

COMMON NAViGATE Toronto 2024

Exhibitor Service Information

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August 2024

Dear Exhibitor,

We are pleased to provide you with the Exhibitor Service Manual for NAViGATE Toronto 2024 in beautiful Toronto, Canada! Thank you again for choosing to exhibit and participate in our Expo. Your support has helped us grow our conference year after year and contributes directly to its success. The buzz and excitement is building once again as we look forward to having the best 'i' attendees, speakers, and exhibitors come together and share their knowledge with others in the COMMON community!

Please read through this service manual carefully to get all the important information you'll need to exhibit, including deadlines for early bird rates, shipping, contact information, etc.

In addition to exhibiting, there are always new sponsorship opportunities available to enhance your presence throughout the conference, including the opportunity to present educational sessions on your products to attendees as part of the curriculum. Take a look at the 2024 Prospectus and let us know if you have any questions or are interested in becoming a sponsor.

Should you have any questions, please feel free to contact me.

Warm Regards,

Wynn Burke
COMMON
Conference & Expo Manager
312.279.0248
wburke@common.org

EXHIBITOR FACT SHEET

The following information is provided for use in planning your participation at the
COMMON NAViGATE Toronto 2024

COMMON - A Users Group
332 South Michigan Avenue
Unit LL – C12
Chicago, IL 60604
Phone: 800.777.6734
Phone: 312.279.0248
E-Mail: wburke@common.org

Westin Harbour Castle Toronto
1 Harbour Square
Toronto, ON M5J 1A6, Canada
Phone: 416-869-1600

Exhibit Specifics:

Each display will receive the following:

- (1) 6' x 30" skirted table
- (1) 120 Volt Single Phase Outlet up to 5 AMPS (additional power can be ordered through the Westin)
- Complimentary listing in the NAViGATE Toronto 2024 Conference Guide
- (2) exhibit-only badges (to purchase conference registration(s), please see Registration section)
- (2) side chairs are available from Westin, but not required
- Complimentary wireless internet access is available in all sleeping rooms at the Westin. COMMON will also provide exhibitors and attendees complimentary wireless internet access inside the exposition area. For product demo, it is suggested exhibitors purchase wired access, as wireless speed can vary based on the number of users.

Rules and Regulations:

Exhibitors should read and be familiar with the rules and regulations noted on the back of their Exhibit Space Application form in addition to the COMMON Code of Ethics. It is the exhibitor's responsibility to ensure their personnel and agents are familiar with these rules.

Exhibitor Set-Up and Dismantle:

Exhibitor installation of tabletop booths:

- Sunday, November 3rd 12:00 PM - 4:00 PM
- Monday, November 4th: 8:00 AM - 11:30 AM

Exhibitor dismantling of tabletop booths:

- Tuesday, November 5th: 2:15 PM - 4:30 PM

Registration:

Included with this Exhibitor Service Manual is a link to register your exhibit personnel. Each exhibiting company receives (2) exhibitor badges. **Because of the limited space and exposition format, additional exhibitor badges will not be available.**

To register booth staff, take the following steps:

1. Click here: [Exhibitor Registration](#)
2. Sign in button is upper right corner.
3. Click the next link found on the bottom the right side of the page
4. Select the number of badges you require, 2 per each booth are included. Additional badges can be added below for \$300 each.
5. Click next on lower right corner.
6. Add your attendees, make sure you complete all the required fields.
7. Click next on lower right corner.
8. If you purchased additional badges a payment screen will come up, if not a submit button will be on lower right corner.
9. A confirmation page will come up and you will receive an email.
10. Exit

Exhibitor Registration Hours:

Sunday, November 3rd: 11:00 AM – 4:00 PM
Monday, November 4th: 8:00 AM – 6:30 PM
Tuesday, November 5th: 7:00 AM – 2:00 PM

Housing:

Escape to our Toronto waterfront hotel, offering the perfect balance of premium amenities and a prime location. Located in downtown Toronto, in the heart of the revitalized waterfront district, The Westin Harbour Castle offers direct access to many of Toronto's most noteworthy sites and attractions, including Rogers Centre, Scotiabank Arena, CN Tower and Exhibition Place. Find your balance in our WestinWORKOUT Fitness Studio, which offers yoga classes and a running concierge, then refuel in our hotel's dining destinations.

