

GLOBAL FORCE SYMPOSIUM & EXPOSITION

A Professional Development Forum

MISSION: DEFEAT ENEMY
SPOTREP
ALPHA: BLUE COMMAND
BRAVO: SALUTE, LOADING...
CHARLIE: OBSERVATION, STAND BY
DELTA: SELF-AUTHENTICATION

INITIATING SYSTEMS 1...

CURRENT HEALTH STATUS

cNIBP	[Heart Rate Line]			
120	HR	RESP	SpO2%	Temp
80 (93) mmHg	69	14	97	98.6



26-28 MARCH 2019

Von Braun Center | Huntsville, Alabama

EXHIBITOR & SPONSORSHIP PROSPECTUS

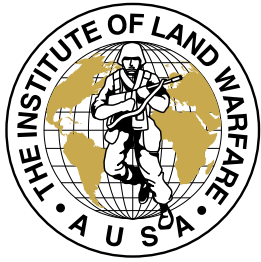


ASSOCIATION OF THE UNITED STATES ARMY

Educate | Inform | Connect

2019 GLOBAL FORCE SYMPOSIUM & EXPOSITION

A Professional Development Forum



The 2019 AUSA ILW Global Force Symposium & Exposition is a three-day event that will include presentations from the Office of the Assistant Secretary of the Army

(Acquisition, Logistics and Technology), the United States Army Materiel Command, and the United States Army Training and Doctrine Command.

This symposium will explore the capabilities outlined in the Army Operating Concept and how the force transforms from being adaptive to driving innovation for Force 2025 and beyond. Special guest presentations, coupled with panel discussions from our senior military and industry leaders, will address critical points of acquisition, research and development, and partnering between military and industry. For the Army, this means restructuring military-industrial programs. The Army must take a hard look at its acquisition processes, with an eye towards the future, to maintain a competitive overmatch against potential adversaries.





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KEY CONTACTS

EXHIBITS

Natalie Norris, CEM, Exhibits Manager | 703-236-2921 | NNorris@ausa.org

SPONSORSHIPS

Gaye Hudson, Sponsorship Manager | 703-907-2401 | GHudson@ausa.org

NATIONAL PARTNERSHIP

Lynette Nichols, National Partner Program Manager | 703-907-2614 | LNichols@ausa.org

COMMUNITY PARTNERSHIP

Mark Wolf, Community Partner Program Manager | 703-907-2648 | MWolf@ausa.org

GENERAL SERVICE CONTRACTOR

GES (Global Experience Specialists) | 702-515-5970

OFFICIAL HOUSING BUREAU

CMR: Housing will open on **16 October 2018** at 1200 ET | 855-971-2295

2019 GLOBAL FORCE SYMPOSIUM & EXPOSITION

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GLOBAL FORCE DELIVERS

ACCESS to more than 6,000 attendees including key leaders from the Army, DoD, academia and worldwide defense industries.

EXCLUSIVE EXHIBIT HALL HOURS offering uninterrupted networking time. Sessions are not scheduled during specific times, eliminating any competition with the Exhibit Hall.

EXPLORE hundreds of exhibitors and thousands of brands.

INSIGHT into new issues the armed forces are facing and discover how to make your company part of their solution.



REDSTONE ARSENAL is conveniently located just 20 minutes from the Von Braun Center and is a Federal Center of Excellence focused on Joint Warfighters, the FBI, NASA, and other federal offices, growing its strategic impacts, and ready to seize opportunities of the future. The base supports a government and contractor workforce that averages 36,000-40,000 personnel daily.

QUALITY LEADS from Army and Joint Commands who are interested in using your products and services to improve their operations.

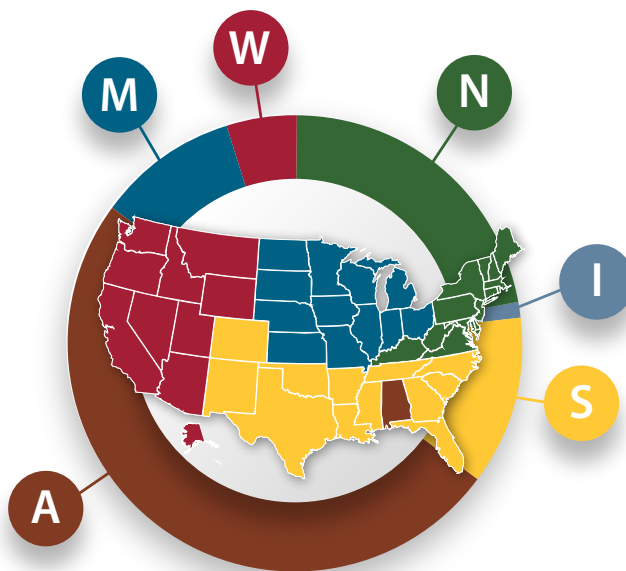
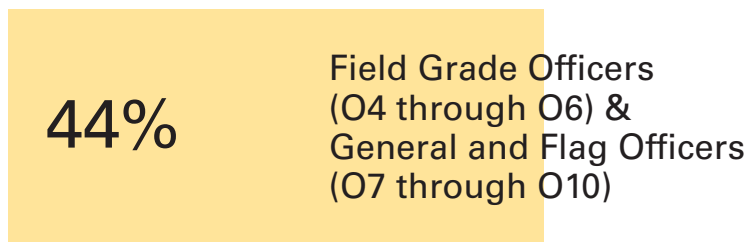
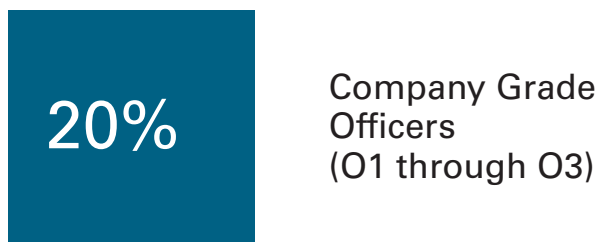
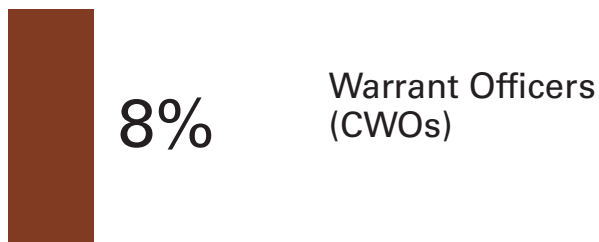
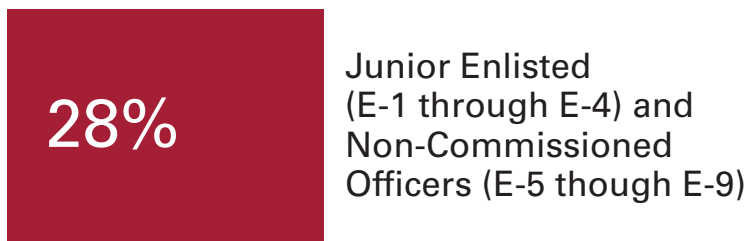




