

INCOMPAS

THE FUTURE OF COMPETITION

2019 PROSPECTUS

INCOMPAS brings together all facets of the communications ecosystem, providing avenues to expand networking channels and sales pipelines at its annual trade show and throughout the year. Learn more about how your company can increase its visibility among top industry decisionmakers, grow its business and explore new markets through:

- Exhibiting, sponsoring and meeting at The 2019 INCOMPAS Show, November 4-6 at the Omni Louisville Hotel, Louisville, Kentucky
- Year-round marketing and business development opportunities

What is INCOMPAS?

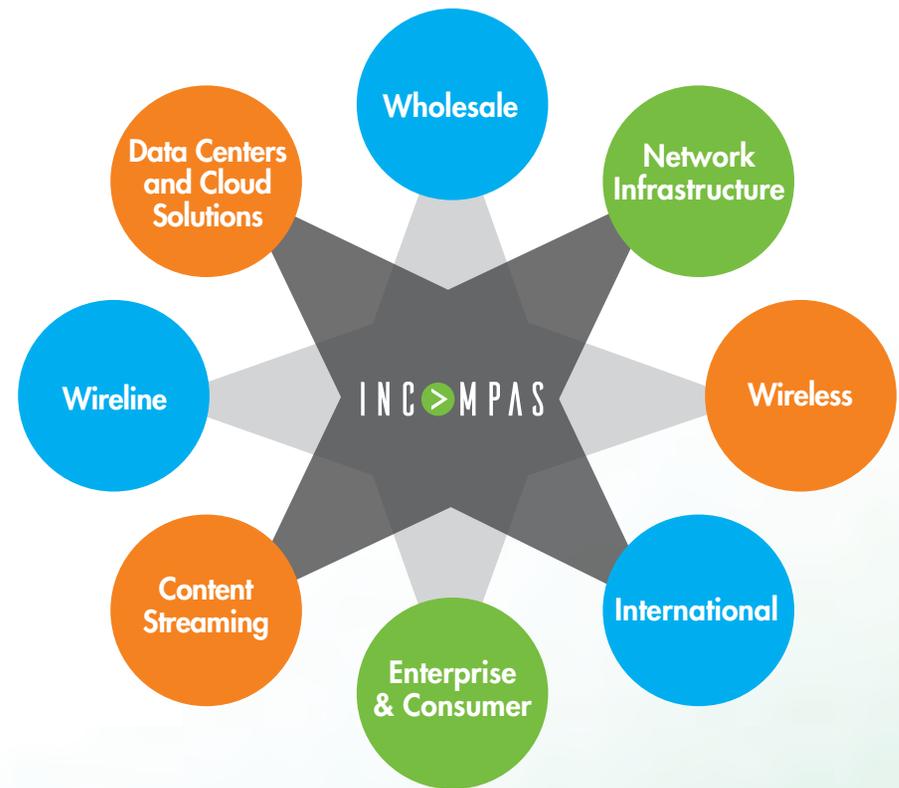
INCOMPAS is the leading trade association for builders and operators of competitive communications networks, as well as internet, streaming and technology companies. Our mission is to advocate for laws and policies that promote competition, innovation and economic development. We also provide networking and business development opportunities at our annual trade show, as well as marketing and promotional activities throughout the year.

What can I expect at The INCOMPAS Show?

The INCOMPAS Show is THE place to do business. Attendees, sponsors, exhibitors, members and supporters benefit from high-level exposure to, and interaction with, an unparalleled competitive communications marketplace. Attendees can expect:

- **Everything you need, all in one place.** Meeting rooms, exhibit hall, Buyers Forum, Deal Center, educational content, vendor sessions, networking times and pop-up meeting areas, all centrally located.
- **Valuable connections.** The popular Buyers Forum provides dedicated time for qualified industry buyers to meet and do business with premier vendors from across the country, minimizing travel costs and acquisition time.
- **Time to engage, make new connections and network.** Opening and closing parties, C-level receptions and networking opportunities throughout the event.
- **Education on high-level industry trends and technology.** Educational sessions featuring subject-matter experts and showcases of cutting-edge vendor innovation.

