International Summit on Borders

September 29-30, 2020 | Washington, DC
Ronald Reagan Building

Sponsorship Opportunities

internationalsummitonborders.com
The International Summit on Borders is an exclusive event—the only one of its kind in the U.S.—that draws high-level international and domestic security policymakers, government and agency leaders, trade experts and others to address the many pressing topics impacting border and maritime security, transnational threat assessment, and global trade and travel.

As an International Summit on Borders Sponsor, you’ll have a unique opportunity to build valuable relationships with delegations of customs, immigration, and border officials who spend more than $100 billion annually on products, systems, services and supplies.

Don’t miss this opportunity to connect with this high-ranking audience of government decision makers including:

- Government officials, international delegates, and participants who oversee trillions of dollars of international trade
- Government officials responsible for purchasing cutting-edge technologies, products, and services to promote international trade and travel and advance their national security missions
- Law enforcement agencies responsible for the safe and efficient operations of their ports of entry
- Senior officials responsible for securing their borders at and in between their ports of entry

“It was a pleasure to deliver a truly international border management conference of such high quality. With volume complexity and risk all rising at International Borders, this event was extremely valuable in bringing together border experts and leaders from across the globe in a spirit of mutual respect and collaboration.”

— Tony Smith CBE, Director General, U.K. Border Force; Co-Chairman, ISOB Advisory Board
ENGAGE YOUR TARGET AUDIENCE

International Summit on Borders delegates have buying influence and power.*

**Annual Budget**

<table>
<thead>
<tr>
<th>Budget Range</th>
<th>Percentage</th>
</tr>
</thead>
<tbody>
<tr>
<td>$10-$50 million</td>
<td>40%</td>
</tr>
<tr>
<td>Less than $5 million</td>
<td>22%</td>
</tr>
<tr>
<td>$5-$10 million</td>
<td>15%</td>
</tr>
<tr>
<td>$50-$100 million</td>
<td>13%</td>
</tr>
<tr>
<td>$100-$500 million</td>
<td>5%</td>
</tr>
<tr>
<td>$500 million +</td>
<td>5%</td>
</tr>
</tbody>
</table>

**Purchasing Role**

<table>
<thead>
<tr>
<th>Role</th>
<th>Percentage</th>
</tr>
</thead>
<tbody>
<tr>
<td>Make Final Recommendations</td>
<td>32%</td>
</tr>
<tr>
<td>Approve/Authorize</td>
<td>28%</td>
</tr>
<tr>
<td>Identify/Recommend Products</td>
<td>22%</td>
</tr>
<tr>
<td>Determine Needs/Features</td>
<td>18%</td>
</tr>
<tr>
<td>Sales/Marketing/Business Management</td>
<td>15%</td>
</tr>
<tr>
<td>Information Technology</td>
<td>12%</td>
</tr>
<tr>
<td>Officer/Investigator/Agent</td>
<td>7%</td>
</tr>
<tr>
<td>Defense Attaché/Embassy Attaché</td>
<td>6%</td>
</tr>
<tr>
<td>Executive and Command</td>
<td>21%</td>
</tr>
<tr>
<td>Program/Project Management</td>
<td>29%</td>
</tr>
<tr>
<td>Other</td>
<td>6%</td>
</tr>
</tbody>
</table>

**Geographic Breakdown**

- United States: 40%
- Canada: 6%
- International: 14%

* 2019 attendee registration data
SPONSORSHIP PACKAGES

All sponsorships include a tabletop display | Customized packages available upon request

Diamond Sponsor—EXCLUSIVE $30,000
- Seat on the 2020 Advisory Board
- Verbal acknowledgement at Summit opening and closing from Advisory Board Chairman
- Senior-level executive to make introductory remarks at Opening Keynote
- Sponsorship of Opening Reception
- Four (4) VIP conference passes and four (4) VIP seats at luncheons
- Premium placement of logo on all Summit materials, Summit website, event signage, delegate registration confirmation emails and badges, stage screen in Main Session Theater, cover of the official program directory, and in the post-Summit thank you email sent to delegates
- Materials in media/press room
- Draped tabletop display with chair
SPONSORSHIP PACKAGES

Platinum Sponsor—2 Opportunities Available  $16,000
One Platinum Sponsorship remaining
❖ Verbal acknowledgement at Summit opening from Advisory Board Chairman
❖ Senior-level company executive to make brief introductory remarks at a General Session
❖ Four (3) VIP conference passes and four (3) VIP seats at luncheons
❖ Logo on all Summit materials, Summit website, event signage, stage screen in Main Session Theater, and in the official program directory
❖ Materials in media/press room
❖ Draped tabletop display with chairs

Gold Sponsor—3 Opportunities Available  $8,500
❖ Verbal acknowledgement at Summit opening from Advisory Board Chairman
❖ Company executive to introduce a break-out session speaker or panel
❖ Two (2) VIP conference passes
❖ Logo on all Summit materials, Summit website, event signage, stage screen in Main Session Theater, and in the official program directory
❖ Materials in media/press room
❖ Draped tabletop display with chairs
SPONSORSHIP PACKAGES

Silver Sponsor—6 Opportunities Available $6,000

◆ One (1) VIP conference pass
◆ Logo on Summit website, event signage, stage screen in Main Session Theater, and in the official program directory
◆ Materials in media/press room
◆ Draped tabletop display with chairs

 Reserve your sponsorship today—hurry, only a limited number of opportunities are available to connect with this pivotal audience!

Contact us:
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