



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