



**OSI**soft.  
**PI**World  
SAN FRANCISCO

# SPONSORSHIP PROSPECTUS

# Become a Sponsor!

We invite you to join us at PI World in San Francisco as a sponsor and/or exhibitor in the Partner & Product Expo. Year after year, OSIsoft partners continue to utilize this annual conference to better connect with all members of the PI System Community!

The PI World Partner & Product Expo will take place on April 9-11, 2019 at the Hilton Union Square. The three-day expo will provide opportunities for partners to network and develop relationships with over 2,500 prospective and existing customers from around the world.

In this prospectus, we offer descriptions on the various ways organizations can participate in the expo as well as details about what to expect with each level of sponsorship. Because our exhibitor spots sell out quickly, we highly encourage you to [register now](#) to save your spot and best leverage our partner team to help you maximize your investment.

## SETUP DAY

Monday, April 8

## DAY 1

Tuesday, April 9

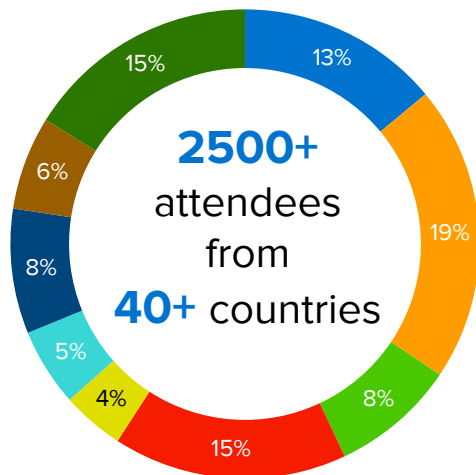
## DAY 2

Wednesday, April 10

## DAY 3

Thursday, April 11

# Your Audience



## Industries

- Oil & Gas and HPI
- Power Gen
- Transmission & Distribution
- Life Sciences, Food & Beverages and Specialty Chemicals
- Forest & Paper Products
- Mining, Metals & Materials
- Process Industries
- Facilities, Water & Energy Management
- IT



## Roles

- Executive
- Director/Manager
- Business End User
- Technical End User
- Developer
- Other

# Sponsorship Packages

	Platinum	Gold	Silver	Bronze	Exhibitor
Price	\$50,000	\$40,000	\$30,000	\$22,500	\$17,500
Quantity	1	3	6	22	18
Booth Wave Selection	1	1	1	2	3
<b>Pre-Event Marketing</b>					
Access to expo spots prior to exhibitor registration	●	●	●	●	
Logo on event website	●	●	●	●	●
Prominent placement on website	●	●	●		
Access to partner marketing kit	●	●	●	●	●
<b>On-Site Marketing</b>					
Company description on Event App	●	●	●	●	●
Logo included in main stage rotation display	●	●	●	●	
Advertising slot on mobile app	●	●			
Logo on sponsor signage and spotlight banners	●	●	●	●	
Expo Reception	●				
Lunch Sponsorship		●			
Break Sponsorship			●		
General Session branding	●				
Logo on glass outside Industry and Breakout	●	●	●		
Logo on glass on escalators	●	●			
Logo on windows outside Industry and Breakout			●		
Logo included on conference lanyards	●				
Logo include in premier sponsor expo signage					
<b>Conference Access Details</b>					
Conference Passes	10	8	4	2	1
Discount for additional Conference passes	45%	45%	35%	35%	30%
Access to private meeting room (Mon-Thurs)	●	●			

# Expo Location & Hours

There are two exhibitor halls:  
Golden Gate (lobby level) and Yosemite (ballroom level)

