The visions are clear and the goals are large. However, for those who have not been involved in the creation of this new industry, the topic can be overwhelming. This track is designed for property managers, facility managers, IT professionals, energy and sustainability professionals and anyone else involved in the building industry that is interested in learning more. Boot Camp will provide a great foundation for understanding this emerging market.

IB Boot Camp Sponsorship – $10,000
3 AVAILABLE
COMPLETE PACKAGE INCLUDES:

- Sponsor recognition by moderator at opening and closing of session
- Presentation opportunity to Summit attendees (8-10 min.)
- Company logo on intro slides at beginning and end of session
- Sponsor recognition on all IB Boot Camp program materials
- Sponsor recognition on signage outside session room
- Sponsor recognition on a conference meter board signage
- Sponsor recognition in Realcomm Conference Program Guide
- Company logo on the Realcomm website with a link to your home page
- Three (3) Full Access Conference passes
- Three (3) seats at the IB Boot Camp Summit (invitation only, closed event)
- First right of refusal to sponsorship the following convention year
- Two (2) Real Estate (end user only) Guest Passes

IB Boot Camp Supporting Sponsorship – $5,000
2 AVAILABLE
COMPLETE PACKAGE INCLUDES:

- Sponsor recognition by moderator at opening and closing of session
- Company logo on intro slides at beginning and end of session
- Sponsor recognition on all IB Boot Camp program materials
- Sponsor recognition on signage outside session room
- Sponsor recognition on a conference meter board signage
- Sponsor recognition in Realcomm Conference Program Guide
- Company logo on the Realcomm website with a link to your home page
- Two (2) Full Access Conference passes
- One (1) Real Estate (end user only) Guest Pass
- One (1) seat at the IB Boot Camp Summit (invitation only, closed event)
- First right of refusal to sponsorship the following convention year

IB Boot Camp Break Sponsorship – $3,500

2 AVAILABLE

COMPLETE PACKAGE INCLUDES:

- Sponsor recognition by chairperson at beginning and end of break
- Logo on intro slide at break
- Sponsor recognition on all IB Boot Camp marketing materials
- Sponsor recognition on signage outside session room
- Sponsor recognition on a conference meter board signage
- Sponsor recognition on Realcomm website with link to your home page
- Sponsor marketing material placed on designated table near refreshments
- Sponsor logo on napkins
- One representative allowed attendance to the event
- One (1) seat at the IB Boot Camp Summit (invitation only, closed event)
- First right of refusal to sponsorship the following convention year

Advisory Council Summit

Sponsorship of the annual Advisory Council Summit provides you with an opportunity to meet, network and get to know our very exclusive Advisory Council members, who are CIOs and other high level commercial and corporate real estate Executives in the industry. This event sponsorship provides 2 passes for members of your team at two Advisory events: 1) the social event offsite and 2) the CIO/COO Luncheon on Tuesday.

Advisory Council Summit Sponsorship – $10,000

6 SPONSORSHIP MAXIMUM ATTENDANCE: 75-100

INCLUDES SPONSORSHIP RECOGNITION AND ATTENDANCE AT THE FOLLOWING EVENTS:

1. Advisory Council Social Event (Exotic Super Car Driving Experience) on Monday evening, June 4th from 6pm-10pm (includes transportation and dinner)
2. CIO/COO Lunch on Tuesday, June 5th (immediately prior to the CIO Roundtable)

COMPLETE PACKAGE INCLUDES:

- Sponsor logo on VIP invitations sent electronically to Advisory Council
- Opportunity to participate in two (2) private, by invitation-only events with members of Realcomm | IBcon Advisory Council
- Opportunity to network and establish relationships with high level Commercial and Corporate Real Estate executives
- Recognition as Conference Sponsor on the Realcomm website with a link to your home page
- Sponsor recognition on Realcomm | IBcon Sponsor "Thank You" signage
- Sponsor logo included on event signage on-site at BOTH Exotic Super Car Speedway and outside lunch area
- Sponsor recognition/introduction during social event dinner
- Sponsor logo included on all marketing and hand-out materials
- Two (2) passes to attend the private CIO/COO Lunch
- Two (2) passes to participate in the Exotic Car Speedway event
- Two (2) Full Access conference passes
- Two (2) Real Estate (end user only) Guest Passes for Conference

Smart Building Integrator Summit Event Sponsorship – $7,500

2 AVAILABLE

COMPLETE PACKAGE INCLUDES:

- Sponsor recognition by Moderator at opening and closing of session
- Presentation opportunity to Integrator Summit attendees (8-10 min.)
- Company logo on intro slides at beginning and end of session
- Sponsor recognition on all Summit program materials
- Sponsor recognition on signage outside session room
- Sponsor recognition on a conference meter board signage
- Sponsor recognition in Realcomm Conference Program Guide
- Company logo on the Realcomm website with a link to your home page
- Three (3) Full Access Conference passes
- Two (2) Real Estate (end user only) Guest Passes
- First right of refusal to sponsorship the following convention year

Smart Building Integrator Summit Supporting Sponsorship – $5,000

2 AVAILABLE

COMPLETE PACKAGE INCLUDES:

- Sponsor recognition by Moderator at opening and closing of session
- Company logo on intro slides at beginning and end of session
- Sponsor recognition on all Summit program materials
- Sponsor recognition on signage outside session room
- Sponsor recognition on a conference meter board signage
- Sponsor recognition in Realcomm Conference Program Guide
- Company logo on the Realcomm website with a link to your home page
- Two (2) Full Access Conference passes
- One (1) Real Estate (end user only) Guest Pass
- First right of refusal to sponsorship the following convention year

Smart Building Integrator Summit Break Sponsorship – $3,500

2 AVAILABLE

COMPLETE PACKAGE INCLUDES:

