



# Realcomm

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

The logo for IBCON features a stylized green and blue building icon to the left of the text 'IBCON', where the 'I' is green and 'BCON' is white.

The Smart, Connected, High Performance  
Intelligent Buildings Conference

**S P O N S O R / E X H I B I T O R P R O S P E C T U S**  
JUNE 19-21, 2024  
Tampa Convention Center  
Tampa Bay, Florida

 [WWW.REALCOMM.COM](http://WWW.REALCOMM.COM)

# REALCOMM | IBCON CONNECTS YOU

WITH THE COMPANIES YOU WANT TO REACH

The 26th annual Realcomm | IBCon Conference & Expo, happening in June 2024 will bring together commercial, corporate, institutional and government real estate professionals to explore the latest technology tools & 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 2024 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.



**SANDRA ALCANTAR**  
*Events Coordinator*  
T: 760.994.9978  
salcantar@realcomm.com



**LISA WOODS**  
*Managing Partner*  
*SVP Business Development*  
T: 919.285.2368  
lwoods@realcomm.com



**ERIC MORRIN**  
*Sr. Account Manager*  
T: 646.932.1712  
emorrin@realcomm.com



**TRACY TARLTON**  
*Sr. Account Manager*  
T: 203.654.9159  
ttarlton@realcomm.com

## REALCOMM - WHO WILL ATTEND

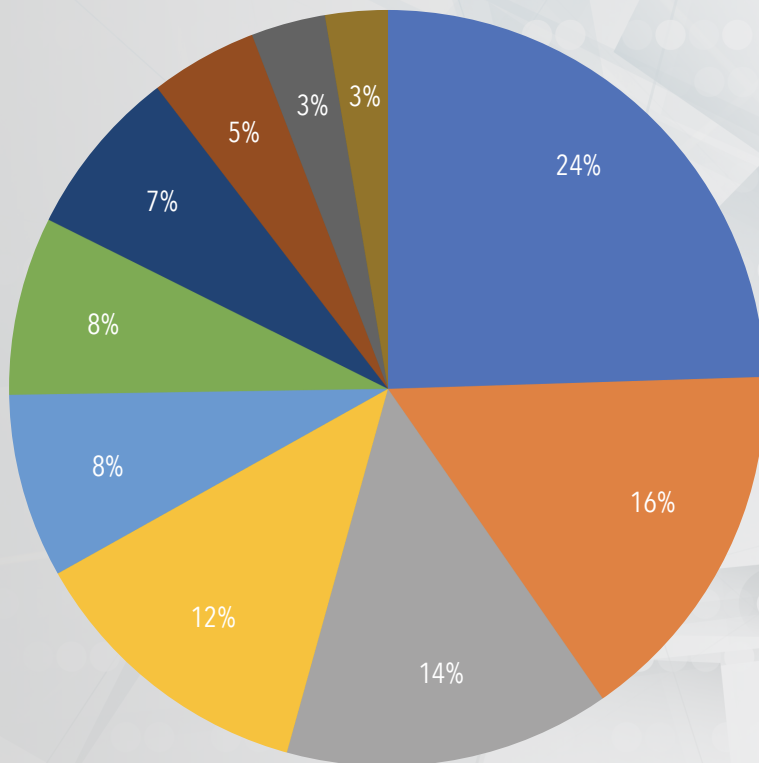
Real Estate IT Professionals  
 Senior Technology Strategists  
 Property Managers  
 Facility Managers  
 Asset Managers  
 Energy | Sustainability  
 Executives

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!



### JOB FUNCTION

- CIO | CTO
- Commercial Real Estate Consultant
- Systems Integrator
- Building Industry Professional
- COO | CFO | CAO
- Corporate Real Estate Executive
- Energy | Sustainability Professional
- MEP Professional
- Architect | Designer
- Asset Manager



## **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 2024 TENTATIVE SCHEDULE OF EVENTS (\*Schedule Subject To Change)

### Wednesday

8:00 AM	6:00 PM	Pre-Conference Events/Meetings
6:00 PM	8:00 PM	Welcome Reception

### Thursday

8:30 AM	10:30 AM	General Session / Conference 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
6:00 PM	8:00 PM	Digie Awards & Networking Reception in Exhibit Hall

### Friday

8:30 AM	10:30 AM	Smart Buildings Best Practice Showcase
9:30 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

## REALCOMM TOPICS UNDER CONSIDERATION

(For full list of topics, see P-29)

- 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

(For full list of topics, see P-30)

