BUILDING OPERATING MANAGEMENT'S National Facilities Management & Technology March 7-9, 2017 • Baltimore

ADVERTISING & & MARKETING OPPORTUNITIES

Market your Participation and Stand Out from Your Competition



NO cost - LOW cost Marketing Opportunities

Marketing Toolkit

Marketing your participation is key to helping you have a successful NFMT experience. Review the NO COST options below to help you promote your participation at NFMT.



E-mail Invite using a Unique Registration Link

All exhibitors are assigned a unique registration link to use. Insert your link in any e-marketing tools sent to your database promoting your participation at the event to help build traffic to your booth. An NFMT branded HTML template is also available, which can be customized with your company logo and product. Simply insert your unique registration link prior to sending. Using your unique link gives you access to reports on who registers with your link.



Banner Ads

Various sized banner ads are available. After downloading a web banner, use your unique registration link to access reports on who registers with your link!

VIP All-Access Pass

Invite your customers to the conference and expo with the All-Access Pass. *If you are interested in sending out hard copies to your database, we can mail you an inventory of them. Otherwise, you can send the VIP pass out as a pdf attachment in an email to your database.

The following pages contain





Baltimore Convention Center Baltimore, MD Network Function Request

Send this completed form to:

Email: lkoski@rocexhibitions.com

will be sent to the venue you selected

Your request will be reviewed and upon approval

Laura Koski

Fax: 630-271-8234

If you would like to host a networking function during the week of NFMT®2017, please complete this form and upon approval by Event Management, your request will be submitted to the selected hotel/venue that you selected.

- Only companies exhibiting in NFMT®2017 will be considered.
- The networking function and hours must be approved by Event Management before it is submitted to the hotel/venue of your choice. The hours must not interfere with Expo hours, Conference sessions, or other event activities.
- Event Schedule

Tuesday, March 7 Conferences: 8am – 12pm; Expo: 12pm – 4pm; QuickFire Sessions: 11:30am – 2pm;

Networking Party: 4pm - 5pm

Wednesday, March 8 Conferences: 9am – 11am & 3pm – 5pm; Expo: 11am – 3pm; QuickFire Sessions: 11:30am – 2pm;

Solutions Exchange: 5:10pm - 6:30pm

Thursday, March 9 Conferences: 8am – 11am & 2pm – 4pm; Expo: 11am – 2pm; QuickFire Sessions: 11:30am – 2pm

• Upon Event Management approval, your request it will be sent to the hotel/venue you selected. A representative will contact you to assist in planning your function.

Company Name:	Exhibit Space#:		
Address:	Address 2:		
City:	_ State:	Zip Code:	
Tel:	Fax:		
Contact:	E-Mai	l:	
Type of function:		(networking, meeting, training, etc.)	
Who will be attending?		(staff, clients, prospects, etc.)	
Date Preferred:Tir	me preferred:	Number of people:	
Room set: (theater, cla	(theater, classroom, hollow square, etc.) Audio/Visual needs:		
Catering needs: Please check the venue which you are interested in *		Options:	
 □ In your company's booth before or after Expo hours □ Baltimore Marriott Inner Harbor □ Days Inn Inner Harbor □ Hilton Baltimore Convention Center □ Hyatt Regency Baltimore □ Renaissance Harborplace Hotel 	□ Rest: venue' *A rep	aurants and local Baltimore attractions or other	
□ Sheraton Inner Harbor Hotel □ Baltimore Convention Center * Exhibitor is responsible for any costs associated with	una vi.	·	
holding a meeting or function at these properties or off-site location.		Request received at ROC: Request approved by: Date sent to hotel/yenue:	

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Product Showcase

Showcase Your Company, Products & Services

Are you looking for ways to drive traffic to your exhibit space?

Do you want to reach NFMT audience even when the Expo Hall is closed and conference sessions are in progress? Do you have a limited budget? Not to worry! The NFMT2017 Baltimore Product Showcase can fulfill those needs!





FEATURES:

- Product Showcases are placed in high-traffic areas near registration and near the conference session meeting rooms in the Pratt Street Lobby.
- Participating company's graphics will occupy one 968mm x 2210mm (1m x 2.44m) panel.
- Promotional content may include: company name, exhibit space number, company logo, product description, QR code and photo of product. It's your design, be creative!
- Product Showcase will be on display the entire duration of NFMT event.

Questions?

