

World Workplace 2019 rises in the Valley of the Sun next October.



Take your business and brand
to new heights
as an exhibitor, sponsor or advertiser.



IFMA's **World Workplace**[®]
Your Facility Conference & Expo

Oct. 16-18, 2019
Phoenix, Arizona

Phoenix
Convention
Center

"World Workplace is the one event that focuses on the needs of the facility management profession across all industries."

– Gregory J. Alevras,
Vice President of Business Development
North America, ARCHIBUS Inc.

worldworkplace.ifma.org



Soar above the crowd.

As digital marketing becomes more cluttered, you're working harder to get and hold the attention of your customers. How do you rise above the noise?

- ⊕ Get back to basics.
- ⊕ Shake hands with current and prospective customers.
- ⊕ Bring your brand to life in an environment focused on innovation and problem-solving.
- ⊕ Personally introduce your product or service to industry professionals who can make a difference to your business.

We've been doing this for almost 40 years.

We know what our attendees are looking for on the expo floor. We know what our exhibitors expect from a worthwhile tradeshow experience.

All quoted figures and pricing are in U.S. dollars.



We get them on the show floor with:

- ⊕ dedicated expo hours,
- ⊕ expo-only activities,
- ⊕ exclusive informational sessions and product demonstrations,
- ⊕ and consistent expo marketing.

"IFMA's World Workplace attracts the best-of-the-best in FM. Attendees are decision makers anxious to discover what's new and effective in the FM marketplace. We always walk away with good quality leads, and we get to catch up with our current clients in this great social environment."

- Tracey McDonough, National Account Manager, BELFOR Property Restoration

4,500+
attendees

From **40+**
countries
and every state in
the U.S.

Representing
2,000+ of the
world's most recognizable
company names

Managing facility
budgets of up to
US\$50
million

Specifying/purchasing
products in more than
30 categories



Familiar and first-time faces.

From operations and maintenance, health and safety, and disaster mitigation, to workplace strategy, smart building technology, the Internet of Things and workforce development, facility management has grown to encompass a range of fields.

FM professionals hold the keys to unlock the workplaces of the future. They come to World Workplace to find the forward-thinking ideas, tools and partners to help them open those doors.

World Workplace attendees represent:

- Administrative Services Management
- Asset Management
- Business Continuity
- Chief Operating Officer
- Commercial Facilities Owner
- Construction Management
- Corporate Real Estate
- Corporate Support Operations
- Engineering
- Facility Management
- Human Resources
- Occupancy Planning
- Operations & Maintenance Management
- Outsourcing
- Plant Management
- Project Management
- Property Management
- Safety and Health Management
- Security
- Space Analyst
- Space Planner
- Technical Operations Management
- Workplace Services

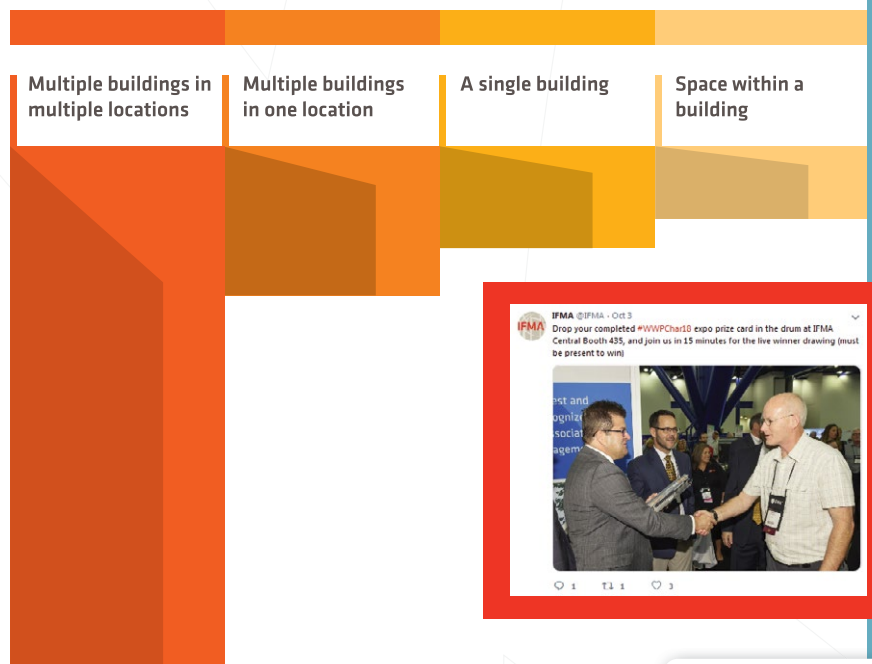
Decision making roles of World Workplace attendees



"Great experience. We received qualified leads, and attendees spent quality time in our booth, allowing us to showcase our amazing technology."