- 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 2024 ADVISORY COUNCIL

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



**CO-CHAIR**  
**Sunder Pappu**  
SVP, Head of Technology Strategy  
**INLAND REAL ESTATE**



**Ryan Allbaugh**  
VP, Corporate Properties Grp. Senior Technology Strategy Lead  
**WELLS FARGO**



**Benjamin Berookhim**  
Executive Director  
**J.P. MORGAN ASSET MANAGEMENT**



**Joe Chiappetta**  
VP & CTO  
**SIMON PROPERTY GROUP**



**Bhavana Devulapally**  
CIO  
**VENTAS**



**Richard Ferrino**  
SVP, Real Estate Technology  
**BLACKSTONE**



**Christopher Gilene**  
Global Head of Technology and Innovation  
**AFFINIUS CAPITAL**



**Colin Joynt**  
SVP, CIO  
**BXP**



**Joseph Martino**  
VP, IT  
**PRIMARIS REIT**



**Clint Osteen**  
Sr. Director, IT  
**GRANITE PROPERTIES**



**Joe Rich**  
EVP, CIO  
**RELATED COMPANIES**



**Justin Segal**  
President  
**BOXER PROPERTY**



**Simon Streeter**  
CIO  
**FIRST CAPITAL**



**CO-CHAIR**  
**Soheil Pourhashemi**  
SVP, Business Technology  
**BROOKFIELD PROPERTIES**



**Lauren Alpeyrie**  
VP, Global Innovation  
**PGIM REAL ESTATE**



**Tom Birdsall**  
SVP, IT  
**MACERICH**



**John Chung**  
CIO  
**MORGUARD**



**Fred DuBois**  
Director of Business Systems Applications  
**FIRST INDUSTRIAL REALTY TRUST**



**Talia Fine**  
SVP, IT  
**TANGER**



**Mike Goodwin**  
CTO  
**STOCKBRIDGE CAPITAL GROUP**



**Kevin Kincaid**  
Group Technology Director  
**GROSVENOR**



**Robb Napolitano**  
CIO  
**BROOKSVILLE COMPANY**



**Chris Panto**  
VP, Governance & IT  
**METRIONAL**



**Katia Saenko**  
SVP & CIO  
**CADILLAC FAIRVIEW**



**Vikram Shah**  
VP, Innovation & Technology  
**LURIN**



**Tom Taddeo**  
EVP & CIO  
**KIMCO REALTY**



**CO-CHAIR**  
**Helene Stein**  
SVP, CIO  
**BRIXMOR**



**Stuart Appley**  
Managing Director, Global Workplace Solutions  
**CBRE**



**Scott Cardenas**  
CTO  
**BRIDGE INVESTMENT GROUP**



**Shauna Conway**  
CIO  
**TA REALTY**



**Janet Eaton**  
1st VP, CTO  
**CIM GROUP**



**Ed Gallaga**  
VP, Cybersecurity & Infrastructure  
**KITE REALTY GROUP**



**Sandy Jacolow**  
CTO  
**EMPIRE STATE REALTY TRUST**



**Ken Kurz**  
VP, IT / CIO  
**COPT DEFENSE PROPERTIES**



**Paul Niser**  
CTO  
**WALTON STREET CAPITAL**



**Niraj Patel**  
CIO  
**GREYSTONE**



**Kim Scharf**  
SVP, IT  
**SITE CENTERS CORP.**



**Brad Sill**  
SVP EPMO  
**MAA**



**Sonny Thind**  
CTO  
**QUADREAL**



**Warren Adair**  
VP, IT  
**LIBERTY MILITARY HOUSING**



**Gary Bailey**  
VP of Enterprise Applications & Operations  
**PHILLIPS EDISON & COMPANY**



**Greg Carey**  
SVP, CIO  
**THE RMR GROUP**



**Nick Covello**  
SVP & CIO  
**THE JOHN BUCK COMPANY**



**Robert Entin**  
EVP & CIO  
**VORNADO REALTY TRUST**



**Susan Gerock**  
SVP, IT & CIO  
**ELME COMMUNITIES**



**Todd Januzzi**  
SVP & CIO  
**PARAMOUNT GROUP**



**Laura Lefief**  
VP, IT  
**THE TAUBMAN COMPANY**



**Simon Okunev**  
Managing Director, CIO  
**TISHMAN SPEYER**



**Jeremy Poteet**  
EVP, CIO  
**JBG SMITH**



**Pete Schow**  
Executive Director, Head of Data  
**AFFINIUS CAPITAL**



**Robert Stark**  
Sr. Executive Director, Strategy & Operations  
**MAPP**



**Yael Urman**  
CIO  
**SILVERSTEIN PROPERTIES**



**Farooz Alikhan**  
Managing Director IT  
**DIVCO WEST SERVICES**



**Porter Bellew**  
VP, CIO  
**FEDERAL REALTY**



**Jim Carr**  
Chief Innovation Officer  
**BENTALLGREENOAK**



**Sandeep Davé**  
Chief Digital & Technology Officer  
**CBRE**



**Ian Feagin**  
CTO  
**JAMESTOWN**



**Amanda Gibb**  
CTIO  
**BEDROCK DETROIT**



**Dale Johnston**  
Managing Director & Global CIO  
**PGIM REAL ESTATE**



**Cecilia Li**  
SVP, CIO  
**URBAN EDGE PROPERTIES**



**Don Oldham**  
VP, IT  
**THOMPSON THRIFT**



**Luis Ramos**  
VP, IT  
**WOOLBRIGHT DEVELOPMENT**



**Bill Sechen**  
CTO  
**HARRISON STREET**



**Kristine Stoner**  
Principal  
**BENTALLGREENOAK**



**Brandon Van Orden**  
SVP, CIO  
**COUSINS PROPERTIES**

## REALCOMM 2024 ADVISORY COUNCIL



**Travis Vokey**  
SVP, Technology & Innovation  
**ALLIED PROPERTIES**



**Mikki Ward**  
VP, Real Estate Technology  
**EQ OFFICE**



**Jim Whalen**  
SVP, CIO/CTO  
**BXP**



**Ilan Zachar**  
CTO  
**CARR PROPERTIES**

## IBCON 2024 | LOW VOLTAGE ADVISORY GROUP



**Tyler Andrews**  
CEO  
**POE TEXAS**



**Farukh Aslam**  
CEO & President  
**SINCLAIR HOLDINGS**



**Jim Baldwin**  
CEO  
**DOMATIC**



**Steve Corcoran**  
President  
**SDC NEXT CONSULTING**



**Derek Cowburn**  
CEO  
**LUMENCACHE**



**Kim Johnson**  
CMO  
**MHT TECHNOLOGIES**



**Carol Jones**  
Owner  
**BEYOND LIGHT CONSULTING**



**David Robinson**  
Director of Automation,  
President PoE Consortium  
**MECHO**



**Ilan Zachar**  
CTO  
**CARR PROPERTIES**

## IBCON 2024 | PRECON: IB BOOT CAMP CO-CHAIRS



**Andy Schonbergers**  
VP, Client Services  
**INTELLIGENT BUILDINGS**



**Tom Shircliff**  
Co-Founder  
**INTELLIGENT BUILDINGS**



**Jim Baldwin**  
CEO  
**DOMATIC**

## IBCON 2024 | PRECON: SMART BUILDING INTEGRATOR SUMMIT (SBIS) CHAIRPERSON



**Donny Walker**  
Partner  
**NEWCOMB & BOYD**



**Tom Shircliff**  
Co-Founder  
**INTELLIGENT BUILDINGS**



**Jim Baldwin**  
CEO  
**DOMATIC**

## IBCON 2024 | PRECON: SUSTAINABLE IMPACT FORUM CO-CHAIRS



**Jonathan Flaherty**  
Global Head, Sustainability & Building Technologies  
**TISHMAN SPEYER**



**Lauren Moss**  
SVP, Chief Sustainability Office  
**VORNADO REALTY TRUST**



**Nada Sutic**  
VP, Sustainability, Innovation & National Programs  
**EPIC INVESTMENT SERVICES**

## IBCON 2024 | PRECON: THE SMARTER, CONNECTED BUILDINGS FORUM CO-CHAIRS



**Ilene Goldfine**  
SVP, Chief Digital  
Strategy Officer  
**HINES**



**Bayron Lopez Pineda**  
Director, Operational  
Technology  
**KILROY REALTY**



**Neil Ross**  
Sr. Director, CRE Tech &  
Product Management,  
Corporate Real Estate  
**WALMART**

## REALCOMM 2024 | HYBRID IMMERSIVE ADVISORY GROUP



**Mark Cruth**  
Modern Work Evangelist  
**ATLASSIAN**



**Greg Gallimore**  
Studio Director, Digital  
Experience Design  
Leader, Principal  
**GENSLER**



**Arjun Kaicker**  
Co-Head, Analytics +  