At the Center of the Communications Ecosystem

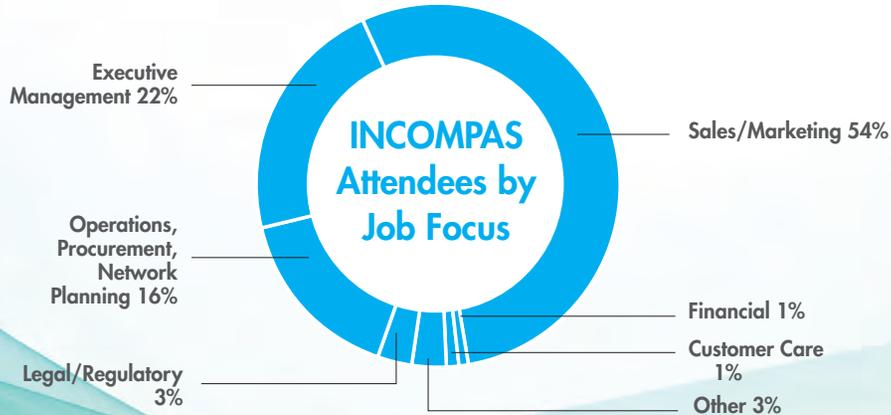
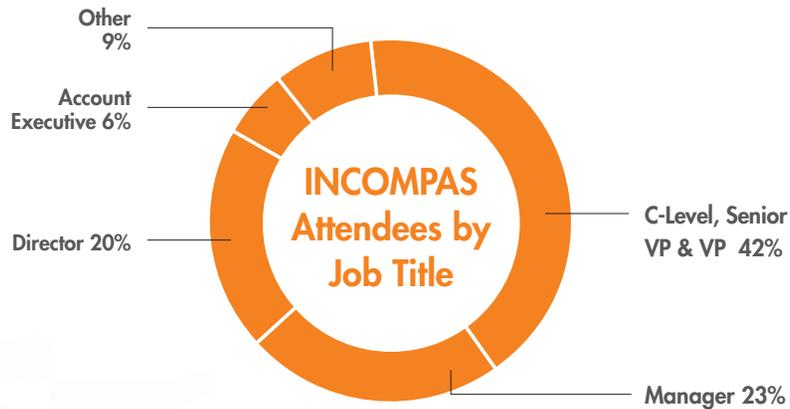


Who's In?

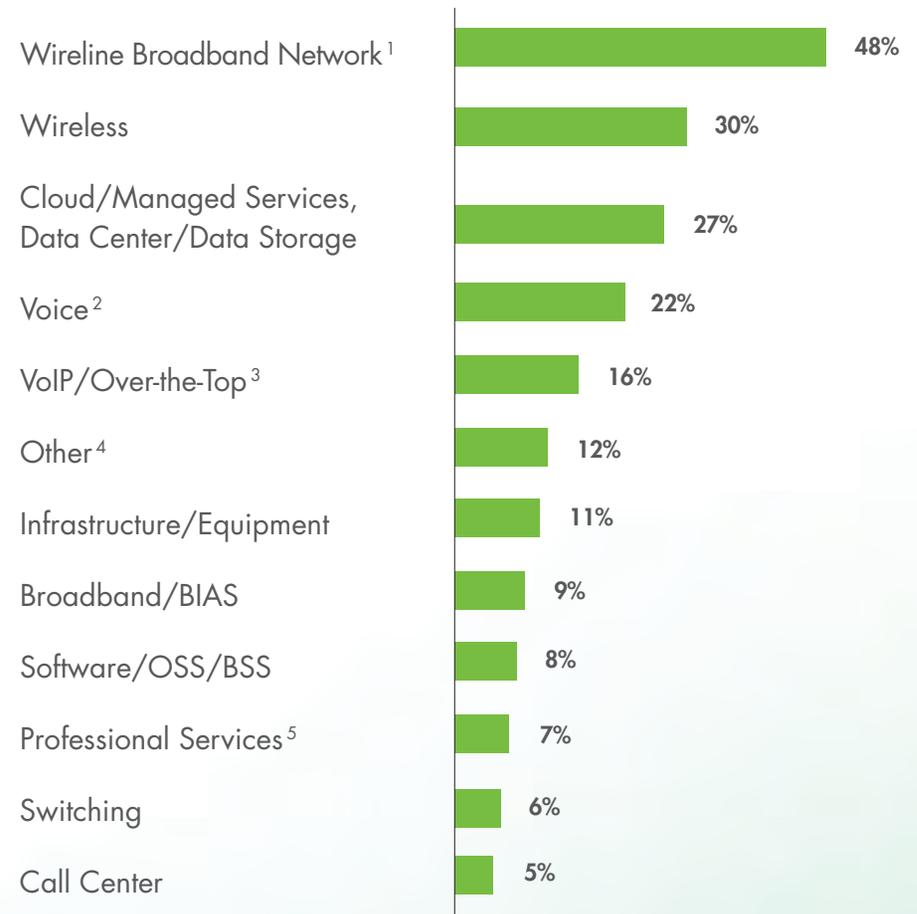
Curious to see what companies attend The INCOMPAS Show? Email sedidin@incompas.org for more information.