<https://book.passkey.com/event/50851782/owner/14756890/home>

*The deadline for Housing Reservations to receive the COMMON rate is **October 10, 2024.***

CONFERENCE AGENDA

(Agenda subject to change)

Sunday, November 3

12:00 PM – 4:00 PM - Expo Move-In

Monday, November 4

- 8:00 AM – 11:30 AM - Expo Move-In
- 8:00 AM - 8:20 AM - Continental Breakfast
- 8:20 AM – 8:45 AM – Opening Session
- 9:00 AM – 12:30 PM – Sessions*
- 12:30 PM – 2:30 PM – Expo with Lunch
- 2:30 PM – 6:00 PM – Sessions*
- 6:00 PM – 8:00 PM – Reception in Expo

Tuesday, November 5

- 8:30 AM – 12:00 PM – Sessions*
- 12:00 PM – 2:00 PM – Expo with Lunch
- 2:00 PM – 4:30 PM - Expo Move-Out
- 2:00 PM – 5:30 PM – Sessions*
- 5:30 PM - Free evening to enjoy the Fort Myers area

Wednesday, November 6

- 8:30 AM – 12:00 PM – Sessions*

All times listed above are in Eastern Time (GMT -04:00)

All exposition activities will take place in the Metropolitan East Ballroom.

CRITICAL DEADLINES

The following critical deadline dates represent important due dates or the final day that orders must be received with payment to be eligible for discounted rates by the vendors indicated.

<u>Deadline Date</u>	<u>Action Item</u>	<u>Done</u>
Friday, Oct 4	100 Word Company Description <small>Log in to your ExpoCad account and update. If you did not receive a log in link , please let us know.</small>	_____
Friday, Oct 11	Lead Retrieval Order Form –Deadline	_____
Thursday, Oct 31	Exhibitor Guest Pass Registration Form Due	_____
Wednesday Oct 10	Hotel Reservation – Deadline https://book.passkey.com/event/50851782/owner/14756890/home	_____
Wednesday, Oct 10	Hotel Internet/Electrical Order Form Due	_____
Monday, October 28	First day hotel will receive freight	_____

IMPORTANT CONTACT INFORMATION

Quick Reference Guide

Please use this quick reference guide to identify the proper contacts who will answer your questions regarding exhibitor participation.

DISPLAY RULES, GENERAL INFORMATION & EXHIBIT SPACE ASSIGNMENTS

Wynn Burke – Conference & Expo Manager
wburke@common.org

Phone: 312.279.0248

EXHIBITOR REGISTRATION/HOUSING VERIFICATION

Fred Pritchard
fpritchard@common.org

Phone: 312.279.0215

HOTEL RESERVATIONS

Westin Harbour Castle Toronto
<https://book.passkey.com/event/50851782/owner/14756890/home>

WESTIN HARBOUR CASTLE TORONTO

Laveera Dsouza
Events Manager
laveera.dsouza@westin.com

Phone: 239.390.4264

ELECTRICITY SERVICES

Marc Smith
Sales Manager
marc.smith@encoreglobal.com

Phone: 416.361.7466

A/V

Marc Smith
Sales Manager
marc.smith@encoreglobal.com

Phone: 416.200.3476

LEAD RETRIEVAL

Trade Show Leads
Tom Schleisman – Account Executive
tom@tsleads.net

Phone: 515.370.0871

RULES & REGULATIONS

Display Information

Tabletops should consist of very simple displays. Elaborate demonstrations will not be permitted. Appropriate order forms for all available services are included in this Service Manual. Valuable equipment such as laptops should be removed from the tabletop area when the displays are not open.

Tabletop Rules & Regulations

These rules and regulations, and all text in the Exhibitor Application, are to be construed as part of all tabletop contracts. COMMON reserves the right to interpret them as well as make final decisions on all points which the rules and regulations do not cover.

