



IWBC 2020

DECEMBER 2-3, 2020

ABX | IWBC VIRTUAL EXPERIENCE SPONSORSHIPS

ABX20

IWBC will partner with ABX in 2020, bringing two unique but closely related communities together to offer new products, services and opportunities.



informa
markets

ABX Founder
& Presenter:

BSA

IWBC
Hosted by:

FEA
Forest Economic Advisors



ABX | IWBC Virtual Experience

We're pleased to announce the Northeast's leading education, networking, and business marketplace is **VIRTUAL**.



- ABX | IWBC will transition from in-person to a fully virtual event with new dates of December 2-3.
- We have secured one of the best virtual event platforms on the market today, ensuring you will still experience the same high-quality content you expect from our physical events.
- There will be numerous opportunities for exhibitor-to-attendee networking and engagement through chat, email, scheduled video appointments and/or conference calls.

Why Have a Virtual Presence?



Reach more prospects. Meet and chat with a broader number of high-quality architecture, building and design pros from New England and beyond.



Build Brand Awareness. Disseminate detailed information including brochures, photos, videos, testimonials, and product details.



Showcase your newest products. Through your virtual booth you can announce and demonstrate your newest products, technology and innovations.



Communicate your message. Interact directly with virtual attendees through live chat, webinars, one-to-one meetings, video appointments, conference calls or emails.



Gain valuable leads. You will receive a wealth of information from live and incoming chats, in addition to in-depth statistics on virtual booth visitors.

How It Works

The virtual event and networking platform allows you to search contacts and arrange online meetings throughout the event (December 2-3) and participate in video conference workshops run by industry experts.

Matchmaking & Networking

- Once the platform opens, you will have access to log in and complete your detailed company and personal profile
- Select the times you will be available for meetings
- Select who you would like to meet based on demographic data points

Product Showcase

- Create showcases for your products and services to be viewed by attendees on your company profile page
- Include an external link of a video, PDF download, or landing page
- Tag categories and enable interested attendees to search and connect with you

Company Profile

- Include general company information: website, description, social media links
- Keywords that describe your company and the products and services offered
- Upload additional images and video

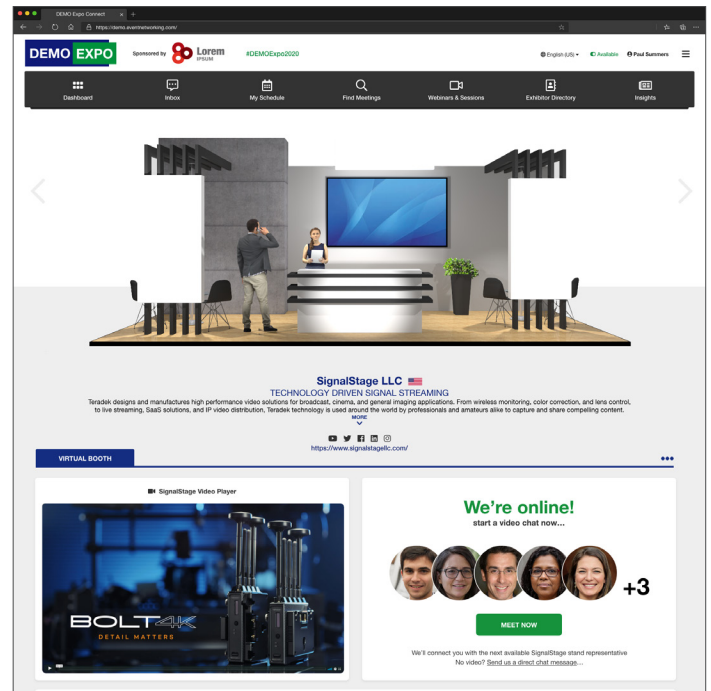


Virtual Booth

Investment: \$1,000

Become an exhibitor at the ABX Virtual Experience, a robust platform that gives exhibitors enhanced opportunities to share product information, build your brand and engage with AEC and design pros.