ATTENDEE DEMOGRAPHICS

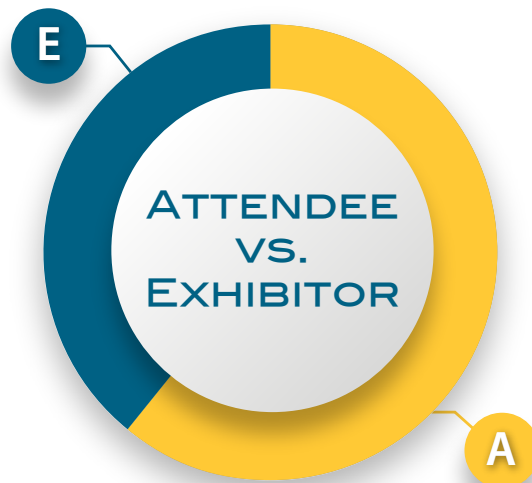
6,000+ ATTENDEES participated in the 2018 AUSA ILW Global Force Symposium & Exposition.

2018 GLOBAL FORCE MILITARY ATTENDEES HAD RANKS SUCH AS:



DEMOGRAPHICS BY REGION

Alabama	50%
South	12%
Midwest	10%
West	5%
Northeast	22%
International	1%



ATTENDEE VS. EXHIBITOR

Exhibitors	34%
Attendees	66%

2019 GLOBAL FORCE SYMPOSIUM & EXPOSITION

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DoD & ARMY PARTICIPATION

The AUSA ILW Global Force Symposium & Exposition attracts a robust and diverse group of participants including **MORE THAN 1,000 GOVERNMENT PERSONNEL** from various U.S. Army and DoD organizations including:

ARMY ACQUISITION ORGANIZATIONS

Office of the Assistant Secretary of the Army (ALT)

- Program Executive for Enterprise Information Systems
- Program Executive Office for Ammunition
- Program Executive Office for Aviation
- Program Executive Office for Combat Support and Combat Service Support
- Program Executive Office for Command, Control, Communications-Tactical
- Program Executive Office for Ground Combat Systems
- Program Executive Office for Intelligence, Electronic Warfare and Sensors

ARMY MATERIEL COMMAND

- Logistics Support Activity (LOGSA)
- U.S. Army Aviation and Missile Life Cycle Management Command (AMCOM)
- U.S. Army Contracting Command
- U.S. Army Security Assistance Command (USASAC)
- U.S. Army Sustainment Command (ASC)
- Tank-Automotive & Armaments Command (TACOM)
- Joint Munitions Command (JMC)
- Communications Electronics Life Cycle Management Command (CECOM)
- Surface Deployment & Distribution Command (SDDC)

U.S. ARMY FUTURES COMMAND

- Research, Development and Engineering Command (RDECOM)

ARMY TRAINING AND DOCTRINE COMMAND (TRADOC)

- U.S. Army Command and General Staff College
- U.S. Army Aviation Center of Excellence
- Combined Arms Support Command (CASCOM)

U.S. ARMY RESEARCH DEVELOPMENT AND ENGINEERING COMMAND (RDECOM)

- U.S. Army Aviation & Missile Research Development & Engineering Center (AMRDEC)
- U.S. Army Research Laboratory
- U.S. Army Tank Automotive Research, Development and Engineering Center (TARDEC)

ALSO INCLUDING:

- Defense Logistics Agency
- Missile Defense Agency (MDA)
- United States Transportation Command (USTRANSCOM)
- U.S. Army Corps of Engineers
- U.S. Army Forces Command (FORSCOM)
- U.S. Army Space and Missile Defense Command (SMDC)
- NASA Marshall Space Flight Center
- Army Corps of Engineers Energy Center



HOUSING

Please make your room reservations at our official conference hotels, where we have negotiated contracts on your behalf to give you the best value and price. By doing so, you help ensure our ability to continue to offer affordable housing at future meetings.

Please be aware companies other than our official housing provider (Convention Management Resources) may contact you and indicate that they are affiliated with AUSA and this event. They will also claim to offer hotels at 'reduced' rates. These companies are not affiliated in any way with AUSA, and we highly recommend that you do not use their services. At past events, exhibitors and attendees have used these companies and lost deposits, or did not receive the hotel rooms they reserved. Convention Management Resources is the **ONLY** authorized hotel reservations contact. If you receive solicitations from other companies, please forward them to your exhibit sales contact or email exhibits@ausa.org.

ON-LINE: Housing will be open to everyone beginning at 1200ET **16 October 2018**.

To make your housing reservation online, 24 hours-a-day, 7 days-a-week, go to www.ausameetings.org/globalforce2019 and follow the link to housing.

CONFIRMATIONS: Reservations booked online will be confirmed immediately. Reservations requested via fax, mail or email will be processed within three business days of receipt of your request.

CHANGES AND CANCELLATIONS: Any and all changes (pending hotel availability) to existing reservations must be made through AUSA Housing, 928-263-8235 or toll free, 855-559-2483. Any and all changes to reservations (pending hotel availability) must be made through AUSA Housing until 12 March 2019. Beginning 15 March 2019 you must contact your hotel directly.

MILITARY/GOVERNMENT RATES: There are a limited number of rooms available at the military rate within the AUSA hotel block. They can be booked online or by calling AUSA Housing. However, the rate is only available to U.S. military/government personnel, who must present government ID upon check-in for the rate to be honored.

GROUP ROOM BLOCKS: Room blocks of ten or more rooms may be requested online or by calling AUSA Housing directly. You will receive a confirmation email from AUSA Housing within five business days. If you do not receive a confirmation within five business days, please contact AUSA Housing at 928-263-8235 or toll free 855-559-2483. Groups are required to sign a Group Agreement, acknowledging terms and conditions, within two business days of date of issue.

