2027 SPONSORSHIP PROSPECTUS

Annual Advisory Council Live Meeting

Wednesday 21 — Thursday 22 April 2027 · Marriott Orlando Airport Lakeside, Florida

The Annual Advisory Council Live Meeting brings together technology management professionals and a select group of industry sponsors for two days of meaningful discussion, practical learning, and professional relationship building. To encourage collaboration and maximize value for all participants, attendance is intentionally limited to approximately thirty business organizations, forty technology management professionals, and ten sponsor organizations across three sponsorship levels.

Sponsors are recognized as industry experts and contribute to the program by sharing knowledge and real-world experience through one of three presentation formats: Industry Insights, Operational Insights, or Best Practice / Case Study sessions. These presentations are designed to educate, share practical perspectives, and encourage discussion while complementing the overall meeting experience.

WHO IS IN THE ROOM

AREAS OF RESPONSIBILITY	REPRESENTATIVE TITLES	SECTORS REPRESENTED
• Technology strategy and operations • Telecom, mobility, cloud, SaaS, and IT management • Technology expense management and financial oversight • IT procurement, sourcing, and vendor management • Infrastructure, networking, and enterprise communications • Digital workplace and end-user technology • Governance, risk, compliance, and security	• VP or Director of Information Technology • Director or Manager of Telecom, Mobility, Cloud, Infrastructure, or IT Operations • Technology Expense Manager • IT Procurement or Strategic Sourcing Leader • IT Finance Leader • Enterprise Architect • Technology Program or Portfolio Manager	• Financial services and banking • Healthcare and life sciences • Manufacturing • Retail and consumer products • Energy and utilities • Transportation and logistics • Technology and software • Communications and media • Government and public sector • Higher education, insurance, professional services, hospitality

Organizations range from mid-market businesses to Fortune 500 enterprises. Priorities in the room: AI adoption and governance, telecom and cloud optimization, cost management and financial accountability, procurement and sourcing, supplier and contract management, governance, risk and compliance, infrastructure modernization, automation, security and resilience, and benchmarking against best practices.

WHY SPONSOR

- **Build meaningful relationships** with technology management decision-makers in a focused, two-day setting.
- **Share your expertise** through an Industry Insights, Operational Insights, or Best Practice / Case Study presentation.
- **Participate in discussions** designed to encourage collaboration, knowledge sharing, and professional networking.
- **Be recognized as one of only ten sponsor organizations** participating in this boutique event.
- **Strengthen your visibility** within the AOTMP® community before, during, and after the meeting.

DATES	VENUE	FORMAT	EXPECTED BUSINESSES	SPONSOR CAP
21–22 Apr 2027	Marriott Orlando Airport Lakeside	Live · 2 days	Approx. 30	10 across all tiers

Sponsor benefits Full benefit comparison across the three tiers.	PLATINUM $9,900 2 Packages Available	GOLD $7,900 6 Packages Available	SILVER $5,900 2 Packages Available
The proposition	*Maximum visibility, premium positioning, deeper engagement*	*Strong visibility and meaningful engagement*	*Targeted exposure and access to key conversations*
SESSIONS & ACCESS			
Full event passes	4	3	2
Speaking sessions	1	1	1
Two-person fireside chat with moderator	✓	—	—
Session labeled Industry Insights, Operational Insights, or Best Practice / Case Study	✓	✓	✓
EXCLUSIVE EVENT SPONSORSHIP			
Day 1 evening networking event, or both Day 1 and Day 2 lunches — choose one	✓	—	—

Two- to three-minute opening welcome (non-sales)	✓	—	—
Branded signage and tabletop recognition at the sponsored event	✓	—	—
VISIBILITY & RECOGNITION			
Event website logo placement	Primary	Prominent (secondary)	Listed (tertiary)
Company description used across event marketing	50 words	35 words	35 words
Onsite signage (logo)	✓	✓	✓
Event agenda listing, with description	✓	✓	✓
Featured in pre-event news release	✓	✓	✓
Featured in post-event recap (60,000+ distribution)	✓	✓	✓
Social media recognition through the registration period	✓	✓	✓
Featured in pre-event promotional emails and on the registration page	✓	✓	✓
ONSITE PRESENCE			
Six-foot information table, two chairs, and power — no booth	✓	✓	✓
Opportunity to meet every business attendee onsite	✓	✓	✓
ONSTAGE RECOGNITION			
Logo recognition during the opening session	✓	✓	✓
Verbal recognition throughout the event	✓	✓	✓

On the information table: we encourage you not to spend all your time there, but to get out and meet everyone. This is a small, boutique event where you can engage with every attendee.

To reserve a tier position, contact **events@aotmp.com** · **(317) 275-2000**
Existing annual Industry Leader, Certified Vendor, and Community Sponsors receive priority consideration.