Welcome to IPMW 2018
hosted by the College of Performance Management
at GWU Marvin Center

“Providing Intelligent Pathways for Management and Leadership”

The IPM Workshop is an outstanding opportunity to present your products and services to executive management in government and industry.

Your company’s support plays a vital role in the tradition of providing quality education and networking across a two-day event.

The 30th Annual Integrated Program Management Workshop is expected to attract more than 250 decision makers in the project performance management community.

We anticipate a strong contingent of local professionals from the greater Washington, DC Metro Area to join those who will travel from across the country and beyond.
SPONSORSHIP & EXHIBITS PACKAGE

The **Continental Ballroom** will be the central location for networking for the IPMW and the ‘Exhibit Hall’ for this event; all tabletop exhibits will be located here. The Exhibit Hall will have the keynote sessions simulcast from the main auditorium allowing attendees to both hear the keynote and connect with vendors. Breakfasts and lunches will be served exclusively in the Continental Ballroom.

The **Opening/Welcome Breakfast** will be the kickoff event of the workshop on November 13th. It will allow attendees the exclusive opportunity to network with the Sponsors and Exhibitors as well as with other attendees. Our **Welcome Reception** on November 13th will be the capstone networking event for the workshop.

These highlighted events will offer opportunities for the Sponsoring/Exhibiting Vendors to speak to attendees, highlight tools & services and any other event or session that they are sponsoring during the workshop. **All vendors will break down at 6:30pm November 13th.**

November 14th tabletop space, chairs and electricity will be available from 7:00am-4:00pm in the Grand Ballroom for any vendors who would like to continue to meet with attendees.

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**GOLD SPONSORSHIP**  
**Six Three available**  $ 5,000

Single tabletop booth in **highest priority location**. Includes One, 6’x8” skirted table, two chairs, electricity, two complimentary registrations.

- 45-minute Vendor Track time slot (on site)
- **30-minute Pre-Workshop Video Presentation to attendees and other participants, marketed nationally & internationally by CPM - NEW OFFERING**
- Color ad in the pocket program
- Bag insert
- Acknowledgement as Gold Sponsor in program, website, all marketing pieces

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**SINGLE TABLETOP BOOTH**  $ 2,500

- One 6’x8” skirted table, two chairs and electric line included
- Acknowledgement as exhibitor in program, website, all marketing pieces
- One complimentary full registration
Located in the Northwest side of Washington DC, the George Washington University Marvin Center and historic campus are nestled between the White House, the Kennedy Center and a number of federal and international agencies. Conveniently located less than 1/3 mile from the Foggy Bottom Metro Stop it offers public transportation access to Washington, DC and surrounding areas.

**Exhibit Hall**

**Past Sponsors and Exhibitors**

AACE International
Acumen
ARES Project Management, LLC
AzTech International, LLC
BCF Solutions Inc.
Booz Allen Hamilton
Business Support Associates
Center for Systems Management
Cobec Consulting Inc.
CBT Workshop
Defense Acquisition University (DAU)
Dekker, LTD.
Deltek
EcoSys
ESI International

Edwards Project Solutions forProject Technology, Inc.
Friedrich, Klatt and Associates
HotFoot Technology & Management Solutions
Humphreys & Associates, Inc.
Intaver Institute Inc.
Integrated Management Concepts
KeyLogic Systems, Inc.
KM Systems Group
Management Concepts
MCR, LLC
Microsoft Project
Omega Project Solutions
OPDEC

Pinnacle Management Systems, Inc.
PM Metrics
Probo Data Group, Inc.
Project Time & Cost, Inc.
ProjectPro Corporation
Projstream
Safran North America
SM&A
Steelray Software
Tecolote Research, Inc.
The George Washington University School of Business
WPI: Systems and Cost Optimization
À LA CARTE SPONSORSHIPS

