

INCOMPAS

THE FUTURE OF COMPETITION

The INCOMPAS Show: Fall 2016 | October 23-25, 2016 | Gaylord Texan | Dallas, TX

2016 EXHIBIT, SPONSORSHIP AND MEETING ROOM PROSPECTUS

The enclosed information provides an overview of the vision, opportunities, benefits and demographics included in a partnership with INCOMPAS in 2016. INCOMPAS is excited to share our new vision and goals with our long-term supporters, as well as new companies representing all corners of the communications ecosystem.

What is INCOMPAS?

Formerly known as COMPTTEL, INCOMPAS is the leading trade association for competitive networks. INCOMPAS represents communications and technology companies large and small, advocating for laws and policies that promote competition, innovation and economic development.

What can I expect at The INCOMPAS Show – Fall 2016?

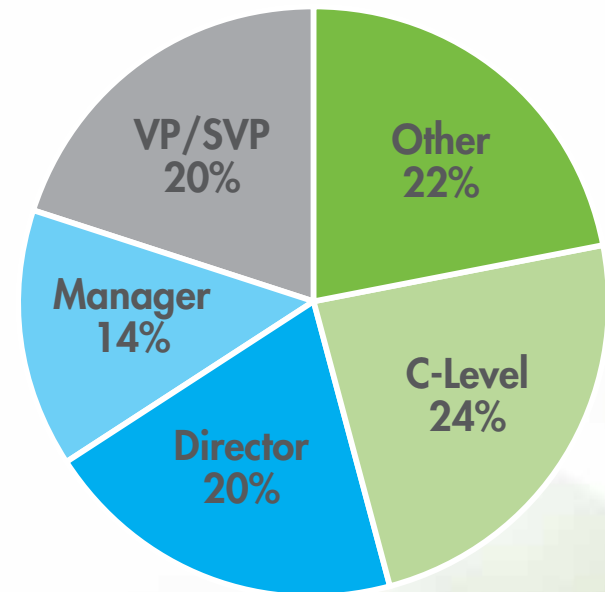
Everything is bigger in Texas, even The INCOMPAS Show – Fall 2016. As THE place for business in 2016 (and beyond) it is our goal for our attendees, sponsors, exhibitors, members and supporters to benefit from high-level exposure to, and interaction with, an unparalleled competitive communications marketplace. Attendees can expect:

- Everything you need, all in one place on one floor of the hotel; including, meeting rooms, exhibit hall, educational content, vendor sessions, Deal Center, networking times and pop-up meeting areas.
- Opening and closing parties, executive and C-Level receptions and networking specific to industry verticals, buyers and sellers, new technology and other engagement opportunities.
- Educational sessions focused on high-level industry trends and best practices, as well as, increased vendor time to showcase new products, develop specific panel topics, provide ask-the-experts time and showcase your brand's thought leadership.

Who should attend The INCOMPAS Shows?

Bringing together business executives from all corners of our networks and beyond; The INCOMPAS Shows attract an excellent percentage of C-Level and decision makers. The chart below demonstrates the demographic makeup of attendees. We have one of the highest ratios of C-Level, VP/SVP and Directors of any trade show in a similar landscape. The INCOMPAS Shows average 1500 registrants per show.

