



Sponsor & Exhibitor Packet

2022 Winter Conference

Salishan – Gleneden Beach, Oregon

February 15-18, 2022

WELCOME SPONSORS AND EXHIBITORS!

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The Oregon Association of Government Information Technology Management (OAGITM) invites you to participate in our Winter Vendor Conference, in person, at the beautiful Salishan Resort! We're very excited to be able to get together again, network, meet new people, welcome back returning attendees, and explore what's new in technology.

If you have attended in the past, please note that this year brings a few changes; the sponsor and exhibitor application is now online, registrations will be limited to provide additional social space at the venue, and sponsorship costs have had to be increased to reflect increasing conference costs. On the bright side, a portion of these rising costs are due to increases in member participation, as the organization has continued to grow throughout the pandemic.

Please note that sponsorships are awarded on a competitive basis and conference space is limited, so apply early! **We're looking forward to seeing you there!**

What is OAGITM?

OAGITM is a statewide association of County, Municipal, State, quasi-government and affiliated agency IT Managers, CIOs, and key IT personnel. These members are typically the IT decision makers for their respective organizations, as well as influencers of technology adoption and IT policy creation throughout the state.

The mission of the Association is to improve management of information systems and technologies by creating opportunities for collaborative relationships between and amongst Oregon government entities at all levels.

Membership to OAGITM is by organization, rather than individual, with no limit on the number of delegates from each agency who may choose to participate. The OAGITM Community is currently comprised of 108 member organizations, with over 200 active participants, whose interests span the full spectrum of government IT sectors. A list of the current member organizations can be found at the end of this prospectus.

About the Conference...

OAGITM Winter Vendor Conferences are held annually, as an opportunity for members to discover new technologies, learn about industry trends, network, and plan for the future.

The Winter Conferences range from 120 to 150 attendees; large enough to interact with a variety of organizations but small enough to build solid relationships. Post conference vendor surveys have consistently rated the conference value as high, but each year, the OAGITM Board meets with vendor attendees during the event to solicit in-person feedback and look for ways to continually enhance the conference experience.

Conference Structure

Conferences open with a casual, ice breaking social event on Tuesday evening. The following Wednesday and Thursday are a series of conference sessions with breaks for exhibit hall activities, followed by social hour and dinner. Friday is a half day inspirational speaker session reserved for members and the two top sponsorships, Platinum Technology and Speaker Sponsors.

The exhibit hall setup is open Tuesday evening and Wednesday morning. Members participate in a Booth Bingo game that encourages them visiting every table, and the exhibit hall is open to them from Wednesday morning thru afternoon break on Thursday, when breakdown starts.

Sponsors and exhibitors are invited to participate in all breaks and meals from Tuesday evening through Thursday afternoon. Vendors may attend conference session as space allows – please ensure that members have priority for session seating. For a detailed view of the conference session times and breaks, see **Exhibit B** in the back of this packet.

Please note that the Thursday evening dinner and the Friday session are open **exclusively** to the conference Speaker and Platinum Technology sponsors.

Presentations

All sponsorships include a 45-minute presentation slot. These slots are only open to conference sponsors. To help ensure the value of these sessions for our membership, sponsorships are awarded competitively, based on presentation topics/descriptions, partnerships with members, and sponsorship level requested. Applicants **must** provide a description of their presentation on their sponsorship application.

All presentations must be educational. Marketing/promotional material is restricted to the last 10 minutes of vendor sessions, unless you are awarded a sponsorship level that includes specific marketing time in addition to the presentation slot.

Sponsorship selection preference is given to vendors partnering with an OAGITM member for their presentation. Sponsors wanting to maximize their impact should know that our members rate these collaborative, real-world example sessions much higher than vendor only presentations.

A member provided list of topics of interest is shown in **Exhibit C**. This list is a general guide but not mandatory or all-inclusive. Sponsors are encouraged to be creative and to offer presentations on topics that are relevant and timely for technology in the government sector.

