

EXHIBITORS GUIDE

Spring World

ORLANDO, FLORIDA  MARCH 25-28, 2018

BUILDING RESILIENCY WITH PROVEN LEADERSHIP



DISASTER RECOVERY
DRJ
JOURNAL

Conference Dates:

March 25-28, 2018

Exhibit Dates:

March 25-27, 2018

Register Today for the World's Largest Show Dedicated to Business Continuity

The Industry's Most Comprehensive Exhibit Hall

DRJ has a longstanding reputation of providing relevant, high-quality content along with an exhibit floor that includes representation from both established and new players in the industry. DRJ is the largest and most comprehensive product exhibition that provides buyers with a first-hand look at technological advances to harness the power of the converged network. Every year disaster recovery and business continuity professionals come to DRJ to meet face-to-face with the top-tier vendors, learn about current and emerging technologies and evaluate the full spectrum of products and solutions available today – all so they can make smart purchasing and deployment decisions for their organizations.

DRJ Attracts High-Quality Buyers

Creating a connection between your company and prospective buyers can be a difficult endeavor. DRJ provides a platform for you to reach and engage with high-level, high-quality business technology/service buyers – giving you the opportunity to meet face-to-face with a broad reach of senior level management and educate them about your company and services.

DRJ draws its audience through an intensive, comprehensive attendee marketing program. This program attracts qualified professionals from the industry's largest companies who are looking for suppliers to provide solutions to their technology challenges – solutions *you* can provide.

Sponsorship Opportunities and Marketing Programs

We understand your budget is tight and you must justify every expenditure and quantify the return you expect on your investment. DRJ shows maximize the return on your investment of time, money, and energy. Below is a sample of the many sponsorship opportunities available to you. See the enclosed insert for more details about:

Gold sponsorship, silver sponsorship, bronze sponsorship, full conference sponsorships, lunch and breakfast sponsorships, coffee/snack break sponsorship, mock disaster sponsorship and the cyber city sponsorship. For more information on any of these, please see the attached flyer or contact our office at (636) 282-5800.

Industry Leaders Utilize DRJ as a Key Part of Their Marketing Plan



For a complete list of past exhibitors or sponsors, please visit:
www.drj.com/events/spring-world-2017/sponsors.html

Venue Information

The Coronado Springs Resort has 1,967 rooms arranged around a 15-acre lake in three distinctly themed villages: The Ranchos, Cabanas, and Casitas. A block of rooms has been reserved at the Disney Coronado Springs Resort. Once the block is filled, reservations will be made on a space available basis, with the rate subject to change at the discretion of the hotel. There is a special group rate of \$184 per night, just mention the conference. A \$15 fee will be charged for each additional occupant over 18 years of age. Attendees are responsible for making their own hotel reservations. Call (407) 939-4686.

Car rental: Advantage Rent-A-Car is DRJ's official rental car service. For reservations, call (800) 777-5500 and mention CD040C7C88 to get an additional discount.

Shuttle service to and from Orlando International Airport (MCO) can be arranged through Disney's Magical Express! This exclusive complimentary shuttle and luggage delivery service conveniently takes you from the airport directly to your hotel. Once you have a confirmed room reservation, call (407) 827-6777 to book your Disney's Magical Express reservation. To ensure seamless service, please make your Disney's Magical Express reservation at least 30 days in advance of your arrival.

Disney Coronado Springs Resort
1000 W. Buena Vista Drive
Lake Buena Vista, FL 32830
(407) 939-4686



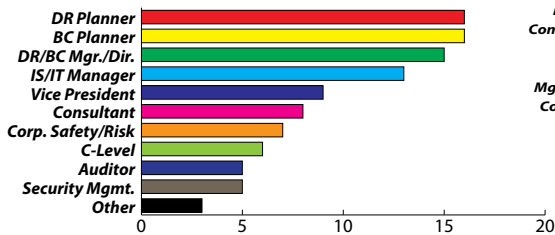
Call Today To Reserve Your Space For DRJ Spring World 2018

*Space is limited and most shows do sell out!

