

FACT SHEET



OPERATIONS



LEADERSHIP



TECHNOLOGY

PORTCON is an annual update on key issues facing the industry in the theme areas of;

Leadership

Security and Technology

Automation, Optimization and Digitalization

Port Infrastructure Planning, Design and Construction

PORTCON 2018 in Tampa marks a record twelve years of gathering in the industry that builds the capacity and strength of senior port and terminal management.

PORTCON conferences attract senior management from Port Authorities, Terminal Operators, Government and Industry. It is also the semi-annual update for the CPE Certified Port Executive Program.

The conference is structured to provide presentations and panel discussions over the course of two days. Senior professionals from the industry share their expertise and experiences with the audience.

Networking and business development opportunities are hard-wired into the agenda with functions in the evenings, technical demonstrations, port tours and formal introductions facilitated to improve networking success.

Who Will Attend?

- ✓ **Port & terminal management**
- ✓ **Security companies**
- ✓ **Consulting engineers**
- ✓ **Technology solution providers**
- ✓ **Government regulators**
- ✓ **Maritime security professionals**
- ✓ **Emergency response personnel**
- ✓ **Certified Port Executives**

AUDIENCE REACHED

The PORTCON Tampa 2018

marketing & advertising plan will reach and estimated:

AUTOMATION, OPTIMIZATION AND DIGITALIZATION

- 130,000 industry professionals through the media partners
- 5,000 professionals through previous conference databases
- 9,800 through the CPE Certified Port Executive database
- Port Authorities, Terminal Owners & Operators, Inland Port & Waterway Operators
- US Government officials including Regulators and Military Personnel
- Homeland security officials Customs and Border Services US Coast Guard
- Officials Cruiseline representatives
- International regulatory agencies



INFRASTRUCTURE PLANNING, DESIGN AND CONSTRUCTION



SECURITY AND RESILIENCE



SPONSORSHIP & EXHIBITING



With many of the seaport industry's senior management in attendance, there are significant business development opportunities at PORTCON 2018.

Attendance is designed to facilitate networking, both formal and informal.

There are two main avenues for organizations interested in using PORTCON as a business development tool; 1) Sponsorship and 2) Exhibition.

SPONSORSHIP AND EXHIBIT BENEFITS

Sponsors and exhibitors have a preferred place at a unique gathering of port management professionals.

- ✓ **Exposure** of your company's brand, products and services to conference attendees, other sponsors and exhibitors, and the broader port community
- ✓ **Promote, strengthen and grow** relationships between your organization and conference attendees
- ✓ Provides a **venue for sale** of products and services
- ✓ Strengthens **awareness** of your company's products and services in a relevant conference forum
- ✓ Opportunities to **promote your company name** and **enhance brand awareness** among conference & expo attendees
- ✓ Opportunities to **learn about emerging needs** critical to the field

SPONSORSHIP AND EXHIBIT OPTIONS

Sponsorship	PLATINUM \$15,000	GOLD \$10,000	SILVER \$5,000	BRONZE \$2,500
Exhibitor Booth	Enhanced 10x20	Enhanced 10x10	Standard 10X10	-
Delegate Passes	8 complimentary passes	6 complimentary passes	4 complimentary passes	2 complimentary pass
On-site Recognition	Logo recognition in all conference print materials, conference banner, and logo reel. Speaking opportunity	Speaking opportunity. Logo recognition in all conference print materials, conference banner, and logo reel.	Logo recognition in all conference print materials, conference banner, and logo reel.	logo recognition in all conference print materials, conference banner, and logo reel
Program	Double page ad	Full page ad	½ page ad	Logo recognition
Advertising	Social media marketing, email marketing, redirect links	Social media marketing, email marketing, redirect links	Social media marketing, email marketing,	One email marketing announcement
Website	Home page web banner, logo recognition	Home page web banner, logo recognition	logo recognition	logo recognition
Delegate Bags	Opportunity to provide a corporate gift or a 2-page insert	Opportunity to provide a corporate gift or a 2-page insert	Opportunity to provide a corporate gift or a 2-page insert	Opportunity to provide a corporate gift or a 2-page insert

EXHIBITORS

EXHIBITOR BOOTHS – \$3,900

Booth dimensions

- One booth space is 10'x10' and includes: two 10' long, 3' high divider walls; one 10' long, 8' high back wall, a dressed 6' table, 2 chairs

Additional Support

- 2 Delegate Passes
- Logo representation in all marketing material (print & digital)
- 1 email marketing campaign to full database (57k)

Add-ons

- Additional delegate passes +\$550/ea Lanyard
- Sponsorship +\$3,000 Network Break
- Sponsorship +\$2,500
- Conference website banner advertising for \$1,950 (**NEW FEATURE**)

Early Bird Discount Call for Details

WWW.SEAPORTCON.COM registration@macdonnell.com

EXHIBITORS

- 10' x 10' Booth
- 2 Event Passes
- Logo recognition
- Networking

Port Leaders - Leading Change

WWW.SEAPORTCON.COM

PARTICIPANTS

(BOTH PAST & CURRENT)

- ABSG Consulting Inc.
- Advanced Detection Technology
- Allied Barton Security Services
- AmeriSafety
- Arecont Vision
- Armstrong Monitoring Corp.
- A-T Solutions
- Automated Port Solutions
- BAE Systems
- Barco
- Broward Sheriff's Office
- BRS Labs
- CN
- Cobham
- Codebench Inc.
- Cosmo Perrone & Associates, LLC
- Cozumel Cruise Terminal
- CRGT/Ciber
- Critical Space Solutions
- Cruise Line Agencies of Alaska
- Department of Homeland Security
- EDG
- ESRI
- Flir
- Florida East Coast Railway
- Florida Fish and Wildlife Conservation Commission
- G & G Shipping Department
- G4S Technology
- Greenwich Terminals
- GTSI
- Gulf Marine Repair
- Harris County Information Technology Center
- Harris County Sheriff's Office
- Hendry Marine Industries
- Houston Ship Channel Security District
- IMLCORP, LLC
- Innovative Signal Analysis
- ISMAS
- L-3 Communications
- Lenel
- Los Angeles Port Police
- Manatee County Port Authority
- Marine Learning Systems
- Mariner Group
- Maritime Exchange of Delaware River and Bay
- Maritime Security Consulting
- Maritime Professional
- Martinez and Company Security
- Merrill's Investigations and Security Services, LLC
- MOBOTIX
- Modular Security Systems Inc.
- Nasatka Security Inc.
- NASBLA Boat Operations and Training Program
- National Maritime Security Advisory Committee
- NICE Security America
- Nova South Eastern University
- OSG Inc.
- Panama Canal Authority
- Patrick Air Force Base
- Pointe Coupee Parish
- Port Everglades
- Port Hueneme
- Port of Manatee
- Port of Miami
- Port of Palm Beach
- Port of Portland
- Port of Tacoma
- Port of Tampa
- Port of Virginia
- Port of Virginia Police
- Ports America
- Portus Terminal Operators
- Proximex
- PureTech Systems
- Rapiscan Systems
- Russ Bassett
- Siemens Industry Inc.
- Simplex Grinnell
- Smiths Detection
- SRI International
- SSA Marine
- Tampa Police Department
- Tampa Port Authority
- Transportation Security Administration
- Tyco Exacq
- Tyco Integrated Security
- Tyco SimplexGrinnell
- Tymetal
- Union Pacific
- UPS
- U.S. Coast Guard
- USDOT/ Maritime Administration
- Vohne Liche Kennels
- World Maritime University