## EXPO HOURS

---

### Monday

**Setup** 10:00 am – 6:00 pm

### Tuesday

**Expo** 12:30 – 6:00 pm

### Wednesday

**Expo** 10:00 am - 5:00 pm

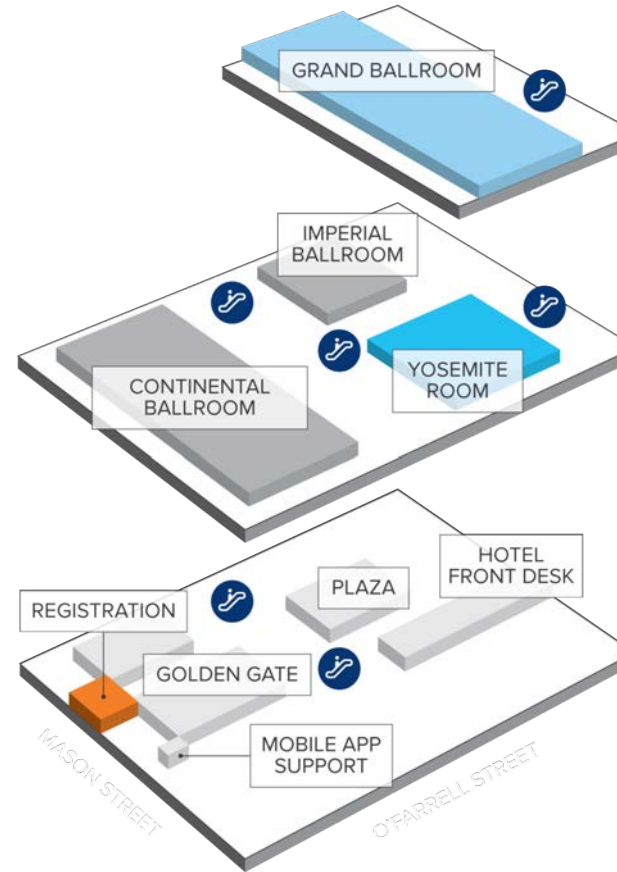
**Expo Reception** 5:00 – 7:00 pm

### Thursday

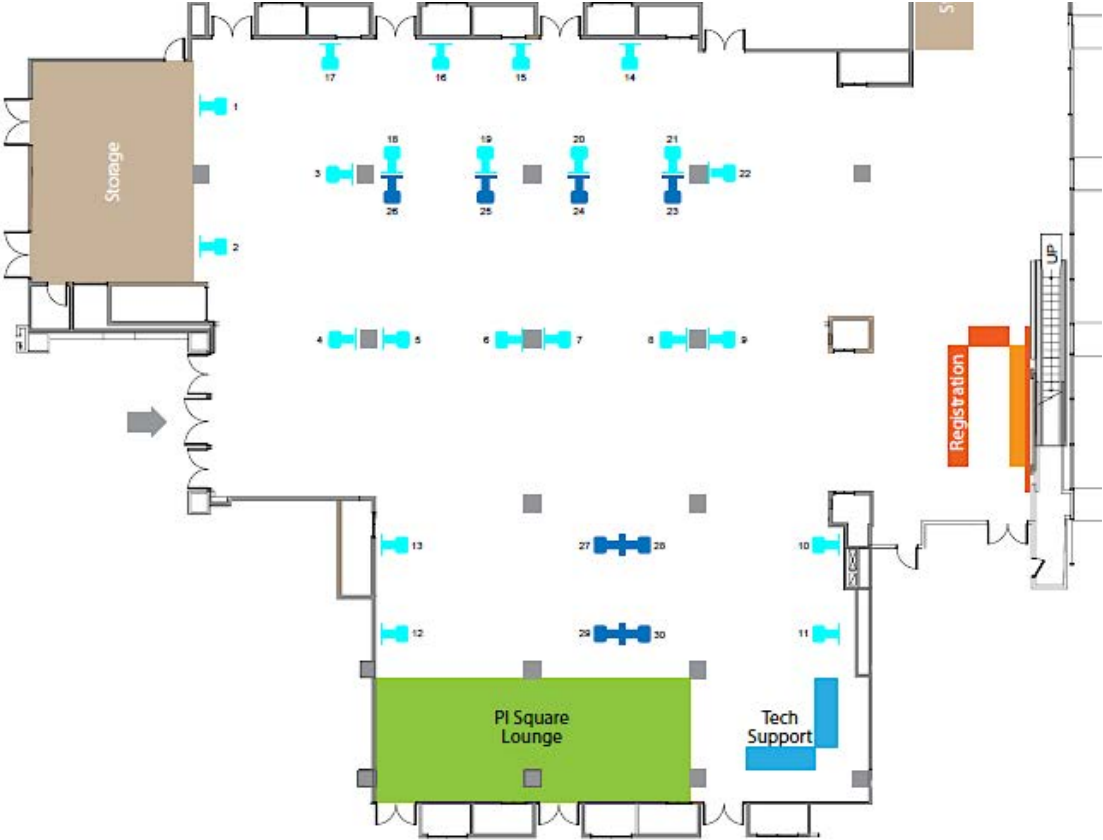
**Expo** 10:00 am – 3:00 pm

**Teardown** 3:00 – 5:00 pm

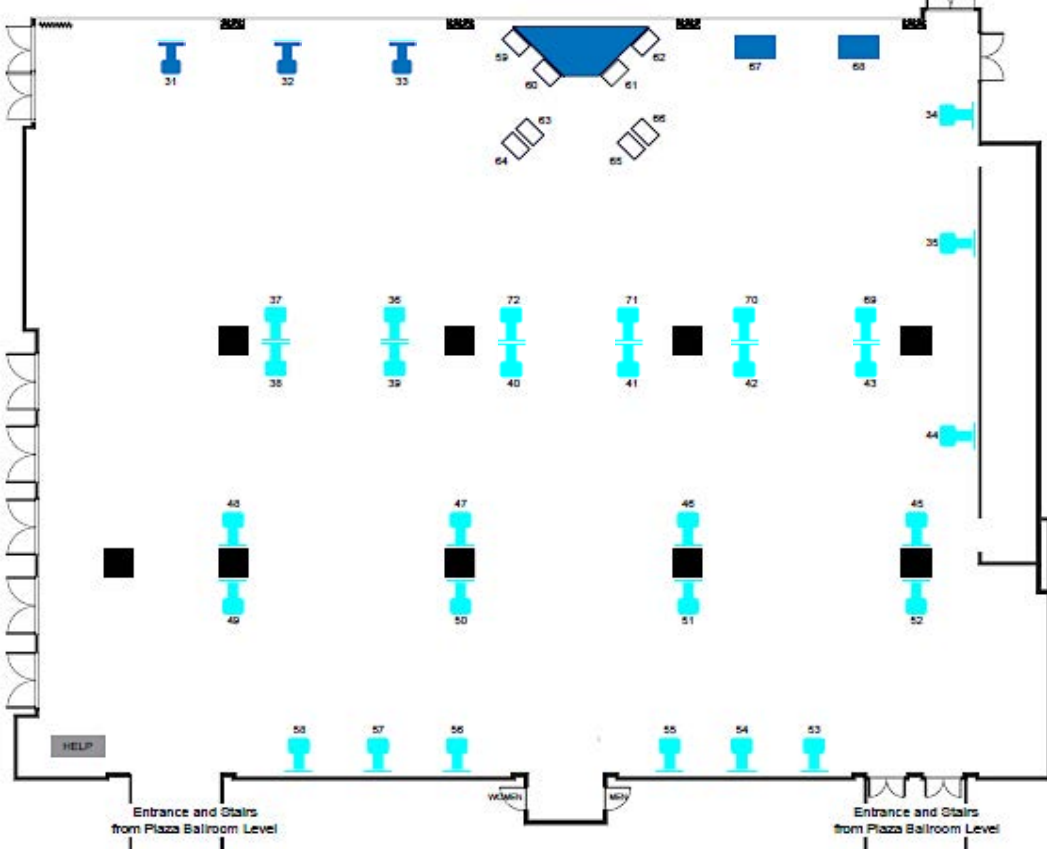
**Note:** Exhibitor hours may slightly change. All exhibitors will be informed of the finalized hours prior to the event.



# Floor Plan – Golden Gate (Lobby Level)



# Floor Plan – Yosemite (Ballroom Level)



# Premier Sponsor Booth

Platinum • Diamond • Gold • Silver

On-site Presence	Booth Gear	Brand Presence
<ul style="list-style-type: none"><li>• Booth space</li><li>• Turn-key design</li><li>• Lead retrieval device</li></ul>	<ul style="list-style-type: none"><li>• Logo on booth header</li><li>• Sponsor designation</li><li>• 42-inch monitor</li><li>• Internet access (wi-fi &amp; wired connection)</li><li>• Power</li><li>• 2 Stools</li><li>• Whiteboard</li><li>• Bullet points/company description</li><li>• Evening clean-up</li></ul>	<ul style="list-style-type: none"><li>• Logo and company description on mobile app</li><li>• Logo on conference website</li></ul>

## EXPO HOURS

**Tuesday, April 9**

12:30 – 6:00 pm

**Wednesday, April 10**

10:00 am – 5:00 pm | Reception: 5:00 – 7:00 pm

**Thursday, April 11**

10:00 am – 3:00 pm





# Exhibitor Booth

Bronze • Exhibitor

On-site Presence	Booth Gear	Brand Presence
<ul style="list-style-type: none"><li>• Booth space</li><li>• Turn-key design</li><li>• Lead retrieval device</li></ul>	<ul style="list-style-type: none"><li>• Logo on booth header</li><li>• Sponsor designation</li><li>• 42-inch monitor</li><li>• Internet access (wi-fi &amp; wired connection)</li><li>• Power</li><li>• 2 Stools</li><li>• Whiteboard</li><li>• Evening clean-up</li></ul>	<ul style="list-style-type: none"><li>• Logo and company description on mobile app</li><li>• Logo on conference website</li><li>• Additional brand presence with higher level sponsorships (see page 4 for details)</li></ul>