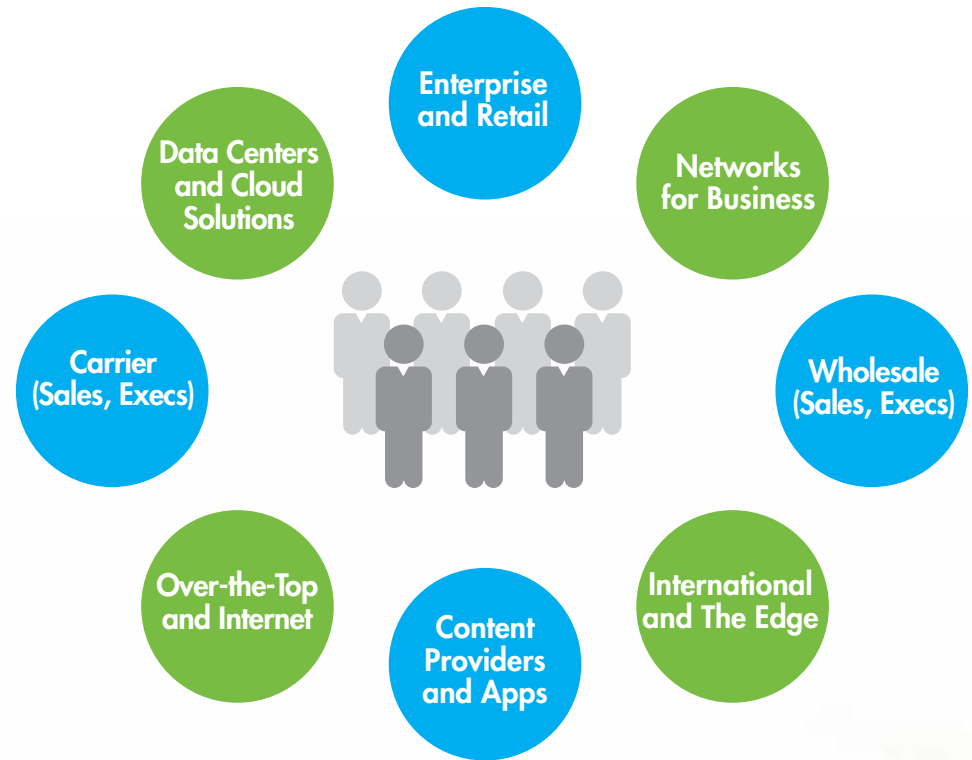
INCOMPAS Attendees by Job Title



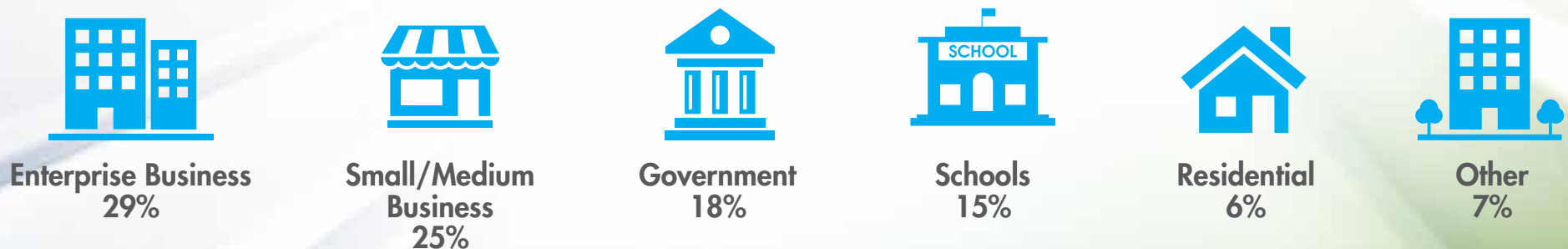
Top 15 Attendee Services

Internet
 Broadband
 VoIP
 Private Data Markets
 Managed Services
 Local Voice
 Private Lines
 Video TV Service
 Domestic Long Distance
 Wireless
 Cloud Computing
 International Long Distance
 Off-Site Data Storage
 Web Hosting
 Cellular

What is the Audience & Platform Vision for the future of The INCOMPAS Shows?



What is an Attendee's Target Audience?



What companies attended The INCOMPAS Shows: Fall 2015 and Spring 2016

1st Point Communications
365 Data Centers
Accedian Networks Inc.
Actelis Networks, Inc.
ADTRAN
ADVA Optical Networking, Inc.
Alcatel-Lucent USA, Inc
Alpheus
ANPI
AT&T
Atlantic-ACM
Axcent Networks
Bandwidth
BillSoft, Inc. (Timely Bill)
Broadband Coalition
BT
BTI Systems
Calix
Channel Vision Magazine
Charter Spectrum
CHR Solutions, Inc.
Ciena
Cisco Systems
CoastCom
COMLINK
Communications Data Group
Compliance Solutions, Inc.
Complink Great Lakes
Consolidated Communications
Cox Business
CSF Corporation
CYAN
DCA Services Inc.
DIDx
DWT
EarthLink

ECI Telecom
EFS
Enghouse Networks
Equinix Information Systems
EZ Tax
FairPoint Communications
Fatbeam
FirstLight Fiber
FISPA
FreeSide Internet Services
Fujitsu Network Communications, Inc.
GENBAND
GeoResults, Inc.
GigaSpaces Technologies
Global Capacity
Global Convergence Solutions
Google
Granite Telecommunications LLC
Great Plains Communications
GSAssociates
H2O Overgroup
Henkels & McCoy, Inc.
Hogan Lovells
Huawei Technologies USA
HyperCube
iconectiv
IDT- Carrier Services
Impact Telecom
INDATEL
Infinera Corporation
Innercity FiberNet
Inteliquent
Iowa Network Services
Kansas Fiber Network
Level 3
Lighttower