Insights  
**ZAHA HADID  
ARCHITECTS**



**Steve McNelley**  
CEO  
**DVE HOLOGRAPHICS**



**Kerry Perez  
Heffernan**  
Global Product Marketing  
**MICROSOFT**



**Cliff Pollan**  
CEO & Co-Founder  
**WELO**



**Skip Rodenbush**  
Founder and CEO  
**THE VIRTUAL  
SPECIALIST**



**Kay Sargent**  
Senior Principal,  
Director of WorkPlace  
**HOK**



**Adrian Velicescu**  
President  
**STANDARDVISION**



## 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 Booth (5x10)

PACKAGE COST: \$4,000

#### COMPLETE PACKAGE INCLUDES:

- One (1) podium kiosk
- One (1) stool
- One (1) electrical drop - Includes labor, install & dismantle
- One (1) complimentary full access conference pass
- Two (2) complimentary exhibit only passes
- One (1) real estate (end-user only) guest pass
- Exhibitor listing on Conference website (includes active hyperlink and opportunity to post a supporting pdf file)
- Company profile in Conference Program Guide
- Includes one (1) year Featured Marketplace listing

### Single Booth (10x10)

PACKAGE COST: \$6,000

#### COMPLETE PACKAGE INCLUDES:

- Two (2) complimentary full access conference passes
- Three (3) complimentary exhibit only passes
- One (1) real estate (end-user only) guest pass
- Exhibitor listing on Conference website (includes active hyperlink and opportunity to post a supporting pdf file)
- Exhibitor listing in Conference Program Guide
- Pipe & drape back wall (8') and sidewall (3')
- Company profile in Conference Program Guide
- Includes one (1) year Featured Marketplace listing

**\*\* We do not allow sharing of discounted passes with other technology companies. Discounted passes are to be used by the exhibiting or sponsoring company for their own employees to attend.**

**Full Conference Pass** - Includes access to all pre-conference events that are not invitation only, exhibit hall, general session(s), welcome reception, Digie Award ceremony, networking reception and day 1 and day 2 educational sessions.

**Exhibit Hall Only Pass** - Includes access to the exhibit hall and any events being held in the Exhibit Hall as well as general session(s). Does not include attendance to any pre-conference sessions or day 1 or day 2 educational sessions.

**Real Estate (End-User) Guest Pass** - These full conference access passes may only be used for commercial or corporate real estate end user clients or prospective clients. They cannot be used for additional staff, channel partners, distributors, resellers or other solution providers or partnering companies. **\*\*Please note: These passes can only be used for NEW registrations they cannot be applied to existing registrations.**

**\*\* Additional Exhibitor/Sponsor full conference passes available for \$1,200**

### Tandem Booth (10x20)

PACKAGE COST: \$11,250

#### COMPLETE PACKAGE INCLUDES:

- Three (3) complimentary full access conference passes
- Four (4) exhibit only passes
- Two (2) real estate (end-user only) guest passes
- Exhibitor listing on conference website (includes active hyperlink and opportunity to post a supporting pdf file)
- Exhibitor Listing in Conference Program Guide
- Pipe & drape back wall (8') and sidewall (3')
- Company profile in Conference Program Guide
- Includes one (1) year Featured Marketplace listing

### Triple Booth (10x30)

PACKAGE COST: \$16,500

#### COMPLETE PACKAGE INCLUDES:

- Four (4) complimentary full access conference passes
- Five (5) complimentary exhibit only passes
- Two (2) real estate (end-user only) guest passes
- Exhibitor listing on conference website (includes active hyperlink and opportunity to post a supporting pdf file)
- Listing in Conference Program Guide
- Pipe & drape back wall (8') and sidewall (3')
- Company profile in Conference Program Guide
- Includes one (1) year Featured Marketplace listing

### Quad Booth (20x20)

ISLAND QUAD - PACKAGE COST: \$26,250

ATTACHED QUAD - PACKAGE COST: \$21,750

#### COMPLETE PACKAGE INCLUDES:

- Five (5) complimentary full access conference passes
- Six (6) complimentary exhibit only passes
- Three (3) real estate (end-user only) guest passes
- Exhibitor listing on conference website (includes active hyperlink and opportunity to post a supporting pdf file)
- Listing in Conference Program Guide
- Pipe & drape back wall (8') and sidewall (3')
- Company profile in Conference Program Guide
- Includes one (1) year Featured Marketplace listing



## Premium Exhibit Package Upgrade

ADDITIONAL \$2,000 \*Can be added to any size booth

The Premium Exhibit Package Upgrade can be added to any size booth and includes your choice of 1 of the following items:

1. "Supporting Session Sponsor" of one educational breakout session (Precon Sessions and General Session not eligible)
2. Five-minute interview slot in the "RC Live" news desk schedule (LIMITED availability)
3. Sitewide banner on Realcomm | IBcon website pages for one month - your choice of month, limited availability.

## "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 COMPLETE PACKAGE: \$9,500 | TANDEM READY TO SHOW COMPLETE PACKAGE: \$14,750

\*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
- Carpet (where applicable)
- One (1) 32" Flat Screen Monitor
- Labor to Install & Remove Flat Screen
- One (1) Computer Kiosk (To place Monitor for demos)
- One (1) Electrical Drop - Includes labor, install & dismantle

### "READY TO SHOW" - LOUNGE SET UP

- One (1) Leather Sofa
- Two (2) Chairs
- One (1) Coffee Table
- One (1) 32" Flat Screen Monitor
- Labor to Install & Remove Flat Screen
- One (1) Computer Kiosk (To place Monitor for demos)
- Carpet (where applicable)
- One (1) Electrical Drop - Includes labor, install & dismantle



**Advertising and Media Opportunities:**

**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.

**Realcomm Marketplace:** Yearlong listing includes online and printed presence.

**2024 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

**SPECIAL RATES FOR SPONSORS:**

Featured Vendor:	\$500
Premiere Vendor:	\$1,250

## 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 through the conference in. The platinum sponsorship is the optimum vehicle for promoting your organization at Realcomm | IBcon.