Who Attends The INCOMPAS Show?

Bringing together business executives from all corners of our networks and beyond, The INCOMPAS Show attracts 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, making up more than 60 percent of attendees.**



Top Attendee Services



¹ Broadband Network (backhaul, point-to-point, long-haul, metro/municipal, cable TV)

² Voice (local, long distance, international, toll-free)

³ VoIP/Over-the-Top (applications/API, content/music streaming)

⁴ Includes satellite and devices

⁵ Professional Services (Engineering/Technical, accounting, financial, tax, legal, web design/hosting, compliance, procurement/RFPs, regulatory, auditing)

The INCOMPAS Show Sponsorships

INCOMPAS sponsorships are designed to increase brand recognition by enabling sponsors to more deeply engage and network with our attendees. Our 2019 INCOMPAS Show sponsorships offer varying levels of benefits, based on total sponsorship investment.

Platinum Sponsor (\$40,000+)	Gold Sponsor (\$39,999 - \$20,000)	Silver Sponsor (\$19,999 - \$9,000)	Bronze Sponsor (\$8,999 - \$4,500)
<ul style="list-style-type: none"> • Platinum Sponsor Recognition • 6 full-conference registrations for staff and 5 for guests • 10% Discount off of Exhibit and/or Meeting Space (Suites Excluded) • One (1) Email Blast to INCOMPAS Database • Virtual Bag Insert • Pre- and Post-Show Attendee List that includes name, company, title, city, state, zip and country (post-show list to include email addresses for those attendees who opt-in) • Logo on INCOMPAS Show Webpage • Sponsor Recognition on Mobile App • Sponsor Recognition on Signage 	<ul style="list-style-type: none"> • Gold Sponsor Recognition • 5 full-conference registrations for staff and 4 for guests • 10% Discount off of Exhibit and/or Meeting Space (Suites Excluded) • Virtual Bag Insert • Pre- and Post-Show Attendee List that includes name, company, title, city, state, zip and country (post-show list to include email addresses for those attendees who opt-in) • Logo on INCOMPAS Show Webpage • Sponsor Recognition on Mobile App • Sponsor Recognition on Signage 	<ul style="list-style-type: none"> • Silver Sponsor Recognition • 4 full-conference registrations for staff and 3 for guests • Virtual Bag Insert • Pre- and Post-Show Attendee List that includes name, company, title, city, state, zip and country (post-show list to include email addresses for those attendees who opt-in) • Logo on INCOMPAS Show Webpage • Sponsor Recognition on Mobile App • Sponsor Recognition on Signage 	<ul style="list-style-type: none"> • Bronze Sponsor Recognition • 3 full-conference registrations for staff and 2 for guests • Pre- and Post-Show Attendee List that includes name, company, title, city, state, zip and country (post-show list to include email addresses for those attendees who opt-in) • Logo on INCOMPAS Show Webpage • Sponsor Recognition on Mobile App • Sponsor Recognition on Signage

