



# SMART CITIES CONNECT

## CONFERENCE & EXPO

**Washington, DC**  
Gaylord National Harbor  
**November 28-30, 2023**

**Raleigh, NC**  
Raleigh Convention Center  
**May 8-10, 2024**

**The Smart Cities Connect Conference & Expo** brings together over **500 Cities** and their respective leadership to prospect for best-practices and solutions to support their strategic smart city realization needs.

Today, around the globe, forward thinking city planners are using the latest information and communication technologies to improve the lives of their citizenry, while using less resources and being more protective of the environment. The Smart Cities Connect Conference and Expo will provide an opportunity for leading technology and solution providers to meet face to face with representatives from dozens of cities and municipalities who are looking to leverage the latest tools available in order to make their communities more responsive, efficient, productive and safe. In a word, smart.

*Inside this prospectus you will learn about the opportunities available to solution providers who wish to raise their profile with the Smart Cities community and engage with decision makers who are responsible for implementing smart city solutions.*



# INNOVATING WITH CITIES TO CREATE A BETTER WORLD

**SmartCitiesConnect.com**



**City Leaders and Planners** will be coming to the Smart Cities Connect Conference & Expo to meet with leading solution providers.

**Policy, technology and resource management leaders will include:**

- Mayors
- Council Members
- Sustainability Officers
- Chief Information Officers
- Environmental Engineers
- Chief Technology Officers
- IT Architects
- Water and Energy Managers
- Waste Managers
- Utility Operators
- Urban Designers
- Emergency Responders
- Transportation Managers
- Public Works Managers

**Leading technology and solution providers** will be showcasing their products and services addressing the needs of the Smart City.

**Smart City Solutions Include:**

- Energy Solutions
- Transportation
- Buildings & Efficiency
- Sensor Networks
- ICT Networks
- Cyber Security
- Water/Waste Management
- Weather Solutions
- Gov/Civic Services
- Healthcare Services
- Emergency Services
- Data Analytics/Tools

**Leaders and Planners** from progressive cities across North America and the globe choose Smart Cities Connect events to learn, network and evaluate smart technology solutions for their respective cities and constituents. A sample of these cities represented included:

Albuquerque, NM  
Allegheny County, PA  
Amsterdam, Netherlands  
Amsterdam, NY  
Anambra, Nigeria  
Annapolis, MD  
Ardo-Kola, Nigeria  
Arlington County, VA  
Atlanta GA  
Austin, TX  
Abuja City, Nigeria  
Ado-Odo/Ota, Nigeria  
Aguata, Nigeria  
Bali, Nigeria  
Baltimore, MD  
Beijing, China  
Bellevue, WA  
Boston, MA  
Buffalo, NY  
Buguma City, Nigeria  
Burlington, VT  
Busan, South Korea  
Cary, NC  
Chapel Hill, NC  
Charlotte, NC  
Chattanooga, TN  
Chesapeake, VA  
Chicago, IL  
Chikuma City, Japan  
Chula Vista, CA  
Cincinnati, OH  
Cleveland, OH  
Columbus, OH

Conover, NC  
Cuyahoga County, OH  
Daegu City, South Korea  
Dallas, TX  
Daxing District, China  
Dayton OH  
Denton, TX  
Detroit, MI  
Dundee, Scotland  
Edinburgh, Scotland  
Eindhoven, Netherlands  
Eleme City, Nigeria  
Erie County, NY  
FairFax County, VA  
Fayetteville, NC  
Flint, MI  
Fort Wort, TX  
Gainesville, FL  
Gassol, Nigeria  
Genoa, Italy  
Glasgow, Scotland  
Gloversville, NY  
Goyang City, South Korea  
Greensborough, NC  
Greenville, SC  
Gwinnett County, GA  
Hampton, VA  
Hartford, CT  
Helmond, Netherlands  
Highland Park, NJ  
Hoboken, New Jersey  
Horry County, SC  
Ibi, Nigeria