#### Platinum Sponsorship –

FOUR (4) AVAILABLE AT \$50,000 EACH

##### COMPLETE PACKAGE INCLUDES:

- Sponsor recognition on all display signs
- Sponsor recognition on a conference meter board signage
- Sponsor recognition in the Conference Program Guide
- Sponsor recognition in all conference email marketing campaigns
- Sponsor recognition on Realcomm | IBcon website with a link to your home page
- Sponsor recognition in the Realcomm Weekly Briefing email newsletter
- Sponsor recognition in post conference survey
- Speaking opportunity inside the educational program
- One (1) pass to the CIO Roundtable event
- Eight (8) complimentary full conference passes
- Six (6) complimentary exhibit hall passes
- Four (4) 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 Realcomm LIVE interview

#### Gold Sponsorship –

FOUR (4) AVAILABLE AT \$35,000 EACH

##### COMPLETE PACKAGE INCLUDES:

- Sponsor recognition on a conference meter board signage
- Sponsor recognition in the Conference Program Guide
- Sponsor recognition on Realcomm | IBcon website with a link to your home page
- Sponsor recognition in all conference email marketing campaigns
- Speaking opportunity inside the educational program
- Half-page ad in the Conference Program Guide
- 2-minute multimedia video prominently displayed at the exhibit hall entrance
- First right of refusal to sponsorship the following convention year
- Six (6) complimentary full conference passes
- Four (4) complimentary exhibit hall passes
- Three (3) real estate (end-user only) guest passes
- Priority exhibit space selection
- Tandem 10 x 20 Exhibit Space



# REALCOMM LIVE

---

## Realcomm LIVE Sponsorship / Gold – \$30,000

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

Realcomm 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 “Realcomm LIVE Sponsor” on all marketing material (pre- and post-conference) and conference website
- Sponsorship provides two (2) prominent interview slots on Realcomm LIVE schedule - one interview on Day 1 and one interview on Day 2
- Multi-media presentation played on large overhead screen (+ LIVE media streaming) (2 min.)
- Sponsor logo strategically on digital background of Realcomm LIVE stage (visible during all Realcomm LIVE interviews)
- 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 visibility on video clips sent out to each "interviewee" after the conference, which may be used as marketing to clients and prospects
- Sponsor visibility on select video clips included in Weekly Briefing email newsletter "video showcase" post conference (distribution 50k+)
- Six (6) complimentary full access conference passes
- Four (4) complimentary 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)

# PRECONFERENCE EVENT OPPORTUNITIES

## 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 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 | IBcon Conference Program Guide
- Company name and logo on Realcomm | IBcon website with link to your home page
- Four (4) complimentary full access conference passes
- Three (3) complimentary exhibit hall only passes
- One (1) real estate (end user only) guest pass
- Two (2) passes to CIO Roundtable event
- First right of refusal to sponsorship the following convention year
- Single 10x10 Standard Exhibit space

### CIO Roundtable Lunch & Break Sponsor – \$8,500

2 AVAILABLE

#### **COMPLETE PACKAGE INCLUDES:**

- Includes sponsorship of 2 events: Private CIO Lunch & CIO Roundtable Break
- Sponsor recognition on signage for CIO Lunch (occurring immediately prior to the CIO Roundtable)
- Sponsor recognition by moderator at beginning and end of break
- 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 | IBcon Conference Program Guide
- Sponsor recognition on Realcomm | IBcon 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
- One (1) pass to CIO Lunch event
- Two (2) complimentary full access conference pass
- Two (2) 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 Event Sponsorship – \$11,500

3 AVAILABLE

#### **COMPLETE PACKAGE INCLUDES:**

- Sponsor recognition by moderator at opening and closing of session
- Speaking opportunity to event 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 | IBcon Conference Program Guide
- Company logo on the Realcomm | IBcon website with a link to your home page
- Three (3) complimentary full access conference passes
- Two (2) real estate (end user only) guest pass
- Two (2) seats at the IB Boot Camp
- First right of refusal to sponsorship the following convention year

### IB Boot Camp Supporting Sponsorship – \$5,500

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 | IBcon Conference Program Guide
- Company logo on the Realcomm | IBcon website with a link to your home page
- Two (2) complimentary full access conference passes
- Two (2) real estate (end user only) guest passes
- One (1) seat at the IB Boot Camp
- First right of refusal to sponsorship the following convention year

## IB Boot Camp Break Sponsorship – \$4,000

2 AVAILABLE

### **COMPLETE PACKAGE INCLUDES:**

- Sponsor recognition 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 | IBcon 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
- One (1) complimentary full conference access pass
- One (1) complimentary real estate (end user only) guest pass
- 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.

## Advisory Council Summit Sponsorship – \$12,500

6 AVAILABLE

### **COMPLETE PACKAGE INCLUDES:**

- Sponsor logo on VIP invitations sent electronically to Advisory Council
- Opportunity to network and establish relationships with high level Commercial and Corporate Real Estate executives
- Recognition as conference sponsor on the Realcomm | IBcon website with a link to your home page
- Sponsor recognition on Realcomm | IBcon Sponsor “thank you” signage
- Sponsor logo included on on-site signage
- Sponsor recognition/verbal introduction during social event dinner
- Sponsor logo included on any marketing and hand-out materials
- Two (2) passes to attend the event
- Three (3) complimentary full access conference passes
- Two (2) real estate (end user only) guest passes for conference



## Smart Building Integrator Summit (SBIS) Event Sponsorship – \$7,500

2 AVAILABLE

### **COMPLETE PACKAGE INCLUDES:**

- Sponsor recognition by moderator at opening and closing of session
- Speaking 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 | IBcon conference program guide
- Company logo on the Realcomm | IBcon website with a link to your home page
- 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

## Smart Building Integrator Summit (SBIS) Supporting Sponsorship – \$5,500

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 | IBcon Conference Program Guide
- Company logo on the Realcomm | IBcon website with a link to your home page
- Two (2) complimentary 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 (SBIS) Break Sponsorship – \$4,000

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 | IBcon website with link to your home page
- Sponsor recognition in Realcomm | IBcon Conference Program Guide
- Sponsor marketing material placed on designated table near refreshments
- One (1) complimentary full access conference pass
- One (1) real estate (end user only) guest pass
- First right of refusal to sponsorship the following convention year

## Sustainable Impact Forum Event Sponsorship– \$12,000

2 AVAILABLE

### **COMPLETE PACKAGE INCLUDES:**

- Sponsor recognition by moderator at opening and closing of session
- Speaking opportunity to Roundtable attendees (8-10 min.)
- Company logo on intro slides at beginning and end of session
- Sponsor recognition on all Roundtable program materials
- Sponsor recognition on signage outside session room
- Sponsor recognition on a conference meter board signage
- Sponsor recognition in Realcomm | IBcon Conference Program Guide
- Company logo on the Realcomm | IBcon website with a link to your home page
- 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

