



Biz.ONE Conference

**Oct. 28-30,
2019**

JW Marriott Indianapolis,
Indiana

Sponsorship Opportunities

Produced by

eventful
CONFERENCES
an OSUG company

In collaboration with





Join the SAP **Business One** Community



Biz.ONE
brings together
hundreds of
professionals
each year to
network, learn,
and discover
their success.



Be a part of your customer's journey.

Entering its 10th year, Biz.ONE Conference brings together hundreds of professionals each year to network, learn, and discover their success. In 2018, the event hosted more than 200 small- and medium-sized businesses across industries in consumer products, manufacturing, retail, and more.

The content for the conference is curated by the community and showcases topics uncovered in our extensive customer research. As a sponsoring partner, you will have access to this exclusive content giving you visibility on your customer and prospect organizations' pain points, challenges, and opportunities.

Create a competitive advantage, build your pipeline, and join your customer on their journey to success at the Biz.ONE Conference.

We look forward to welcoming you in 2019!

Rick Booms
CEO



Mike Hamm
Community Director



Erick Randolph
Conference Producer





unparalleled **content.** unrivaled **opportunities.**

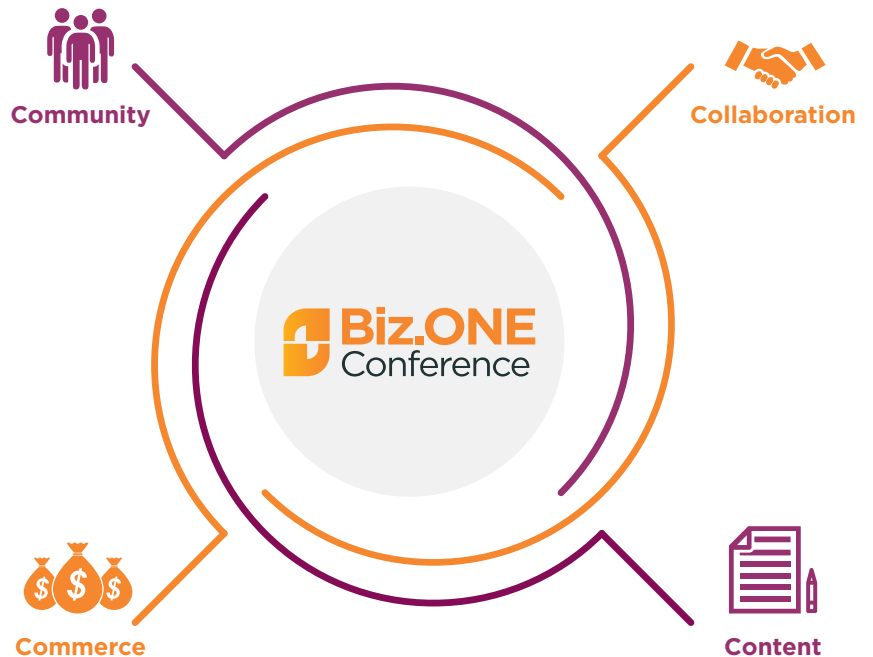
Leverage the tight collaboration of **Eventful Conferences**, **ASUG**, and **SAP** to elevate your brand, reach new consumers, and grow your profits.

Why unparalleled?

Months of research, hours of conversations, and the involvement of organizations like yours. The Business One ecosystem is hungry for today's latest technology solutions. What can your organization bring to the table?

Why unrivaled?

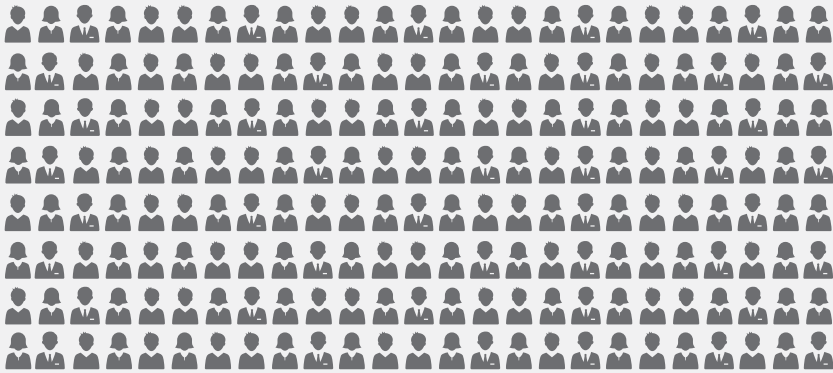
Because the conference is built by the community, its foundation rests on the issues they deal with every day. They have the questions. You have the answers. Biz.ONE is the nexus where it all comes together.



