

CUSTOM EVENTS

MEET THE STAKEHOLDERS

Gaining the stakeholder's trust and cultivating relationships are critical to your sales potential in the all-hazards marketplace. Our breadth of connections with the emergency management community is what brings you a room full of the buyers you need to know to establish credibility and long-term partnerships in strategic jurisdictions across the country.

From I-Seminars that reach a national audience in minutes, to intimate, thought-provoking roundtables, our sole-sponsored custom events put your sales teams in direct, exclusive contact with the stakeholders you need to know to close more sales.

Establish

your leadership position in a target jurisdiction and/or region.

Interact

directly with stakeholders across the emergency management community.

Accelerate

sales opportunities with customers and prospects.

100% Turnkey Production

Our seasoned events team will manage your entire program including: content creation, speaker recruitment, onsite logistics, promotion and registration so you can focus on your sales strategies and goals.

- ▶ Program content creation
- ▶ Speaker recruitment and logistics
- ▶ Dedicated and experienced events manager
- ▶ Custom email promotion
- ▶ Audience acquisition including: telemarketing, registration and confirmation
- ▶ Custom designed signage and agendas (as applicable)
- ▶ All venue negotiations
- ▶ Mailing and shipping services
- ▶ Final registration and attendee lists with full contact information





HALF-DAY ROAD SHOWS

The perfect format to build long-term customer relationships and showcase how your solutions address your customer's pain-points. As the only industry representation in the room, you'll have the exclusive opportunity to present your solutions offering, network with prospects and build your sales pipeline.

Estimated Event Time Frame:

3 to 3 1/2 hours

Attendance:

25-40

Price:

Road show pricing is determined by the quantity of events purchased.

- ▶ Price range is \$24,500 - \$27,500 net.

SOLUTION SERIES

This event format is similar to a Road Show but shorter in time frame and does not include the public-sector panel deliverable.

Estimated Event Time Frame:

2 to 2 1/2 hours

Attendance:

25-40

Price:

Solution Series pricing is determined by the quantity of events purchased.

- ▶ Price range is \$19,500 - \$22,500 net.

EDITORIAL ROUNDTABLES

These editorially-driven roundtable discussions — moderated by an *Emergency Management* executive — are an informal setting to initiate high-level relationships with emergency management leaders. As the exclusive industry participant, you'll get first-hand insight into their pain-points, current priorities and future plans so you can develop the most effective sales strategy into the region.

Estimated Event Time Frame:

2 to 2 1/2 hours

Attendance:

8-12

Price:

Pricing is determined by the quantity of events delivered and ranges from \$14,000 - \$16,000 net per event.

INTERNET SEMINARS

Our Internet Seminars are an ideal way to support a quick "go-to-market" strategy by allowing you to capture instant mindshare and direct dialogue across the country, and without ever leaving your office. This format has become one of the most preferred communication opportunities because of its immediate and broad impact for our clients.

Estimated Event Time Frame:

1 hour

Attendance:

50 minimum

Price:

One hour I-Seminar, 50 attendees. Price is \$25,500 net. If client manages Internet hosting technology, price is \$16,500 net.

**FOR MORE INFORMATION,
contact 877.932.1337 or getinfo@govtech.com**