## Sustainable Impact Forum Supporting Sponsorship – \$5,500

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 Roundtable program materials
- Sponsor recognition on signage outside session room
- Sponsor recognition on a conference meter board signage
- Sponsor recognition in Realcomm | IBcon Conference Program Guide
- Company logo on the Realcomm | IBcon website with a link to your home page
- Two (2) complimentary full access conference passes
- Two (2) real estate (end user only) guest passes
- First right of refusal to sponsorship the following convention year

## Sustainable Impact Forum Break Sponsorship – \$4,000

2 AVAILABLE

### **COMPLETE PACKAGE INCLUDES:**

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

## The Smarter Connected Building Forum Event Sponsorship – \$7,500

2 AVAILABLE

### COMPLETE PACKAGE INCLUDES:

- Sponsor recognition by Moderator at opening and closing of Summit
- Speaking opportunity to 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 | IBcon Conference Program Guide
- Company logo on the Realcomm | IBcon website with a link to your home page
- 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

## The Smarter Connected Building Forum Supporting Sponsorship– \$5,500

2 AVAILABLE

### COMPLETE PACKAGE INCLUDES:

- Sponsor recognition by Moderator at opening and closing of Summit
- 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 | IBcon Conference Program Guide
- Company logo on the Realcomm | IBcon website with a link to your home page
- Two (2) complimentary full access conference passes
- Two (2) real estate (end user only) guest passes
- First right of refusal to sponsorship the following convention year

## The Smarter Connected Building Forum Break Sponsorship – \$4,000

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 | IBcon website with link to your home page
- Sponsor marketing material placed on designated table near refreshments
- Sponsor logo on napkins
- One (1) complimentary full access conference pass
- First right of refusal to sponsorship the following convention year

## CRE Cybersecurity Forum Event Sponsorship – \$12,000

4 AVAILABLE

### **COMPLETE PACKAGE INCLUDES:**

- Sponsor recognition by at opening and closing of session
- Speaking opportunity to Summit attendees
- 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 | IBcon Conference Program Guide
- Company logo on the Realcomm | IBcon website with a link to your home page
- Two (2) passes to Cybersecurity Summit
- 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

## CRE Cybersecurity Forum Supporting Sponsorship – \$6,000

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 | IBcon Conference Program Guide
- Company logo on the Realcomm | IBcon website with a link to your home page
- One (1) Pass to Cybersecurity Summit
- Two (2) complimentary full access conference passes
- Two (2) real estate (end user only) guest passes
- First right of refusal to sponsorship the following convention year

## CRE Cybersecurity Forum Break Sponsorship – \$4,000

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 | IBcon website with link to your home page
- Sponsor marketing material placed on designated table near refreshments
- Sponsor logo on napkins
- One (1) Pass to Cybersecurity Summit
- One (1) complimentary full access conference pass
- First right of refusal to sponsorship the following convention year

## BuildingsAI Symposium - Event Sponsorship - \$7,500

### COMPLETE PACKAGE INCLUDES:

- Sponsor recognition by Moderator at opening and closing of session
- Speaking opportunity to Symposium attendees (8-10 min.)
- Company logo on intro slides at beginning and end of session
- Sponsor recognition on all Symposium 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

## BuildingsAI Symposium– Supporting Sponsorship - \$5,000

### 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 Symposium 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) complimentary Full Access Conference passes
- Two (2) Real Estate (end user only) Guest Pass
- First right of refusal to sponsorship the following convention year

## BuildingsAI Symposium – Break Sponsorship - \$4,000

### COMPLETE PACKAGE INCLUDES:

- Sponsor recognition by Moderator at beginning and end of break
- Logo on intro slide at break
- Sponsor recognition on all Symposium 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) complimentary Full Access conference pass
- First right of refusal to sponsorship the following convention year

# GENERAL SESSIONS, SPECIAL MEETINGS & NETWORKING OPPORTUNITIES

## General Session | Conference Kickoff Event

The 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 will feature visionary/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 Premier Sponsorship – \$25,000

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

### COMPLETE PACKAGE INCLUDES:

- Sponsor recognition on the General Session introductory slide
- Speaking opportunity in the General Session (8-10 minutes or panel participation)
- Company name and logo on General Session Stage
- Company name and logo on Realcomm | IBcon with link to your home page
- Sponsor recognition in Conference Program Guide
- Sponsor recognition on a conference meter board signage
- Four (4) complimentary full access conference passes
- Three (3) complimentary exhibit hall only passes
- Two (2) 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 w| IBcon ebsite with link to your home page
- Sponsor recognition on a conference meter board signage
- Sponsor recognition in Conference Program Guide
- Four (4) complimentary full access conference passes
- Three (3) complimentary exhibit hall only passes
- Two (2) 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) complimentary 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 – \$5,500

2 AVAILABLE

### COMPLETE PACKAGE INCLUDES:

- Sponsor recognition on the General Session introductory slide
- Sponsor recognition by Moderator at the beginning of session
- 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 | IBcon website
- Sponsor recognition in Realcomm | IBcon Conference Program Guide
- Two (2) complimentary Full Access Conference passes
- Two (2) Real Estate (end user only) Guest Pass
- Sponsor logo on napkins

## Smart Building Best Practice Showcase – \$8,000

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 (45+) inside "Best Practices" Showcase
- Thought leadership presence at this high level General Session
- 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 Realcomm | 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 – \$5,500

2 AVAILABLE

### 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) complimentary full access conference passes
- Two (2) real estate (end-user only) guest passes

## Breaking Barriers - Premier Sponsorship - \$7,500

### COMPLETE PACKAGE INCLUDES:

- Opportunity to speak in the Breaking Barriers program
- Opportunity for 30-sec video intro of company
- Verbal Sponsor recognition by Moderator during the session
- Sponsor recognition on signage in session room
- Sponsor recognition on a conference meter board signage
- Sponsor recognition in Realcomm | IBcon Conference Program Guide
- Company logo on the Realcomm | IBcon website with a hyperlink to sponsor home page\
- Opportunity to provide take-away to attendees
- Three (3) full access conference passes

## Breaking Barriers - Event Sponsor - \$5000

### COMPLETE PACKAGE INCLUDES:

- Verbal Sponsor recognition by Moderator during the session
- Recognition as Event Sponsor on signage in session room
- Sponsor recognition on a conference meter board signage
- Sponsor recognition in Realcomm | IBcon Conference Program Guide
- Company logo on the Realcomm | IBcon website with a hyperlink to sponsor home page
- Opportunity to provide take-away to attendees
- Two (2) full access conference passes