- Sponsor recognition by Moderator at beginning and end of break
- Logo on intro slide at break
- Sponsor recognition on all Summit marketing materials
- Sponsor recognition on signage outside session room
- Sponsor recognition on a conference meter board signage
- Sponsor recognition on Realcomm website with link to your home page
- Sponsor marketing material placed on designated table near refreshments
- One (1) Full Access conference pass
- First right of refusal to sponsorship the following convention year

Realcomm-IBcon Cybersecurity Summit Sponsorships – $10,000

4 AVAILABLE

COMPLETE PACKAGE INCLUDES:

- Sponsor recognition by at opening and closing of session
- Presentation opportunity to Summit attendees (5-7 min.)
- Company logo on intro slides at beginning and end of session
- Sponsor recognition on all Summit program materials
- Sponsor recognition on signage outside session room
- Sponsor recognition on a conference meter board signage
- Sponsor recognition in Realcomm Conference Program Guide
- Company logo on the Realcomm website with a link to your home page
- Three (3) Passes to Cybersecurity Summit
- Three (3) Full Access Conference passes
- Two (2) Real Estate (end user only) Guest Passes
- First right of refusal to sponsorship the following convention year

Realcomm-IBcon Cybersecurity Summit Supporting Sponsorship – $5,000

2 AVAILABLE

COMPLETE PACKAGE INCLUDES:

- Sponsor recognition by Moderator at opening and closing of session
- Company logo on intro slides at beginning and end of session
- Sponsor recognition on all Summit program materials
- Sponsor recognition on signage outside session room
- Sponsor recognition on a conference meter board signage
- Sponsor recognition in Realcomm Conference Program Guide
- Company logo on the Realcomm website with a link to your home page
- Two (2) Full Access Conference passes
- One (1) Real Estate (end user only) Guest Pass
- First right of refusal to sponsorship the following convention year

Realcomm-IBcon Cybersecurity Summit Break Sponsorship – $3,500

2 AVAILABLE

COMPLETE PACKAGE INCLUDES:

- Sponsor recognition by Moderator at beginning and end of break
- Logo on intro slide at break
- Sponsor recognition on all Summit marketing materials
- Sponsor recognition on signage outside session room
- Sponsor recognition on a conference meter board signage
- Sponsor recognition on Realcomm website with link to your home page
- Sponsor marketing material placed on designated table near refreshments
- One (1) Pass to Cybersecurity Summit
- One (1) Full Access conference pass
- First right of refusal to sponsorship the following convention year

COO/CAO/CFO Summit Event Sponsorship – $5,000

2 AVAILABLE

COMPLETE PACKAGE INCLUDES:

- Sponsor recognition by Moderator at opening and closing of session
- Presentation opportunity to Summit attendees
- Company logo on intro slides at beginning and end of session
- Sponsor recognition on all COO/CAO/CFO Summit program materials
- Sponsor recognition on signage outside session room
- Sponsor recognition on a conference meter board signage
- Sponsor recognition in Realcomm Conference Program Guide
- Company logo on the Realcomm website with a link to your home page
- Two (2) Full Access Conference passes
- One (1) Real Estate (end user only) Guest Passes
- First right of refusal to sponsorship the following convention year

Realcomm-IBcon COO/CAO/CFO Break Sponsorship – $3,500

2 AVAILABLE

COMPLETE PACKAGE INCLUDES:

- Sponsor recognition by Moderator at beginning and end of break
- Logo on intro slide at break
- Sponsor recognition on all Summit marketing materials
- Sponsor recognition on signage outside session room
- Sponsor recognition on a conference meter board signage
- Sponsor recognition on Realcomm website with link to your home page
- Sponsor marketing material placed on designated table near refreshments
- One (1) Pass to COO/CAO/CFO Summit
- One (1) Full Access conference pass
- First right of refusal to sponsorship the following convention year

Higher Education – Smart Campus Summit Sponsorship – $5,000

2 AVAILABLE

COMPLETE PACKAGE INCLUDES:

- Sponsor recognition by Moderator at opening and closing of sessions
- Presentation opportunity to Summit attendees
- Sponsor logo on intro slide before all Track sessions
- Sponsor recognition on all session track materials
- Sponsor recognition on signage outside session room
- Sponsor recognition on a conference meter board signage
- Sponsor recognition in Realcomm Conference Program Guide
- Sponsor recognition on Realcomm website with link to your Home Page
- Sponsor may place marketing materials/company literature on table in back of the room
- Two (2) Full Access Conference passes
- One (1) Real Estate (end user only) Guest Passes
- First right of refusal to sponsorship the following convention year

**Additional exhibitor/sponsor passes are available at a discounted rate of $995 each (maximum of 3) if purchased with your sponsor package. if purchased after booth or sponsorship reservation is made, discounted rate increases to $1,295

GENERAL SESSION, SPECIAL MEETINGS & NETWORKING OPPORTUNITIES

General Session │ Day 1 │ Keynote/Conference Kickoff Event

The Keynote General Session is the opening event for the Realcomm-IBcon Conference and is the largest and most well attended session of the conference. This General Session Keynote Address will feature a panel of leading visionaries who will share their views on innovation in the commercial real estate industry. This sponsorship provides the best exposure to the largest audience. Your company's logo will be prominently placed on event signage, in the program guide and on our website.