All presentations must be submitted to OAGITM for review 30 days prior to the conference. A schedule of conference sessions and presentation slots are included in **Exhibit B** at the end of the packet.

Marketing

Several sponsorships include specific marketing time. Platinum Sponsors may utilize up to 30 minutes of

their two presentation slots for marketing purposes. The Speaker Sponsor will be given 15-20 minutes before the Friday speaker session to introduce the speaker and provide a brief marketing presentation, and the lunch sponsor may provide a 15-20 minute marketing presentation during the lunch hour, while members enjoy their meal.

Some sponsors have taken advantage of this time to highlight their products and services, while others have used it to introduce their representatives and provide printed materials for later viewing. What these marketing slots look like is up to the sponsor.

Both the Platinum Technology Sponsor and the Speaker Sponsor will be given the exclusive opportunity to attend the Thursday evening dinner and social, as well as the Friday breakfast and half-day special speaker event.

Supporting OAGITM

OAGITM appreciates the continuing support of our returning sponsors as well as welcoming new vendor attendees. A list of the 2020 Sponsors can be found at the beginning of this prospectus.

Sponsorship Opportunities

Sponsorships are competitive and sponsor applications are reviewed by OAGITM board members prior to award. OAGITM typically receives more requests for sponsorship than available sponsor slots. Board members look for vendors who have partnered with an OAGITM member for their presentation or who are offering a presentation that covers or relates to topics of interest (see **Exhibit C** for ideas).

Applications that are complete, concise but thorough, and on time are given first consideration. Vendors are welcome to reach out the OAGITM Board, prior to applying, if they have any questions about the application process or the applicability of their proposed presentation topic. Inquiries can be directed to the Board’s email address at board@oagitm.org.

Sponsorship opportunities are limited, so please fill out the [Sponsor Application](#) online and return it before the application deadline. Late applications, if accepted, may be charged a \$500 late fee.

Following is a table of the sponsorship levels available and their included benefits:

Sponsorship Levels	Attendance		Advertising		Presentation Time	
	Exhibit Booth	Conference Registrations	Conference Program	Web / Conf. Signage	Educational Slot	Marketing Slot
Platinum Tech \$10,000	Y	4	Full Page	Web link & banners	90 minutes	*30 Minutes
Speaker \$7500	Y	4	Full page	Web link & banners	45 minutes	*15-20 minutes

Social - \$3000	Y	3	Half page	Web link & signage	45 minutes	-NA-
Lunch - \$5000	Y	3	Half page	Web link & signage	45 minutes	15-20 minutes
Breakfast - \$3000	Y	2	Quarter page	Web link & signage	45 minutes	-NA-
Break - \$3000	Y	2	Quarter page	Web link & cart cards	45 minutes	-NA-
Tote - \$3500	Y	3	Half page	Web link & logo on totes	45 minutes	-NA-
Gift - \$3500	Y	3	Half page	Web link & card w/gifts	45 minutes	-NA-

**Platinum Technology & Speaker sponsors are invited to attend the “members only” Thursday dinner and Friday special session.*

Sponsorship Levels

Platinum Technology Sponsor - The Platinum Technology Sponsor is the highest level of conference sponsorship. This sponsorship receives a 90-minute presentation slot and is allowed to use up to 30 minutes of that time for marketing. Platinum Technology and Speaker Sponsors are the only sponsors invited to attend the Thursday evening dinner and the special half-day session on Friday. There is only one Platinum Technology Sponsor per conference and the sponsorship includes 4 conference registrations, an exhibit booth space, a full-page program ad, and recognition throughout the conference.

Speaker Sponsor - The Speaker Sponsor is invited to attend the Thursday evening dinner and Friday speaker session. There is only one Speaker Sponsor per conference and the sponsorship includes 4 conference registrations, an exhibit booth space, a full-page program ad, a 45-minute presentation slot, signage, and a 15-20 minute marketing/introduction slot prior to the conference speaker session on Friday morning.