Idemili, Nigeria  
Inverness, Scotland  
Jackson, TN  
Jalingo, Nigeria  
Kaduna, Zaria & Jama'a, Nigeria  
Kansas City, KS  
Kansas City, MO  
Kobe City, Japan  
Lafayette, LA  
Las Vegas NV  
Lindale, TX  
Logroño, Spain  
Madison, WI  
Memphis, TN  
Midlothian, TX  
Modesto, CA  
Monona, WI  
Montgomery County OH  
Montgomery County, MD  
Municipality of Genova, Italy  
Myrtle Beach, SC  
Nairobi, Kenya  
Nashville, TN  
New Brunswick, NJ  
New Orleans, LA  
New York, NY  
Newport News, VA  
Newport, RI  
NJ Transit  
Nnewi, Nigeria  
Norfolk, VA

North Central Texas Council of Governments  
NYC Parks & Recreation  
Oakland, CA  
Obio-Akpor City  
Ogbaru, Nigeria  
Onitsha, Nigeria  
Pasco County, FL  
Perth, Scotland  
Perugia, Italy  
Philadelphia, PA  
Pittsburgh, PA  
Pokhara Sub Metropolitan City, Nepal  
Port Harcourt City, Nigeria  
Port of San Diego, CA  
Portland, OR  
Porto, Portugal  
Portsmouth, VA  
Province of Trento, Italy  
Rabat, Morocco  
Raleigh, NC  
Rancho Palos Verdes, CA  
Research Triangle, NC  
Richardson, TX  
Rivers State, Nigeria  
Rohnert Park CA  
Saint-Quentin, France  
San Antonio, TX  
San Diego, CA  
San Francisco, CA  
San Leandro, CA  
Santa Rosa CA

Schenectady, NY  
Seoul, Korea  
Shirahama Town, Japan  
Sokoto, Nigeria  
Sonoma County CA  
South Bend, IN  
Sri Lanka  
Stirling, Scotland  
Suwon City, Korea  
Taipei, Taiwan  
Takum, Nigeria  
Tallahassee, Florida  
TCS Campus in Chennai, India  
Town of Cary, NC  
Trento, Italy  
Troy, NY  
Truckee Meadows NV  
UW-Madison Campus, WI  
Valencia, Spain  
Virginia Beach, VA  
Wakayama Prefecture, Japan  
Wake Forest NC  
Washington DC  
Wichita, KS  
Williamsburg, VA  
Windham, CT  
Winooski, VT  
Wukari, Nigeria  
York County, VA



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## Platinum Sponsor

*Limited to Two*

**\$100,000**

- Keynote Presentation by Company Executive
- Company Logo Featured on all Print, Web Pages and in Promotional Emails
- 20 Full Delegate Passes to the Conference
- Unlimited Exhibition Staff Passes
- 20' x 20' Exhibit Space in Smart Cities Solutions Hall
- Speaking role in CIO Solutions Session
- Speaking Role in VIP Networking Event
- Inclusion of Advertorial in Monthly Newsletter
- Pre-Conference Smart City Webinar Option
- Full Page Advertisement in Printed Program Guide
- Passes to all Private Networking Events
- Post-Event Emailer to Conference Delegates

## Gold Sponsor

*Limited to Four*

**\$60,000**

- Company Logo Featured on all Print, Web Pages and in Promotional Emails
- Panel Participation by Company Representative
- 12 Full Delegate Passes to the Conference
- Unlimited Exhibition Staff Passes
- 20' x 20' Exhibit Space in Smart Cities Solutions Hall
- Speaking role in CIO Solutions Session
- Inclusion of Advertorial in Monthly Newsletter
- Pre-conference Smart City Webinar Option
- Full Page Advertisement in Printed Program Guide
- Passes to all Private Networking Events
- Post-Event Emailer to Conference Delegates

## Silver Sponsor

*Limited to Six*

**\$40,000**

- Company Logo Featured on all Print, Web Pages and in Promotional Emails
- Panel Participation by Company Representative
- 8 Full Delegate Passes to the Conference
- Unlimited Exhibition Staff Passes
- 10' x 20' Exhibit Space in Smart Cities Solutions Hall
- Speaking role in CIO Solutions Session
- Full Page Advertisement in Printed Program Guide
- Passes to all Private Networking Events

## Bronze Sponsor

**\$20,000**

- Company Logo Featured on all Print, Web Pages and in Promotional Emails
- 4 Full Delegate Passes to the Conference
- Unlimited Exhibition Staff Passes
- 10' x 10' Exhibit Space in Smart Cities Solutions Hall
- Full Page Advertisement in Printed Program Guide
- Passes to all Private Networking Events

**For more information** on sponsorship opportunities, please contact Richard Erb at **+1.401.477.2180** or **[rerb@techconnect.org](mailto:rerb@techconnect.org)**.