General Session Keynote Sponsorship – $20,000

2 AVAILABLE: 1 REPRESENTING REALCOMM CONFERENCE / 1 REPRESENTING IBCON CONFERENCE

COMPLETE PACKAGE INCLUDES:
- Sponsor recognition on the General Session introductory slide
- Presentation opportunity in the General Session
- Company name and logo on General Session Stage
- Company name and logo on Realcomm website with link to your home page
- Sponsor recognition in Conference Program Guide
- Sponsor recognition on a conference meter board signage
- Sponsor recognition in the printed pre-conference promotional mailer
- Five (5) Full Access Conference passes
- Five (5) Exhibit Hall Only passes
- Three (3) Real Estate (end user only) Guest Passes
- First right of refusal to sponsorship the following convention year
- Single 10x10 Standard Exhibit Space

General Session Event Sponsor – $15,000

2 AVAILABLE

COMPLETE PACKAGE INCLUDES:
- Sponsor recognition on the General Session introductory slide
- Company name and logo on General Session Stage
- Company name and logo on Realcomm website with link to your home page
- Sponsor recognition on a conference meter board signage
- Sponsor recognition in Conference Program Guide
- Sponsor recognition in the printed pre-conference promotional mailer
- Four (4) Full-Access Conference passes
- Four (4) Exhibit Hall Only passes
- Three (3) Real Estate (end user only) Guest Passes
- First right of refusal to sponsorship the following convention year
- Single 10x10 Standard Exhibit Space

General Session Supporting Sponsorship – $7,500

2 AVAILABLE

COMPLETE PACKAGE INCLUDES:
- Sponsor logo recognition on the General Session introductory slide
- Company name and logo on General Session Stage
- Company name and logo on Realcomm | IBcon website with link to your home page
- Sponsor recognition on a conference meter board signage
- Sponsor recognition in Conference Program Guide
- Three (3) Full Access Conference passes
- Two (2) Real Estate (end user only) Guest Passes
- First right of refusal to sponsorship the following convention year

General Session Coffee Sponsorship – $5,000

2 AVAILABLE

COMPLETE PACKAGE INCLUDES:

- Sponsor recognition on the General Session introductory slide
- Sponsor recognition by Moderator at the beginning of session
- Company name and logo on signage outside Session room
- Sponsor recognition on a conference meter board signage
- Sponsor logo on signage near coffee station
- Opportunity to display marketing materials
- Sponsor logo with link to your home page on Realcomm web site
- Sponsor recognition in Realcomm Conference Program Guide
- Two (2) Full Access Conference passes
- One (1) Real Estate (end user only) Guest Pass
- Company logo on napkins

Smart Building Best Practice Showcase – $7,500

4 AVAILABLE

This Best Practice Showcase super-session will feature the world's most progressive and successful implementations of smart buildings, portfolios and campuses. These projects represent the next generation of open, interoperable, integrated, and IP-centric buildings. In this interactive showcase setting, you'll have the opportunity to meet face-to-face with representatives for each project who will share both their challenges and successes and address energy conservation, operational efficiency, enhanced occupant experience, sustainability achievement and financial optimization.

COMPLETE PACKAGE INCLUDES:

- Sponsor recognition on all building project signs (35+) inside "Best Practices" Showcase
- Thought leadership presence at this high level General Session
- Verbal Sponsor recognition by Moderator of "Best Practices" Showcase
- Sponsor recognition on any "Best Practices" Showcase materials
- Sponsor recognition on conference sponsor meter boards
- Sponsor recognition on floor signage in and around display area
- Sponsor recognition in Realcomm – IBcon Conference Program Guide Sponsor Page
- Company logo & recognition as Sponsor of "Best Practices" Showcase in Conference Program Guide
- Logo on IBcon Conference website with a link to Sponsor home page
- Sponsor logo on napkins at breakfast and beverage tables
- Three (3) complimentary full conference passes
- Two (2) Real Estate (end user only) Guest Passes

Smart Building Best Practice Showcase – Breakfast Sponsor – $5,000

2 AVAILABLE

COMPLETE PACKAGE INCLUDES:

- Complete Package Includes:
- Logo on conference website with a link to sponsor home page
- Sponsor recognition on Realcomm | IBcon Conference sponsor meter boards
- Sponsor recognition on event floor signage at the entrances to the showcase display area
- Sponsor recognition in Realcomm | IBcon Conference Program Guide Sponsor Page
- Sponsor recognition as "Breakfast Sponsor" for "Best Practices" Showcase in Conference Program Guide
- Sponsor logo on napkins at breakfast and beverage tables
- Two (2) Full Access Conference Passes
- One (1) Real Estate (end-user only) Guest Pass

Digie Awards and Networking Sponsorship – $15,000
2 AVAILABLE

The Networking Reception is a great way to get your company name in front of all conference attendees as they come together to relax and socialize after a long day of intense education.   During the reception, we will be announcing the DIGIE award winners, a prestigious annual award presented to industry innovators and thought leaders. As a Sponsor, a representative of your company will participate in the DIGIE Award ceremony and have the opportunity to address attendees.

COMPLETE PACKAGE INCLUDES:

- Opportunity to participate during Digie Award presentation
- Sponsor recognition by Moderator at opening and closing of ceremony
- Opening and/or Closing remarks at the event
- Logo on large digital screen
- Sponsor logo on drink tickets
- Complimentary batch of drink tickets
- Sponsor logo on floor signage near stage
- Sponsor recognition on a conference meter board signage
- Sponsor recognition in Realcomm | IBcon Conference Program Guide
- Sponsor recognition in the printed pre-conference promotional mailer
- Sponsor recognition in the Realcomm Advisory Digie Awards Issue (highest read issue)
- Company name and logo on Realcomm website with link to your home page
- Four (4) Full Access conference passes
- Three (3) Real Estate (end user only) Guest Passes
- First right of refusal to sponsorship the following convention year
- Four (4) exhibit hall only passes
- Single 10x10 Standard Exhibit Space

Private Keynote Luncheon – $7,500
2 AVAILABLE

This function is an invitation-only luncheon featuring a keynote speaker from the General Session. The invitation list will be carefully chosen by Realcomm and the Luncheon Sponsors to include 25-30 top executives from some of the most prominent commercial real estate firms in the country. Sponsors will have the opportunity for opening and/or closing remarks and provide literature to the attendees. There is no other opportunity like this to network exclusively with some of the most influential decision-makers in the industry.