Social Sponsors – Tuesday and Wednesday evening social sponsors will be given 3 conference registrations, an exhibit booth space, a half page program ad, a 45-minute presentation slot, and signage at the social. These evening events are well attended and very popular with membership. There are 2 social sponsor openings for the conference and these sponsors are invited to attend from the Tuesday evening social through close of sessions on Thursday.

Lunch Sponsors – This sponsorship includes 3 conference registrations, an exhibit booth space, a half page program ad, a 45-minute presentation slot, signage, and a 20-minute marketing slot during lunch. There are 2 lunch sponsor openings for the conference and lunch sponsors are invited to attend from the Tuesday evening social through close of sessions on Thursday.

Tote & Gift Sponsors – These sponsorships include 3 conference registrations, an exhibit booth space, a half page program ad, a 45-minute presentation slot, and signage. Additionally, the Tote Sponsor’s logo

appears along with the OAGITM logo on the conference tote received by every attendee, and the Gift Sponsor's business card or logo is included with each conference attendee's gift at the end of the conference. There are one Tote and one Gift sponsorship packages available for the conference. Tote and Gift sponsorship fees can be reduced if the vendor agrees to provide pre-approved items for the applicable conference tote or gift. These sponsorships allow attendance from the Tuesday evening social through close of sessions on Thursday.

Breakfast & Break Sponsors – There are 2 breakfast and 4 break sponsorships available. These sponsorships include 2 conference registrations each, an exhibit booth space, a quarter page program ad, a 45-minute presentation slot, and signage. These sponsorships allow attendance from the Tuesday evening social through close of sessions on Thursday.

Other Sponsorship Benefits & Info

Attendee Lists – Sponsoring vendors will be provided a list of conference attendees' names, organizations, and email contact information. This information will be provided in your registration packet on the first day of the conference.

Vendor Partnerships – OAGITM allows vendors to share a sponsorship package or exhibit booth between two vendors. In these special situations, please plan on a single payer for the conference fees, to help eliminate additional administrative effort on the part of OAGITM's volunteer conference coordinators.

Exhibiting Opportunities

All sponsors automatically receive an exhibit booth with their sponsorship. However, there are a limited number of booth spaces available for vendors who wish to have a booth but not provide a presentation. To apply for Exhibit space, please fill out the appropriate sections of the [Exhibitor Application](#) online.

Exhibit Booth (with 2 registrations) - \$2,000

Booth Promotion

Morning and afternoon break refreshments will be in the exhibit area to promote traffic to the booths. The exhibit hall will be open and available all-day Wednesday thru afternoon break on Thursday.

To encourage members to visit exhibit booths, OAGITM conducts a conference booth game. Each participating vendor provides a small gift (\$50 or less in value), which is raffled off in a drawing from completed game cards at the end of the day on Thursday. The game is popular with members and significantly increases visits to participating vendor booths.

A page in the Conference Program Book will be reserved for Exhibitor logos advertisement. Logos must be provided by the deadline listed under the "**Guidelines and Important Dates**" section found later in this packet, in order to ensure inclusion in the Program Book.

Exhibiting

The Exhibit Hall will be held in the **Long House Ballroom** area. A floor plan of the conference center is included in **Exhibit A** at the end of this packet.

Exhibitors will be provided a booth space and two conference attendee registrations. Exhibitors are limited to a maximum of 2 attendees per booth. Exhibitors who share a booth with a second organization must still limit the total booth attendance to 2 registrants.

Tote bags:

Vendors are invited to provide company or product information in the form of fliers, brochures, postcards, or small branded items such as pens, thumb drives, and novelty items for addition into the conference tote bags. The total value of tote bag contributions **must not exceed** \$10/bag per vendor.

Tote bag items must be provided to OAGITM no later than 3pm on the Tuesday of the Conference in order to be included in the totes handed out at member registration.

Guidelines and Important Dates...