- Barbara Suggs, Manager, Corporate Events, Ricoh USA Inc.

Which of the following best describes the facilities you manage?



Your brand is your most valuable asset. Make sure it's remembered by those who can make a difference to your business.

Types of facilities our attendees manage:

- Branch/Regional Office
- Call Center
- Casino
- Community/Recreational Center
- Convention Center
- Correctional Institution
- Courthouse
- Country Club
- Data Center
- Education
- Headquarters Office
- Health Care
- Library
- Lodging/Hospitality
- Mixed Use with Office
- Manufacturing
- Military
- Research Center
- Residential/Dormitory
- Religious
- Retail
- Senior Housing/Assisted Living
- Stadium/Arena/Auditorium
- Transportation
- Warehouse

Industries our attendees work in:



Specific manufacturing industries our attendees work in:



With prospects this bright, you'll need sunglasses.

Holding top positions in more than 2,000 of the world's most recognizable company names, our attendees manage budgets of up to \$50 million and specify/purchase products in more than 30 categories.



Products and services our attendees are responsible for specifying/purchasing:

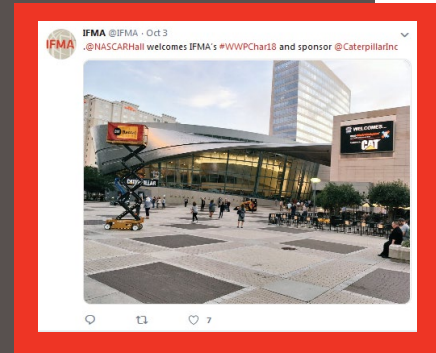
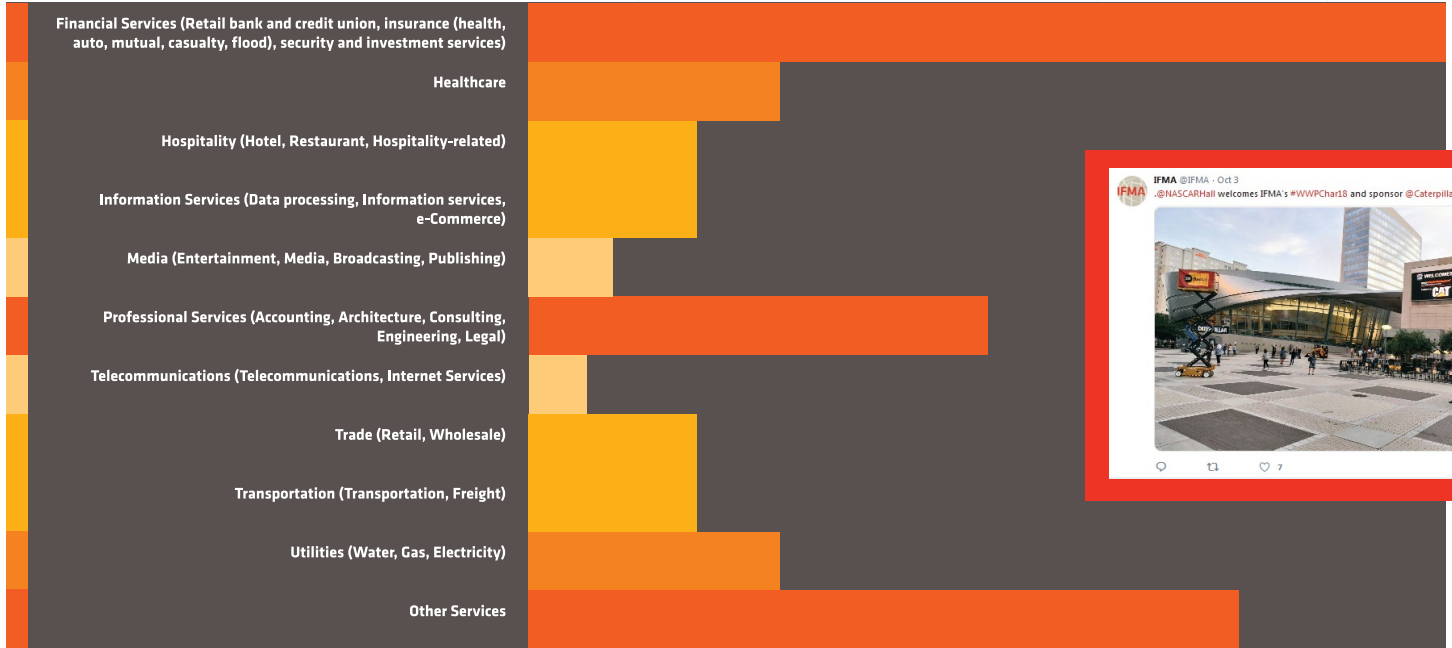
Access Control
Acoustics
Asset Management
Audio/Visual
Building Automation
Building Components
Building Envelope
Building Maintenance
Carpet/Flooring
Ceilings
Construction/Design
Disaster Recovery/Emergency Response
Doors
Education/Professional Development