- Listing on show website
- Company profile on virtual platform including virtual business cards, website, social media links, keywords
- Upload products, information and images
- Upload videos, images, PDFs
- Search attendee base and schedule 1-on-1 or group virtual meetings - 10 total meetings available
- Ability to chat with attendees during show hours
- Drop-in meetings the week of the virtual event
- Concierge service pre-show and week of virtual event
- One complimentary ABX + IWBC All-Access Pass (a \$349 value)



Add More to Your Virtual Booth

Virtual Booth Plus

\$1,500

- All of the above Virtual Booth benefits + 25 additional meetings

Virtual Booth Premium

\$2,000

- All of the above Virtual Booth benefits + 50 additional meetings
- Banner ad in attendee virtual platform dashboard
- Listing at the top/first of all virtual booths

Matchmaking Meeting Invite Packages

Three Options

- \$250 = 10 additional meetings
- \$500 = 25 additional meetings
- \$750 = 50 additional meetings

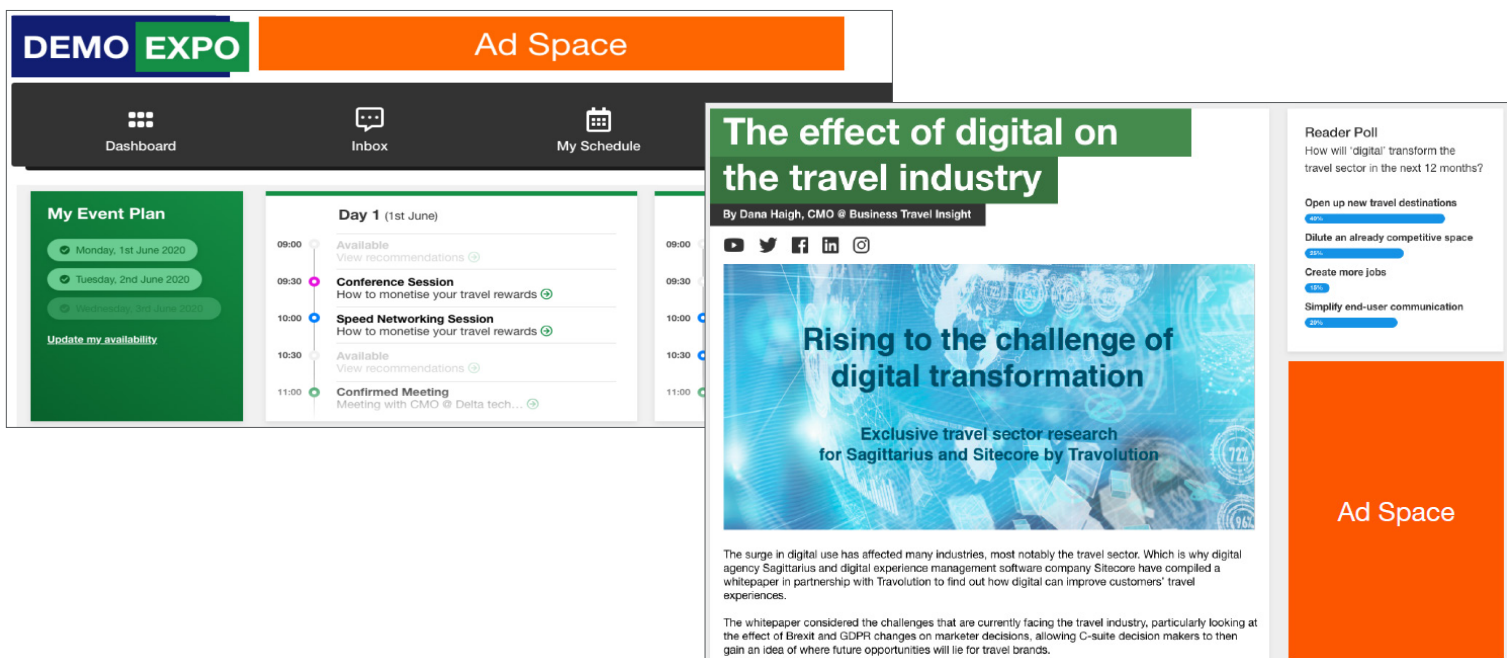
Bonus – More Ways to Stand Out

Virtual Experience Platinum Sponsor

ABX - 1 opportunity - \$25,000

IWBC - 1 opportunity - \$25,000

- Logo and URL link on all show email communications
- Banner ad on landing page of show website
- Banner ad on virtual platform home page
- Dedicated pre-show email
- Ability to upload 3 on-demand webinars that will be featured with event education offerings, and the ability to offer CEUs
- 30-minute podcast interview
- Banner ad on platform in search category of your choice
- Banner ad in virtual platform above video meetings
- Virtual booth + 50 additional schedule meeting appointments
- Logo on all conference walk-in and walk-out slides
- Logo on post-event thank-you emails and surveys
- Personalized engagement report
- Concierge service pre-show and during virtual event