Lauri Koski • 630-271-8226 • Ikoski@rocexhibitions.com

Exhibitor Account Executives

Laurie Vega Accounts A and B plus numeric companies Phone: 414-228-7701 ext. 482 Fax: 414-228-1134 laurie.vega@tradepress.com Jodi Denton
Accounts C and E – K
Phone: 414-228-7701 ext. 449
Fax: 414-228-1134
jodi.denton@tradepress.com

Lucy Kaufmann Accounts D and L – P

Phone: 414-228-7701 ext. 447 Fax: 414-228-1134 lucy.kaufmann@tradepress.com Debbie Hanamann Accounts Q – Z Phone: 414-228-7701 ext. 305 Fax: 920-330-9981 debbie.hanamann@tradepress.com

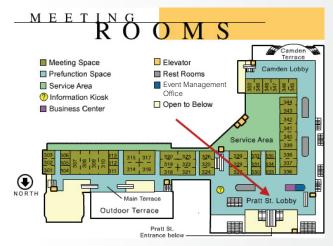
Cost: \$795 per panel

Do you have multiple products and/or services you would like to illustrate?

Consider purchasing an entire display for \$2,800 (\$380 savings!)

Reserve all four panels of a display unit and we'll feature your company logo on a the display header.

Location of Displays



BENEFITS:

- Keeps your company's products and services in the forefront of attendee's minds even when they are outside the Expo Hall.
- Generates interest in your products/services.
- Drives traffic to your exhibit space.
- Builds awareness for your brand.



Name of cardholder (please print):____

Address:

Credit Card Authorization Signature:

Credit card billing address:
Same as above

Product Showcase Contract

Please reserve	Product Showcase panel(s) for a particular product Showcase panel(s)	or my company. Total Cost:
completed contract. Due to the accepted. No refunds will be Product Showcase subjections.	rcase panel(s) the total amount must be the nature of the Product Showcase and provided and full payment is required. ct to availability. uidelines will be confirmed after contract	received by ROC Exhibitions along with this the benefits received, cancellations are not and payment are received.
Company Name:	Exhibit Space #	#:
Address:	Address 2:	
City:	State:	Zip Code:
Contact Name:		
Tel:	Fax:	
Email:	Web Site:	
Authorized Signature:	Date:	
	od of payment.) able to ROC Exhibitions). Mail to ROC Exhibitions	
Credit Card #:	CCV Code: Expiration	date:

City: _____ Zip Code: _____

Please send completed contract to Laura Koski - Ikoski@rocexhibitions.com or by fax 630-271-8234

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TAKE YOUR PLACE AT A TABLE
AND RESERVE YOUR TOPIC TODAY
Wednesday, March 8 • 5:10 - 6:30 p.m.

YOUR TABLE AWAITS

Solutions Exchange puts you at the head of a roundtable discussion and creates an unparalleled opportunity to position your organization as an industry information resource.

As a Solutions Exchange host, you'll facilitate a non-commercial discussion among attendees on a topic of pertinent industry interest. After 20 minutes the roundtable concludes and another group of attendees will join your table. Your roundtable will repeat three times, providing you with dozens of interested facility professionals.

Host a table for \$1,195 Tables are limited and available only to NFMT2017 Exhibitors.



SOLUTIONS EXCHANGE



Past Table Topics Included:

- · Acoustics & LEED in Green Buildings
- An Introduction to Integrated Workplace Management Systems (IWMS)
- Creating Defensible Capital Budgets in an Uncertain Economy
- Daylighting and Other Energy Saving Strategies
- EISA ACT and What You Need to Know
- Energy and the Building Envelope
- Energy Efficient Building Automation
- Energy Reduction at Your Facility
- Facade Restoration Exterior Aluminum Restoration and Maintenance
- Green Cleaning and LEED
- Hand Dryer and the Hygienic, Green Facility
- · Keys to Job Finding and Career Advancement
- Long Term Door Solutions
- Modernize Your Elevator: Achieve Energy Savings
- Optimizing Your CMMS
- Portable Air Conditioning
- Renewable Energy Making an Impact on the Market
- Sustainable Options for Door Renovation and Maintenance
- Sustainable by Design Doing More with Less
- Sustainable Roofing Solutions
- Tankless Water Heater Technology for Energy Efficiency
- UVC and Energy Savings

Table Host Benefits Include:

BEFORE THE EVENT:

- Table topic and description on Solutions Exchange page of nfmt.com/baltimore
- Your Logo and URL listed in the Solutions Exchange page of nfmt.com/baltimore