## Breaking Barriers - Supporting Sponsor - \$3,000

### COMPLETE PACKAGE INCLUDES:

- Verbal Sponsor recognition by Moderator during the session
- Recognition as Supporting Sponsor on signage in session room
- Sponsor recognition on a conference meter board signage
- Sponsor recognition in Realcomm | IBcon Conference Program Guide
- Company logo on the Realcomm | IBcon website with a hyperlink to sponsor home page
- One (1) full Access conference 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 Realcomm Newsletter Digie Awards Issue (highest read issue)
- Company name and logo on Realcomm | IBcon website with link to your home page
- 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
- Three (3) complimentary exhibit hall only passes
- Single 10x10 standard exhibit space

## Private VIP Luncheon – \$8,500

2 AVAILABLE

This function is a private, by invitation-only lunch. Attendees are carefully chosen from the Realcomm and IBcon Advisory Council members as well as high level speakers. Sponsors may request up to 10 special guests and invitations are personally sent out to the most prominent commercial and corporate real estate firms in the country. Sponsors will have the opportunity to participate on a panel or open discussion led by Jim Young, CEO of Realcomm. There is no other opportunity like this to network exclusively with some of the most influential decision-makers in the industry. Attendance ranges from 45-55.

### **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 | IBcon Conference Program Guide
- Company logo on the Realcomm | IBcon website with a link to your home page
- Opportunity to give a gift to all luncheon attendees.
- 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

## WELCOME RECEPTION SPONSORSHIP PACKAGES

### Welcome Reception Premier Sponsorship (w/Lounge) – \$7,500

#### COMPLETE PACKAGE INCLUDES:

- Semi private lounge area
- Sponsor recognition on signage outside the Welcome Reception venue
- Sponsor recognition on food stations and bars strategically located around Welcome Reception area
- Sponsor recognition on event signage inside Welcome Reception area
- Sponsor recognition on “Realcomm | IBcon Conference Welcome Reception” electronic invitations - distribution: 50,000+
- Sponsor logo on cocktail napkins
- Customized sponsor branding for each lounge area
- Sponsor recognition on Sponsor’s batch of drink tickets to hand out to attendees (250 tickets)
- Sponsor recognition in Realcomm | IBcon Conference Program Guide
- Company name and logo on Realcomm | IBcon website with link to your home page
- Three (3) complimentary full access conference passes
- Two (2) real estate (end user only) guest passes

### Welcome Reception Beer Wall Premier Sponsorship – \$6,500

#### COMPLETE PACKAGE INCLUDES:

- Sponsor logo and top branding on “Beer Wall” bar structure
- Sponsor logo on cocktail napkins located on “Beer Wall” serving area
- Sponsor recognition on signage inside and/or outside the Welcome Reception area
- Sponsor recognition on “Realcomm | IBcon Conference Welcome Reception” electronic invitations (where applicable)
- Sponsor recognition on batch of Welcome Reception drink tickets to hand out to attendees
- Sponsor acknowledgement in Conference Program Guide
- Sponsor logo on Realcomm | IBcon Conference website with link to your home page
- Two (2) complimentary full access conference passes

### Welcome Reception Beer Wall Supporting Sponsorship – \$4,500

#### COMPLETE PACKAGE INCLUDES:

- Sponsor logo and supporting level branding on “Beer Wall” bar structure
- Sponsor logo on cocktail napkins located on “Beer Wall” serving area
- Sponsor recognition on signage inside and/or outside the Welcome Reception area
- Sponsor recognition on “Realcomm | IBcon Conference Welcome Reception” electronic invitations (where applicable)
- Sponsor recognition on batch of Welcome Reception drink tickets to hand out to attendees
- Sponsor acknowledgement in Conference Program Guide
- Company name and logo on Realcomm website with link to your home page
- One (1) complimentary full access conference pass



## Welcome Reception Hat Wall Premier Sponsorship – \$6,500

### COMPLETE PACKAGE INCLUDES:

- Sponsor logo and top branding on “Hat Wall” structure
- Sponsor recognition on floor signage inside and/or outside the Welcome Reception area
- Sponsor recognition on “Realcomm | IBcon Conference Welcome Reception” electronic invitations (where applicable)
- Sponsor recognition on batch of Welcome Reception drink tickets to hand out to attendees
- Sponsor acknowledgement in Conference Program Guide
- Company name and logo on Realcomm website with link to your home page
- Two (2) complimentary full access conference passes

## Welcome Reception Hat Wall Supporting Sponsorship – \$4,500

### COMPLETE PACKAGE INCLUDES:

- Sponsor logo and supporting level branding on “Hat Wall” bar structure
- Sponsor recognition on signage inside and/or outside the Welcome Reception area
- Sponsor recognition on “Realcomm | IBcon Conference Welcome Reception” electronic invitations (where applicable)
- Sponsor recognition on batch of Welcome Reception drink tickets to hand out to attendees
- Sponsor acknowledgement in Conference Program Guide
- Company name and logo on Realcomm website with link to your home page
- One (1) complimentary full access conference pass



## Welcome Reception Pina Colada Premier Sponsorship – \$5,000

### COMPLETE PACKAGE INCLUDES:

- Sponsor logo and top branding on “Pina Colada” cart
- Sponsor logo on Pina Colada specialty cups
- Sponsor recognition on floor signage inside and/or outside the Welcome Reception area
- Sponsor recognition on “Realcomm | IBcon Conference Welcome Reception” electronic invitations (where applicable)
- Sponsor recognition on batch of drink tickets to hand out to attendees
- Sponsor acknowledgement in Conference Program Guide
- Company name and logo on Realcomm website with link to your home page
- Two (2) complimentary full access conference passes

## Welcome Reception Pina Colada Supporting Sponsorship – \$3,500

### COMPLETE PACKAGE INCLUDES:

- Sponsor logo and supporting level branding on “Pina Colada” cart
- Sponsor recognition on signage inside and/or outside the Welcome Reception area
- Sponsor recognition on “Realcomm | IBcon Conference Welcome Reception” electronic invitations (where applicable)
- Sponsor recognition on batch of drink tickets to hand out to attendees
- Sponsor acknowledgement in Conference Program Guide
- Company name and logo on Realcomm website with link to your home page
- One (1) complimentary full access conference pass



## Welcome Reception Cigar Rolling Premier Sponsorship – \$6,500

### COMPLETE PACKAGE INCLUDES:

- Sponsor logo and top branding on Cigar Rolling table
- Sponsor logo on cigar band
- Sponsor recognition on signage inside and/or outside the Welcome Reception area
- Sponsor recognition on “Realcomm | IBcon Conference Welcome Reception” electronic invitations (where applicable)
- Sponsor recognition on batch of Welcome Reception drink tickets to hand out to attendees
- Sponsor acknowledgement in Conference Program Guide
- Sponsor logo on Realcomm | IBcon Conference website with link to your home page
- Two (2) complimentary full access conference passes