Booth Hours & Days

The exhibit hall will be open from 8am - 5pm on Wednesday and Thursday. Booth takedown should be complete, and all materials removed from the exhibit hall, by 5pm on Thursday.

Critical Deadlines

Description	Deadline Date
Sponsors/Exhibitor Applications Due	December 6, 2021
Completed Info form, Ad copy & Logo Due	January 3, 2022
Payment Due in Full	January 10, 2022
Sponsor Presentations Due (for approval)	January 17, 2022
Check In/Booth Setup/Tote Items Due	February 15, 2022

General Information

A floor plan of the conference center is included in **Exhibit A**. Exhibit Booths will be set up in the **Long House Ballroom** area and presentations held in the **Council House**. Conference registration will be located in the **Terrace Room** beginning Tuesday evening.

Meals & Etiquette

OAGITM members greatly value the opportunity to network with their peers as well as vendors. Please be respectful of member conversations during meals and breaks. Relationship building and information exchange is both valuable and encouraged, but aggressive and/or disruptive behavior could lead to removal from the conference.

Conference Registrations include the following meals:

- Tuesday (Social with appetizers only) - Included for all Sponsors & Exhibitors
- Wednesday (Breakfast, Lunch, Dinner) – Included for all Sponsors & Exhibitors
- Thursday (Breakfast, Lunch) – Included for all Sponsors & Exhibitors
- Thursday Dinner/Friday Breakfast – Platinum Technology & Speaker Sponsors only

Security

Exhibitors should take precautions to ensure the safety and security of their equipment, as well as exercising care to ensure that they do not damage the facility or property of other exhibitors.

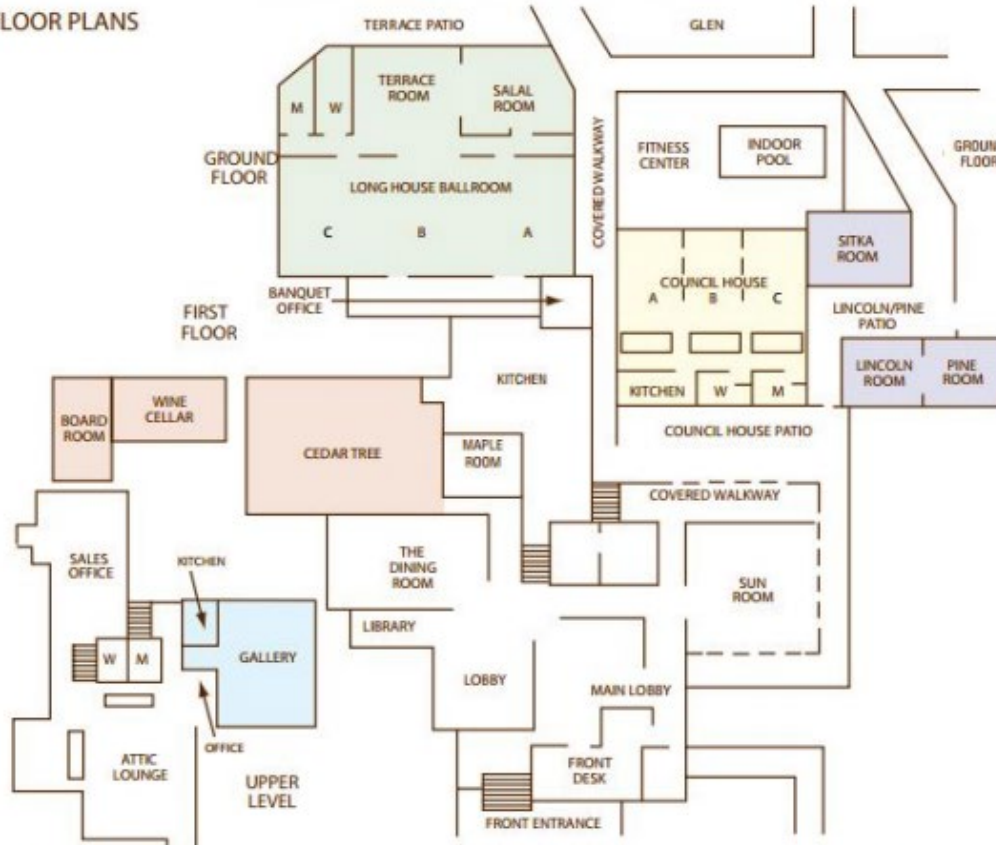
Combustible or explosive materials, and weapons are prohibited in the conference facility.

