



IFMA's **World Workplace**®

Your Facility Conference & Expo

Oct. 3-5, 2018 | Charlotte, North Carolina

Charlotte Convention Center

Meet at the Intersection of **People and Place**

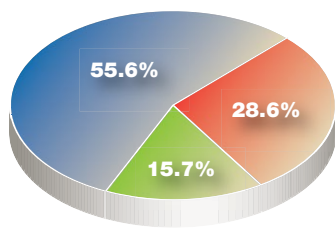


Exhibitor/Sponsor Prospectus

World Workplace welcomes **4,500+** attendees from **40+** countries and every state in the USA. Our attendees represent **2,000+** of the world's most recognizable company names.

Who attends?

The exact target market for buyers in your industry.

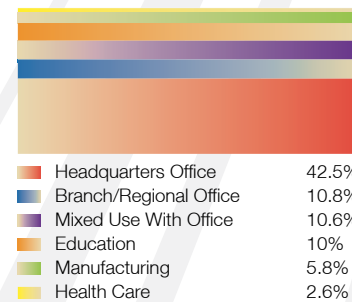


- Manufacturing**
(e.g. computer, electronics, pharma, consumer goods)
- Services**
(e.g. financial, professional, retail, utilities, health care, trade)
- Non-Profit**
(e.g. education, government, religious)

Positions they hold:

- | | | |
|---------------------|----------------|-------------|
| Facility Management | Construction | Consultants |
| Property Owners | Design | IT |
| Engineering | Security | HR |
| Architecture | Sustainability | |

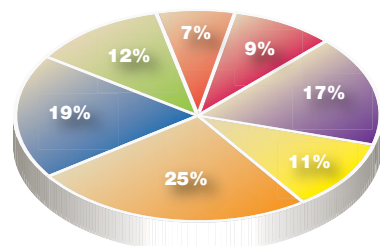
Buying, specifying and recommending products for a range of facilities.



And a variety of industries:

- | | |
|-------------------------|-------------------------------|
| Academics | Financial Institutions |
| Health Care/R&D | Corporate Facilities |
| Retail | Food Service & Hospitality |
| Transportation/Airports | Museums/Cultural Institutions |
| Public Sector | Utilities |
| Manufacturing | |

FM professionals whose buying needs and interests span across every type of service you offer as a company.



- < 1,000,000 USD
- 1,000,001-2,000,000 USD
- 2,000,001-5,000,000 USD
- 5,000,001-10,000,000 USD
- 10,000,001-20,000,000 USD
- 20,000,001-50,000,000 USD
- > 50,000,000 USD

Managing facility budgets of up to more than US\$50 million, World Workplace attendees are in the market for:

- | | | |
|-----------------------------|--------------------------------|--|
| Carpeting/Flooring | Emergency Systems | Exterior Maintenance Products/Services |
| Signage | Building Automation | Acoustics |
| Door Hardware | Janitorial Products/Services | FM Software |
| Lighting/Controls | Security Systems | Asset Management |
| Interior Maintenance | Window/Film | Ergonomic Products |
| Furniture | Ergonomic Products | Food/Beverage Services |
| Fire Safety | Roofing | Real Estate |
| Restroom Equipment/Plumbing | Green Products/Services | IAQ Products/Services |
| Pest Control | Access Control | Mail/Shipping/Reprographic Services |
| Energy Management | Elevator/Escalator Maintenance | |
| Moves/Additions/Changes | Landscaping Services | |

“ World Workplace attendees are eager to engage. Last year, we had more than 700 people in two days come to our booth. That's what we're looking for as a global company. ” - Michael White, Vice President of Global Sales, ServiceMaster Clean e- Restore

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World Workplace attendees represent local, regional, state and federal governments; utilities and manufacturing facilities; corporate/global headquarters; retail and hospitality; financial institutions; schools and universities.

Booth Fees: US\$3,600 per 10x10

- 10x20: **US\$7,200**
- 10x30: **US\$10,800**
- 20x20: **US\$14,400**

Other Fees/Discounts

- Corner booths are an additional **US\$150** per corner.
- IFMA Corporate Sustaining Partners receive a 10% discount.

What's Included

- Unlimited Expo-only passes for your clients/contacts
- Online exhibitor profile
- Printed Show Directory exhibitor profile
- 3 booth staff registrations (per 10x10)
- 1 limited event conference registration
- Post-show attendee mailing list (sent upon request & approval of your direct mail piece)
- The most personalized customer service in the tradeshow business

Optional Marketing Items

- Attendee Bag Insert
- Attendee Broadcast Emails
- Featured Exhibitor Listing
- Show Directory Advertising

Make an even greater impact as an event sponsor.

The more your target market sees your logo, the stronger that image becomes in their mind. World Workplace sponsors benefit from prominent recognition in print, online and on site before, during and after the event.



There's a reason why our exhibitors and sponsors return year after year, and why 64% of attendees choose IFMA's World Workplace over any other facility management event.

“As a facility services provider, it's imperative for us to attend IFMA's World Workplace each year, and we're always successful. Enterprise Solutions has exhibited for 20 years, and World Workplace never disappoints.”

- Tony Pucci, Senior Vice President, Enterprise Solutions

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