2018

by the numbers

200+ COMPANIES
ATTENDED



Top Industries

Manufacturing

Wholesale Distribution

Consumer Products

Retail

Professional Services

Attendee numbers

500+
TOTAL ATTENDEES



12 Hot Topics Covered

Inventory Management

Material Requirements Planning

Production Orders

Warehouse Management Systems

Reporting

Security

Finance and Accounting

Usability and Admin

Materials Resource Planning

Cloud vs On-Premise

Sales and CRM

SAP Road Map



The event has
been superb.
Very organized!



Anonymous Attendee

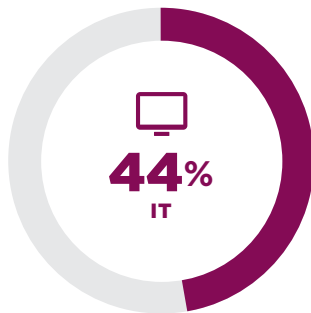


This was
a great conference.
I learned a lot and
interfaced with vendors I
will follow up with after.



Anonymous Attendee

Business **vs.** IT?



Our Customers **Loved** the Event



4.5 out of 5
Customer
Satisfaction
Rating

Sponsorships

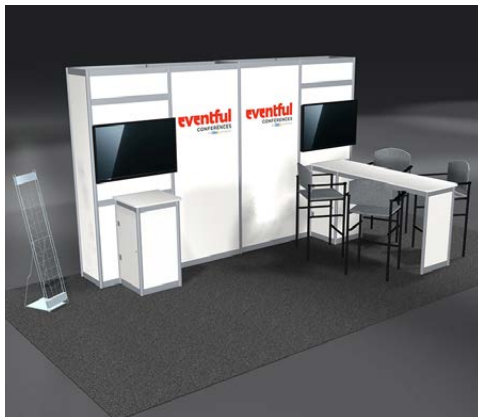
	Channel Partners				
	SSPs & Consultants				
LEVEL	PLATINUM (2)	GOLD	SILVER	ASSOCIATE	FOUNDATION (4)
PRICE	\$22,500	\$12,000	\$7,000	\$4,000	\$8,500
Booth Style	Turnkey	Turnkey	Turnkey		Lounge
Booth Size	15' x 20'	10' x 10'	8' x 8'		10' x 10'
PASSES					
Staff Passes	10	5	3	2	3
SPEAKING OPPORTUNITIES					
Track and Demo Theater	1 training session, additional per committee approval	Per committee approval	Per committee approval	Per committee approval	1 training session, additional per committee approval
Track Chairperson	Opportunity to nominate for selection				
Pre-Conference Webcast	1 joint customer webcast in the 3 months prior to conference	Subject to availability			
Post-Conference Webcast	1 joint customer webcast in the 9 months post conference	Subject to availability			
EXHIBITION					
Internet	●	●	●	●	●
Monitor	●	●	●		
Booth Graphics	●	●	●		
Booth Furniture	●	●	●		
Soft Seating					●
Lead Retrieval	●	●	●		●
NETWORKING OPPORTUNITIES					
Dedicated Meeting Room	Included based on availability				Included based on availability
Conference Website	Logo + URL + 150 words	Logo + URL + 100 words	Logo + URL + 75 words	Logo + URL + 50 words	Logo + URL + 100 words
Conference App	Promoted Logo + URL	Logo + URL	Logo + URL	Logo + URL	Logo + URL
Co-Marketing	Conference logos and email banner	Conference logos and email banner	Conference logos and email banner	Conference logos and email banner	Conference logos and email banner
Official Sponsor of the Networking Drinks	First right to sponsor	Second right to sponsor based on availability			
Projected Logo	●	●			●
Dedicated On-Site Signage	●				Pop-up banner
Shared On-Site Signage	●	●	●	●	●
Conference Gift Branding	●				
Other Conference Branding		First choice	Second available		
App Banner	●				
Pre-Conference Welcome Email	●				
Post-Conference Website	●	●	●	●	●