Thank you for participating in OAGITM!

For questions or additional information, please contact: board@oagitm.org

MEETING ROOMS

FLOOR PLANS



	DIM.	Sq. Ft.	Ceiling Height	Theatre	U Shape	Hollow Square	Classroom	Conference	6' Exhibit Table	Banquet Table of 8
GROUND FLOOR										
Lincoln/Pine Room	67x24	1608	8.5	120	36	40	72	32	14	96
Lincoln Room	24x30	720	8.5	60	18	30	36	16	7	48
Pine Room	24x30	720	8.5	60	18	30	36	16	7	48
Sitka Room	19.5x33.5	653	8.5	50	18	24	30	14	6	24
LONG HOUSE BALLROOM										
Salal Room	16.5x19.5	322	9	24	15	18	12	8	8	16
Terrace Room	24x31	744	9	60	18	20	48	16	11	48
Long House	85x52	4,420	14	350	60	78	250	40	61	272
Long House A or C	29.5x52	1,534	14	100	35	48	72	24	24	112
Long House B	23.5x52	1,222	14	80	35	48	60	24	21	80
Long House A+B, B+C	53x52	2,756	14	200	52	60	126	28	34	184
COUNCIL HOUSE										
Council House	72x36	2,592	13.5	225	42	60	156	40	34	200
Council House A, B or C	24x36	864	13.5	72	24	36	60	20	11	64
Council House A+B, B+C	48x36	1,728	13.5	150	36	48	96	20	22	128
FIRST FLOOR										
Cedar Tree	44x54	2376	9	175	42	60	90	20	34	120
Wine Cellar	9.5x37	351	9	0	0	0	0	20	-	0
Boardroom	35x14	490	9	0	0	0	0	20	-	0
SECOND FLOOR										
Gallery Room	36x36	1,296	9	120	33	48	60	20	17	72

Exhibit B – Presentation Slots

Wednesday

8:30am - 8:45am	Introduction by OAGITM President
8:45am - 9:30am	RESERVED for Breakfast Sponsor
9:30am - 10:15am	RESERVED for Tote Sponsor
10:15am - 10:45am	Break – (members visit Exhibit Hall)
10:45am - 11:30am	RESERVED for Break Sponsor
11:30am - 12:15pm	RESERVED for Lunch Sponsor
12:15pm - 1:15pm	Lunch
1:15pm - 2:00pm	RESERVED for Platinum Technology Sponsor
2:00pm - 2:45pm	RESERVED for Platinum Technology Sponsor
2:45pm - 3:15pm	Break – (members visit Exhibit Hall)
3:15pm - 4:00pm	RESERVED for Break Sponsor
4:00pm - 4:45pm	RESERVED for Social Sponsor

Thursday

8:30am - 9:15am	RESERVED for Breakfast Sponsor
9:15am - 10:00am	RESERVED for Speaker Sponsor
10:00am - 10:30am	Break - (members visit Exhibit Hall)
10:30am - 11:15am	RESERVED for Break Sponsor
11:15am - 12:00pm	RESERVED for Lunch Sponsor
12:00pm - 1:00pm	Lunch
1:00pm - 1:45pm	RESERVED for Gift Sponsor
1:45pm - 2:30pm	RESERVED for Break Sponsor
2:30pm - 3:00pm	Break – (members visit Exhibit Hall)
3:00pm - 3:45pm	RESERVED for Social Sponsor
3:45pm - 4:00pm	Booth Game Raffle
4:00pm - 5:00pm	OAGITM Business Meeting – members only