AT THE EVENT:

- Table topic, description and company logo included in the Solutions Exchange page in the NFMT2017 event directory
- Promotional sign placed in your exhibit space during Tuesday's Expo hours
- Company name and table topic included on a handout given to all attendees
- Opportunity to furnish up to 200 pieces of company materials for the literature table during Solutions Exchange

AFTER THE EVENT:

 Complete mailing information for all attendees during Solutions Exchange



SOLUTIONS EXCHANGE ORDER FORM

HOST A SOLUTIONS EXCHANGE TABLE AT NFMT2017

Wednesday, March 8 5:10 - 6:30 p.m. Baltimore Convention Center Host a table for only \$1,195.

Solutions Exchange is a non-commercial discussion about topics, trends, technology or solutions for the facilities professional.

YES! My company wo	ould like to host a 2017 Solutions Exchange table	at the cost of \$1,1	
☐ I hosted a table last ye	ear and would like to use the same topic and des	scription.	
SELECT A TOPIC	PLEASE PRINT OR TYPE ALL INFORMA	ATION	
ADA Ruilding Automation	Company Name:		
☐ Building Automation☐ Data Centers	Address:		
Design & Construction	City: State:		
Doors & Hardware	Province/Postal/Country (if applicable):		
Elevators	,,		
Emergency Preparedness	Contact Name:		
Energy Efficiency	Tel: Fax:		
Equipment Rental & Tools	Email:		
Fire Safety	Web Site:		
☐ Flooring	Authorized Signature:		
☐ Green ☐ Grounds Management	Date:		
HVAC	(Please indicate your preferred method of payment.)		
□ IAQ	Check (please make check payable to ROC Exhibitions	e)	
Interior: Ceilings, Furniture & Walls	" · ·	•	
Lighting	Mail to ROC Exhibitions, 1963 University Lane, Lisle, IL 60	1032	
Maintenance & Operations	Please charge my credit card \$:		
Outsourcing	○ VISA ○ MasterCard ○ American Express		
Paints & Coatings	Credit Card #:CCV Code:	Expiration date:	
☐ Plumbing & Restrooms☐ Power Generation	Name of cardholder (please print):		
Roofing	Credit Card Authorization Signature:		
Security	Credit card billing address: ☐ Same as above		
Software	Address:		
☐ Windows & Exterior Walls	Address:	7: 0 :	

To reserve your table please submit the completed form or contact:

Other, please contact me to discuss

Laurie Vega – Accounts A and B plus numeric companies Phone: 414-228-7701 ext. 482 Fax: 414-228-1134 laurie.vega@tradepress.com

Jodi Denton – Accounts C and E – K Phone: 414-228-7701 ext. 449 Fax: 414-228-1134

jodi.denton@tradepress.com

Lucy Kaufmann – Accounts D and L – P Phone: 414-228-7701 ext. 447 Fax: 414-228-1134 lucy.kaufmann@tradepress.com

and your payment processed.

Debbie Hanamann – Accounts Q – Z Phone: 414-228-7701 ext. 305 Fax: 920-330-9981 debbie.hanamann@tradepress.com

Please direct topic content inquiries / questions to:

Zip Code:

Laura Koski Phone: 630-271-8226 Fax: 630-271-8234 Ikoski@rocexhibitions.com

Additional details will be sent to you once your contract has been received

State:

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National Facilities Management & Technology March 7-9, 2017 • Baltimore

QuickFire Sessions

Cost: \$1,195

Exhibitors, this is your exclusive opportunity to position your company as an information provider to the NFMT audience. The QuickFire Arena, located in the Expo Hall, offers participating exhibitors the opportunity to present 20 minute presentations on current trends and solutions. These quick education presentations are a great way to get your brand in front of a captive audience. NFMT provides a computer, screen, projector and microphone — all you need to provide is the presenting expert and PowerPoint presentation. This offer is first come, first served, so reply immediately to reserve your QuickFire session spot.