## Marketing and Promotional Opportunities

The following is a menu of available marketing and promotional opportunities (MPOs) for the Smart Cities Connect Conference & Exposition.

MPOs are an effective way to raise your company's visibility, effectively get your message and brand out to a targeted audience, generate more sales opportunities and increase the event's ROI. History has shown that companies that utilize MPOs generate more booth traffic, more sales leads and an overall higher level of satisfaction than companies that do not take advantage of these opportunities.

- **Banners** - Call for Pricing
- **Break Sponsor** - \$3,000
- **Conference Bag Insert** - \$3,000\*
- **Conference Bag Sponsor** - \$10,000\*
- **Conference Mobile App Sponsor** - \$7,500
- **Custom Email** - \$5,000 (limited)
- **Floor Plan Kiosk** - \$4,000
- **Freestanding Billboard** - \$3,000
- **Hospitality Suite** - \$5,000
- **Lanyard Sponsor** - \$8,500\*
- **Pen Sponsor** - \$2,500\*
- **Press Room Sponsor** - \$5,000
- **Reception Sponsor** - \$10,000
- **Registration Sponsor** - \$10,000
- **Show Daily Media Package** - \$4,000
- **Show Guide Advertising** - \$3,000
- **Water Bottle Sponsor** - \$3,000\*
- **You are Here Kiosk** - \$4,000

\*Pricing does not include production costs, which are the responsibility of the sponsor.

### Please contact your Smart Cities Sales Representative

or Richard Erb at [rerb@techconnect.org](mailto:rerb@techconnect.org) to learn more about how you can leverage these powerful tools and make your event a complete success.



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## 2023-2024 Smart Cities Connect Conference & Expo: Terms and Conditions of Participation in Event

**1. ACCEPTANCE BY ORGANIZER.** Participant's participation in the Event is subject to Organizer's approval. No contract is created until Organizer countersigns the Application. Organizer may withdraw its acceptance at any time by refunding the Total Space Fee paid if Organizer determines that Participant or its product is ineligible. Organizer makes no warranties regarding the number of persons who will attend the Event. Event dates, hours, and venue may be modified by information provided to Participant in writing.

### 2. ASSIGNMENT AND USE OF SPACE.

**a. Benefits and License Grant.** The Total Fee includes use of the Space and any other benefits as specified in the Application or in the Exhibitor Services Manual as amended from time to time (the "Manual"). Participant grants to Organizer the right to use Participant's name and logo in connection with the promotion and production of the Event. Participant may use the Event name before and during the Event solely to promote its participation in the Event.

**b. Space Assignment, Use, Installation, Occupancy, and Dismantling.** Organizer will assign the Space. Organizer may reassign the Space or alter Event layout or venue at any time. The Space is for Participant's use only. Participant may not share, sell, assign, sublease or charge admission for entry into any portion of the Space (including to an affiliated company) without Organizer's prior written consent. Participant must fully occupy the Space, and must provide displays, equipment, carpeting, etc., unless Organizer specifies otherwise. Any displays supplied by Participant must be constructed safely using sound engineering practices, and must be installed before, occupied during, and dismantled after the Event in accordance with Organizer's schedule. Participant's activities must be confined within the Space, and must be in support of products or services identified on the Application and directly related to Participant's normal business activities. Organizer may refuse permission to exhibit any products or services Organizer deems objectionable or unsuitable for the Event. At the Event, Participant may not exchange goods or money without Organizer's prior written consent, nor assist any other party in soliciting business without Organizer's prior written consent.

**c. Own Risk.** Participant has sole responsibility for any loss of its equipment or proprietary information, or any other loss including any subrogation claims by its insurer. Persons visiting, viewing, or otherwise participating in Participant's Space are deemed the invitees or licensees of Participant and not of Organizer.

**d. Third-Party Contractors.** Organizer may require Participant to use designated third-party contractors to provide certain services ("Required Contractors"), and Participant must then use only the Required Contractors for such services. Notwithstanding such designation, Required Contractors and third-party vendors listed in the Manual act solely as independent contractors, and Organizer is not responsible for their performance, acts, or omissions.