Space and Equipment

The space will include:

- (1) 6' x 30" skirted table
- (1) 120 Volt Single Phase Outlet up to 5 AMPS (additional power can be ordered from the Westin Harbour Castle Toronto)
- Complimentary listing in the COMMON NAVIGATE Toronto 2024 Conference & Expo Guide
- (2) exhibit-only badges (to purchase conference registration(s), please see registration section)
- (2) side chairs are available from the Westin Harbour Castle Toronto, but not required
- Complimentary wireless internet access is available in all sleeping rooms at the Westin Harbour Castle Toronto. COMMON will also provide exhibitors with complimentary wireless internet access inside the exposition area.

Default of Occupancy

- If by 10:00 AM on Monday, November 4, 2024, an exhibitor fails to register and occupy contracted display space but has not canceled in writing to COMMON, COMMON shall have the right to use said space to suit its own convenience, including selling the space to another exhibitor without any rebate or allowance to the defaulting exhibitor.
- If display materials have been delivered to the table but have not been assembled, COMMON reserves the right to remove the material and place it in storage at the exhibitor's expense.
- COMMON assumes no responsibility for having included the name of the defaulting exhibitor or descriptions of that exhibitor's products in the show brochures, news releases, or other materials.

Exhibitors will abide by all other provisions of said rules and regulations and with fire regulations and all other regulations of governmental agencies and the Westin Harbour Castle Toronto.

Objectionable Materials and Activities

COMMON reserves the right to require modification of any tabletop it deems questionable or inappropriate for any reason.

Admission

COMMON will have sole control over admission of all persons. All persons visiting the tabletops will be admitted according to the rules and regulations of the conference as issued or amended by the authorized representative of COMMON.

Tabletop Configuration

- Display material may be placed up to a height of 8' from the hotel floor. Any signs or banners must be affixed to the tabletop; however, no nails, screws or other damaging device may be used in this process.

- Free standing floor displays located behind the table are permitted provided they do not exceed over 8' in height.
- COMMON reserves the right to restrict the use of distracting lighting.
- COMMON reserves the right to restrict the use of demonstration equipment that produces a noise level objectionable to COMMON, attendees or neighboring exhibitors.
- The use of minimal audio-visual equipment will be permitted, subject to the approval of COMMON.

Tabletop Displays and Conduct

- Tabletops should consist of very simple displays.
- Elaborate demonstrations will not be permitted.
- Displays should be directly related to the products and services provided by the exhibitor in the regular course of business.
- Tabletop personnel must be limited to employees of the exhibitor or its affiliates.
- Give-a-ways are permitted only if they are available to all attendees.
- Distribution of any food item must be coordinated through the Westin Harbour Castle Toronto.
- Sales are not to be made nor orders placed at any of the exhibit facilities.
- Exhibitors must confine their activities to the space for which they have contracted and may not distribute samples or souvenirs except from their tabletop.
- The exhibitor shall be responsible for the safety of all individuals participating in or viewing their display.
- Exhibitors will not be permitted to behave in a manner that is, in the sole discretion of COMMON, objectionable. Any questions of propriety should be cleared in writing with COMMON.

Return Shipping Note COMMON cannot make arrangements for return shipping for any vendor. Any return shipments must be completely labeled and prepaid before turning them in to the hotel.

Installation of Displays: All displays are to be installed on Sunday, November 3, 2024, from 12:00 PM – 4:00 PM or on Monday, November 4, 2024, between 7:00 AM and 11:30 AM.

Dismantling of Displays: All displays are to be dismantled between 2:15 PM - 4:30 PM on Tuesday, November 5, 2024.

Registration: The Vendor's representative should go to the COMMON registration area in the Regency Coat Room on the 2nd Floor of the hotel to pick-up their conference name badges and information.

Staffing: Vendors are permitted two staff people for their tabletop. Exhibitor representatives are not allowed admission to conference sessions.