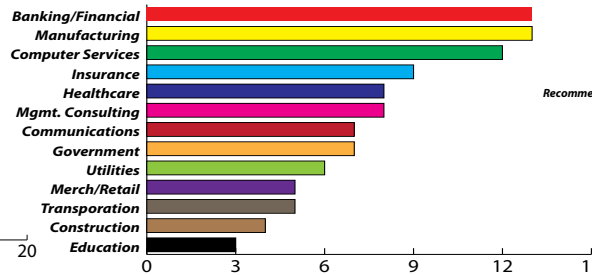


- DRJ Attendee Demographics -

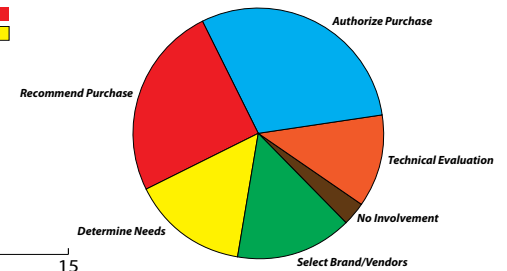
Attendee Job Titles



Industries Covered



Attendee Purchasing Power



Exhibitor Benefits

Position Your Organization as an Industry Leader

Exhibiting at DRJ shows will maximize your exposure and position your organization as an industry leader. The exhibits represent an invaluable opportunity to network and conduct business with business continuity and disaster recovery professionals.

- ◆ Present your business message to prequalified BC/DR directors and executives in virtually every market.
- ◆ Add hundreds of BC/DR professionals to your contact base
- ◆ Announce your latest developments to an information hungry audience

Take Advantage of Our Exhibitor Benefits

The following benefits have been designed to offer you additional ways to maximize your presence on the show floor and to target a larger audience outside the show:

Exhibit Benefits

The following items are included in the cost of your exhibit space:

- ◆ Pipe and drape
- ◆ Company identification sign
- ◆ Aisle carpet nightly vacuuming
- ◆ Hall security in the evenings

Benefits for Your Staff

- ◆ Complimentary conference program passes
- ◆ Additional booth personnel conference passes available for only \$675
- ◆ Passes providing free admission to the exhibition for customers, prospects, and staff

Marketing/Advertising Exposure

- ◆ A company profile in the official program guide,
- ◆ Complimentary access to the attendee direct mail database
- ◆ Optional access to the pre-registered attendees contact list
- ◆ Optional piece of marketing collateral dropped in all attendee bags
- ◆ Access to premier sponsorship opportunities to position your organization as an industry leader

Booth Fees

10'x10' Regular Booth	\$2,495
10'x10' Corner Booth	\$2,595
10'x10' Regular Booth (Discounted)	\$2,395
10'x10' Corner Booth (Discounted)	\$2,495

*Discounted Booths - Vendors that participate in both of our annual trade shows.

Fees Include:

- ◆ Unlimited booth personnel
- ◆ A 10' wide x 10' deep exhibit area - piped, draped and carpeted
- ◆ 125-word description in the conference book
- ◆ Full post-show attendees list
- ◆ Additional full conference passes available for \$675 a person
- ◆ Listing/logo on our website, conference book, and mobile app
- ◆ Full exhibit hall security

Exhibit Hall Hours:

Sunday, March 25, 2018

8:00 am - 4:00 pm
5:00 pm - 7:00 pm

Setup
Welcome Reception

Monday, March 26, 2018

11:00 am - 5:00 pm
12:30 pm - 1:30 pm
5:30 pm - 6:30 pm

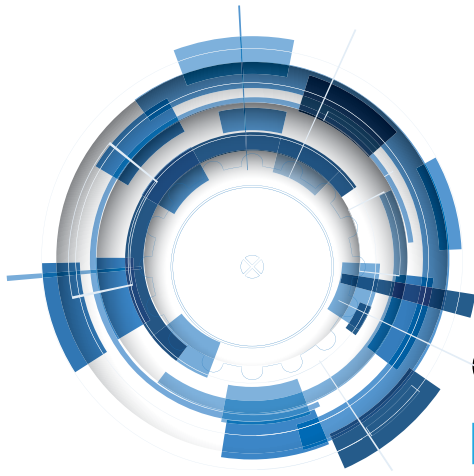
Exhibit Hall Open
Product Demos *
Product Demos *