## Welcome Reception Cigar Rolling Supporting Sponsorship – \$4,500

### COMPLETE PACKAGE INCLUDES:

- Sponsor logo and supporting level branding on Cigar Rolling table
- Sponsor recognition on signage inside and/or outside the Welcome Reception area
- Sponsor recognition on “Realcomm | IBcon Conference Welcome Reception” electronic invitations (where applicable)
- Sponsor recognition on batch of Welcome Reception drink tickets to hand out to attendees
- Sponsor acknowledgement in Conference Program Guide
- Company name and logo on Realcomm website with link to your home page
- One (1) complimentary full access conference pass



## Welcome Reception Boat Food Station Sponsor – \$5,000

### COMPLETE PACKAGE INCLUDES:

- Sponsor logo and branding prominently placed on side of “Food Station” boat
- Sponsor logo on napkins
- Sponsor recognition on floor signage inside and/or outside the Welcome Reception area
- Sponsor recognition on “Realcomm | IBcon Conference Welcome Reception” electronic invitations (where applicable)
- Sponsor recognition on batch of Welcome Reception drink tickets to hand out to attendees
- Sponsor acknowledgement in Conference Program Guide
- Company name and logo on Realcomm website with link to your home page
- Two (2) complimentary full access conference passes

## Welcome Reception Boat Food Station Supporting Sponsorship – \$3,500

### COMPLETE PACKAGE INCLUDES:

- Sponsor logo and supporting level branding on “Food Station” boat
- Sponsor recognition on signage inside and/or outside the Welcome Reception area
- Sponsor recognition on “Realcomm | IBcon Conference Welcome Reception” electronic invitations (where applicable)
- Sponsor recognition on batch of drink tickets to hand out to attendees
- Sponsor acknowledgement in Conference Program Guide
- Company name and logo on Realcomm website with link to your home page
- One (1) complimentary full access conference pass



# 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:

Previous Realcomm Topics. [2024 Topics Coming Soon](#)

- 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
- CRM
- Crowdfund Platforms
- Cybersecurity
- Data Governance
- Data Privacy
- Data Standards
- Data Virtualization
- Digital Strategy
- Disaster Recovery
- Email & Document Retention
- Enterprise Content Management
- Enterprise System Architecture
- 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 Analytics
- Master Data Management
- Mobility
- New Hybrid Workplace
- 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

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.

### IBCON TOPICS UNDER CONSIDERATION:

PREVIOUS IBCON TOPICS. [2024 Topics Coming Soon](#)

- 3D Digital Scanning
- 5G
- AI
- Aligning the Organization Around Smart Building Initiatives
- AR/VR
- BAS & EMS Platforms
- BIM for O&M
- COVID Technology
- Creating a Smart Mall
- Cybersecurity
- DAS/Wireless
- Designing the Base Building Network
- Digital Signage
- Digital Twins
- 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
- Power Conditioning
- Predictive Maintenance
- Project Haystack
- Renewables
- Robotics
- Smart Bathrooms
- Smart Building Best Practices
- Smart Building Data Strategies
- Smart Parking
- Smart Cities
- Smart Sensors
- Sustainability Reporting
- Waste Technologies
- Water Technologies
- Wearables
- Workplace Space Utilization





## Education Track Sponsorships – \$16,500

2 AVAILABLE PER TRACK

### **COMPLETE PACKAGE INCLUDES:**

- Sponsor recognition inside each session contained in track
- Speaking 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 | IBcon Conference Program Guide
- Company name and logo on Realcomm | IBcon 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
- Three (3) complimentary exhibit only passes
- Two (2) real estate (end-user only) guest passes
- 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
- 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 Pass
- First right of refusal to sponsorship the following convention year

## Supporting Session Sponsorship – \$3,500

### **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 | IBcon Conference Program Guide
- Company logo on Realcomm | IBcon website and link to home page
- Opportunity to place marketing brochures on table in back of the session room
- One (1) complimentary full conference pass
- One (1) real estate (end-user only) guest pass

## **SPECIALTY TRACK – INVESTMENT MANAGEMENT**

### **Education Track Sponsorship – Investment Management – \$16,500**

2 AVAILABLE

#### **COMPLETE PACKAGE INCLUDES:**

- Sponsor recognition inside each session contained in track
- Speaking 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 | IBcon Conference Program Guide
- Company name and logo on Realcomm | IBcon website with link to your home page
- Prior to session, sponsor may distribute company brochures on chairs for attendees
- Three (3) complimentary full access conference passes
- Three (3) exhibit only passes
- One (1) real estate (end-user only) guest pass
- First right of refusal to sponsorship the following convention year
- Single 10x10 standard exhibit space

### **Supporting Education Track Sponsorship – Investment Management – \$7,500**

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 | IBcon Conference Program Guide
- Sponsor recognition on Realcomm | IBcon 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 pass
- First right of refusal to sponsorship the following convention year

## Investment Management Breakfast Sponsorship – \$6,000 (DAY 2)

2 AVAILABLE

### **COMPLETE PACKAGE INCLUDES:**

- Sponsor recognition by Moderator during the lunch program
- Speaking opportunity to address the group during breakfast program
- Logo on intro slide at breaks
- Sponsor recognition on any breakfast program materials
- Sponsor recognition on signage inside/outside session room
- Sponsor recognition in Realcomm | IBcon conference program guide
- Company logo on the Realcomm | IBcon website with a link to your home page
- Sponsor marketing material placed on designated table during breakfast
- Two (2) complimentary 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 – \$5,500 (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) complimentary Full Access conference passes
- Two (2) Real Estate (end user only) Guest Pass
- First right of refusal to sponsorship the following convention year

## **SPECIALTY TRACK – CORPORATE REAL ESTATE**

### Education Track Sponsorship – Corporate Real Estate – \$7,500 (1 Day Only)

2 AVAILABLE

### **COMPLETE PACKAGE INCLUDES:**

- Sponsor recognition inside each session contained in track
- Speaking 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 | IBcon conference program guide
- Company name and logo on Realcomm | IBcon website with link to your home page
- Prior to session, sponsor may distribute company brochures on chairs for attendees
- 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

## OTHER HIGH LEVEL VISIBILITY SPONSORSHIPS

### Digital Signage Sponsorship – \$10,500

#### COMPLETE PACKAGE INCLUDES:

- Company logo displayed at the bottom of each and every digital sign.
- 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 where available
- Sponsor recognition on a conference meter board signage
- Sponsor recognition in Realcomm | IBcon Conference Program Guide
- Company logo on the Realcomm | IBcon website with a link to your home page
- 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

### Registration Sponsorship – \$10,000

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 it is a highly visible area. 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
- Sponsor recognition on a conference meter board signage
- Half page conference program guide ad
- Sponsor recognition in Realcomm | IBcon Conference Program Guide
- Company logo on the Realcomm | IBcon website with a link to your home page
- 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

## Conference Mobile Application Program Guide Splash Page Sponsorship – \$8,000

Realcomm 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, 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.