Payment and Cancellation: Exhibitors with unpaid balances will not be permitted to move into their display space at the NAViGATE 2024.

Vendors may cancel this agreement by written notice to COMMON sent via email to wburke@common.org. Cancellations prior to June 8, 2024, will be subject to a \$200.00 cancellation fee. No refunds will be made on cancellations after Thursday, June 8, 2024.

Use of Space: No vendor shall permit any other corporation / firm or its representatives to use the space allotted to them, nor shall they display articles not manufactured or sold normally by them.

Limitation of Liability: The vendor shall indemnify COMMON and the Westin Harbour Castle Toronto against all claims, demands, actions, expenses, damages penalties or proceedings arising out of or in

any way connected with the exhibitor's occupancy and use of the exhibition premises or any part thereof. Vendors will be required to meet the cost of making good any damage to floors, walls, structures and accessories.

Security and Insurance: During tabletop exhibit hours, the organizers will take reasonable care to ensure security in the exhibition area. Outside of the exhibit hours, materials and equipment may be left in the expo area and the area will be secured.

COMMON will not be liable for damage or loss to exhibitor's property, nor shall COMMON be liable for any injury that may occur in the exhibition area. Vendors should make their own insurance and material storage arrangements.

It is recommended that all laptops, giveaways of value, etc. be removed at the end of each show day.

Protection of Display Area: Nothing shall be posted on or tacked, nailed, screwed, or otherwise attached to columns, walls floors, or other parts of the hotel, conference or exhibit area without permission from the proper building authority and COMMON.

Distribution of Printed Matter, Etc.: Vendors shall not distribute to conference attendees printed matter, samples, souvenirs and the like, except from within rented spaces. Special distribution of such matter with conference materials may be arranged through COMMON.

Amendments: The organizers shall have sole authority to interpret and enforce all rules and regulations contained herein, and to make any amendments thereto and to make such further rules and regulations as shall be necessary for the orderly conduct of the Tabletop Displays.

COMMON Code of Ethics

OBJECTIVE

This Code of Ethics for COMMON has been adopted to promote and maintain fair dealing and reasonable conduct at all COMMON events. Adherence to the Code is required for membership in COMMON or participation in any COMMON events and any violation of the Code may be punishable in accordance with COMMON's disciplinary policies and procedures. From time to time, the COMMON Board of Directors shall review this Code of Ethics to ensure that it is consistent with commonly recognized and accepted principles of fair conduct.

In recognition of the special relationship between COMMON and IBM and the membership's need for information about IBM products and services, the Board of Directors may determine from time to time that displays and promotional sessions regarding such products and services are not a violation of COMMON's rules and regulations.

RESPONSIBILITY

The Judicial Affairs Council may interpret COMMON's Code of Ethics, however, the COMMON Board of Directors has final interpretation. The Board of Directors or their designee may make any exceptions to the Code of Ethics.

STATEMENT OF PRINCIPLES

- 1) At all COMMON events, the bylaws, codes, rules, regulations and policies of COMMON shall be strictly observed and enforced.
- 2) COMMON members, and participants in COMMON events, shall promote and encourage the highest level of ethics within the industry.
- 3) COMMON members, and participants in COMMON events, shall support efforts to improve the industry's products and to encourage the research and development of new products.
- 4) All sessions presented at a COMMON event are open to the press for reporting purposes unless the presenter designates otherwise. COMMON members and participants in COMMON events shall refrain from any activity that would violate the intellectual property rights of COMMON or any other organization or person.
- 5) Prices may not be published or discussed at any regularly scheduled COMMON meeting (e.g., session, Power Down or BOF) subject to the provisions of the COMMON Conference Offerings Policy.
- 6) Exceptions to the Conference Offerings Policy must be approved in advance by the COMMON Board of Directors.
- 7) Use of COMMON events for the purpose of soliciting business is strictly prohibited other than provided by the COMMON Conference Offerings Policy or other policies.
- 8) Sponsored exhibitions and demonstrations must adhere to the Conference Offerings Policy.
- 9) The use of COMMON events or publications for purposes of soliciting employment or employees is strictly prohibited.