COMPLETE PACKAGE INCLUDES:

- Opportunity to address lunch attendees
- Opportunity to invite select real estate executives to attend
- Sponsor recognition (company name and logo) on signage outside luncheon room
- Banner/signage with company name and logo inside luncheon room
- Sponsor recognition on a conference meter board signage
- Sponsor recognition in Realcomm Conference Program Guide
- Company logo on the Realcomm website with a link to your Home Page
- Sponsor opportunity to give away door prize or give a gift to all luncheon attendees
- Three (3) Full Access conference passes
- Two (2) Real Estate (end user only) Guest Passes
- First right of refusal to sponsorship the following convention year

REALCOMM EDUCATION TRACK SPONSORSHIP OPPORTUNITIES

JUNE

Year after year, our commitment to delivering a dynamic, relevant educational program has helped establish Realcomm and IBcon as "must attend" industry events. Our extensive education program is designed to give BUILDING OWNERS, DEVELOPERS, CIOs/CTOs, PROPERTY MANAGERS, ASSET MANAGERS, FACILITY MANAGERS, and BUILDING ENGINEERS the technology tools they need to positively impact the bottom line of their companies – from automating business processes, to general technology solutions specifically for real estate organizations, to smarter, connected, high performance, intelligent building technologies.

REALCOMM TOPICS UNDER CONSIDERATION:

- 3D Scanning & Printing
- Application Integration
- Asset/Operational Management
- Automated Payments
- Benchmarking IT Organization
- Blockchain for Real Estate
- Budgeting, Forecasting & Capital Planning
- Business Continuity Planning
- Cloud
- Collaboration Tools
- CRE Tech 4.0
- CRM
- Crowdfund Platforms
- Cybersecurity
- Data Governance
- Data Privacy
- Data Standards
- Data Virtualization
- Digital Strategy
- Disaster Recovery
- Email & Document Retention
- Enterprise Content Management
- Everything-as-a-Service
- Globalization
- Incident Awareness & Response
- Integrated Project Delivery
- Internal Threat Monitoring
- Intrusion Detection
- Investment Management & Reporting
- Keeping Up With The Pace of Change

- Knowledge Management
- Lease Management
- Lease Process Automation
- Marketing Analytics
- Master Data Management
- Mobility
- Network Architecture
- NextGen Workplace
- Organizational Transformation
- Outboard Packet Monitoring
- Performance Management
- Port Monitoring
- Predictive Analytics
- Privacy
- Property Management
- Retail Analytics
- Retail Technologies
- Retail Traffic & Footpath Analytics
- Skills Gap – Finding, Training & Retention of Tech Talent
- Social Media
- Tech to Better Understand Tenants & Clients
- Using Technology to Drive Revenues
- User Behavior Profiling
- Valuation/DCF
- Vendor Management
- Virtual Firewalls
- Wearables

IBCON EDUCATION TRACK SPONSORSHIP OPPORTUNITIES

JUNE

2018 PROGRAM DETAILS COMING SOON

Year after year, our commitment to delivering a dynamic, relevant educational program has helped establish Realcomm and IBcon as "must attend" industry events. Our extensive education program is designed to give BUILDING OWNERS, DEVELOPERS, CIOs/CTOs, PROPERTY MANAGERS, ASSET MANAGERS, FACILITY MANAGERS, and BUILDING ENGINEERS the technology tools they need to positively impact the bottom line of their companies – from automating business processes, to general technology solutions specifically for real estate organizations, to smarter, connected, high performance, intelligent building technologies.

2018 PROPOSED IBCON TOPICS:

- 3D Digital Scanning
- Access Control
- Aligning the Organization Around Smart Building Initiatives
- AR/VR
- BAS & EMS Platforms
- BIM for O&M
- Creating a Smart Mall
- DAS/Wireless
- Designing the Base Building Network
- Digital Signage
- Drones
- Energy Procurement
- FDD & Analytics
- Finding, Training & Retaining Talent
- Fire/Life Safety
- Impact of Autonomous Cars
- Incident Tracking & Situational Awareness
- Integrator Summit
- Intelligent Retrofit Strategies

- IoT for Smart Buildings & Campuses
- Lighting Tech
- Microgrids & Storage
- Net Zero
- Personalized Controls
- Physical Security
- Cybersecurity
- Power Conditioning
- Predictive Maintenance
- Project Haystack
- Renewables
- Robotics
- Smart Building Best Practices
- Smart Building Bootcamp
- Smart Building Data Strategies
- Smart Parking
- Sustainability Reporting
- Waste Technologies
- Water Technologies
- Wearables

Conference Education Track Sponsorships – $15,000

2 AVAILABLE PER TRACK

COMPLETE PACKAGE INCLUDES:

- Sponsor recognition inside each session contained in track
- Presentation opportunity in a session inside track
- Sponsor recognition by Moderator at opening and closing of sessions
- Sponsor logo on intro slide before all Track sessions
- Sponsor recognition on all session track materials
- Sponsor recognition on signage outside session room
- Sponsor recognition on a conference meter board signage
- Sponsor recognition in Realcomm Conference Program Guide
- Sponsor recognition in the printed pre-conference promotional mailer
- Company name and logo on Realcomm website with link to your home page
- Prior to session, Sponsor may distribute company brochures on chairs for attendees
- Four (4) Complimentary Full Access Conference Passes
- Four (4) Exhibit Only passes
- Three (3) Real Estate (end-user only) Guest Passes
- First right of refusal to sponsorship the following convention year
- Single 10x10 Standard Exhibit Space