LightRiver Technologies, Inc.
Lightspeed Technologies
LinuxMagic
LS Networks
LSN
Lumos Networks
Magic Telecom
MapCom Systems
Midcontinent Business Solutions
MRV Communications, Inc.
Nationwide Regulatory Compliance
NetBoss Technologies, Inc.
NETFLIX
NetSapiens, Inc.
Neustar
Nitel
NTT Communications
Omnitron Systems Technology Inc.
Onvoy, Inc.
Opt Teleservices
Oracle
OrcaWave
Overture Networks
Peerless Network
PEG Bandwidth
Profitec Billing Services, Inc.
RAD Data Communications
RIOREY
Sales Tax Associates, Inc.
Sandy Beaches Software
SCE Edison Carrier Solutions
Servato Corp
Sonus Networks
Spectrum Business
Spirit Communications
SRP Telecom

Sunesys, LLC
Switchray, Inc
Taqua LLC
Tarana Wireless
TDS
Techologies Management Inc
Telecom Reseller
Telecom Review
TelePacific Communications
TeleSphere Software
Telispire
TermScout
Thermo Credit, LLC
ThinQ
Time Warner Business Class
Time Warner Cable
Timely Bill
TNCI Operating Company
TransNexus, Inc
Transition Networks
TSI
Twitter
Unite Private Networks
Unitel Insurance
VarData, LLC
Verizon
VoIP Logic
Walker and Associates, Inc.
Wide Open West
WILCON
Windstream
WOLFE
XO Communications
YourTel
Zayo Group
Zinwell Corp

The INCOMPAS Shows Sponsorship Packages

INCOMPAS sponsorships are designed to increase brand recognition by engaging and networking with our attendees. Based on your sponsorship selections, you will qualify to earn benefits at different levels with quantifiable incentives and added visibility. INCOMPAS also works with industry partners to develop a customized package tailored to meet your needs.

THE INCOMPAS SHOWS General Sponsorship Benefits by Level

Premier Partner \$50,000+	Platinum Sponsor \$35,000-\$49,999	Gold Sponsor \$20,000-\$34,999	Silver Sponsor \$10,000-\$19,999
<ul style="list-style-type: none"> • Private Meeting Room • Opportunity to Secure Hotel Sub-Block • Hotel Room Block • 10x20 Booth • 10 Registrations + 10 Net New Guest Registrations (Additional registrations offered at discounted rate of \$500) • Full-page Ad in Show Guide • Bag Insert • Post Show List • Logo on Website • Sponsor Recognition 	<ul style="list-style-type: none"> • Private Meeting Room • Opportunity to Secure Hotel Sub-Block • 10x10 Booth • 8 Registrations + 8 Net New Guest Registrations (Additional registrations offered at discounted rate of \$500) • Full-page Ad in Show Guide • Bag Insert • Post Show List • Logo on Website • Sponsor Recognition 	<ul style="list-style-type: none"> • Private Meeting Room • Opportunity to Secure Hotel Sub-Block • 10X10 Booth • 5 Registrations + 5 Net New Guest Registrations (Additional registrations offered at discounted rate of \$500) • Half-page Ad in Show Guide • Bag Insert • Post Show List • Logo on Website • Sponsor Recognition 	<ul style="list-style-type: none"> • 3 Registrations + 3 Net New Guest Registrations (Additional registrations offered at discounted rate of \$500) • Quarter-page Ad in Show Guide • Post Show List • Logo on Website • Sponsor Recognition

THE INCOMPAS SHOWS Sponsorships

Thought Leadership and Education

- Pre-Con/Post-Con Workshop or User Summit (\$20,000)
- Keynotes (Monday and Tuesday) (\$15,000)
- Vendor Sessions: Quick Hit 60 min (\$7,500)
- Vendor Sessions: Quick Hit 30 min (\$5,000)
- Vendor Sessions: Quick Hit 15 min (\$2,500)
- Innovation Showcase Demo (\$3,500 for 15 minutes)

Networking, Parties and Business Development

- Closing Party (Tuesday) (\$50,000) – 2 Available
- Expo Hall Opening Reception (Sunday) (\$25,000)
- Executive Dinner (\$15,000)
- Expo Hall Lunch (\$15,000) – 2 Available
- Conference Highlight Wall (\$15,000)
- Executive Breakfast (\$10,000)
- **NEW!** Exclusive Member Breakfast (\$10,000)
- Breakfast (\$10,000) – 2 Available
- Expo Hall Networking Reception (Monday) (\$7,500 per; 8 available)
- Expo Hall Giveaway (\$5,000)
- Snack Station (\$5,000) - 8 Available
- Refreshment Breaks (\$4,500) – 4 Available
- Expo Hall Drawing (\$1,200) – 12 Available