Upgrades

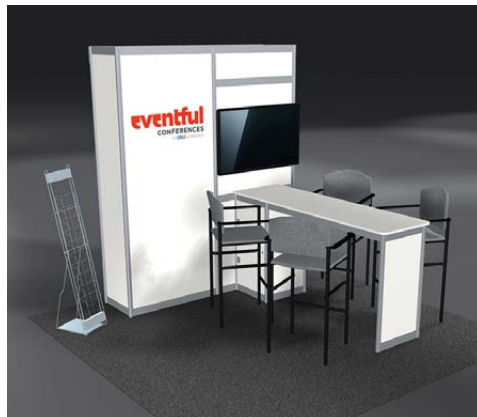
(AVAILABLE TO ALL SPONSORS AND BASED ON AVAILABILITY)

Evening Reception Sponsorship	\$20,000	Room Key Card	\$7,500
Opening Reception Sponsorship	\$7,500	Bags	\$7,500
Dedicated Breakfast Session	\$5,000	Water Bottle	\$5,000
Projected Logo	\$3,500	Wi-Fi Sponsorship	\$5,000
Breakfast or Lunch Sponsorship	\$2,500	Pen	\$2,500
Keynote Seat Drop	\$2,000	Meeting Room	\$3,000
Lanyard	\$7,500	Coffee/Barista Station	Pending Venue Availability
Notebook	\$7,500		

Booths



PLATINUM BOOTH



GOLD BOOTH



SILVER BOOTH



*Note that actual booths may vary slightly based on the local exhibition supplier used.

Contact us

Sponsorship Opportunities



Mike Hamm

Community Director

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Speaking Opportunities for Your Customers



Erick Randolph

Conference Producer

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- c 610.248.8304

Terms and Conditions

Acceptance

This contract shall be deemed accepted by Eventful Conferences when a signed copy is returned and countersigned by an authorized member of the Eventful Conferences staff, either in person or by another accepted delivery method.

Cancellation of Contract

In the event of a Sponsor cancelling their signed agreement to sponsor the Conference no refunds will be made. The Sponsor agrees that they are responsible for the total contract fee, which shall be retained or paid to Eventful Conferences as liquidated damages per this schedule. If Eventful Conferences, its officers, directors, employees and agents cancel the Conference, a full refund to the Sponsor will be made. This refund is the sole and exclusive remedy of Sponsor against Eventful Conferences and Eventful Conferences shall not be responsible for any other direct or indirect losses of the Sponsor.

Exhibition Attendees

General admission to the exhibition will be available to all registered attendees. Eventful Conferences makes all reasonable attempts to attract quality attendees to its Conference, however does not guarantee a specific volume or level. Traffic by any given booth is a function of that exhibit and not the responsibility of Eventful Conferences.

Subletting Exhibition Space

The Sponsor may not assign, sublet or share their exhibition space with another business or firm unless approval has been obtained in writing from Eventful Conferences.

Sponsor Toolkit

Move-in and move-out dates and times, delivery details, furniture hire, and all other relevant information pertaining to the sponsors' involvement will be published in the Sponsor Toolkit, which is distributed to all contracted Sponsors prior to the Conference. The Sponsor Toolkit is incorporated into this agreement and is a part hereof. Sponsor acknowledges and agrees that all exhibits shall be constructed and maintained in accordance with the specifications set forth in the Sponsor Toolkit, and that Sponsor may not erect any exhibit, walls, partitions, signs, or other obstructions of its own outside of the design and approval process set forth in the Sponsor Toolkit. All exhibits shall be erected by Eventful Conference and/or its agents.

Photography and Videoin

Sponsors are encouraged to take photographs and videos throughout the conference, such that it does not become an impediment or distraction to conference attendees. In doing so, and in all subsequent Sponsor use of this photography and video for promotional purposes, Sponsor agrees to reference the Conference name, Conference logo, and give credit to Eventful Conferences as the event owners and producers.

The Sponsor also grants Eventful Conferences, its contractors, licensees and assignees the irrevocable right to take photographs and videos, reproduce, distribute, sell, transmit, display and publicly perform recordings, transcriptions and derivative works in any medium containing the image of the Sponsor's booth, equipment and/or image and statements of its officers, employees, agents and invitees at the Conference.

Sponsor Entertainment

Eventful Conferences endeavors to use the event to build and nurture a community that is inclusive of everyone and sees all delegates participate in as many presentation and networking sessions as possible.