BEFORE THE EVENT:

• Your topic listed on the QuickFire section of the event website

AT THE EVENT:

- Your topic listed on the QuickFire page in the event directory
- Promotional sign placed in your exhibit space during Expo hours
- Company name and topic listed on a handout given to all attendees
- Opportunity to deliver a 20 minute presentation plus five minutes of Q&A in the QuickFire Arena in the Expo Hall
- Computer, screen, projector and microphone provided

	Y	ES!
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My company would like to host a QuickFire Session at the cost of \$1,195

second	check a first and d choice for your Quick ssion time:	PLEASE PRINT OR TYPE ALL INFORMATION Company			
1st 2nd	1:00 pm 1:30 pm 2:00 pm 2:30 pm	Address City Province/Postal/Country (if applicable) Contact Name Contact Phone	State		Zip
	12:00 pm 12:30 pm 1:00 pm 1:30 pm	Email Website Authorized Signature □ Please charge my credit card \$ Credit card #		_ Date	
	12:00 pm 12:30 pm	Name of cardholder (please print) Credit Card Authorization Signature Credit Card billing address: □ Same as above			
		Address: City: Sponsor authorizes ROC Exhibitions, Inc. to one of the company of	State:		Zip:

Additional details will be sent to you once your contract has been received and payment has been processed.

To secure your QuickFire Session please submit the completed form or contact:

Initials and date:

Laurie Vega

Accounts A and B + Numeric Names laurie.vega@tradepress.com 414-228-7701 Ext. 482

Jodi Denton

Accounts C and E-K jodi.denton@tradepress.com 414-228-7701 Ext. 449

Lucy Kaufmann

Accounts D and L-P lucy.kaufmann@tradepress.com 414-228-7701 Ext. 477

Debbie Hanamann

Accounts Q-Z debbie.hanamann@tradepress.com 414-228-7701 Ext. 305



DIRECTORY ADVERTISING Packages



Red Package

Full Page 4C Event Directory ad, and Directory listing logo

Reg Price: \$2,595 **Package:** \$1,595

Savings of: \$1,000

White Package

1/2 Page 4C Event Directory ad, and Directory listing logo

Reg Price: \$2,000 **Package:** \$1,275

Savings of: \$725

Blue Package

1/4 Page 4C Event Directory ad, and Directory listing logo

Reg Price: \$1,455 **Package:** \$930

Savings of: \$525

Take Advantage of NFMT2017 Exhibitor Advertising Packages. Conact your Exhibitor Account Executive:

Laurie Vega
Accounts A and B
plus numeric companies
Phone: 414-228-7701 ext. 482
Fax: 414-228-1134
laurie.vega@tradepress.com

Jodi Denton
Accounts C and E – K
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Fax: 414-228-1134

Fax: 414-228-1134 lucy.kaufmann@tradepress.com

Debbie Hanamann Accounts Q – Z Phone: 414-228-7701 ext. 305 Fax: 920-330-9981 debbie.hanamann@tradepress.com





ADVERTISING Insertion Order Mechanicals Terms & Conditions

Please reserve	directory	advertising	selected	below:
I ICUOCI VC	dii Cotoi y	advertioning	SCICOLOG	DCIOW.

RED Advertising Package WHITE Advertising Package □ \$1,595		rtising Package	BLUE Advertising Package ☐ \$930		
Insert my company logo with m	y listing in the NFMT2017 Event [Directory: \$250			
Upgrade your Advertis	sing Package with a S	Special Placeme	nt Ad:		
Inside front cover 4c: add \$225 red add \$820 white add \$1,365 blue	Inside back cover 4c: □ add \$225 red □ add \$820 white □ add \$1,365 blue	Back cover: □ add \$430 red □ add \$1,025 white □ add \$1,570 blue	Center spread, 4c: □ add \$2,250 red □ add \$2,845 white □ add \$3,390 blue		
Space Deadline: January 1	7, 2017 Materi	als Due: January 24,	, 2017		
Name:		_ Email:			
Company:					
Address:					
City:		_State:	Zip/PC:		
Country:					
Contact Name:					
Tel:		_ Fax:			
Authorized Signature:		_Date:			
(Please indicate your preferred met	hod of payment.)				
Check (please make check pay	yable to ROC Exhibitions). Mail to	ROC Exhibitions, 1963 U	niversity Lane, Lisle, IL 60532		
Please charge my credit card \$	6: O VISA O I	MasterCard O America	an Express		
On December 9, 2016, I author	ize ROC Exhibitions to charge the	e remaining balance: Initia	al Date		
Credit Card #:	CCV Code:	Expiration date:			
Name of cardholder (please pri	int):				
Credit Card Authorization Sign	ature:				
Credit card billing address:	Same as above				
Address:					
City:	State:	Zip Code:			
Advertising Mechanicals: Trim Size: 7.875" x 10.75"					
Bleed Page: 8/125" x 11" Spread Bleed: 16" x 11" 1 Page: 7" x 10"; 1/2 Page H: 7" x 4.875"	ZOTO, INSENDOIS received after December 9, ZOTO, INICIDAVIDENTIS QUE.				
1/4 Page: 3.375" x 4.875"	, 112 1 age v. 3.313 A 10 ,	Eligible Advertisers: Exhib	itors only.		