Branding and Engagement

- Wi-Fi (\$30,000)
- Conference Bags (\$25,000)
- Deal Center and Business PLANner (\$15,000)
- Hotel Room Keys (\$15,000)
- Lanyards (\$15,000)

- Expo Hall Aisle Signs (\$10,000)
- Mobile App (\$10,000)
- Registration Counters (\$10,000)
- Escalator Clings (\$10,000)
- Wristbands (\$10,000)
- Charging Station Lounge (\$10,000)
- Lounges with Interactive Game (\$10,000)
- Hotel Room Door Drop (\$6,000) – 2 Available
- Branded Koozies (\$6,000)
- Massage Station (\$6,000)
- Registration Badge Insert (\$5,000)
- Column Wrap (\$5,000) – 2 Available
- **NEW!** Banners – 7 Available (\$5,000)
- **NEW!** Bell Tower Video Wall (\$5,000)
- **NEW!** Meeting Pod – 6 Available (\$5,000)
- Registration Bag Pens (\$3,500)
- Meter boards (\$3,500) – 8 Available
- Registration Counter Pens (\$3,000)
- **NEW!** Window Clings (\$3,000)
- Registration Bag Inserts (\$2,500)
- Guest Room TV Advertising (\$2,500)
- Table Clings (\$2,000)
- Floor Decals (\$1,500)
- Pole Banners (\$1,500)
- Promotional Giveaways (Screen Cleaners, Lip Balm, Hand Sanitizer, Notepads, Portable Chargers, Tech Tools: Pricing Upon Request)

Benefits availability is limited, please [click here](#) for current list.

Become an Exhibitor

INCOMPAS Members \$35/sq. ft.*

Non-Members \$60/sq. ft.*

**Booths are purchased in 100 square foot increments.*

**The minimum booth purchase is 100 square feet.*

**Fall show will be open on Sunday, October 23,
Monday, October 24 and Tuesday, October 25.*

Exact times will be available in July 2016.

Exhibit Package Includes:

- Three complimentary Full Conference registrations for each 100 square feet of purchased exhibit space
- Three complimentary Full Conference registrations for Net New attendees
- Post-show attendee list, to include name, title, company, city, state, zip and country
- Eight foot draped back wall with three foot side rails. Exhibitor must order/supply carpeting in 2016
- Inclusion in INCOMPAS show guide with company name, brief description, and contact information
- Online listing on the INCOMPAS website
- Access to the INCOMPAS Deal Center and Business PLANner. The Business PLANner is a networking tool that allows registered parties to search all registrants and request meetings onsite in the Deal Center located in the Expo Hall.