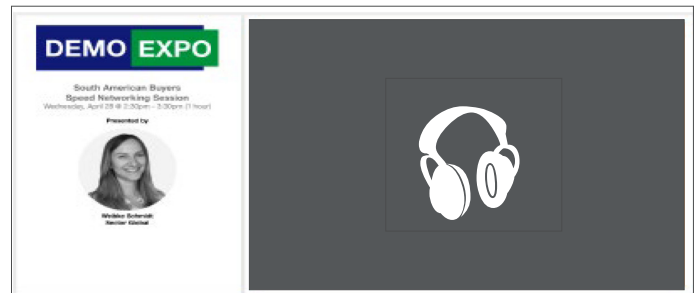


The screenshot displays a virtual experience interface. At the top, there's a 'DEMO EXPO' banner and an 'Ad Space' section. Below this is a navigation bar with 'Dashboard', 'Inbox', and 'My Schedule' options. The main content area is divided into three sections: 'My Event Plan' on the left, a central schedule for 'Day 1 (1st June)' showing various sessions like 'Conference Session' and 'Speed Networking Session', and a large webinar titled 'The effect of digital on the travel industry' on the right. The webinar content includes a title, author 'By Dana Haigh, CMO @ Business Travel Insight', social media links, a video player, and a detailed description of the whitepaper. To the right of the webinar is a 'Reader Poll' section with four questions and progress bars. At the bottom right, there's another 'Ad Space' section.

Keynote Sponsor

Four opportunities - \$10,000 each

- Provide video introduction for Keynote speaker
- Banner ad on top rail during Keynote session
- Ability to upload assets
- Logo and URL link on all marketing campaigns promoting the Keynote
- 10-second promotional video before and after Keynote presentation
- Sponsor logo on keynote walk-in and walk-out slides
- Sponsor logo and recognition in all Keynote session marketing
- Sponsor logo and URL on all Keynote event website pages

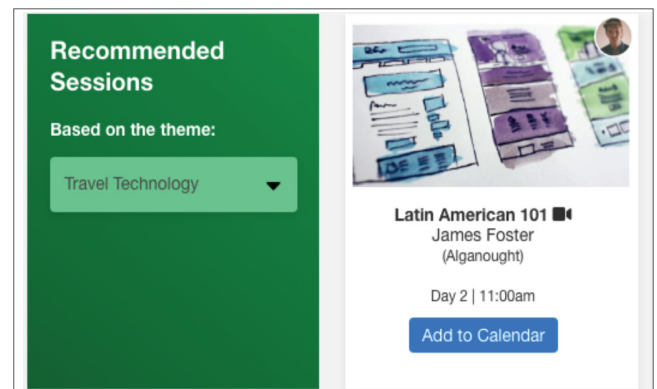


Education Track Sponsor

ABX - 12 opportunities - \$7,500 each

IWBC - 3 opportunities - \$7,500 each

- Ability to provide video introduction for all track speakers
- Banner ad on top rail during all track workshops
- Ability to upload assets for all track workshops
- 10-second promotional video before and after workshops
- Sponsor logo on workshop walk-in and walk-out slides
- Sponsor logo and recognition in all track promotions
- Sponsor logo and URL on track website pages