2019 GLOBAL FORCE SYMPOSIUM & EXPOSITION

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2018 EXHIBITORS

Ace Electronics
 ADS, Inc.
 AECOM
 Aerojet Rocketdyne
 AeroVironment, Inc.
 AIM-USA, LLC
 All Points LLC
 AM General, LLC
 Amerex Defense
 Ameripack Inc.
 Appian Corporation
 Applied Companies
 AQYR
 AR Modular RF
 Army Athletes
 Army Historical Foundation
 AT&T
 Athens State University
 AUSA Membership
 AUSA Store
 Avon Protection
 BAE Systems
 Bell
 Benchmark Connector Corporation
 Big Top Fabric Structures
 BlueSky Mast, Inc.
 Boeing
 BOH FPU Systems
 Bohemia Interactive Simulations, Inc.
 Breezer Holdings/Breezer Mobile Cooling
 CarteNav Solutions, Inc.
 Cera Products
 CIRCOR Aerospace, Inc.
 Claridge Products & Equipment
 Clockwork Solutions
 Cobham
 Columbia Southern University
 CompuLink
 Consortium Management Group
 Contact! Corporation
 Crestwood Technology Group
 Crystal Group, Inc.
 CT Defense
 Cubic Corporation
 Curtiss-Wright Ground and Naval Defense
 Decision Lens
 Defense Acquisition University
 Defense Logistic Agency
 Defense News/Army Times
 DEFTEC Corporation
 Deloitte
 DLA Troop Support
 Drip Drop Hydration
 DynCorp International

Eaglepicher Technologies
 ECS Case
 EHS Technologies
 Elbit Systems of America, LLC
 Elma Electronic, Inc.

MAG Instrument, Inc.
 ManTech
 Marathon Targets
 Marvin Group
 Maxvision, Rugged Portable

Scientific Research Corporation
 SEI, Carnegie Mellon University
 Seiler Instrument and Manufacturing Company, Inc

**DON'T CEDE THE MARKET TO YOUR COMPETITION.
 EXHIBIT AT GLOBAL FORCE 2019.**

Endeavor Robotics
 EnerSys
 EOS Defense Systems
 Evanhoe & Associates, Inc.
 Fedbid, Inc.
 Federal Resources
 FIS Blue
 FLIR Systems
 Fluor
 GasTOPS
 General Atomics
 General Dynamics Land Systems
 General Dynamics Mission Systems
 General Electric Company
 Georgia Tech Research Institute
 Getac
 GGS Information Services
 Glenair, Inc.
 Harris Corporation
 HDT Global
 Hollingsworth Companies
 Hortonworks
 HP, Inc.
 Huntington Ingalls Industries
 Technical Solutions
 Hutchinson Industries
 IAI North America
 IBM Corporation
 iGov
 Innovator's Corner
 Institute for Defense and Business
 Integration Innovation, Inc. (i3)
 IntelliSense Systems
 Intuitive Research and Technology Corporation
 Invariant Corporation
 ITT Cannon
 Jameson
 Jane's by IHS Markit
 John Deere
 Kipper Tool Company
 L3 Technologies, Inc.
 Leidos
 Leonardo DRS
 LiteFighter Systems, LLC
 Lockheed Martin Corporation

Computers
 Mercury Systems
 Metova Federal, LLC
 Microsoft
 MilDef, Inc
 Missile Defense Agency
 Mission and Installation Contracting Command MICC
 Mistral Group
 Nammo
 National Solar Technologies
 NCS Technologies, Inc
 NeQter Labs
 Networking Lounge Sponsored by Bloomberg Gov't
 Nextek, Inc.
 NITAAC
 NN, Inc
 Northrop Grumman
 NOVA Electric
 ONEIL
 Optical Cable Corporation
 Optimum Vehicle Logistics
 Orbital ATK
 Orolia
 Oshkosh Defense
 PacSci EMC
 Palomar Display Products
 Pegasystems
 Perkins Technical Services, Inc.
 Persistent Systems, LLC
 Physical Optics Corporation
 Plasan North America
 Point Blank Enterprises
 Polaris Government & Defense
 Precision Products, Inc.
 Profense, LLC
 ProModel Corporation
 QinetiQ North America
 Quantico Tactical
 Raytheon Company
 Real-Time Innovations
 RedSeal, Inc.
 Rocky Research
 SAE International
 SAIC
 SAP
 Schaefer Electronics, Inc.
 SCITechnology, Inc.

Servicenow, Inc.
 Shephard Media
 Sierra Nevada Corporation
 Solar Stik, Inc.
 Solution One Industries Inc.
 Soucy Defense
 SourceAmerica
 Spectra Technologies, LLC
 Spectro Scientific, Inc.
 SPI - Connects
 Squadron Defense Group
 SRC, Inc.
 STS International, Inc.
 SupplyCore, Inc.
 Syncro Corporation
 Systel Rugged Computers
 System Studies and Simulation, Inc.
 Systematic, Inc.
 Tactical Defense Media
 Tactical Environmental Systems, Inc.
 Techni-Core Engineering
 Telos Corporation
 Times Microwave Systems
 Transshield, Inc.
 TrellisWare Technologies, Inc.
 True North Enterprises
 U.S. Army
 UFP Technologies
 Unatron Power Systems
 University Of North Georgia
 University of Tennessee
 USAA
 Vencore, Inc.
 Veterans United Home Loans
 VT Miltope
 Watts Water Technologies, Inc
 Willbrook Solutions, Inc.
 Wind River
 Wojskowe Zaklady Uzbrojenia S.A.
 Wolverine Industries
 World Wide Technology
 Yulista
 Z3 Technology, LLC
 ZMicro, Inc.



BOOTH PACKAGE

EACH 10' X 10' BOOTH SPACE COMES WITH:

- Unlimited Exhibit Hall ONLY registration badges.
- Complimentary listing and description (500 characters) in the printed Show Guide and the mobile app.
- 8' back drape and 3' side drape.
- Complimentary listing on the Booth Locators placed throughout the Von Braun Center

EXHIBITORS MAY PURCHASE FULL SYMPOSIUM BADGES AT THE FOLLOWING RATES:

National Partners	\$575 PER BADGE
Community Partners	\$625 PER BADGE
Non-Members	\$1,000 PER BADGE

Registration fees will increase onsite.

NATIONAL PARTNER
\$47/FT²

COMMUNITY PARTNER
\$57/FT²
Must be 5 or 10 membership level

NON-MEMBER
\$72/FT²

OUTDOOR RATE
\$25/FT²

GOVERNMENT
\$19/FT²

EXHIBIT HALL HOURS

Tuesday, 26 March	Exhibit Hall Open	1000 - 1830
	<i>Exclusive Exhibit Hall Hours</i>	1730 - 1830
Wednesday, 27 March	Exhibit Hall Open	1000 - 1730
	<i>Exclusive Exhibit Hall Hours</i>	1030 - 1330
Thursday, 28 March	Exhibit Hall Open	1000 - 1330

Hours are subject to change. All exhibitors will be notified of any changes.