INCOMPAS Show Sponsorships

Thought Leadership and Education

- Women in Technology Session (\$5,000)
- Quick-Hit Session (\$2,000)

Networking, Parties and Business Development

- Closing Party (Wednesday) (pricing available upon request)
- Expo Hall Opening Reception (Monday) (\$25,000)
- Executive Reception (Tuesday) (\$20,000)
- Conference Highlight Wall (\$10,000)
- The INCOMPAS Bar (co-sponsorship) (\$10,000)
- Expo Hall Lunch (\$7,500)
- Executive Networking Breakfast (\$10,000)
- Breakfast (\$5,000)
- Specialty Coffee at The INCOMPAS Bar (Tue or Wed) (\$8,000)
- Snack Station (\$4,000)
- Specialty Cocktail (\$4,000)

Affiliate Events

We understand that networking is a key component of The INCOMPAS Show. If you prefer to host your own affiliate events, we do ask that your company invest at least \$5,000 in the show via any combination of registration, exhibits, sponsorships or meeting spaces, and that any planned event does not conflict with previously scheduled INCOMPAS activities.

Want help planning your event?

We can assist with affiliate event planning, marketing and RSVP management. Pricing available upon request.

Branding and Engagement

- Deal Center (\$15,000)
- Charging Station Lounge (\$10,000)
- Registration Counters (\$10,000)
- Escalator Landing (\$8,500)
- Lanyards (\$7,500)
- Cigar Rolling Station (\$7,500)
- Registration Badge Insert (\$7,500)
- Hotel Room Keys (\$6,000)
- Hotel Room Door Drop (\$6,000)
- Water Coolers (\$5,000)
- Expo Hall Footprints (\$5,000)
- Shoe Shine Station (\$4,500)
- Mobile App (\$4,000)
- Branded Column (\$3,000)
- Expo Hall Signage (\$3,500)
- Registration Counter Pens (\$3,500)
- Table Drop (\$2,500)
- Floor Decals (\$1,500)
- Promotional Giveaways: Screen Cleaners, Lip Balm, Hand Sanitizer, Notepads, Portable Chargers, Tech Tools (Pricing available upon request)

Want a custom package?

Contact Sam Edidin at sedidin@incompas.org.

Secure Your Exhibit Space

Benefits

- 4 full conference registrations and 3 full conference registrations for guests. Additional passes offered at a discounted rate of \$475
- Pre- and post-show attendee list, to include name, title, company, city, state, ZIP and country. Email addresses will be provided, in the post-show list, of attendees who opted-in
- Virtual Bag Insert
- Inclusion in INCOMPAS Show Guide
- Online listing on the INCOMPAS website
- Access to the INCOMPAS Deal Center

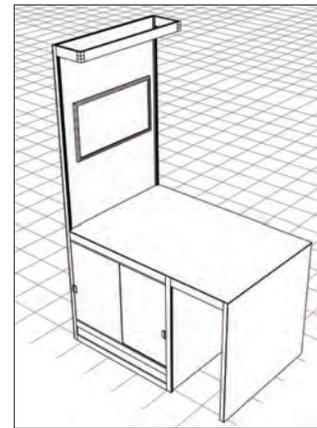
First-Time Exhibitor Special

Are you looking to exhibit with us for the first time? Take advantage of our First Time Exhibitor Program, which provides the following benefits:

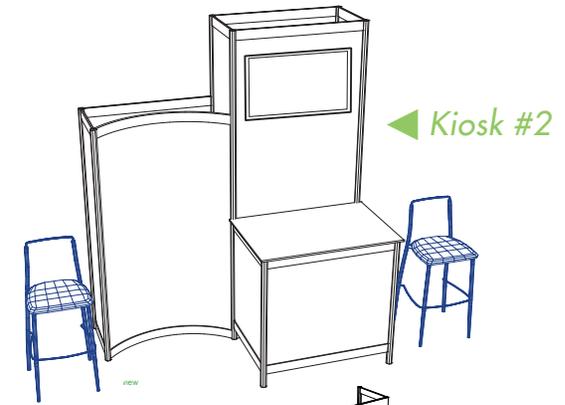
- 2 full conference registrations for staff and 2 full conference registrations for guests. Additional passes offered at a discounted rate of \$475
- Pre- and post-show attendee list, to include name, title, company, city, state, ZIP and country. Email addresses will be provided in the post-show list of attendees who opted-in
- Inclusion in INCOMPAS Show Guide and designation as first-time exhibitor in show materials
- Access to the INCOMPAS Deal Center
- 6ft. table and two (2) chairs placed in designated area on the show floor *

Member: \$1,750 | Non-Member: \$3,000

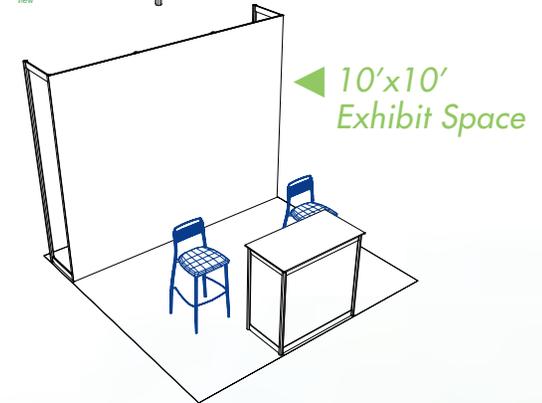
**Branding is limited to 1 pop-up floor sign and tabletop display*



▲ Kiosk #1
(Includes bar stools)



◀ Kiosk #2



◀ 10'x10'
Exhibit Space

Turn-Key Exhibit Options *No Labor, AV, Shipping or Furniture Costs!*

Kiosk Exhibit #1

Member: \$4,500 | Non-Member: \$6,000

Includes company branding, 2 stools, counter space, TV monitor, electric, lighting, set-up and tear-down

Kiosk Exhibit #2

Member: \$5,250 | Non-Member: \$7,000

Includes company branding, 2 stools, counter space, TV monitor, electric, lighting, set-up and tear-down

10' x 10' Exhibit Space

Member: \$5,750 | Non-Member: \$7,500

Includes company branding, 2 stools, counter space, set-up and tear-down

Secure Your Meeting Space

Off-Floor Meeting Room*

Member: \$9,000 | Non-Member: \$12,000

Includes: 5 full conference registrations for staff and 4 for guests; private meeting space that includes tables and chairs

Hotel Suite (8 Available)

Member: \$7,000 | Non-Member: \$9,250

Includes: One (1) Hotel Suite at the Omni Louisville with meeting space for 10, and to be used as accommodation for one attendee**

Reserved Bar Meeting Lounge*

Member: \$6,250 | Non-Member: \$9,750

Includes: 4 full conference registrations for staff and 3 for guests; soft seating (couches, armchairs, etc.) for six, coffee table and company branding

Reserved Meeting Pod*

Member: \$4,750 | Non-Member: \$7,750

Includes: 4 full conference registrations for staff and 3 for guests; one table, four chairs, semi-private meeting space and company branding

Meeting Spaces Include:

- Opportunity to purchase additional registrations at the discounted rate of \$475 each
- Pre- and post-show attendee list to include name, title, company, city, state, ZIP, and country. Email addresses will be provided in the post-show list of attendees who opted-in
- Inclusion in The INCOMPAS Show Guide
- Online listing on the INCOMPAS website
- Access to The INCOMPAS Deal Center
- Complimentary Wi-Fi

*Companies are responsible for organizing room set-up, food and beverage requests directly with the venue.

**Purchase of hotel suite requires a minimum show investment of \$3,500. Minimum may be reached with the purchase of conference registrations, sponsorship opportunities, exhibits, and/or meeting spaces.