SECURITY TIPS

When you travel or exhibit at a conference the odds are you will have a safe and incident-free trip but sometimes incidents can happen. Reviewing the tips below and just plain old common sense can help you minimize the chances of an incident from the time the exhibit is prepared for shipment, until the moment the exhibit is dismantled, shipped, and received back at your facility.

It is the responsibility of each exhibiting company to provide adequate insurance coverage. The Westin Harbour Castle Toronto and their agents are not responsible or liable for any losses or theft incurred at NAViGATE Toronto 2024.

In addition to adequate insurance coverage, following are some recommended security precautions:

- Ship with a qualified carrier or freight forwarder. Be sure to furnish your shipping company with a complete and accurate bill of lading.
- Do not indicate the contents on the shipping container.
- On-site personnel should have copies of all shipping information to verify the piece counts upon arrival.
- Report any lost or damaged materials during the show to the in-house Security Office and Show Management immediately.
- Irreplaceable articles and small, easily carried items should be removed from the Exhibit Hall at night. (Individual booth security can also be ordered)
- Do not leave personal items such as handbags, wallets, briefcases, laptop computers or cellular phones exposed or unguarded in the booth at any time during the show.
- Company personnel should be scheduled so that at least one person is in the booth during move-in, move-out and during official show hours.
- At the close of the show, do not leave your exhibit unattended.
- Confirm that the piece count on the bill of lading equals the number of pieces that you are shipping.

Please remember, you are responsible for your company's exhibit materials and all products. With proper planning and attention to detail, you can insure your company's successful participation in the show.

CONFERENCE HOUSING

Hotel reservations are the responsibility of the conference participant, so please make your hotel reservations now to ensure room availability and discounted rates at the Westin Harbour Castle Toronto and remember to say you are part of the “COMMON” conference.

The price for a standard room single or double is \$169.00 per night, and complimentary standard guest room internet in all COMMON occupied rooms.

Westin Harbour Castle Toronto

4201 Atlantic Ave
Toronto, ON, CA
Phone: 416-869-1600

Go to <https://book.passkey.com/event/50851782/owner/14756890/home> to make your reservations online.

Hotel reservation deadline is October 20, 2024!

EXHIBITOR REGISTRATION & HOUSING INFORMATION

All exhibiting companies receive (2) two exhibitor badges per display. All badges must be picked up on-site at the COMMON Registration desk located at the Westin Harbour Castle. **BADGES MAY BE PICKED UP BY THE INDIVIDUAL ONLY. PROPER PERSONAL IDENTIFICATION AND A BUSINESS CARD WITH THE COMPANY LOGO IS REQUIRED TO PICK UP A BADGE.**

Please note that a minimum of two exhibiting personnel (minimum of two nights each) from each company must stay in the COMMON housing block or your company will be charged \$400 per exhibiting person who chooses to stay in a non-conference hotel. This information will be verified using the Room Acknowledgment Code.

Please include your guest room confirmation number(s) for housing verification.
Exhibitor Badges

Registration and Badges:

1. Sign in at <https://member.common.org/atlas/events/powerup2024%20expo-244/register>
2. Sign in button is upper right corner.
3. Click the next link found on the bottom the right side of the page
4. Select the number of badges you require, 3 per each 10x10 booth are included. Additional badges can be added below for \$300 each.
5. Click next on lower right corner.
6. Add your attendees, make sure you complete all the required fields.
7. Click next on lower right corner.
8. If you purchased additional badges a payment screen will come up, if not a submit button will be on lower right corner.
9. A confirmation page will come up and you will receive an email.
10. Exit

Exhibitor Registration – Full Conference

COMMON Members

- Individual Registration - Early Bird Rate: \$995 (before September 1, 2024)
- Individual Registration - Standard Rate: \$1,095 (after September 1, 2024)
- Single Day Registration - \$395

Non-members

- Individual Registration - Early Bird Rate: \$1,295
- Individual Registration - Standard Rate: \$1,395
- Single Day Registration - \$495

In-Person Attendees: The above pricing is based on staying in the conference hotel – [Westin Harbour Castle Toronto](#). **Pricing is \$400 additional for attendees not staying in the conference hotel.**

Special Group Registration pricing is available for member companies who attend with four or more employees from the same company.