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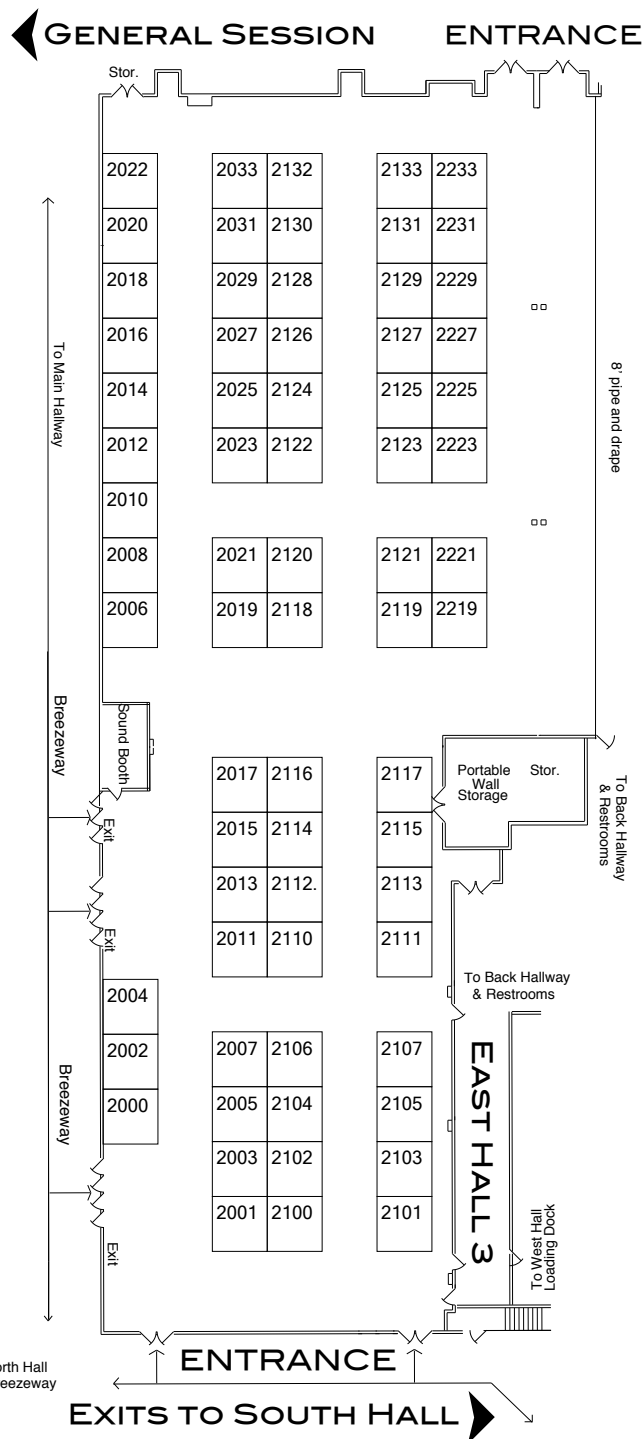
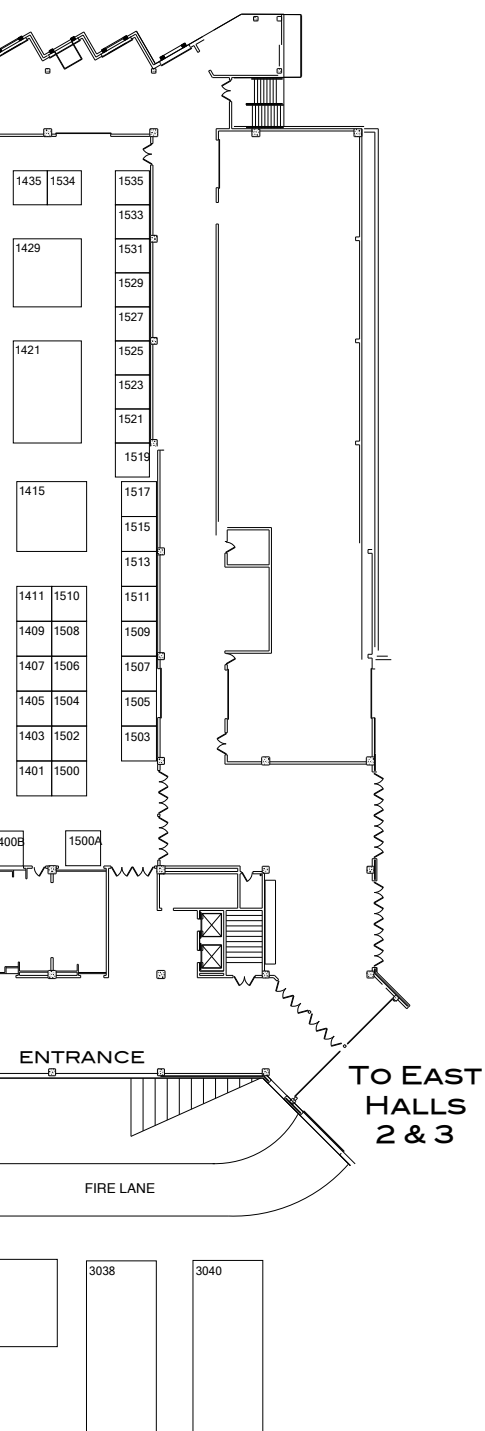
FLOOR PLAN



SOUTH HALLS 1 & 2 AND OUTDOOR EXHIBITS



EAST HALLS 2 & 3



2019 GLOBAL FORCE SYMPOSIUM & EXPOSITION

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SPONSORSHIP BENEFITS

GLOBAL FORCE 2019 will feature more than 200 exhibitors. We want to help you stand out from the competition by offering sponsorship opportunities that will enhance your presence and visibility at this event.

- Maximize brand exposure to military and government attendees.
- Increase your booth traffic through targeted advertising options.
- Engage your target audience and increase your return on investment at the show

Sponsorships are offered a la carte, on a first come, first served basis. Contact us today to discuss pricing and available options so we can design a custom package for you! Investing in sponsorships is a great way to boost your standing on the Association's Order of Merit, which is used to determine the order in which you may select exhibit space for the Annual Meeting.

BECOME A SPONSOR
and **EARN YOUR STARS!**

AUSA recognizes multiple levels of support.

Star Sponsorship levels equal the total amount invested in the 2019 Global Force Symposium by your company.