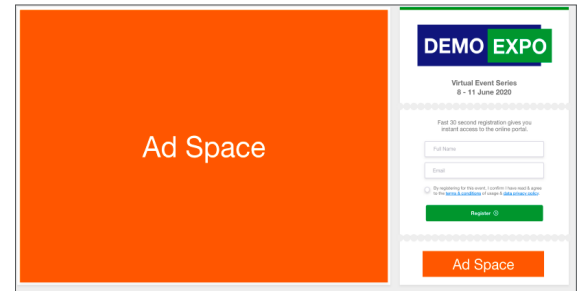


Registration Sponsor

ABX - 1 opportunity - \$3,500

IWBC - 1 opportunity - \$3,500

- Banner ad on registration website
- Banner ad on registration confirmation page
- Logo and URL link on registration confirmation emails
- Banner ad and URL link on all registration-related pages on event website
- Banner ad on virtual platform dashboard page
- Logo and URL link on all registration-related reminder emails

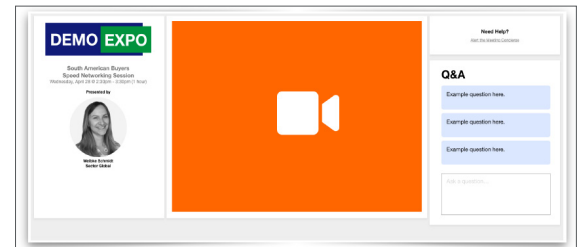


Sponsored Webinar

\$3,000

Position your own session alongside our editorial content for an extremely effective way to generate leads and interest.

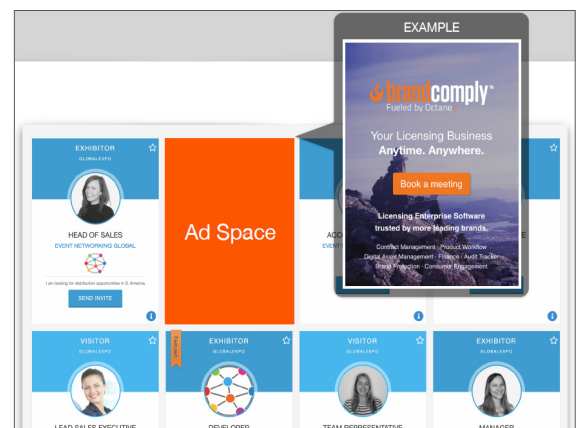
- Feature your own curated content via a 60-minute webinar featured with-in the event platform
- Lead report of attendees who participate in the webinar - live and on-demand
- Sponsor banner ad on top rail of webinar
- Sponsor video to play before and after webinar
- Ability to upload assets associated with the webinar



Category Search Sponsor Ad

\$1,500

- Exclusive banner ad sponsor of the search category of your choice
- Your banner ad will at the top of any matching search category you select



CONTACT YOUR ACCOUNT EXECUTIVE TODAY



Kelly Gutermuth
Sales Manager
kelly.gutermuth@informa.com
972.536.6455



Brian Keefe
Accounts A-O
bkeefe@architects.org
617.391.4029



Nick Judah
Accounts P-Z
nick.judah@informa.com
972.536.6476



Art Schmon
IWBC Managing Director
aschmon@getfea.com
+39 333 339 1655



David Battaglia
IWBC Exhibit Sales Manager
dbattaglia@getfea.com
978.496.6338