Exhibit C – Topics of Interest

Cities and Counties

- Microsoft
 - GovCloud
 - Roadmap/Path
 - Transitioning to...
 - Office 365
 - InTune
- Data
 - Capturing and making data available to organization
 - Big Data
 - Snowflake
 - Data ownership, privacy, and who can have access (both within organization and outside org.) and anonymized data warehouse
- Phone Systems – both on premise and fully hosted system options
- Multi-Factor Authentication/Identity Management
 - Single Sign On
 - OKTA/SAML 2.0
- Enterprise Application Vendors (ERP, Law Enforcement, Assessment & Tax, Permitting, etc.)
- Security Planning
 - Best Practices
 - Awareness
 - Training
 - Cyber Policies
- Innovation in Financial Technology
 - Card Readers, Kiosks, etc.
- Risk Management Software
- MDM
- Strategic Planning
 - Assessment Tool
 - OAGITM Member Comparison
 - Bulk/group pricing option?
- Work Pipeline/ITSM
 - How do we right size service to available resources
 - How do we get customers to prioritize?
- Open Data
- Data Governance
 - Best Practices
 - Public Access

- Multi-Agency Data

State Agencies

- Workforce
 - Recruitment
 - Internships
 - OCM
 - Training
 - Succession Planning
 - School Partnerships
- Development Platforms
- Project Management
 - Agile
 - COTS
- Modernize
- Security
 - PM
 - Governance
 - ITSM
 - Service Acquisition

OAGITM Member Organizations

Association of Oregon Counties
Benton County
City County Insurance Services
City of Albany
City of Ashland
City of Bend
City of Central Point
City of Eugene
City of Forest Grove
City of Grants Pass
City of Gresham
City of Happy Valley
City of Hillsboro
City of Hood River
City of Independence
City of Keizer
City of Klamath Falls
City of Lake Oswego
City of Lebanon
City of Lincoln City
City of McMinnville
City of Medford
City of Milwaukie
City of Newberg
City of Newport
City of North Bend
City of Oregon City
City of Portland
City of Redmond
City of Sherwood
City of Springfield
City of Tigard
City of Tillamook
City of Tualatin
City of West Linn
City of Wilsonville
City of Woodburn
Clackamas Community College
Clatsop County
Clean Water Services
Columbia County
Coos County
Coos Health & Wellness
Crook County
DAS Data Center Services
DAS EIS Cyber Security Services
DAS Enterprise Good & Services
DAS ETS
DAS OSCIO
DAS Purchasing Services
Department of Consumer and Business Services
Department of Corrections
Department of Energy
Department of Geology and Mineral Industries
Department of Human Services
Department of Justice
Department of Public Safety Standards and Training
Department of Revenue
Department of State Lands
Department of Transportation
Deschutes County
Deschutes County 911 Service District
Douglas County
Employment Department
Higher Education Coordinating Commission
Housing and Community Services
Jackson County
Josephine County
Klamath County
Klamath Falls Police Department
Lane Council of Governments
Lane County
Lane Transit District
Lincoln County
Link Oregon
Linn County
Marion County
Mt Hood Community College
Multnomah County
Office of Public Defense Services
OHA DHS
Oregon Air National Guard
Oregon Army National Guard
Oregon Cascades West Council of Governments
Oregon Lottery
Oregon Medical Board
Oregon Metro
Oregon PERS
Oregon Public Utility Commission
Oregon State Police
Oregon State Treasury
Oregon Youth Authority
Polk County
Portland Metro
SAIF Corporation
Salem-Keizer Transit
Secretary of State
Southern Oregon University

OAGITM Member Organizations continued...

Tillamook County
Tualatin Hills Park and Recreation District
Tualatin Valley Fire & Rescue
Umatilla County
Union County

Wallowa County
Wasco County
Washington County
Yamhill Communications Agency
Yamhill County