Laurie Vega – Accounts A and B plus numeric companies

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Phone: 414-228-7701 ext. 305 Fax: 920-330-9981 debbie.hanamann@tradepress.com

Return this form and send ad materials to:

Bobby Reid

NFMT Event Directory 2100 West Florist Avenue Milwaukee, WI 53209 Tel: 414-228-7701 (ext. 453) Fax 414-228-1134

Upload files to:

www.tradepress.com/uploads

Email Blast Daily Highlight Video

COST: \$3,500

Email Blast

Company logo featured on promotional emails to registered attendees, Emails will include:

- Company logo/link to website
- Exhibit Space Number

Distribution: 30,000

- NFMT2017 Pre-Registrants
- Facility Professionals within a 125 mile radius of Baltimore

Available Email Blast Dates - Choose one

(Delivered at approximately 8:00 pm ET)

- O Monday, March 6
- O Tuesday, March 7
- O Wednesday, March 8

Daily Highlight Video

Videos will include:

- Your company verbally recognized at the beginning of the Daily Highlight Video directing attendees to your Exhibit Space
- Company Logo displayed
- Exhibit Space number displayed

(Example messaging: "Our video today is sponsored by ABC company, see the newest in LED replacement lighting at exhibit space 12345.")

PLEASE COMPLETE ALL INFORMATION AND RETURN

Company Name:			
Address:			
City:	State:	Zip Cod	le:
Province/Postal/Country (if applicable):			
Contact Name:			
Tel:	Fax:		
Email:			
Web Site:			
Authorized Signature:			
Date:			
(Please indicate your preferred method of pay	/ment.)		
Check (please make check payable to Re	OC Exhibitions, Ir	ıc.).	
Mail to ROC Exhibitions, Inc., 1963 Univer	ersity Lane • Lisle	, IL 60532	
Charge my credit card \$:	O VISA	○ MasterCard	O American Express
Credit Card #:	_CCV Code:	Expiration Dat	e:
Name of cardholder (please print):			
Credit Card Authorization Signature:			
Credit card billing address: \square Same as a	above		
Address:			
City:	State:	Zip Co	ode:

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debbie.hanamann@tradepress.com





Attendee Email Update Opportunities

ORDER FORM

Choose Category(s) NFMT Attendee Update Emails □ \$1,750 Late January □ \$2,250 Early February □ \$2,750 Late February □ \$3,000 Early March □ \$3,250 Post-Event	NFMTVegas Attendee Update Emails □ \$500 September □ \$1,000 Early October □ \$1,500 Late October □ \$2,000 Post-Event	Payment Terms: 50% deposit must accompany completed contract. Final payment is due: NFMT: December 9, 2016 NFMTVegas: August 1, 2016 High Performance Buildings + Workplaces: February 17, 2017
High-Performance Buildings + Workplaces Attendee Update Ema □ \$500 Late April □ \$1,000 Early May □ \$1,50		
TOTAL \$		•Non-commissionable for ad agencies
PAYMENT CREDIT CARD C.	harge will appear on CC statement as ROC Exhibitions, Inc.	(provide the information below):
Company Name	Exhibit Space Num	ber
Contact Name Title		
Phone Number Email		
☐ Please charge my credit card \$ ☐ I authorize	ROC Exhibitions to charge the balance due on the final payment	t due date as listed above. Initials & Date:
□ VISA □ MasterCard □ AMEX CC#	CCV code	Exp. Date (mm/yy)
Name of cardholder (please print)		
Authorized signature		
Credit card billing address:	City	State Zip
To reserve your Attendee Update Email Opportunity, submit the	completed form to your Exhibitor Account Executive.	
Companies A and B + numeric Com Laurie Vega laurie.vega@tradepress.com jodi.den	panies C and E-K Jodi Denton ton@tradepress.com 4.228.7701 x449 Companies D and L-P Lucy Kaufmann lucy.kaufmann@tradepress.com P: 414.228.7701 x477	Companies Q-Z Debbie Hanamann debbie.hanamann@tradepress.com P: 414.228.7701 x305

F: 414.228.1134

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