Supporting Education Track Sponsorships – $7,500

2 AVAILABLE PER TRACK

COMPLETE PACKAGE INCLUDES:

- Sponsor recognition as Supporting Education Track Sponsor inside each session contained in track
- Sponsor recognition by Moderator at opening and closing of sessions
- Sponsor logo on intro slide before all Track sessions
- Sponsor recognition on all session track materials
- Sponsor recognition on signage outside session room
- Sponsor recognition on a conference meter board signage
- Sponsor recognition in Realcomm Conference Program Guide (deadline 5/25)
- Sponsor recognition on Realcomm website with link to your Home Page
- Sponsor may distribute marketing material or brochures on table in back of the room
- Three (3) Complimentary Full Access Conference Passes
- Two (2) Real Estate (end-user only) Guest Passes
- First right of refusal to sponsorship the following convention year

Supporting Session Sponsorship – **EXHIBITOR PRICE:** $1500 **| NON-EXHIBITORS:** $2500
COMPLETE PACKAGE INCLUDES:

- Sponsor recognition by Moderator during session
- Sponsor recognition on signage inside and outside session room
- Sponsor recognition on all Session Track materials
- Recognition as a SPONSOR in Realcomm Conference Program Guide
- Company logo on Realcomm website and link to Home Page
- Opportunity to place marketing brochures on table in back of the session room
- One (1) Full Conference Pass (Only for Non-Exhibitors)

SPECIALTY TRACK – INVESTMENT MANAGEMENT

Education Track Sponsorship – Investment Management – $15,000

2 AVAILABLE

COMPLETE PACKAGE INCLUDES:

- Sponsor recognition inside each session contained in track
- Presentation opportunity in a session inside track
- Sponsor recognition by Moderator at opening and closing of sessions
- Sponsor logo on intro slide before all Track sessions
- Sponsor recognition on all session track materials
- Sponsor recognition on signage outside session room
- Sponsor recognition on a conference meter board signage
- Sponsor recognition in Realcomm Conference Program Guide
- Sponsor recognition in the printed pre-conference promotional mailer
- Company name and logo on Realcomm website with link to your home page
- Prior to session, Sponsor may distribute company brochures on chairs for attendees
- Four (4) Complimentary Full Access Conference Passes
- Four (4) Exhibit Only Passes
- Three (3) Real Estate (end-user only) Guest Passes
- First right of refusal to sponsorship the following convention year
- Single 10x10 Standard Exhibit Space

Supporting Education Track Sponsorship – Investment Management – $,7500

2 AVAILABLE

COMPLETE PACKAGE INCLUDES:

- Sponsor recognition as Supporting Track Sponsor inside each session contained in track
- Sponsor recognition by Moderator at opening and closing of sessions
- Sponsor logo on intro slide before all Track sessions
- Sponsor recognition on all session track materials
- Sponsor recognition on signage outside session room
- Sponsor recognition on a conference meter board signage
- Sponsor recognition in Realcomm Conference Program Guide
- Sponsor recognition on Realcomm website with link to your Home Page
- Sponsor may place marketing materials/company literature on table in back of the room
- Two (2) Full Access Conference passes
- Two (2) Real Estate (end user only) Guest Passes
- First right of refusal to sponsorship the following convention year

Investment Management Break Sponsorship – $5,000 (DAY 1 & DAY 2)

2 AVAILABLE

COMPLETE PACKAGE INCLUDES:

- Sponsor recognition by Moderator either before or after Break Sessions
- Speaking opportunity to address the group just before one scheduled break
- Logo on intro slide at breaks
- Sponsor recognition on all session track materials
- Sponsor recognition on signage outside session room
- Sponsor recognition in Realcomm Conference Program Guide
- Company logo on the Realcomm website with a link to your Home Page
- Sponsor marketing material placed on designated table near refreshments
- Two (2) Full Access conference passes
- One (1) Real Estate (end user only) Guest Pass
- First right of refusal to sponsorship the following convention year

Investment Management Private Breakfast Sponsorship – $5,000 (Breakfast is morning of Day 2)

COMPLETE PACKAGE INCLUDES:

- Opportunity to address breakfast attendees
- Sponsor recognition on signage outside IM session/breakfast room
- Sponsor recognition on email invitation pre-event
- Recognition of Sponsor on table tent cards during Breakfast event
- Sponsor recognition and "Thank You" by Moderator at the beginning of breakfast program
- Sponsor recognition as a Bronze Level Sponsor on a conference meter board signage
- Sponsor recognition in Realcomm Conference Program Guide in Sponsor "Thank You" page
- Company logo on the Realcomm website with a link to your Home Page
- Sponsor opportunity for door prize or take-away to all breakfast attendees
- Two (2) full access conference passes
- One (1) Real Estate (end user only) Guest Pass

SPECIALTY TRACK – CORPORATE REAL ESTATE

Education Track Sponsorship – Corporate Real Estate – $5,000

2 AVAILABLE

COMPLETE PACKAGE INCLUDES:

- Sponsor recognition as Supporting Track Sponsor inside each session contained in track
- Sponsor recognition by Moderator at opening and closing of sessions
- Sponsor logo on intro slide before all Track sessions
- Sponsor recognition on all session track materials
- Sponsor recognition on signage outside session room
- Sponsor recognition on a conference meter board signage
- Sponsor recognition in Realcomm Conference Program Guide
- Sponsor recognition on Realcomm website with link to your Home Page
- Sponsor may place marketing materials/company literature on table in back of the room
- Two (2) Full Access Conference passes
- One (1) Real Estate (end user only) Guest Passes
- First right of refusal to sponsorship the following convention year

**Additional exhibitor/sponsor passes are available at a discounted rate of $995 each (maximum of 3) if purchased in advance. If purchased at the conference the discounted rate increases to $1,295.