Secure Your Meeting Room*

INCOMPAS Members \$10,000

Non-Members \$15,000

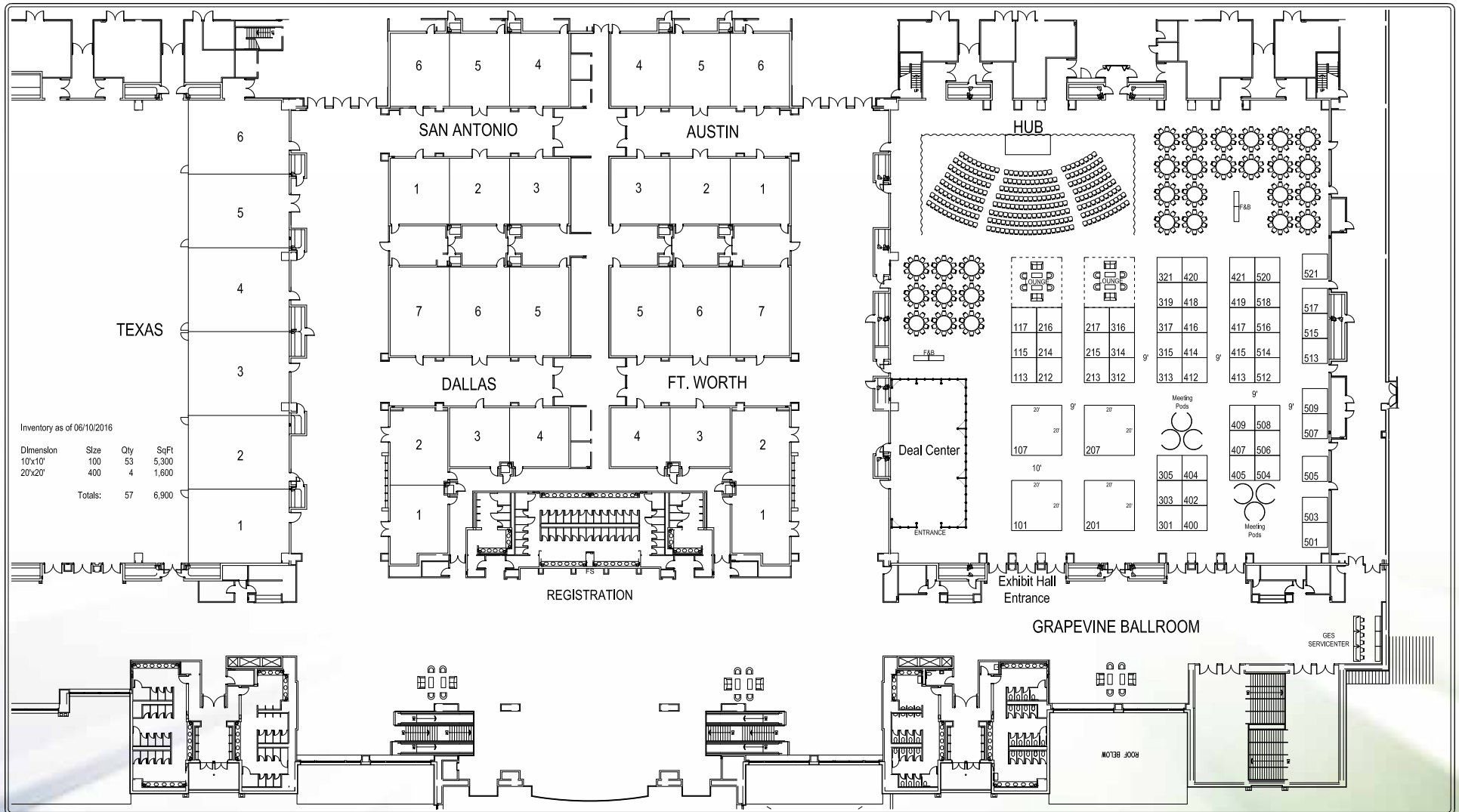
**Meeting rooms will come equipped with standard tables and chairs. Companies are responsible for organizing set up and food and beverage requests directly with the hotel.*

Meeting Room Package Includes:

- Three complimentary Full Conference registrations per meeting room purchased
- Five complimentary meeting room only registrations per meeting room purchased
- Post-show attendee list, to include name, title, company, city, state, zip and country
- Inclusion in INCOMPAS show guide
- Listing on meeting room locator signage
- Online listing on the INCOMPAS website

Booth and Meeting Room Selection: Online booth space and meeting room selection will take place in July 2016 for the Fall event. Selection order will be based on a priority point system calculated by sponsorship investment, booth size, history, and receipt date of contract.

INCOMPAS Fall 2016 Expo Hall Floor Plan



Become an INCOMPAS Member

INCOMPAS membership opens doors to new and exciting opportunities that will help your company succeed in today's communications marketplace.

- Benefit from Regulatory and Legislative Advocacy
- Grow Your Network and Increase Sales
- Get Involved and Become an Industry Insider
- Lower Expenses with Member Discounts on Exhibit Space and Meeting Rooms

Service Provider (Voting) Member

Communications service providers with annual revenues of less than \$70 billion. Service provider members are eligible to vote on association matters and to serve on the Board of Directors.

Supplier Associate Member

Companies engaged in the provision of communications facilities (e.g., network construction, but not companies engaged as "carrier's carrier"), systems (e.g., billing and OSS software), equipment and services (e.g., network management and technical planning) to communications service providers.

Professional Associate Member

Attorneys, consultants, financial institutions and professional services.

Visit www.incompas.org/membership for more information and dues structure.

Year Round Advertising Opportunities

INCOMPAS is excited to offer year-round advertising opportunities. Newsletter articles, webinars, website presence and member communications provide the opportunity to promote your brand, provide thought leadership to the industry, as well as utilize special entitlements to enhance your show sponsorship.

Year-round advertising benefits will put your brand in a unique position throughout the entire year while giving you more time to plan for activation, speaking opportunities and show benefits. Each benefit can be customized base on your specific needs, business unit promotions, or specific message to reflect your internal marketing efforts.

For more information on becoming an INCOMPAS member, The INCOMPAS Show exhibits, sponsorships and meeting rooms and to develop your custom proposal of benefits please contact Lorien Parry, INCOMPAS Partner Solutions, at lparry@incompas.org or (312) 673-5545.