Note: If you do not require a hotel room, please contact us before continuing with registration at 800-777-6734 or at COMMON@common.org.

COMMON NAViGATE 2024
Westin Harbour Castle , Toronto, Virginia
November 4 – 6, 2024

EXHIBITOR GUEST PASS
EXPO REGISTRATION FORM

A badge is required for admission into the Expo. To obtain your badge, please complete the information below and submit this form by **October 31, 2024**.

After October 31, 2024, please bring this completed form to COMMON's Registration desk on the coinciding day you plan to attend. A separate form is required for each guest.

First Name: _____ **Last Name:** _____

Title: _____

Your Company Name: _____

Address 1 _____ **Address 2:** _____

City: _____ **State:** _____ **Zip/Postal Code:** _____

Inviting Company: _____

Phone Number: _____ **Fax Number:** _____

E-mail Address: _____

Does your company utilize System i/iSeries/AS400 or i5/OS related technologies?

YES ☐ **NO** ☐

NOTE: If you are already registered for the full conference, completing this form is not necessary.

Day Attending (Choose One):

☐ **Monday (November 4: 12:00pm – 2:00pm, 6:00pm – 8:00pm)**

☐ **Tuesday (November 5: 12:00pm – 2:00pm)**

EXPO HOURS	
<u>Monday</u>	<u>Tuesday</u>
12:00pm – 2:00pm –Expo	12:00pm – 2:00pm –Expo
12:00pm – 1:00pm – Lunch in Expo	12:00pm – 1:00pm – Lunch in Expo
6:00pm – 8:00pm – Welcome Reception in Expo	

e-mail registration@common.org
by September 12, 2024

Company Descriptions


As an exhibitor at the COMMON NAViGATE Toronto 2024 in Toronto, your company's information and description is included in the printed Conference & Exposition Guide, which is distributed to each attendee at the conference. You will receive an invite from noreply@expocad.com to set up your user name and password to set up or edit your description, categories and online booth. Disregard the short description field, just use the description field.



<https://common.expocad.com/Account/Login>

and enter your company information EXACTLY as you want it to appear in the Conference & Exposition Guide. All fields are required and your company's description is limited to approximately **100 words (700 characters)**.

Deadline: October 4, 2024


CheckT Business Centre is conveniently situated in the Lower Lobby of the Westin Hotel, and we are pleased to offer the following services:

Package Receipt and Shipping: Detailed handling and storage fees can be found here [Handling & Storage fees](#) 

- For streamlined logistics, please share the Group information for both inbound and outbound packages, along with the corresponding tracking numbers, via email. To ensure your packages are directed properly please use a Check T shipping label and follow below instructions. Please use the attached: red label for Show Manager shipments and blue for Exhibitors.
 - [Exhibitors label](#) 
- 1. Advanced notice must be provided prior to shipping items by emailing: westin@checkt.ca 

Ship items to:

Check T Business Centre - Westin Harbour Castle
Show/Event Name
Exhibitor name & Booth # or Show Manager
1 Harbour Square
Toronto, Ontario
M5J 1A6

2. Please email the Business Centre with your tracking number upon shipping.
3. Parcels can be picked up during business hours 8:30 am. to 4:30 pm weekdays.
4. Please note there are dock size limitation. Please connect with us prior to shipping items larger then 2 x 3 ft. All deliveries to docks must be pre-booked.
5. If delivery to a room or off-peak hours deliveries – weekends or after 5 pm are required, please via email request to : westin@checkt.ca 