★★★★ **Four Star Sponsors \$25,000**

Equal or greater than \$25,000

★★★ **Three Star Sponsors \$20,000**

Equal or greater than \$20,000

★★ **Two Star Sponsors \$15,000**

Equal or greater than \$15,000

★ **One Star Sponsors \$10,000**

Equal or greater than \$10,000



SPONSORSHIP OPPORTUNITIES

CHARGING AND NETWORKING LOUNGE **\$20,000**

The Lounge will be a featured 20'x20' island in East Hall located between the General Session and Registration, and South Hall. This lounge will be furnished and exclusively branded. Available to all attendees for the duration of the event, this space will be fully carpeted and furnished so that attendees will be able to relax, charge-up and network with their colleagues and leads. This space will include:

- Signage placed in the lounge
- Electric outlets for charging
- A/V monitor to play your content
- Opportunity to display promotional materials
- Recognition in the Show Guide

WELLNESS LOUNGE AND WALKING CHALLENGE **\$20,000**

Be the leader of our health and wellness initiative and sponsor the Wellness Lounge and Walking Challenge! The Wellness Lounge will be the hub for the Walking Challenge, where attendees can re-charge, and learn about health and wellness. Your sponsorship of this area and Walking Challenge will include:

- Signage placed in the lounge
- Electric outlets for charging
- A/V monitor to play your content
- Opportunity to display promotional materials
- Opportunity to distribute your branded tokens to lounge visitors
- Recognition in the Show Guide
- Recognition on all materials, printed and digital associated with the Walking Challenge

SHUTTLE BUS **\$20,000**

AUSA will run a shuttle bus service between Huntsville area hotels and The Von Braun Center. Your company logo will be placed on the shuttle bus schedule and signage. *Sponsor is encouraged to work with the bus company for other branding opportunities.*

OPENING RECEPTION **\$20,000** (EXCLUSIVE) **\$10,000** (CO-SPONSORSHIP)

This is the premiere social and networking event during the symposium, taking place in the exhibit hall directly after the conclusion of the general session.

Sponsorship includes:

- Signage provided by AUSA recognizing the sponsors placed at the entrance to the exhibit hall, and near the food service stations and bars
- Cocktail napkins with your company logo used during the event (supplied by sponsor)
- Recognition during the General Session

WIFI **\$10,000**

AUSA will offer free Wi-Fi access to participants during the event. The Wi-Fi sponsor will be able to define the landing page attendees see as they connect to the Internet, along with branded signage throughout the Von Braun Center providing Wi-Fi access instructions. Attendees will need to reconnect to the Internet after 15 minutes of inactive status, thus providing your company with additional exposure on the landing page.

HEADQUARTERS HOTEL KEY CARD **\$10,000** (EMBASSY SUITES)

Your custom graphics will appear on the key cards at the headquarter hotel, the Embassy Suites. Reach attendees as soon as they check into their hotel. Sponsor must provide the key cards, and include the AUSA logo in the design. AUSA approval is required prior to production.

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SPONSORSHIP OPPORTUNITIES

MOBILE APP PREMIERE SPONSORSHIP **\$10,000**

Place your message at the fingertips of Global Force attendees as the sponsor of the mobile app. Sponsorship includes splash screen, promoted posts, push notifications, and more.

MOBILE APP PROMOTED POST **\$4,000** (5 AVAILABLE)

As attendees use the mobile app, your mobile web ad will be front and center to drive traffic to your booth.

MOBILE APP PUSH NOTIFICATIONS **\$2,000** (10 AVAILABLE)

Have a push notification message appear on the app to drive traffic to your booth.

MORNING COFFEE SERVICE **\$7,000** (3 AVAILABLE)

- Signage with your company logo provided by AUSA, placed near the food and beverage service stations
- Cocktail napkins with your company logo used during the event (supplied by sponsor)
- Recognition during the General Session

NEW FOR 2019

DIGITAL SIGNAGE ADVERTISING SPONSORSHIPS

AUSA will strategically place digital signage throughout the Von Braun Center. 30 second spots are available and are limited. Contact AUSA for more details and pricing.

EXHIBIT HALL HANGING BANNERS **\$7,000**

Enhance your presence in the exhibit hall by displaying your custom graphics on a 15'x15' hanging banner. Sponsorship includes the production and rigging of the banner. Placement of banner is determined by AUSA.

REFRESHMENT BREAKS **\$5,500**

There are three morning refreshment breaks and two afternoon refreshment breaks during the course of the Symposium, all taking place in the exhibit halls. Sponsorship includes:

- Signage with your company logo provided by AUSA, placed near the food and beverage service stations
- Cocktail napkins with your company logo used during the event (supplied by sponsor)
- Recognition during the General Session

REGISTRATION PAGE SPONSORSHIP **\$5,000** (5 AVAILABLE)

Want to make a first impression at this year's symposium? Your company will be one of the first attendees and exhibitors see when they register for Global Force 2019. Our registration page will feature five rotating banners.

BUSINESS CENTER **\$5,000** (5 AVAILABLE)

Your company logo will be featured on signage inside, as well as, outside the Business Center. The Business Center is complimentary for all exhibitors and attendees and offers computer stations, small print jobs, etc.



SPONSORSHIP OPPORTUNITIES

GENERAL SESSION AMENITIES
\$2,500
(PER DAY)

This sponsorship includes signage placed in the session room acknowledging your company. The sponsor is asked to supply pens and pads/notebooks for attendees, which will be placed on tables in the Concert Hall Foyer, in a highly visible location for attendees to pick up as they enter and exit the General Session.

POP UP MEETING ROOM SPONSORSHIP
\$1,500
(PER DAY)

This sponsorship includes one sign with your logo outside the meeting room, and bottled water inside. The sponsor is encouraged to supply pens and pads/notebooks with their logo.



SHOW GUIDE OPPORTUNITIES

Belly Band	\$15,000
Back Cover	\$10,000
Inside Front Cover	\$9,000
Inside Back Cover	\$7,500
Full Page	\$5,000
Page Runner	\$4,000
Company Logo on Cover (6 opportunities available)	\$4,000

FLOOR PLAN SPONSORSHIP
\$5,000

Highlight your company on the printed Floor Plan included in the Show Guide. Your company will be highlighted in the exhibitor listing and your logo will be displayed clearly on the Floor Plan map. Logo and listing will also be displayed on the You Are Here Locators found in high traffic areas of the Von Braun Center.



SHOW GUIDE PREMIUM LISTING
\$500

Upgrade your listing in the Exhibitor Description section of the Show Guide. This sponsorship includes your company's logo and a box around your listing, helping you stand out from the others!