**e. Other Events and Marketing.** Participant agrees that it may not use any Organizer event to leverage any other event in which Participant is a sponsor or participant, and therefore agrees that it may not, during the period from two days before until two days after (i) the Event or (ii) any other conference or exposition event produced by Organizer from three months prior until one year following the Event, conduct, promote, endorse, or participate in any functions, classes, seminars, exhibits, or similar marketing activities within 50 miles of any such event; other than (i) Participant's participation in the Event under this Agreement, or (ii) functions approved in writing by Organizer. During the Event, Participant may not promote its products or organization within 500 yards of any Event locations, except (i) in advertising contained in periodicals or similar regularly published media, or (ii) as permitted by this Agreement or by Organizer in writing.

**f. Other Event Payments.** Organizer may apply any payments made by Participant under this Agreement to any obligation that is past due under any other event-related agreement between Participant and Organizer, in which case Organizer will notify Participant of such application.

### 3. COMPLIANCE WITH LAWS AND RULES/INSURANCE.

**a. Laws and Rules.** Participant must comply with all applicable laws, regulations, and ordinances in connection with its participation in the Event, including but not limited to rules of the venue and any relevant labor union, construction of the Exhibit in compliance with the Americans With Disabilities Act or its local equivalent, and the terms, conditions, and rules issued by Organizer from time to time in connection with the Event. Participant's conduct, and the use of names and lists captured at the Event or provided by Organizer, are subject to guidelines set forth in the Manual.

**b. Third Party Proprietary Rights.** Participant will not violate any proprietary rights of third parties in connection with its participation in the Event, including but not limited to the performance, distribution, or posting of copyrighted material without a license, assignment, or other legally effective permission.

**c. Taxes and Licenses.** Participant is solely responsible for obtaining any licenses and permits, and payment of all taxes (including sales and use taxes), license fees, or other charges applicable to its participation in the Event, including taxes collected by Organizer.

**d. Insurance.** Participant agrees to obtain, maintain in effect throughout the Event and provide to Organizer at least thirty (30) days prior to move in to the Event a certificate of insurance showing that there is in effect a policy of a minimum of \$1 million combined single limit bodily injury and broad form property damage coverage, including broad form contractual liability, in which Organizer and the Event Providers (as defined in paragraph 6 below) are named as additional insureds. Participant agrees to obtain and maintain in effect throughout the Event workers compensation and employers liability insurance in such minimum amounts as are required by law or are otherwise consistent with prudent business practice. Participant agrees to waive the right of subrogation of its insurance carrier against Organizer and the Event Providers to recover loss sustained for real and personal property.

### 4. CANCELLATION OR TERMINATION.

**a. Cancellation.** Organizer may cancel all or any part of the Event for any reason beyond its reasonable control, including but not limited to, natural or public disaster, act of God, acts of terrorism, venue construction, insufficient participation, market fluctuations, government regulation, or similar reasons, in which case Organizer will refund to Participant a pro rata portion of any space fees already paid to Organizer, after which Participant will have no further recourse against Organizer. A change in the name of the Event does not constitute a cancellation by Organizer.

**b. Termination by Participant.** Any cancellation by Participant occurring nine months or prior to the event will result in a seventy-five percent (75%) cancellation fee being owed by Participant to Organizer. Any cancellation later than nine months prior to the Event will result in 100% cancellation fee being owed by Participant to Organizer; All cancellation fees will be due immediately upon cancellation. Termination by Participant must be in writing and will be effective upon receipt by Organizer. Participant acknowledges the difficulty in determining a precise value for services rendered and expenses incurred by Organizer for the Event, and of ascertaining damages incurred by Organizer if Participant terminates this Agreement or Participant's participation in the Event; the amounts due from Participant under this Agreement as of the effective date of any termination by Participant belong to Organizer and represent an agreed measure of compensation, and are not to be deemed or construed as a forfeiture or penalty.

**c. Termination by Organizer.** Organizer may take possession of the Space and terminate Participant's participation in the Event upon Participant's failure to meet any obligations under the Agreement; including but not limited to Participant's failure to pay for the Space or related services, set up its Exhibit, maintain all exhibited products in good working order, or staff the Space fully, in a timely manner; or violate Organizer's standards of conduct. Any such termination is treated as a termination by Participant under this Agreement.

