



## IAVM's DIRECTCONNECT Hosted Buyer Program Overview

**IAVM DirectConnect** was created to provide an intimate face-to-face buying experience maximizing productivity for solution providers (vendors) and hosted buyers seeking to enhance and grow their businesses while exploring new purchasing opportunities and solutions for their current venue projects. DirectConnect provides one-on-one appointments that match allied members (vendors) with pre-qualified venue professionals who are actively seeking products and/or services for their buildings, renovations and new construction projects. Professional venue operators participating in DirectConnect represent over ***\$500 million in buying power.***

Hosted buyers are senior level operations executives representing Arenas, Stadiums, Convention Centers, and Performing Arts Venues. DirectConnect solution providers (vendors) representing a wide variety of product categories ranging from LED signage, technology, software, seating, catering, to venue furnishings, safety & security and more, over 130 product categories in all.

As an allied participant you will experience:

- >> **10, 20 minute one-on-one appointments** with qualified venue professionals whom you are able to personally select prior to the meetings at VenueConnect
- >> **Exclusive networking** on the tradeshow floor on Sunday morning with all participating venue professionals prior to the tradeshow opening
- >> **Increased exposure** - opportunity to interact with all participants and schedule additional outside appointments with all participating venue professionals prior to, after and during VenueConnect

### Investment

10 Appointments for Exhibiting Allied Companies: \$3,000

10 Appointments for Non-Exhibiting Allied Companies: \$7,500

### About the Program

DirectConnect is the International Association of Venue Managers' new program for targeted business during the VenueConnect Annual Conference and Trade Show. DirectConnect is similar to a "speed dating" format. DirectConnect provides 10, 20 minute face-to-face appointments between qualified buyers at venues and participating allied member companies at a scheduled meeting space during VenueConnect. Prior to VenueConnect all participants may interact and begin building relationships. To ensure that allied companies have access to exceptional qualified buyers, IAVM adheres to strict qualifying criteria, and provides two (2) nights' accommodation and full conference registration to each participating venue professional. All participating allied members will have full access to all participating qualified buyers.

### How it Works

Venue professionals who qualify for the program are selected by IAVM through the online application process. Accepted participants are notified and contacted to arrange further details. Qualified venue professionals are offered a complimentary full conference registration and two complimentary hotel night stay at IAVM's host hotel. On completion of DirectConnect appointments participating venue professionals are reimbursed for their costs of registration and hotel accommodations. Should a venue

professional not complete their ten appointments then no reimbursement is given and costs responsibilities to attend VenueConnect are invoiced directly to those individuals. While IAVM secures every measure possible to ensure all qualified venue professionals are present for their meetings there maybe occasions beyond the IAVM staffs control that precludes a professional from attending. Should a venue professional not be able to attend DirectConnect IAVM has secured additional venue professionals that maybe substituted in their place. IAVM does not offer refunds for cancelled appointments.

One month prior to VenueConnect, participating allied companies are able to review **basic profiles and purchasing interests** of available venue professionals in the program. Allied companies will send venue professionals' requests via a **private, online experience** only available to DirectConnect participants. Requests can be accepted or declined; however, IAVM reserves the right to confirm or edit requests and schedules at any time.

Below are the categories of products and services DirectConnect venue professionals are seeking.

### **Production**

Event Staging  
Rigging Products & Services  
Sound & Lighting  
Special Effects  
Staging Products & Services  
Theatre Consultations  
Theatre Production  
Curtain Systems  
Curtains

### **Additional**

Athletic Equipment  
Carpeting  
Cleaning Supplies/Services  
Disability Products & Services  
Feasibility Studies  
Green/Sustainable Products & Services  
Turf Products & Services  
Waste Collection Products & Services  
Storage Products & Services  
ADA Consulting/Services

### **Operations**

Management Software  
Booking & Scheduling Systems  
Accounting Services  
Badges/ID Cards/Wristbands  
Cleaning Supplies/Services  
Financial Management & Services  
General Consultants  
Insurance  
Management Services  
Personnel/Staffing/Training  
Pest Control  
Phone Systems/Services  
Point of Sale Products

### **Ticketing**

Software  
Products & Services  
Ticketing Products & Services

### **Technology**

Accounting Software  
Computer Hardware/Software  
Management Software  
Booking & Scheduling Systems  
AV Systems & Services  
Communication Equipment  
Computer Systems/Consultants  
Internet Services  
Event Management Software  
Wi-Fi/Wi-Fi Services  
Point of Sales Systems (POS)  
Text Messaging Systems  
Scheduling Software

### **Crowd Management/Safety & Security**

Crowd Management  
Emergency Response Planning  
Fall Protection Services  
Safety Management  
Safety Products  
Security  
Security Consultants  
Fencing/Gates/Barriers

### **Architecture/Design Services**

AV Systems & Services  
Acoustic Products & Services  
Architects/Engineers  
Carpeting  
Construction Products & Services  
Curtains  
Design  
Digital Menu Boards  
Electrical Services  
Furniture & Equipment  
Message Boards  
Misc. Fixtures & Furnishings  
Operable Walls  
Paint  
Portable Partitions  
Roof Structures  
Scoreboards/Electronic Displays  
Seating - Fixed  
Seating - Loose  
Seating - Restoration  
Seating Chairs  
Tables/Table Coverings

### **Concessions/Food & Beverages**

Catering Services  
Beverage dispensing Equipment  
Concessions  
Food & Beverage Products and Services  
Portable Food & Beverage Carts/Kiosks