TUESDAY, NOVEMBER 13
WELCOME BREAKFAST
- Exclusive Sponsorship $ 2,000

LUNCH
- Exclusive Sponsorship $ 1,600

WEDNESDAY, NOVEMBER 14
LUNCH
- Exclusive Sponsorship $ 1,600

ITEM SPONSORSHIPS
- Workshop Bags $ 3,000
- Lanyards $ 3,000
- Bag Insert $ 500
  Insertion of your brochure, CD or other flat item in the workshop bags. For large or bulky items, contact us for rates.
- Wi-Fi Sponsorship $ 3,000
  Gain valuable exposure for your company, support your fellow attendees and provide a valuable service.
- Mobile App $ 2,500
  Exclusive sponsorship of the Mobile App is a great way to gain exposure at the workshop, support your fellow attendees and provide a valuable service.
Sponsorship Agreement
Exhibit Application and Space Contract

30th Annual Integrated Program Management Workshop
GWU Marvin Center, NW Washington, DC
November 13-14, 2018

General Rules & Regulations:

Booths
Each tabletop booth space will be 6’ x 8” at a cost of $2,500. Each booth will be furnished with a 6’ table and two chairs. A single booth includes registration for one person. Assignment of Booth Space: Highest preference will be given to sponsors and those exhibitors who submit their booth application and payment first. Booth assignments will be made 30-60 days in advance of the workshop.

Use of Space
Exhibitors will not be permitted to sublet or divide space or to display any items for any non-exhibitor. Display boards and other material may not be placed so that they interfere with other exhibits. The conference reserves the right to alter the location of exhibits if deemed advisable in the best interest of the exhibition.

Restrictions:
1. Explosives or combustible materials are not to be displayed. This includes gas, paint, alcohol, turpentine, chemicals, etc.
2. Walls and aisles must be kept clear, clean and free from obstructions to comply with fire regulations.
3. All materials used in the construction of exhibit booths must be fire retardant.

Exhibit Hours
Subject to change

Tuesday, November 13

Exhibit Hours: 7:00am-6:30pm
Set up: 7:00-7:30am
Welcome Breakfast: 7:30-8:45am
Lunch: 12:15-1:15pm
Welcome Reception: 5:15-6:30pm

Wednesday, November 14

Exhibit Hours: 7:00am-2:00pm
Set up: 7:00-7:30am
Breakfast: 7:30-8:30am
Lunch: 12:00-1:00pm
Exhibitor Breakdown: 2:00-2:30pm

Payment Terms
Payment is due with the Contract. Space will not be held without payment. Checks must be made payable to CPM and mailed to 11130 Sunrise Valley Drive, Suite 350, Reston, VA 20191. Payment for exhibit services (electrical telephone, etc.) should be made directly to the hotel or the decorator that CPM contracts. Forms to be supplied.

Cancellation of Space
A full refund will be issued if the booth space contracted for is resold. Otherwise, no refund will be granted.

Reassignment of Space
Exhibit space not occupied by 9:00AM, November 13th may be reassigned by Exhibit Manager to another exhibitor without refund of the rental paid.

Exhibit Area
All exhibits will be located in the Grand Ballroom of the GWU Marvin Center, located at NW Washington, DC.

Cancellation of Workshop
Should the exhibition be cancelled, postponed or abandoned prior to the opening date, the limit of any claims for damages and/or compensation of the exhibitor/sponsor shall be the return of the amount already paid for exhibit space for the cancelled portion of the event.
Exhibitor Contract
30th Annual Integrated Program Management Workshop
GWU Marvin Center, NW Washington, DC
November 13-14, 2018

It is understood that the rules and regulations contained herein, and those on this official application, become a part of the contract between the Exhibitor and CPM. Acceptance of an exhibit/sponsor application and notification of such acceptance constitutes a contract.

Contract Authorizing Signature  Date

Firm Name as it should appear in all materials  Desired name for marketing (if different)

Firm Address

Show Contact  Contact Phone

Contact Email  Contact additional phone (optional)

Item(s) purchased and desired booth number  Total Amount Due

Card Number  Exp. Date

Print Cardholder Name  Cardholder Signature

Payment is due with agreement or within 10 days of submitting contract to reserve space. Make checks payable to “CPM” with memo “IPM2018”

Mail checks with a copy of your contract to:
CPM
Attn: Beatrice Barry
11130 Sunrise Valley Drive, suite 350
Reston, VA 20191

Email your contract with credit card payment to:
Bbarry@mycpm.org

Please also email copies of check payment contracts