OTHER HIGH LEVEL VISIBILITY SPONSORSHIPS

Conference Digital Signage Sponsorship – $10,000

Realcomm will be replacing all traditional analogue signs with new state of the art digital signs. These digital signs will be placed at every corner of our conference footprint, from the Registration desk to the Main Entrance of the Exhibit Hall and will be located outside the session rooms as well as inside on the session room stage. To cover all of our needs, we expect to use between 40-50 digital signage units. These will be used as a multi-purpose means of sharing information, providing directions, and communicating with conference attendees. Sponsorship includes company logo at the bottom of every screen and offers a high level of visibility across the entire landscape of the conference.

3 AVAILABLE

COMPLETE PACKAGE INCLUDES:

- Company logo displayed at the bottom of each and every digital sign. Message will read "Digital Signage Sponsored by"
- Opportunity to place a marketing flyer or provide company pens/pencils or pads with your logo in conference bag
- Opportunity to provide 60-90 sec corporate video or product commercial that will be loaded as content on hard drive of one or several digital signs in specific agreed-upon locations – potential also for specific content played through command and control center.
- Sponsor recognition on a conference meter board signage
- Sponsor recognition in Realcomm Conference Program Guide
- Company logo on the Realcomm website with a link to your home page
- Three (3) Full Access conference passes
- Two (2) Real Estate (end user only) Guest Passes
- First right of refusal to sponsorship the following convention year

Conference Registration Sponsorship – $7,500

The registration area is the perfect venue for making that all-important first impression to delegates. Since every delegate MUST come through registration to retrieve their badge, lanyard and conference bag, it is a highly visible arena. This is the first sponsor attendees see upon arrival at Realcomm. Included at the registration table will be your company's logo, marketing brochure, and your representative's business card available for the taking.

4 AVAILABLE

COMPLETE PACKAGE INCLUDES:

- Company logo prominently displayed on signage at Registration
- Company Logo displayed on all Conference Badges
- Opportunity to place a one-page marketing flyer on the registration table or provide company pens/pencils or pads with your logo
- One conference bag insert
- Sponsor recognition on a conference meter board signage
- Sponsor recognition in Realcomm Conference Program Guide
- Company logo on the Realcomm website with a link to your home page
- Three (3) Full Access conference passes
- Two (2) Real Estate (end user only) Guest Passes
- First right of refusal to sponsorship the following convention year

Realcomm-IBcon Conference WiFi Sponsorships

WiFi Premium Package – $7,500

COMPLETE PACKAGE INCLUDES:
- Sponsor recognition (logo) on WiFi network "login page" as Premium Sponsor
- "About the Sponsor" company description (100-word) on "login page" with hyperlink to website
- Sponsor has opportunity to designate special "landing page" to which all conference attendees will be directed once login is complete – this can be sponsor's website, special information page, etc (subject to hotel approval)
- Sponsor opportunity to add any additional links, pdf files, videos, etc to "landing page"
- Sponsor recognition included on all instructional material about the WiFi Network provided to conference attendees
- Recognition as Conference WiFi Sponsor on signage near Exhibit Hall
- Company name and logo on IBcon website with link to your home page
- Sponsor recognition on oversized conference meter board signage
- "WiFi Sponsor" recognition in the Realcomm-IBcon Conference Program Guide
- Three (3) full conference passes
- Two (2) Real Estate (end user only) Guest Passes

WiFi Bronze Package – $5,000

COMPLETE PACKAGE INCLUDES:
- Sponsor recognition (logo) on WiFi network "login page" as Bronze Sponsor
- Company description (100-word) on login page with hyperlink to website
- Sponsor logo included on all instructional material about the WiFi Network provided to conference attendees
- Recognition as Conference WiFi Sponsor on signage near Exhibit Hall
- Company name and logo on IBcon website with link to your home page
- Sponsor recognition on oversized conference meter board signage
- "WiFi Sponsor" recognition in the Realcomm-IBcon Conference Program Guide
- Two (2) full conference passes
- One (1) full conference pass for real estate guest

WiFi Supporting Package – $2,500

COMPLETE PACKAGE INCLUDES:
- Sponsor recognition (logo) on WiFi network "login page" as Supporting Sponsor
- Sponsor logo included on all instructional material about the WiFi Network provided to conference attendees
- Recognition as Conference WiFi Sponsor on signage near Exhibit Hall
- Company name and logo on IBcon website with link to your home page
- Sponsor recognition on oversized conference meter board signage
- "WiFi Sponsor" recognition in the Realcomm-IBcon Conference Program Guide

Conference Mobile Application Program Guide Splash Page Sponsorship – $6,000

Realcomm is going mobile and will be providing an interactive mobile program guide to all attendees to view the conference agenda, highlights, program details, special events, speakers, maps, and tradeshow information on a variety of mobile devices including the iPhone, iPad, BlackBerry, Palm, Symbian and Android. There is also an interface with live social media feeds and RSS integration and syncs easily with Outlook, iCal, and Google Calendar. The mobile application platform also enables polling, surveys and analysis of attendee feedback.