1 COMPANY INFORMATION

Company Name: _____

Address: _____

City, State, Zip: _____

Website: _____

Contact: _____

Phone: _____

Email: _____

2 SPONSORSHIP OPPORTUNITIES

- Charging and Networking Lounge \$20,000 \$ _____
- Wellness Lounge & Walking Challenge \$20,000 \$ _____
- Shuttle Bus \$20,000 \$ _____
- Opening Reception \$20,000 \$ _____
- Opening Reception (Co-Sponsorship) \$10,000 \$ _____
- Wifi \$10,000 \$ _____
- Headquarters Hotel Key Card \$10,000 \$ _____

MOBILE APP SPONSORSHIPS

- Mobile App \$10,000 \$ _____
- Promoted Posts \$4,000 \$ _____
- Push Notifications \$2,000 \$ _____
- Morning Coffee Service \$7,000 \$ _____
- Exhibit Hall Hanging Banners \$7,000 \$ _____
- Refreshment Breaks \$5,500 \$ _____
- Registration Page Sponsorship \$5,000 \$ _____
- Business Center \$5,000 \$ _____
- General Session Amenities \$2,500 x _____ day(s) = \$ _____
- Pop Up Meeting Room Sponsorship \$1,500 x _____ day(s) = \$ _____

SHOW GUIDE SPONSORSHIPS

- Belly Band \$15,000 \$ _____
- Back Cover \$10,000 \$ _____
- Inside Front Cover \$9,000 \$ _____
- Inside Back Cover \$7,500 \$ _____
- Full Page \$5,000 \$ _____
- Floor Plan Sponsorship \$5,000 \$ _____
- Page Runner \$4,000 \$ _____
- Company Logo on Cover \$4,000 \$ _____
- Show Guide Premium Listing \$500 \$ _____

3 PAYMENT

Payment by credit card or check at the time of contract submission is preferred. Sponsorships may be invoiced and are payable within 30 days. If payment is not received, sponsor will forfeit their right to sponsor. All payments must be received prior to the event. Confirmation of sponsorships, along with any additional specifications, deadlines, etc., will be by email. Cancellation policy: no refunds

TOTAL: \$ _____

- Check: Please make payable to AUSA. Mail to address listed above.
- Credit Card
 - Visa
 - MasterCard
 - American Express

Card # _____

Exp. date _____ CSV code _____

Name on card _____

Authorized Signature _____

Billing Address _____

City/State/Zip _____

4 AUTHORIZATION

This contract must be submitted with authorizing signature, agreeing to abide by all terms, conditions, and specifications and agreeing to the commitment total tallied above. Any questions regarding a specific opportunity in advance of submission may be directed to AUSA Sponsorship Manager, contact information above.

Exhibitor's Authorized Signature _____ Date _____



EXHIBITOR CONTRACT

2019 Global Force Symposium & Exposition
 26 - 28 March, 2019
 Von Braun Center
 Huntsville, AL

Fax: 703-243-2589
 Natalie Norris, CEM, Exhibits Manager
 or MAIL: 2425 Wilson Blvd, Suite 530
 Arlington, VA 22201
 NNorris@ausa.org | 703-236-2921

1 EXHIBITOR CONTACT INFORMATION

(for show management correspondence)

Company Name: _____

Address: _____

City, State, Zip: _____

Website: _____

Contact: _____

Phone: _____

Email: _____

2 EXHIBIT SPACE RATES AND PREFERENCES

- National Partner (\$47/ft²)**
- Community Partner (\$57/ft²)**
(Must be 5 or 10 Membership Level Only)
- Non-Member (\$72/ft²)**
- Outdoor Rate (\$25/ft²)**
- Government (\$19/ft²)**

The numbered booths are hereby defined as specified on the floorplan. Non-island booths include eight-foot high back drape and 3-foot side drape. Refer to the exhibit hall floor plan at <http://ausameetings.org/globalforce2019/> and record your first three choices below. Booth spaces will not be granted unless a signed Exhibitor Contract and payment is received. Please list your booth selections:

First choice Second choice Third choice

Every effort will be made to accommodate your preference during booth assignment. You may be contacted in your request interferes with booth choices above.

3 DISPLAY INFORMATION

Are you planning on bringing in a vehicle? YES NO

If yes:

How many vehicles will be displayed? _____

What is the weight and dimensions of your vehicle(s)? _____

Is the vehicle(s) self propelled? _____

Will you require any specialized equipment for unload/reload? _____

*Note: please be aware that displaying a vehicle(s) indoors you will need to follow the Fire Marshal requirements towards fuel levels, battery contact connection, etc. This information will be provided in full detail in the Exhibitor Manual for this event once released.

4 PAYMENT

Return this contract at your earliest convenience. Exhibit space is assigned on a first-come, first-served basis. Once AUSA receives your contract, exhibit space will be assigned. You may be contacted if your booth preference interferes with another earlier request. A minimum 10% non-refundable deposit is due with the Exhibitor Contract. All contracts without a payment will be considered incomplete and booth space will not be booked until a deposit has been received by AUSA. **Payment is due NET 30 days from the invoice date.**

\$ _____	X	_____	=	_____
(cost per square foot)		(number of square feet)		EXHIBIT COST

- 10% deposit: _____ Full Payment: _____
- Check: Please make payable to AUSA. Mail to address listed above.
- Credit Card
- Visa MasterCard American Express

Card # _____

CSV code _____ Exp. Date _____ Billing Zip _____

Name on card _____

Authorized Signature _____

5 BOOTH CANCELLATION/ DOWNSIZE PENALTIES

- Before Friday, 1 February 2019 - 10%
- On or after Friday, 1 February 2019 - 100%

6 AUTHORIZATION

Exhibitors agree to abide by the Global Force Symposium and Exposition Exhibitor Rules and Regulations, a copy of which is enclosed in this document, made a part of this application and contract by reference, and fully incorporated herein. If this application and contract has not been received, properly signed, and accompanied by required payment as stated in the payment clause above, this application and contract may be declared null and void so that space may be reassigned. All applications must be signed in order to confirm booth reservations. We agree to abide by all rules and regulations governing the exposition as enclosed and which are a part of this application. Acceptance of this application by show management constitutes a contract.

