

Channel Partners

Conference & Expo®

March 1-3, 2010
Mandalay Bay Resort and Casino
Las Vegas

2010 PROSPECTUS

2010: A CHANNEL ODYSSEY *Exploring Channel Transformation*

FACT:
Total participation at the
Spring 2009 event was
nearly 3,000, but more
significantly channel partner
attendance was up
29 percent from
2008 to 2009!

www.channelpartnersconference.com

Produced by
VIRGO
publishing

The Only Event Devoted Exclusively to The Channel

Attendees include:

- Agents
- VARs
- Systems integrators
- Interconnects
- Wireless dealers
- Consultants recommending communications products and services

““ **The Channel Partner Conference & Expo shows are the best venue and value for networking with the agent community as well as understanding what the market is asking for (price & product). Simply put, I wouldn't dream of missing them!** ””

— Justin Chris-Tensen,
VP Channel Sales and Marketing,
TelePacific Communications

““ **The Channel Partners Conference & Expo is the absolutely best environment to collaborate and mingle with the leaders in the telecom marketplace. It is an “enabling” environment that drives meetings, collaboration and cooperation amongst agents, Vendors and Suppliers.** ””

— Steven Gareleck, CEO,
Partnertel

Longevity!

*Channel Partners Conference
Team Employment History
With Virgo Publishing*

Jenny Bolton, CEO – 24 years

Mike Saxby, Group Publisher – 13 years

Khali Henderson, Editor-in-Chief – 21 years

Channel Partners

March 1-3, 2010

Mandalay Bay—Bayside B

Las Vegas

1701	1700 1601 1702	1600 1501	1500 1401	1400 1301	1300 1201 1203	1200 1202
1705	1704 1605	1604 1505			1304 1205	1204
1707	1706 1607		1407	1307	1306 1207	
1709		1608 1509			1308 1209	1208
	1710 1611					
1713	1712 1613	1612 1513	1512 1413	1412 1313		1212
1715	1714 1615		1514	1414 1315	1314 1215	1214
1717	1716 1617	1616 1517		1416	1316 1217	1216
1719						1218
	1621	1622 1521	1421	1420 1321	1221	1220
1725		1624 1525				1224
1727	1726 1627		1526 1427	1426 1327	1326 1227	1226
1729	1728 1629	1628 1529	1528 1429	1428 1329		1228
1731	1730 1631	1630 1531	1530 1431	1430 1331	1330 1231	1230

Exhibits and Sponsorship Opportunities

Contact Stacy Whitley
 E-mail: swhitley@vpico.com
 Phone: +1 480 281 6779

Advertising Opportunities

Contact Mike Saxby
 E-mail: mikes@vpico.com
 Phone: +1 480 675 8177



Without the Channel Partners Conference & Expo, Broad Sky Networks wouldn't have the level of success we achieved in such a short period of time. At each of the Channel Partners conferences we can meet a very large group of key decision makers and find many new partnerships not available at any other industry event. I'm amazed at the number of new supplier and distributor relationships we find at each show. Each shows attendance pays for our entire teams costs by finding one productive agent. That's the great thing about this show, only the most dedicated and successful agents attend so your odds of meeting a well qualified agent are very good.



— *Michael Mudd, President, Broad Sky Networks*

Booth Fees

\$3,625 per 10' x 10' booth
 Corner Premium: \$200
 Island Premium: \$800

Booth Fees Include:

- 10'x10' exhibit space with 8' back wall drape and 3' side drape
- Six complimentary exhibitor badges (employee access to expo hall only) per 10'x10' booth
- Discounted fees on educational seminars upgrade to a Full Package Pass for an exclusive exhibitor rate of \$99
- 44" x 7" I.D. sign

Host Hotel

Mandalay Bay Resort & Casino
 3750 Las Vegas Blvd. South
 Las Vegas, Nev. 89119
 Mandalay Bay: \$189
 THEhotel: \$229

Show Hours

March 1 5-8 p.m.
 March 2 1:30-6 p.m.
 March 3 10 a.m.-Noon

Move-in

March 1 8 a.m. - 4 p.m.

Move-out

March 3 Noon - 4 p.m.

Rates are based on availability through January 27, 2010
 Reservations: +1 877 632 9001 or +1 702 632 9000.
 Mention group code SCP10 when making a reservation to receive the discounted room rate.

(Schedule subject to change without notice)