2 AVAILABLE

COMPLETE PACKAGE INCLUDES:
- Company logo/banner will be prominently placed on the splash page of the mobile application
- Opportunity to download company profile or make available a pdf brochure to attendees
- One conference bag insert
- Company logo in the printed Conference Program Guide as the Mobile Application Program Guide Splash Page Sponsor
- Company logo on the Realcomm and IBcon websites with a link to your home page
- Sponsor recognition on a conference meter board signage
- Two (2) Full Access conference passes
- One (1) Real Estate (end user only) Guest Pass
- First right of refusal to sponsorship the following convention year

Conference Mobile Application Program Guide Banner Sponsorship – $5,000

4 AVAILABLE

COMPLETE PACKAGE INCLUDES:
- Primary Sponsoring Company logo/banner will be placed at the top / Supporting Sponsoring Company logo/banner placed toward the bottom of the mobile application (rotating banner or fixed)
- Banner will include a hyperlink to sponsor's company website or other website of choice
- Opportunity to download company profile or make available a pdf brochure to attendees
- One conference bag insert
- Company logo in the printed Conference Program Guide as the Supporting Mobile Application Program Guide Sponsor
- Company logo on the Realcomm and IBcon websites with a link to your home page
- Sponsor recognition on a conference meter board signage
- Two (2) Full Access conference passes
- One (1) Real Estate (end user only) Guest Pass

Conference Charging Station Sponsorship

$7,500 SHARED SPONSORSHIP | $12,500 EXCLUSIVE SPONSORSHIP

COMPLETE PACKAGE INCLUDES:
- Four (4) Charging Station Kiosks strategically placed for conference participants, including one in close proximity to the sponsor booth.
- Opportunity to design graphics showing on charging station kiosk (artwork requires prior approval by Realcomm)
- Opportunity to provide a video clip - if applicable
- Company name and logo on Realcomm website with link to your home page
- Sponsor recognition on conference meter board signage
- "Charging Station" sponsor recognition in Conference Program Guide with locations mapped
- Four (4) Full Access conference passes (exclusive sponsorship) / Three (3) full access conference passes (shared sponsorship)
- Two (2) Real Estate (end user only) Guest Passes
- First right of refusal to sponsorship the following convention year

REALCOMM | IBCON SPONSORSHIP OPPORTUNITIES AT A GLANCE

Platinum and Gold Level

	Price
Platinum	$45,000
Gold	$30,000
Conference LIVE	$30,000

Silver Level

	Price
CIO Roundtable Keynote	$22,500
General Session Keynote	$20,000
CIO Roundtable – General	$19,500
General Session Event Sponsor	$15,000
Conference Education Track Sponsor	$15,000
Conference Charging Station Sponsorship - Exclusive	$15,000
Networking Reception & DIGIE Awards	$15,000

Bronze Level

Cybersecurity Summit Sponsorship	$10,000
IB.Boot.Camp	$10,000
Advisory Council Summit	$10,000
Conference Digital Signage Sponsorship	$10,000
Conference Charging Station Sponsorship - Shared	$7,500
Smart Building Best Practice Showcase	$7,500
Smart Building Integrator Summit Sponsorship	$7,500
General Session Supporting	$7,500
Conference Badge Straps / Lanyards	$7,500
Conference Registration Sponsorship	$7,500
WiFi Premium Package	$7,500
Supporting Education Track Sponsor	$7,500
Private Keynote Luncheon	$7,500
Conference Bags	$7,500
Conference Mobile Application Splash Page	$6,000
CIO Roundtable Break Sponsor	$6,000
Conference Mobile Application Program Guide Banner Sponsorship	$5,000
COO/CAO/CFO Sponsorships	$5,000
General Session Coffee Sponsor	$5,000
Higher Education – Smart Campus Summit Sponsorship	$5,000

Bronze Level (continued)

	Price
WiFi Bronze Package	$5,000
Cybersecurity Summit Supporting Sponsorship	$5,000
Smart Building Integrator Summit Supporting Sponsorship	$5,000
Supporting Education Track - Specialty Tracks	$5,000

Supporting Level Sponsors

IB Boot Camp Break Sponsor	$3,500
Cybersecurity Summit Break Sponsorship	$3,500
COO/CAO/CFO Break Sponsorship	$3,500
Smart Building Integrator Summit Break Sponsorship	$3,500
Golf Outing - Main Event Sponsorship	$3,500
Golf Outing - Reception Sponsorship	$3,000
Golf Outing - Beverage Cart Sponsorship	$2,500
Golf Outing - Lunch/Transportation Sponsorship	$2,500
Golf Outing - Par 3 Stay Sponsorship	$2,500
WiFi Supporting Package	$2,500
Supporting Session Sponsorship	$2,500

Traffic Boosters

Bottled Water	$5,000
Coffee/Espresso Cart	$5,000
Ice Cream Cart	$3,500
Juice Cart	$3,500
Cookie Break	$2,500
Popcorn Cart	$2,500
Beverage Bar	$2,500

Advertising

Program Guide Ad: Full Page - Back Cover	$3,000
Program Guide Ad: Full Page - Inside Front	$2,000
Program Guide Ad: Full Page - Inside Back	$2,000
Program Guide Ad: Full Page	$1,500
Conference Bag Insert	$1,000
Program Guide Ad: Half Page	$750

PAST SPONSORS AND EXHIBITORS

The following is a sample of some of the sponsors and exhibitors who have participated in the past. Sponsors of Realcomm become recognized as leading solutions providers and technology leaders for the commercial real estate industry.