Tuesday, March 27, 2018

11:00 am - 3:00 pm
12:30 pm - 1:30 pm
3:30 pm - 10:00 pm

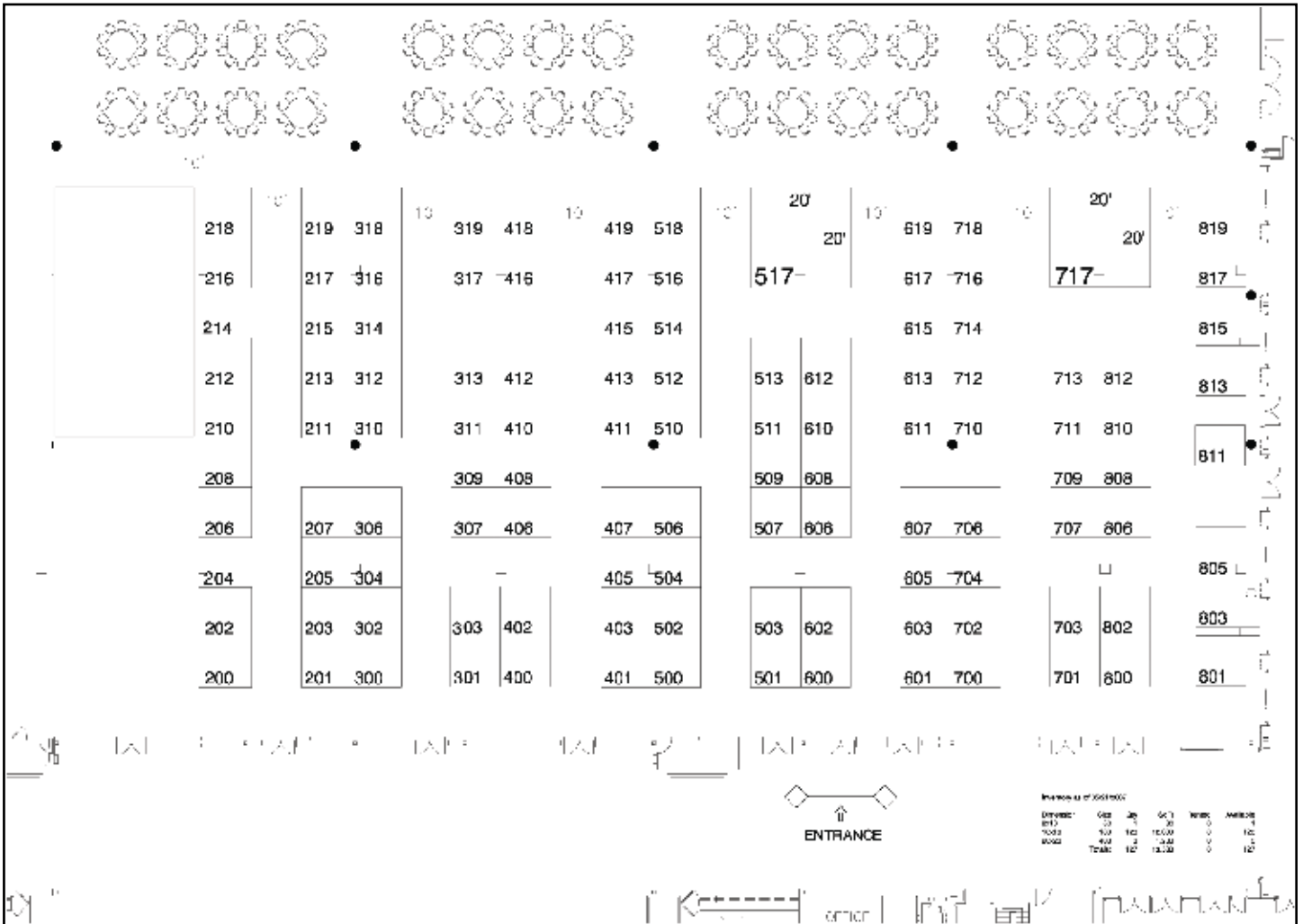
Exhibit Hall Open
Product Demos
Tear-Down

*Product demos are to be conducted only during the allotted times and special arrangements must be made through the hotel to reserve a product demo room. Contact our offices for details.



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DON'T MISS THE OPPORTUNITY TO EXHIBIT AT THE WORLD'S LARGEST CONFERENCES DEDICATED TO BUSINESS CONTINUITY