Eventful Conferences encourages Sponsors to arrange and host customer functions in the evenings. However, they must:

- Be outside the times of the Conference agenda
- Commence at least 90 minutes after the start of the Eventful-hosted evening function

Allocation of Space

Eventful Conferences operates space selection on a combination of a planned basis with the headline sponsor e.g. SAP, and a first-come, first-served basis.

Exhibitor Insurance

The Sponsor shall, at its sole cost and expense, procure and maintain through the term of this contract comprehensive general liability insurance with minimal coverage of \$1,000,000 for each occurrence against claims for bodily injury or death and property damage occurring in or upon or resulting from the premises leased by Eventful Conferences. Such insurance shall name Eventful Conferences as an additional insured, and the Sponsor shall upon request provide Eventful Conferences with the certificate

indicating so. Workers Compensation shall be in full compliance with all federal and state laws, covering all the Sponsor's employees engaged in the performance of any work for the Sponsor. All property of the Sponsor is understood to remain under its custody and control in transit to and from the confines of the conference hotel. All federal and state license and lottery fees associated with any promotions are the responsibility of the Sponsor not Eventful.

Force Majeure

Eventful Conferences shall not be liable for any failure to deliver space to a Sponsor or for the loss of allotted space of Sponsor at the Conference, if non-delivery is due to destruction of or damage to the building or the exhibit area by fire, or act of God, acts of public enemy, strikes, the authority of the law, or any other cause beyond the control of Eventful Conferences.

Waiver, Release and Indemnification

The Sponsor shall indemnify, defend, release and hold Eventful Conferences, its owners, officers, employees and agents, harmless from and against all claims, penalties, damages, losses, costs, charges and expenses whatsoever, including legal fees and costs, arising out of the Sponsor's participation in the Conference. Without limiting the foregoing, acts done or caused to be done by the Sponsor of its obligations hereunder including but are not limited to:

- Any loss, damage or destruction to property of the Exhibit Facilities caused by the Sponsor, its agents, employees guests or invitees; and
- Any loss, theft, misappropriation or otherwise, or damage or destruction of any property of the Sponsor or property of its guests or invitees brought into the Exhibit Facilities

The Sponsor hereby agrees to waive the right of subrogation by its insurance carriers to recover losses sustained under its insurance contract for real and personal property, when permitted by its contracts with its carriers. This document is confidential and the property of Eventful Conferences. It is for the intended review of the receiver only and cannot be copied, saved, scanned or distributed.

Character of Exhibits

The general rule of the exhibit floor is to be a good neighbor. No exhibits will be permitted which interfere with the use of other exhibits or impede access to them or impede the free use of the aisle. Booth personnel, including demonstrators, hosts and models are required to confine their activities within the Sponsor's booth space. Apart from the specific display space for which an exhibiting company has contracted with Eventful Conferences, no part of the hotel and its grounds may be used by any organization other than Eventful Conferences for display purposes of any kind or nature without written permission of Eventful Conferences.

- Sound and video productions relating to the Sponsor's equipment will be permitted if tuned to a reasonable level and if not objectionable to neighboring Sponsors.
- Lighting. In the best interest of the Conference, Eventful Conferences reserves the right to restrict the use of glaring lights or objectionable light effects. The use of flashing electric signs, lights or lasers is not permitted without prior written approval from Eventful Conferences.
- Eventful Conferences shall have the right to exclude or to require modification of any display or demonstration at Sponsor's expense which, in Eventful Conference's sole discretion, it considers not proper or not otherwise in keeping with the character of the Conference. Sponsor shall be bound by the decisions of Eventful Conferences in all matters related to the Conference. Eventful Conferences reserves the right to remove any display that, because of noise or other objectionable features, detracts from the experience of the Conference for the attendees and guests. Notice will be provided prior to such removal.
- Sponsor shall be obligated to comply with all terms and conditions governing the use of the conference facility space, specially including, without limitation, all limitations with respect to the use of outside food and beverage, IT services, etc, as may be found in the terms of the contract by and between Eventful Conferences and the conference space provider, the terms and conditions of which are hereby incorporated by reference and made a part hereof.

General

These policies are subject to change from time to time, and remain subject to all Eventful Conferences policies governing conference sponsorship and attendance. No waiver of any provision hereof shall be effective unless made in writing and signed by the waiving party. The failure of any party to require the performance of any term or obligation of this contract, or the waiver by any party of any breach of this contract, shall not prevent any subsequent enforcement of such term or obligation or be deemed a waiver of any subsequent breach.



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