Electrical/Wire Management
Elevator/Escalator Maintenance
Emergency Preparedness
Energy Management
Engineering
Ergonomic Products
Environmental Consultants
Exterior Products/Services: Furniture, Parking
Facility Consultants
Facility Management Service Providers
Fire Safety
Food/Beverage Services
Furniture

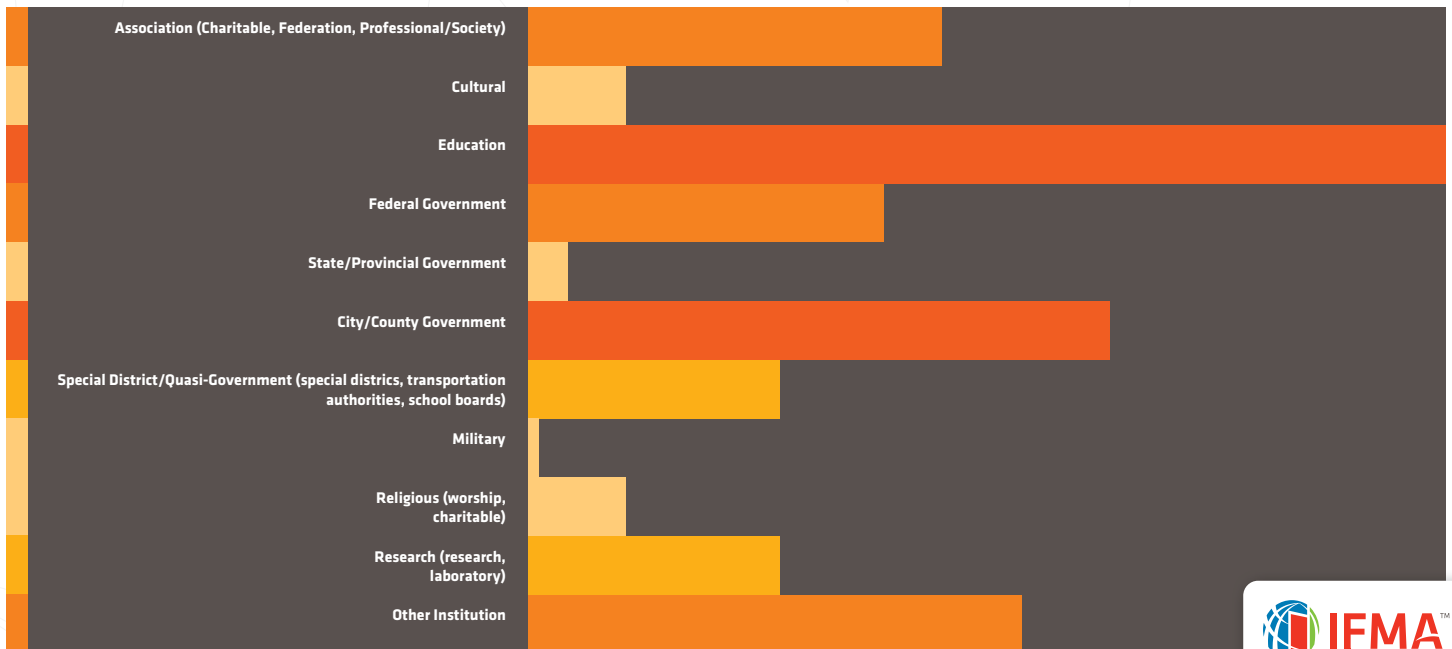
Health & Safety
HVAC/IAQ
Interior Maintenance
Janitorial
Landscaping
Lighting/Controls
Locks
Mail/Shipping/Reprographics
Office Products/Accessories
Pest Control
Property Maintenance: Painting, Pavement
Real Estate
Recycling
Relocations

Restroom Products
Roofing
Security
Signage
Software Solutions
Storage/Shelving/Filing
Uninterrupted Power Vehicles
Wall Systems
Waste Management
Water Technology

Specific industries our attendees work in:



Specific non-profit industries our attendees work in:



Benefit from the most personalized customer service in the tradeshow business, year-round marketing and global event coverage.