360Facility
Abundant Power
Accenture
Accruent
ActiveLogix
Adura Technologies
Advanced Power Control Inc.
AIC Wireless
Alliance Solutions Group
Alvarez & Marsal
American Tower
AMT Direct
AMX
Anadec
Angus Group Systems
Anterra Technology
Appraisal Institute
Arcestra
ARCHIBUS, Inc.
ArchiDATA
Argus Software
Ascendix Technology
AvidXchange, Inc.
AVI-SPL
AwareManager
Axxerion
B4 Consulting, Inc.
BAE Systems
BAS Services & Graphics
Bandwidth Now
BasWare, Inc.
Black Box Network Services
Black Dog Software Group, Inc.
Bricsnet
Building Clouds
Building Engines
BuildingIQ
Business Integration Group
CABA
Cadence Quest, Inc.
Calvis
Canem
Captivate Network
Cellular Specialties
CePORT, LLC
CGI Federal
Chatham Financial Corp.
Cimetrics
Cion
Cisco Systems
Citrix Online
Clean Urban Energy (CUE)
Climatec
CMBS.com
Cognitive Systems
Coldwell Banker Commercial
CommScope, Inc.
Compstak
Concept3D
ConfirmNet Corp.
Constellation New Energy
Control Network Solutions
Corrigo Incorporated
CoStar Group, Inc.
Creative
Crestron Electronics, Inc.
CSI3 (A Controlco Company)
CSI Solutions Group, a Division of Goodman Networks
Daintree Networks
CxGBS (Commissioning & Green Building Solutions, Inc.)
Database Intl. Group/Aware Technology
Datex Media
Dell

Deloitte & Touche
Desks Near Me
DGLogik, Inc.
Digital Map Products
Distech Controls, Inc.
DocClarity
DQI USA
Earthdata International
Eaton
Ebix BPO
EcoDomus
ECS Group, Inc.
EFT Energy
Eigen X
Elevator Channel
EMC - Business Edge Solutions
Emerson Network Power-Liebert
Encelium
EnergyPrint, Inc.
Enerliance
EnerNOC, Inc.
Enocean
ENthEnergy, LLC
Environmental Systems Design (ESD)
Environmental Systems, Inc. (ESI)
Envision Solar, LLC
eRealInvestor
Ernst & Young
eSight Energy
Esri
Evolution Ventures
Eximius BPO
Exp U.S. Services, Inc.
ExteNet Systems
Ezenics
Famis Software, Inc.
FIX Consulting, LLC
FM Systems
Four Winds Interactive
Fuel Applications
Fusion Consulting, Inc.
FusionStorm
Genea
Global Carbon Systems
Global Software, Inc.
Google, Inc.
GoPaperless Solutions
GPG Advisers
Grant Thornton
GridPoint
Hara
HCL Technologies
Herman Miller
Hibox Technology, Inc.
Hipercept
Honeywell
IBM
Iconics, Inc.
IDC Energy Insights
In-Building Wireless Alliance
Incenergy
Informetrics
InfoTech Marketing, Inc.
InnerWireless
InsideIQ Building Automation Alliance
Insight Software
Intel
Integrated Business Systems, Inc. (IBS)
Intelligent Buildings
Intelligent Words
Interface Multimedia, Inc.
J2 Innovations, Inc.
JDR Consulting, LLC
Jetlun
Johnson Controls, Inc.

Jones Lang LaSalle Americas, Inc.
Kastle Systems
KGS Buildings
KMC Controls
LeaseRunner.com
LeoSoftware
LonMark International
LoopNet, Inc.
Lutron
Lynxspring
Lynx Systems
M5 Networks
MACH Energy
Magix Technologies
Mann Wireless
M.C. Dean, O&M Group
McKinstry Co.
Meridian Systems
Microsoft
Millennia Group, LLC
Millennial Net
MindMatrix
MongoNet
Motorola
MRI Software
NACT Telecommunications, Inc.
National Real Estate Investor
Navair
Negawatt
New Boston Fund
Nexus Media, Inc.
Nexus Systems, Inc.
Noesis
NOI Strategies
Nomad Mobile
Office Media Networks
Officespace.com
Onicon
Open Box Software
OpsTechnology
Optigo Networks
Optimum Energy
Oracle Corporation
OSCRE
OSSSE
Pacific Controls
Palazzo, Inc.
Panduit Corp.
PayYourRent.com
PCN Technology
Pepco Energy Services
Philips/WESCO
Planimetron, Inc.
PMWeb, Inc.
Point32
Prepared Response
Progressive AE
Property Capsule
Property Info
PropertyTract
PRTM Management Consultants
Public Savings Bank 1031 Corp.
Pulse Energy
Quality Attributes
Qube Global Software
R & K Solutions
Rail Yard, Inc.
RE Technology Solutions
Real Estate Financial Modeling (REFM)
Real Estate On-Line (REOL Services)
REAL Integrated Technology
Real Pro-Jections, Inc.
RealFoundations
Realogic Analytics
RealPage

RealView, LLC
RealWired!, Inc.
REALworkspaces
Reapplications
REdirect Consulting
Redwood Systems
REI Wise
RentManager
RentPayment
REOL
Resolve Technology, Inc.
RestorePoint
Retail Lease Trac, Inc.
RETransform
RF Connect
RIISnet
RLE Technologies
Rofo
SAP America, Inc.
SCIenergy
Selex ES (a Finmeccanica Company)
Serene Corporation
ShoreGroup, LLC
Siemens Building Technologies
Site Controls
Skire
SkyFoundry
Skyline II/SS&C
Sloan Valve Co.
SmartCore
Smart Devine
Spenser Communications, Inc.
Spinwave Systems, Inc.
SS & C Technologies
Standard Vision, LLC Los Angeles
Streamline Networks
Sutherland Global Services
SWC Technology Partners
Switch Automation
Talisen Technologies
Tata Consultancy Services Ltd
TecFac
Telkonet
TenantRex
TENG Solutions
Thomson Property Tax Services
TOTAL
Traverse Technologies
Triacta
Tridium
Trimble
Urban Mapping
Verdouw & Associates
Veribrum Real Estate Software
Veris Industries, LLC
View The Space
Virtual Premise
VISTA
Vizables
Voyanta
Waterfall - IRR
WattStopper
WebX Communications
Xceligent, Inc.
Xchanging
XO Communications
Xtium
YapStone, Inc.
Yardi Systems, Inc.
Yash Technologies
Yield Technologies