**5. ORGANIZER MATERIALS.** The Manual and any other methodologies or planning materials distributed to Participant related to the planning or execution of the Event ("Organizer Materials") are owned exclusively by and are confidential information of Organizer. Organizer grants to Participant a nontransferable, nonexclusive license, on an "AS IS" basis, to use such Organizer Materials solely in connection with Participant's participation in the Event. Participant is responsible for obtaining the Manual from Organizer. Upon completion of the Event or earlier termination of this Agreement, Participant promptly must return the Organizer Materials to Organizer upon Organizer's written request. Participant may use but may not sell lists of Event Participants or attendees without Organizer's prior written permission.

### 6. LIMITATION OF LIABILITY; INDEMNITY.

**a.** Under no circumstances is Organizer, the venue at which the Event is held, or any of their respective parents, affiliates, shareholders, employees, agents, officers, directors, successors and assigns (the "Event Providers") liable for lost profits or other indirect, incidental, consequential, or exemplary damages for any of their acts or omissions in connection with the Event, whether or not such Event Provider has been apprised of the possibility of such damages or lost profits. In no event will Organizer's liability hereunder, or otherwise in connection with the Event, exceed the amount actually paid to it by Participant for the Space. Organizer is not liable for any errors in any listing or descriptions or for omitting Participant from the Event show guide or other materials.

**b.** None of the Event Providers are liable to Participant for any damage, loss, harm, or injury to the person, property, or business of Participant, or any of its visitors, officers, agents, employees, or other representatives, resulting from theft, fire, earthquake, water, unavailability of the venue or intermediate staging facilities, insufficient participation, accident, or any other reason in connection with the Event or any planning meetings, demonstrations, or stagings, including claims and damages arising in whole or in part from the negligence of the Event Providers. It is the express intent of the parties to this Agreement that the indemnity provided for in this section is an indemnity extended by Participant to indemnify and protect the Event Providers from the consequences of the Event Providers' own negligence, whether that negligence is the sole or contributory cause of the resultant damage, loss, harm or injury.

**c.** Participant agrees to defend, indemnify, and hold harmless the Event Providers and those lawfully in the venue from and against any claim, loss, liability, or damage suffered due to (i) Participant's construction or maintenance of an unsafe Exhibit, and/or (ii) the negligence or misconduct of Participant or its agents or Participant's breach of any commitment made hereunder. Participant must maintain proper insurance coverage for its property and liability, and represents and warrants that it has obtained adequate insurance of at least \$1 million to cover its potential liability hereunder.

**d.** Participant acknowledges and agrees that the terms and conditions of this Agreement are subject and subordinate to the terms and conditions of Organizer's agreement with the venue at which the Event is held.

**7. RELEASE.** Participant acknowledges that the Event may be recorded and reproduced in any form (including but not limited to digital formats), and hereby authorizes Organizer and its designees to record, transcribe, modify, reproduce, publicly perform, display, distribute, redistribute, and transmit in any form and for any purpose any such recording of the Event, and agrees to execute any additional release presented by Organizer, its licensees, or permittees, in connection with such activity or to give effect to this provision. Participant hereby releases Organizer and its designees from and waives all claims it or its employees or agents may possess, now or in the future, in connection with such activities, and specifically waives any statutory restriction on waivers of future claims.

**8. MISCELLANEOUS.** When countersigned by Organizer, this Agreement will constitute the entire agreement between Participant and Organizer concerning its subject matter, and may only be modified in a writing signed by the parties. Organizer's rights under this Agreement are not deemed waived except as specifically stated in writing and signed by an authorized representative. If any term of this Agreement is declared invalid or unenforceable, the remainder continues in full force and effect. Organizer may assign this Agreement or its responsibilities to any other party. Any action arising out of this Agreement or the Event must be brought in Houston, Texas and governed by the law of that locale, exclusive of the choice of law rules of any jurisdiction, and Participant consents to the jurisdiction of such courts. Organizer is entitled to recover reasonable attorneys' fees and costs in any action to enforce this Agreement. Participant may not assign this Agreement to any other party, including a successor in interest in the event of a merger or sale of assets, without the prior written consent of Organizer, in which event Participant must guarantee performance of the assigned obligations. This Agreement is binding upon the permitted heirs, successors, and assigns of Participant.