Exhibitor's Authorized Signature _____ Date _____

FOR AUSA STAFF ONLY—DO NOT COMPLETE

Account #: _____ Order #: _____

Total Cost: _____ ACCTG: _____

Signature, AUSA Staff: _____

Booth Assigned: _____

Booth Dimensions: _____ Booth Sqft: _____

Date: _____

2019 GLOBAL FORCE SYMPOSIUM & EXPOSITION

EXHIBITOR TERMS OF AGREEMENT

SHOW MANAGEMENT

The exhibition is organized and managed by AUSA. Any matters not covered in these Rules and Regulations are subject to the interpretation of the AUSA, and all exhibitors must abide by their decisions. Exhibitors must comply with the event venue protocols & procedures. The SHOW MANAGEMENT shall have full power to interpret, amend, and enforce these rules and regulations, provided any amendments, when made, are brought to the notice of exhibitors. Each exhibitor, for himself and his employees, agrees to abide by the foregoing rules and regulations and by any amendments or additions thereto in conformance with preceding sentence.

ASSIGNMENT OF BOOTH SPACE

Booths are assigned on first-come, first-served basis. Applications without an authorized signature will be considered incomplete and will not be processed.

INSTALLATION AND DISMANTLE OF EXHIBITS

SHOW MANAGEMENT reserves the right to fix the time for the installation of a booth prior to the show opening and for its removal after the conclusion of the show. Under no circumstances will the addition to or removal of any portion of an exhibit be permitted during show hours. All booths must remain intact until the close of the show. Installation must occur only during the installation times designated in the official exhibit schedule. All booths must be properly installed, fully operational and show-ready according to the schedule published in the Exhibitor Service Manual for the final inspection of the exhibit hall by SHOW MANAGEMENT. Dismantle may not begin until after the published exhibit times. Early dismantle and/or removal of an exhibit may result in the loss of exhibit privileges for future shows. The Exhibit Hall Hours are tentative and subject to change. If the official exhibit hall schedule changes, all exhibitors will be notified. Each exhibitor will complete arrangements for removal of his or her material from the event venue in accordance with the instructions provided in the Exhibitor Services Manual. No one under the age of 18 will be permitted on the exhibit floor during installation and dismantle hours. The full move in schedule will be provided in the Exhibitor Services Manual, provided 45 days before the start of the show.

FAILURE TO OCCUPY SPACE

Space not occupied by 5:00 PM the evening before the exhibit hall opens will be forfeited by the exhibitors and their space may be resold, reassigned or used by the exhibit management without refund.

PAYMENT FOR BOOTH SPACE

Exhibit space will be assigned by AUSA on a first-come, first-served basis. Once AUSA receives your completed contract, exhibit space will then be assigned. A minimum 10% non-refundable deposit is due with the Exhibitor Contract. All contracts without a payment will be considered incomplete and booth space will not be booked until a deposit has been received by AUSA. **Full payment for booth space is due NET 30 days from the invoice date.**

BOOTH CANCELLATION POLICY

All exhibitors who cancel or downsize before the published cancellation date will receive a full refund minus the 10% non-refundable deposit. Any exhibitors who cancel on or after the published cancellation date will forfeit the full cost of their booth and AUSA will retain all monies paid.

RESALE/SUBLEASING OF EXHIBIT SPACE

Exhibitors may not assign, sublease or otherwise share all or a portion of their exhibit space with any party except a wholly-owned subsidiary, a sister corporation or a company represented by an exhibitor and registered as such with AUSA, without the express written consent of AUSA. This prohibition will be strictly enforced.

ARRANGEMENT OF EXHIBITS

Any portion of an exhibit that obstructs the view, interferes with the privileges of other exhibitors, extends beyond the designated booth space or for any reason becomes objectionable, must be immediately modified or removed by the exhibitor. Each exhibitor is responsible for keeping the aisles near its exhibit space free of congestion caused by demonstrations or other promotions within its booth. All demonstrators or other promotional activities must be confined to the limits of the exhibit space. SHOW MANAGEMENT reserves the right to inspect the quality of the appearance of each booth prior to show opening. Where necessary, masking drape will be placed to cover unsightly wires, unfinished back walls, etc. at the exhibitor's expense.

BOOTH DESIGN

Each exhibitor will be provided with an official Exhibitor Services Manual. The Exhibitor Services Manual content describes in full the type and arrangement of exhibit space and the standard equipment provided by SHOW MANAGEMENT for booth construction. All booth space must be arranged and constructed in accordance with the guidelines, provisions, and limitations contained in the Exhibitor Services Manual. Each exhibitor's space will be provided with (1) identification sign. Linear booths will include 8' backdrape and (2) sidewall drapes. The rear 5' of linear space may contain items less than or equal to 8' in height. Any items, props, signage, or combination thereof located in the front 5' of the booth may not exceed 4' in height, measured from the exhibit hall floor. Island booths are restricted to 25' in height. AUSA does not allow end cap booths (booths comprised of or encompassing a 10x20 space exposed to aisle on three sides). Sufficient area must be provided within the exhibit space for the comfort and safety of persons watching demonstrations and other promotional activities. In the sole opinion of SHOW MANAGEMENT, any exhibit that fails to conform to the Exhibitor Services Manual guidelines or the provisions set forth herein, such exhibit will be prohibited from functioning at any time during the exhibition. Exhibiting companies are responsible for furnishing, carpeting, and cleaning their booths. Any booths not carpeted by 4:00 PM the evening before the exhibit hall opens will be carpeted by Show Management at the exhibitor's expense. All exhibits must comply with the public accommodation provisions of the Americans with Disabilities Act of 1991 (ADA). Any exhibit with raised flooring must be ramped.

CONDUCT & PURPOSE OF EXHIBITS

The purpose of the exhibition is to further the education of meeting attendees through product and service displays and demonstrations. Products or services exhibited must be pertinent to the attendees' professional interest. AUSA reserves the right to restrict sales activities that it deems inappropriate or unprofessional. All exhibits will be to serve the interest of the AUSA members and will be operated in a way that will not detract from other exhibits, the exhibition, or the meeting as a whole. SHOW MANAGEMENT reserves the right to request the immediate withdrawal of any exhibit that AUSA believes to be injurious to the purpose of AUSA. Management reserves the right to refuse to admit to and eject from the exhibit building any objectionable or undesirable person or persons. The use of sideshow tactics or other undignified methods considered by AUSA to be objectionable are expressly prohibited in the exhibition area and in any meeting room.

EXHIBIT STAFF REGISTRATION

Each booth space is provided unlimited Exhibit Hall ONLY registrations. Full Symposium badges may be purchased for an additional fee noted in the Prospectus. The full symposium badge allows entrance to sessions, all meals, and the exhibit hall during all set-up, dismantle, and regular show hours. The hall-only registration will grant access to the hall ONLY, during installation, show hours, and dismantle. The official AUSA badge must be worn whenever a representative is in the exhibit hall. Each exhibit must be fully operational and staffed during the open exhibit hours. Booths should be manned by company specialists who are qualified to discuss details of their company's products or services.