### 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
- Company logo in the printed Conference Program Guide as the Mobile Application Program Guide Splash Page Sponsor
- Company logo on the Realcomm | IBcon website with a link to your home page
- Sponsor recognition on a conference meter board signage
- 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

## Conference Mobile Application Program Guide Banner Sponsorship – \$5,500

4 AVAILABLE

### COMPLETE PACKAGE INCLUDES:

- Prominent placement of sponsor banner at top of mobile application page on a rotating basis
- Banner will include a hyperlink to sponsor's company website or other website of choice
- Opportunity to upload a company profile and a pdf brochure
- Company logo on the Realcomm | IBcon websites with a link to your home page
- Sponsor recognition on a conference meter board signage
- Two (2) complimentary full access conference passes
- Two (2) real estate (end user only) guest passes

## Conference Lanyard Sponsorship - \$10,000

### COMPLETE PACKAGE INCLUDES:

- Company logo displayed on the conference lanyards
- Recognition as a Sponsor on Realcomm | IBcon Conference signage
- Sponsor recognition in Realcomm | IBcon Conference Program Guide
- Complimentary quarter page ad in the Conference Program Guide
- Company name and logo on Realcomm | IBcon Conference website with link to your home page
- Three (3) full access conference passes
- Two (2) real estate end user guest pass
- First right of refusal to sponsorship the following convention year

## **REALCOMM | IBCON CONFERENCE GOLF EVENT**

### **Golf Premier Sponsor – \$6,000**

#### **COMPLETE PACKAGE INCLUDES:**

- Sponsorship recognition during post golf event
- Sponsor recognition as Golf Premier Sponsor on “welcome letter” sent to all registered golfers
- Sponsor recognition in Realcomm | IBcon Conference Program Guide
- Sponsor recognized at start and end of play on day of golf event
- Two (2) player passes
- Two (2) Full Access Conference pass
- At least one real estate end-user player in sponsors foursome
- Sponsor recognition on signage at Golf Course
- Opportunity to include a branded golf item to golfers
- Sponsor recognition included in marketing email/s for golf event (subject to timing of sign up)

### **Golf Lunch Sponsor - \$6,000**

#### **COMPLETE PACKAGE INCLUDES:**

- Sponsorship recognition as Golf Lunch Sponsor
- Sponsor recognition on “welcome letter” sent to all registered golfers
- Sponsor recognition in Conference Program Guide
- Sponsor recognition during post golf event
- Two (2) player passes
- Two (2) Full Access Conference pass
- At least one real estate end-user player in sponsors foursome
- Sponsor recognition on signage at golf course
- Opportunity to provide a branded golf item to golfers
- Opportunity for comments during lunch (2-3 minutes)
- Sponsor recognition included in marketing email/s for golf event (subject to timing of sign up)

# REALCOMM | IBCON CONFERENCE GOLF EVENT

## Golf Event Sponsor – \$4,000

### COMPLETE PACKAGE INCLUDES:

- Sponsor recognition as Golf Event Sponsor
- Sponsor recognition on "welcome letter" sent to all registered golfers
- One real estate end-user player will be included in Sponsors foursome (where possible)
- Sponsor recognition in Conference Program Guide
- Sponsor recognition during post golf event
- One (1) player passes
- One (1) full access conference pass
- Sponsor recognition on signage at golf course
- Opportunity to provide a branded golf item to golfers
- Sponsor recognition included in marketing email/s for golf event (subject to timing of sign up)

## Golf Beverage Cart Sponsor - \$4,000

### COMPLETE PACKAGE INCLUDES:

- Sponsor recognition as Golf Beverage Cart Sponsor
- Opportunity to ride in beverage cart
- Sponsor recognition on "welcome letter" sent to all registered golfers
- One real estate end-user player will be included in Sponsors foursome (where possible)
- Sponsor recognition in Conference Program Guide
- Sponsor recognized at start and end of play on day of golf event
- One (1) player passes
- One (1) full access conference pass
- Sponsor recognition on signage at golf course
- Opportunity to provide a branded golf item to golfers
- Sponsor recognition included in marketing email/s for golf event (subject to timing of sign up)

## Golf Awards Sponsor - \$4,000

### COMPLETE PACKAGE INCLUDES:

- Sponsor recognition as Golf Awards Sponsor
- Sponsor recognition on "welcome letter" sent to all registered golfers
- One real estate end-user player will be included in Sponsors foursome (where possible)
- Sponsor recognition in Conference Program Guide
- Sponsor recognized during awards ceremony
- Opportunity to participate in awards ceremony
- One (1) player passes
- One (1) full access conference pass
- Sponsor recognition on signage at golf course
- Opportunity to provide a branded golf item to golfers
- Sponsor recognition included in marketing email/s for golf event (subject to timing of sign up)

## REALCOMM | IBCON CONFERENCE GOLF EVENT

### Swag Bag Sponsor – \$4,000

#### COMPLETE PACKAGE INCLUDES:

- Opportunity to provide a branded swag bag of golf items to each golfer
- Sponsorship recognition as golf swag bag sponsor
- Sponsor recognition on "welcome letter" sent to all registered golfers
- One real estate end-user player will be included in Sponsors foursome (where possible)
- Sponsor recognition in Conference Program Guide
- Sponsor recognized at start and end of play on day of golf event
- One (1) player passes
- One (1) full access conference pass
- Sponsor recognition on signage at golf course
- Sponsor recognition included in marketing email/s for golf event (subject to timing of sign up)

### Golf Hole Sponsor - \$4,000

#### COMPLETE PACKAGE INCLUDES:

- Sponsor recognition as Golf Hole & Longest Drive Sponsor
- Sponsor recognition on "welcome letter" sent to all registered golfers
- One real estate end-user player will be included in Sponsors foursome (where possible)
- Opportunity to set up sponsor table at designated hole (if allowed by course – subject to course policy)
- Sponsor recognition in Conference Program Guide
- Sponsor recognized at start and end of play on day of golf event
- One (1) player passes
- One (1) Full Access Conference pass
- Sponsor recognition on signage at golf course
- Opportunity to provide a branded golf item to golfers
- Sponsor recognition included in marketing email/s for golf event (subject to timing of sign up)