We do our job so that you can focus on:

- ⊕ Bringing your company's story to life;
- ⊕ Making your product or service unforgettable;
- ⊕ Better understanding your customers' wants and needs;
- ⊕ Generating leads and building your customer base.

Booth space fees

US\$3,800 per 10' x 10'. Aisle corners are US\$150 each, if applicable. IFMA's Corporate Sustaining Partners (CSPs) receive a 10% discount on total booth fees. A 50% deposit is required to reserve your booth; full payment is required by March 29, 2019.

2019 exhibitor schedule

Move-in:

Monday, Oct. 14, 8 a.m. – 5 p.m.
Tuesday, Oct. 15, 8 a.m. – 5 p.m.

Show hours:

Wednesday, Oct. 16, 11:30 a.m. – 5 p.m.
Thursday, Oct. 17, 9:30 a.m. – 1:30 p.m.

Move-out:

Thursday, Oct. 17, 1:30 – 10 p.m.

What our exhibitors are saying...

"Last year was our first year attending, and it was great. This year was even better!"
"Each conversation was meaningful."
"We collected 200+ business cards and scanned 400+ attendee badges. Many requested a meeting with our local reps."

"The show hours were perfect."
"Great conversations with many new and old customers."
"The experience was fantastic. We look forward to increasing our presence at the next event."

See who's exhibiting:

http://events.ifma.org/worldworkplace/2019/exhibitor_list.cfm

View the online floor plan:

https://events.ifma.org/worldworkplace/2019/exhibit_hall.cfm



If your business objectives extend beyond exhibiting, let us create an event-wide exposure package customized to your specific needs.

Sponsorships:

Your individuality and value as a company can get lost in the digital noise. Use a high-profile sponsorship to deliver your unique message directly to those you want to hear it.

General session sponsors have the opportunity to address our largest gatherings of conference attendees and introduce the featured speaker:

- ⊕ **Opening Keynote, Wed., Oct. 16 - US\$25,000**
- ⊕ **Plenary Speaker, Thur., Oct. 17 - US\$23,000**
- ⊕ **Closing Keynote, Fri. Oct. 18 - US\$20,000**

Demonstrate your support of your customers' professional development with these exclusive sponsorships:

- ⊕ **Educational Program - US\$27,000**
- ⊕ **Credential Recognition Reception - US\$8,000**
- ⊕ **First-time Attendee Orientation Breakfast - US\$7,500**
- ⊕ **Deeper Dive Sessions - US\$5,000**

Be a hero to conference attendees by sponsoring one of these highly rated amenities:

- ⊕ **Relaxation Station - US\$12,000**
- ⊕ **Mobile App - US\$10,000**
- ⊕ **Professional Headshots - US\$8,500**
- ⊕ **Charging Lounge - US\$7,500**
- ⊕ **Expo Lunch - US\$8,000**

On a budget?

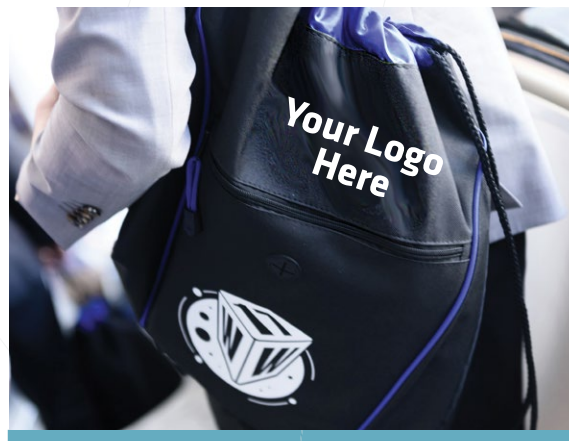
- ⊕ **Product Showcase - US\$1,000**
- ⊕ **Expo Aisle Signs - US\$1,500**
- ⊕ **Prize Card - US\$1,800**
- ⊕ **Information Booth - US\$2,000**
- ⊕ **Expo Breakfast - US\$5,000**

See full sponsorship opportunities online at worldworkplace.ifma.org.



Education Arena Presentations:

Deliver a 30- or 60-minute informational session or product demonstration. US\$2,600-US\$3,600



Advertising and marketing:

The more your target market sees your logo, the stronger that image becomes in their minds.

- ⊕ **Attendee bag inserts - US\$1,200**
- ⊕ **Company logo on exhibitor profile - US\$400**
- ⊕ **Expo floor decals - US\$600-US\$800**
- ⊕ **Pre-registered attendee mail list - US\$500**
- ⊕ **Pre- and post-show attendee broadcast emails - US\$2,000**
- ⊕ **Show Directory advertising - US\$1,200-US\$3,600**