LEAD RETRIEVAL ORDER FORM

 Submit order to: orders@tsleads.net

November 4-6, 2024

Company				Booth Number		Contact			
Zip	Phone			Email					
Email Address for Leads:									
Equipment					By October 11, 2024	After October 11	Qty	Price	SubTtl
BEST VALUE-3 APP BUNDLE WITH CUSTOM FOLLOW-UPS Get 3 TS Leads Mobile App activations plus customized follow-ups. for use with Exhibitors own iPhone®, iPod touch® (Version 8.1 or higher), iPad®, or Android™ phone (Operating System 6 or higher) Package includes: TSL mobile lead retrieval app downloaded from the app store, event set-up through unique access code for three devices, custom follow ups, and leads available via online portal.					\$499.00	\$549.00			
TS Leads Mobile App- for use with Exhibitors own iPhone®, iPod touch® (Version 8.1 or higher), iPad®, or Android™ phone (Operating System 6.0 or higher) Package includes: TSL mobile lead retrieval app downloaded from the app store, event set-up through unique access code and leads available via online portal .					\$275.00	\$325.00			
Additional TS Leads Mobile App license for multiple Devices.					\$175.00	\$225.00			
App Customization -Complete setup of your custom qualifiers, questions, and surveys. Please provide details when submitting order.					\$75.00	\$95.00			
Developer's Kit Includes API configuration or post show data merge.					\$400.00	\$400.00			
						TOTAL			

[**CLICK HERE TO ORDER ONLINE**](#)

Make Checks Payable to: Trade Show Leads,
16461 S. 176th Lane, Goodyear, AZ 85338.
Advance Orders must be accompanied by
payment in full. Thank you for your order. If you
have any questions please contact us at
515.370.0871.

Payment Information

If Paying by Credit Card, Please complete the Cardholder Information:

CardNumber: _____

ExpirationDate: _____

Code on Card: _____

Name on the Card: _____

BillingAddress: _____

Signature: _____

Data connection required for mobile app installation and attendance updates. TSL will not be held responsible for poor/inadequate data coverage in convention hall. It is the customer's responsibility to seek and provide data connection whether it be inside or outside the convention building. Liability for damage of any cause whatsoever will be limited to the total price of goods and services provided by TSL.

Agreement of Above Terms:
X

TS Leads Mobile App



TS Leads Mobile App is a powerful lead retrieval technology for exhibitors to capture sales leads using an iPhone®, iPod touch® (Version 8.0 or higher), iPad®, or Android™ phone (Operating System 6.0 or higher). Exhibitors can use their own mobile device. App downloaded from the app store. Event set-up through a unique access code and leads gathered by scanning barcode or entering Attendee ID Number on the badge. TS Leads Mobile App makes lead retrieval easier to use...even fun. With features such as notes, surveys and qualifiers exhibitors can capture, qualify and manage trade show leads anywhere and anytime. Leads updated in real time and accessed via cloud portal.

ORDER EARLY FOR BEST PRICING DISCOUNT
DEADLINE IS OCTOBER 11, 2024



CUSTOM LEAD QUALIFIERS

<p>All exhibitors receive the following Standard Follow-Ups at no cost.</p>	<p>Fill out this form if you would like Custom Follow-Ups specific to your business.</p>
<p> PRODUCT 1 PRODUCT 2 PRODUCT 3 PRODUCT 4 READY TO BUY BUY IN 3-6 MONTHS BUY IN 6-12 MONTHS HOT LEAD DECISION MAKER SEND SAMPLES SEND LITERATURE ADD TO MAILING LIST VALUE ADDED RESELLER END USER CURRENT CUSTOMER MANUFACTURER DISTRIBUTER INQUIRY ONLY WANTS PRESENTATION SEND PRICING </p>	<p> Company Name: _____ Booth Number: _____ Show Name: _____ Please type or print legibly, maximum 35 characters per line 1. _____ 2. _____ 3. _____ 4. _____ 5. _____ 6. _____ 7. _____ 8. _____ 9. _____ 10. _____ 11. _____ 12. _____ 13. _____ 14. _____ 15. _____ 16. _____ 17. _____ 18. _____ 19. _____ 20. _____ </p>

Please contact us at 515.370.0871 if you have any questions regarding our products and services.