## EXPO HOURS

**Tuesday, April 9**

12:30 – 6:00 pm

**Wednesday, April 10**

10:00 am – 5:00 pm | Reception: 5:00 – 7:00 pm

**Thursday, April 11**

10:00 am – 3:00 pm



# À la carte Sponsorships

Opportunity	Description	Qty	Price
<b>General Session Sponsorship</b>	Surprise each attendee with a branded giveaway placed on each seat when they enter the keynote session on Day 1. Giveaways are provided by the partner and must be submitted for approval. Branding will be on General Session signage.	1	\$10,000
<b>Breakfast Sponsorship</b>	Sponsoring breakfasts will provide your company exposure all three days of the event during most important meal of the day! Signage and company logo visibility will be included in schedule and promotion. Sponsor may provide any sort of giveaway (coffee cup sleeves, mints, etc.).	1	\$15,000
<b>Barista Coffee Station</b>	Attendees love their coffee. Here's your chance to have your company branded on manned barista stations located in both expos. Sponsorship includes your logo directly on the coffee cups as your company name included on all signage and mobile app announcements.	1	\$15,000
<b>Welcome Reception Sponsor</b>	The Welcome Reception kicks off the conference with appetizers and drinks! This sponsorship provides your company with the ability to interact with attendees in an unique way on the first day of the conference. Sponsorship includes signage on site and in promotional pre-marketing.	1	\$10,000
<b>Wellness Sponsor</b>	Start off each morning of the busy conference helping attendees stay on track with fitness activities and healthy snacks in the Wellness Lounge throughout the conference! Sponsorship includes your logo on any giveaways and your brand name associated with signage on site and pre-event marketing for all fitness events (e.g. yoga, walk/run).	1	\$5,000

# À la carte Sponsorships

Opportunity	Description	Qty	Price
<b>Internet Sponsor</b>	Every attendee will need internet access. As our Internet Sponsor, your logo will be included on the welcome page and signage throughout all three Wi-Fi meeting venues – Hilton Union Square, Parc 55 and Hotel Nikko. This includes a hyperlink to your company website, inclusion of your company name/logo in all Wi-Fi related announcements and communications, and recognition during the General Session.	1	\$10,000
<b>Geek Night Activity Sponsor</b>	Be an active part of the popular annual Geek Night event! Develop your own game or activity for attendees to interact with your brand that evening. Sponsorship includes signage on site and in promotional pre-marketing. Sponsor may also provide giveaways and/or prizes.	1	Varies
<b>Hotel Room Drops</b>	Reach every conference attendee staying at the Hilton Union Square, Parc 55 and/or Hotel Nikko by sponsoring a room drop. A promotional flyer with giveaway of your choice will be distributed to each conference attendee's hotel room.	1	\$10,000
<b>Hotel Room Keys</b>	Reach every conference attendee staying at the Hilton Union Square, Parc 55 and/or Hotel Nikko by sponsoring the room key!	1	\$7,500

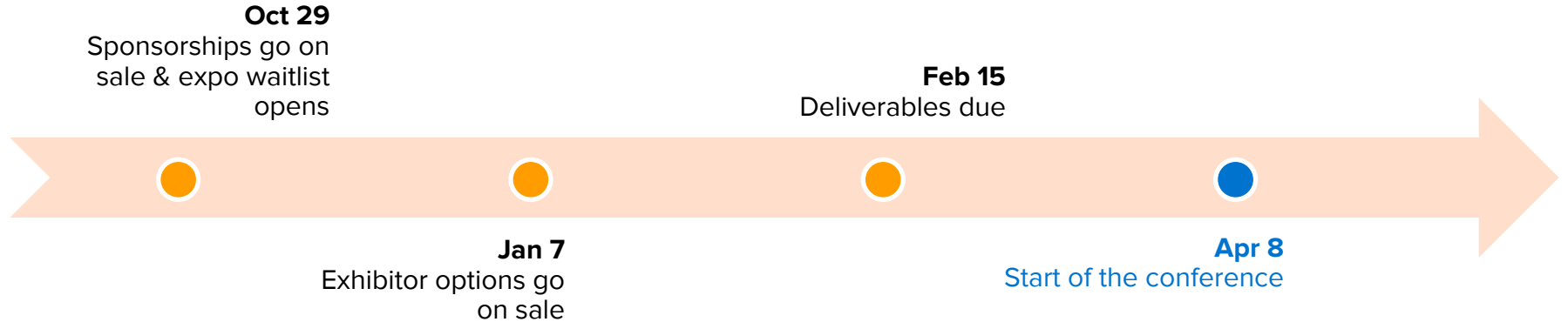
# Speaking Opportunities

OSIsoft has specific standards around the content delivered at the conference. In order to ensure the best content for our attendees, speaking opportunities are not tied to sponsorships.

The main type of speaking opportunity at PI World is our **User Presentations**, which is a presentation on the value obtained from the PI System from an end-users perspective.

[Click here to submit an application](#) through our Call for Papers System.

# Register Your Interest Today!



[Click here](#) to register your interest!

## Consideration Criteria for SPONSORSHIPS:

1. Date/time registered
2. Currently a member of the OSIsoft Partner EcoSphere

## Consideration Criteria for EXHIBITORS:

1. Date/time you registered
2. How many events your organization has sponsored in the last five years
3. Direct or influences channel revenue

# Questions?

Email [partners@osisoft.com](mailto:partners@osisoft.com)