STORAGE

The exhibitor should make arrangements with the contracted decorator for storage of packing boxes and crates during the exhibition. AUSA assumes no responsibility for damage or loss of packing boxes or crates.

SOUND DEVICES AND LIGHTING & OTHER PRESENTATION DEVICES

Public address, sound producing, or amplification devices that project sound must be kept at a conversational level and must not interfere with other exhibits. Any form of attention-getting devices or presentations of any length must be conducted and contained within the limits of an exhibitor's rented booth space. Such presentations will be terminated when crowds obstruct aisles or infringe upon another exhibitor's display. AUSA reserves the right to restrict the use of glaring lights or objectionable lighting effects.

HANDOUT MATERIALS, GIVE-AWAYS AND PRIZE DRAWINGS

Promotional giveaways and exhibitor prize drawings will be permitted. All materials and prizes must have prior approval by AUSA. All hand-out materials are expected to be of professional nature. Distribution of advertising material and souvenirs must be confined to the exhibitor's booth. Canvassing or distribution of advertising material or souvenirs in the exhibit hall by representatives of non-exhibiting firms is strictly forbidden. AUSA reserves the right to disallow any material that it believes to be inappropriate.

SOLICITATION OF EXHIBITORS

No persons will be permitted in the exhibit hall for the purpose of soliciting advertising or other exhibit space without the express written permission of AUSA.

FIRE, SAFETY AND HEALTH

The exhibitor assumes all responsibility for compliance with local, city and state ordinances and regulations covering fire, safety and health. All exhibit equipment and materials must be located within the booth. Only fireproof materials may be used in displays and the exhibitor must take all necessary fire precautions. No combustible material will be stored in or around exhibit booths.

LABOR

Rules and regulations for union labor are made by the local unions and may change at any time. Where union labor is required because of building or contractor requirements, it will be necessary for the exhibitor to comply with these regulations. Information regarding specific regulations that are applicable may be obtained from the official contractor. Displays, painters, carpenters, electricians, and other skilled labor can be arranged through the official contractor (GES) at established rates. Labor order forms will be included in the Exhibitor Services Manual.

FOOD AND BEVERAGE

Exhibitor distribution of food and beverages for consumption in the building is allowed. The event facility reserves the right to purchase, prepare and provide all food and beverage items. Popcorn is not allowed on the show floor. The distribution of alcoholic beverages is permitted and must comply with the policies set forth by the event venue.

GENERAL LIABILITY, SECURITY & INSURANCE

AUSA makes no warranty, expressed or implied, that security measures will avert or prevent occurrences that may result in loss or damage. Each exhibitor must make provisions for the safeguarding of his or her goods, materials, equipment and display at all times. AUSA will not be liable for loss or damage to the property of exhibitors or their representatives or employees from theft, fire, act of God, war, accident or other causes. AUSA will not be liable for injury to exhibitors or their employees or for damage to property in their custody, owned or controlled by them, which claims for damages, injury, etc., may be incident to or arise from, or be in any way connected with their use or occupation of display space, and exhibitors will indemnify and hold AUSA harmless against such claim. The exhibitor assumes all liability for any damage to the facility's floor, walls, lighting fixtures, etc. as a result of exhibitor negligence. The exhibitor will abide by and observe all laws, rules, regulations and ordinances of any government authority and of the contracted facility. The exhibitor will pay and hold AUSA, its Board, members, staff, and representatives, the event venue harmless from any and all damages, loss or liability of any kind whatsoever resulting from injuries to persons or property occurring within the event venue or property adjacent thereto occasioned by any act, neglect, or wrongdoing of the exhibitor or any of its officers, agents, representatives, guests or employees, invitees or other persons permitted by the exhibitor upon the premises, and the exhibitor will at its own cost and expense defend and protect AUSA, the event venue against any and all such claims or demands.

TRADEMARKS

AUSA will be held harmless for any trademark, trade name, copyright or patent infringement on any printed materials belonging to or distributed by any exhibitor. No exhibitor may use AUSA's name or logo(s) without the written consent of AUSA.

PHOTOGRAPHING & FILMING OF EXHIBITS

Each exhibitor has control over the space it has rented and may prevent those considered its competitors from gaining access to, photographing, or videotaping its exhibit. The taking of pictures, other than by the official photographer/videographer, is expressly prohibited during setup, dismantling and non-exhibit hours. Individual cameras will not be allowed on the exhibit floor. The use of a camera cell phone is prohibited during the above mentioned hours. Only the exhibitor may grant permission to have its exhibit photographed, videotaped, or an audio presentation taped, during exhibit hours. No exhibitor shall deny any reasonable request from SHOW MANAGEMENT or the official photographer/videographer to photograph or film the exhibit from outside the perimeter of the booth.

EXHIBITOR AND AFFILIATE FACILITY USE

All public function space in the event venue is controlled by AUSA. No function space will be released to exhibiting firms or other commercial firms for functions concurrent with the AUSA Meeting without the permission of SHOW MANAGEMENT. Good taste and conformity to the purposes of the meeting must prevail. Showing of equipment or product presentations to registered members or guests of AUSA by exhibiting firms other than on the exhibit floor during the stated hours is expressly prohibited.

VIOLATIONS

AUSA may at its discretion take away all or part of future exhibiting privileges for violations of the Rules and Regulations. In addition, violation of any of these Rules and Regulations by the exhibitor or his or her employees or agents shall at the option of AUSA forfeit the exhibitor's right to occupy space and such exhibitor shall forfeit to AUSA all monies paid or due. Upon evidence of violation, AUSA may take possession of the space occupied by the exhibitor, and may remove all persons and goods at the exhibitor's risk. The exhibitor shall pay all expenses and damages that AUSA may incur thereby.

SEVERABILITY

All agreements and covenants contained herein are severable, and in the event any of them shall be held to be invalid by any competent court, this agreement shall be interpreted as if such valid agreements or covenants were not contained herein.

EXHIBITOR SERVICES MANUAL

A full listing of our display rules and regulations will be included in the Exhibitor Services Manual.

CONTACT: For questions or more information, please contact exhibits@ausa.org



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2019

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USA SECURITY &
DEFENSE PAVILION**

17-21 February 2019

Abu Dhabi, UAE

**2019 AUSA ILW LANPAC
SYMPOSIUM & EXPOSITION**

21-23 May 2019

Sheraton Waikiki, Honolulu, HI

**2019 AUSA ANNUAL
MEETING & EXPOSITION**

14-16 October 2019

Walter E. Washington Convention Center,
Washington, DC