▲ Reserved Show Floor Meeting Lounge

◀ Show Floor Meeting Pod

Reserved Meeting Table

Want a designated meeting place that won't break the bank? Reserve a networking table, which includes:

- One branded table
- Four chairs
- Placement surrounding the INCOMPAS Bar

Cost: \$1,000

The INCOMPAS Show Buyers Forum

Buyers

The INCOMPAS Show Buyers Forum is designed to connect qualified industry buyers with sellers from across the country in a “speed meeting” business format. As a buyer, this is the perfect way for you to make effective use of your time at the show and coordinate meetings with several potential vendors and partners in one place. Buyers Forum open meetings will take place at designated times in the exhibit hall. Qualified hosted buyers will receive complimentary registration to The INCOMPAS Show.

If you are a buyer for your organization and are interested in being hosted at The INCOMPAS Show, please contact Gail Norris at gnorris@incompas.org.

Buyers who participated at The 2018 INCOMPAS Show included:

- Altice USA
- Arvig
- Conterra Networks
- Cox Business
- Cox Communications
- GTT
- Inteliquent
- MetroNet
- OneVoice Communications
- Securus Technologies, Inc.
- Unite Private Networks
- Uniti Fiber
- Wholesale Carrier Services, Inc.
- Zayo Group

Sellers

The INCOMPAS Show Buyers Forum offers companies the opportunity to directly connect with key buyers in order to meet and do business. INCOMPAS does the work for you: We secure the buyers you want to meet and facilitate the one-on-one meetings you seek. If there is a specific buyer you are looking to meet with, please contact Gail Norris at gnorris@incompas.org.



“One of the challenges of providing a niche service in the telecom space is getting connected with the right people at certain carriers. The INCOMPAS Show Buyers Forum is a valuable tool in our tool belt, helping make introductions to the carriers with which we do not yet have relationships.”

**David Wuensch, Vice President, Business Development,
Axcent Networks Inc.**

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

General Member Benefits

The INCOMPAS Show

- Significant discounts of up to:
 - 42% on exhibit space
 - 38% on meeting rooms.
 - 30% on registration fees.
- Access to premium exhibit space and meeting rooms.
- Priority consideration for panelist positions and speaking opportunities.
- Access to the INCOMPAS Marketplace, which enables you to locate vendor and carrier partners.

Marketing Opportunities

- Ads and feature articles in the weekly INCOMPAS eNewsletter
- Up to a 45% discount on webinar program fees
- Access and ability to create a member profile for the Members-Only portal on the INCOMPAS website
- Featured member listing on INCOMPAS.org.

MEMBER CATEGORIES

Marketplace 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) and professional services (attorneys, consultants, financial institutions, and professional services firms) to communications service providers.

Receive a \$2,500 credit to use on meeting rooms, sponsorships or exhibit space at The 2019 INCOMPAS Show.

Data Center Member

Companies engaged in the provision of data center colocation and interconnection services. To qualify for this type of membership companies must have at least 85% of their overall revenue derived from colocation and interconnection services. Companies that qualify for a Data Center membership are not precluded from electing to instead join as a Service Provider member, at that prevailing membership rate.

Receive a credit to use on meeting rooms, sponsorships or exhibit space at The 2019 INCOMPAS Show. Credits are available on a sliding scale based on membership tier.

Service Provider (Voting) Member

Communications service providers of all sizes. Service provider members are eligible to vote on association matters and to serve on the Board of Directors and participate in advocacy efforts. Benefits include:

- Voting Membership in INCOMPAS.
- Receive communications and updates regarding key policy issues.
- Be a part of our collaborative process through participation in working groups and regular conference calls.
- Participate with INCOMPAS on our advocacy initiatives.
- Benefit from our strong presence at the FCC and Congress as demonstrated by INCOMPAS' history of significant policy wins.
- Attend INCOMPAS events that focus on thought leadership and education on key policy initiatives.

Contact Us

Membership and Member Benefits

Julia Strow | jstrow@incompas.org

Gail Norris | gnorris@incompas.org

The INCOMPAS Show and Annual Advertising Opportunities

Sam Edidin | sedidin@incompas.org

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