NIGP FORUM
2020
CONNECTING PROCUREMENT COMMUNITIES

Chicago, IL | Navy Pier
PRODUCTS EXPOSITION
Sunday, August 23 - Monday, August 24

75 Years and Counting...
Forum 2020 marks a milestone in NIGP’s history, it will be the 75th Anniversary. Exhibitors can expect record-breaking attendance!

Forum is the largest educational conference exclusively for public procurement in North America. Last year over 1,500 professionals attended Forum in Austin and 480+ joined us virtually.

REGISTER TODAY!
nigp.org
Join 1,500+ professionals from across the country who purchase capital projects, support services and operating supplies for their community’s health, education, protective and community services, transportation and administrative programs. Showcase your products and services to this targeted audience of buyers, contract specialists, managers and executives.

JUST THE FACTS:

• 1,500+ public procurement agents from the US and Canada attend this once-a-year event
• 245+ exhibitors get immediate feedback from target customers
• $200 Billion is the collective spend of attendees
• 100% Dedicated show hours (no educational sessions during exhibit hours)
• Top 50 fastest growing shows (Past recipient of Trade Show Executive Magazine Award)

ABOUT NIGP

NIGP: The Institute for Public Procurement

Since 1944 NIGP has been developing, supporting and promoting the public procurement profession through premier educational and research programs, professional support, technical services and advocacy initiatives that benefit members and constituents. With over 16,000 professionals from more than 3,000 local, state, provincial government contract agencies across the United States, Canada and countries outside of North America. NIGP is international in its reach.

ATTENDEES SAY:

98% Attend the Products Expo

89% Likely to recommend or purchase products from exhibitors

“This is the place to go to get connected with the procurement community. If you are a supplier and you don’t come every year, you’re going to miss out…

Rob Bezjak, Wesco
Collectively, attendees spend over $200 billion across capital projects, support services and operating supplies for their community’s health, education, protective and community services, transportation and administrative programs.

<table>
<thead>
<tr>
<th>CATEGORY</th>
<th>SPENT IN BILLIONS*</th>
<th>% OF TOTAL SPENT</th>
</tr>
</thead>
<tbody>
<tr>
<td>EDUCATION: K12</td>
<td>$41.3</td>
<td>19%</td>
</tr>
<tr>
<td>HEALTH</td>
<td>$37.4</td>
<td>17%</td>
</tr>
<tr>
<td>AGRICULTURE &amp; ENV.</td>
<td>$30.1</td>
<td>14%</td>
</tr>
<tr>
<td>EDUCATION: UNIVERSITY</td>
<td>$20.3</td>
<td>9%</td>
</tr>
<tr>
<td>TRANSPORTATION</td>
<td>$16.8</td>
<td>8%</td>
</tr>
<tr>
<td>WELFARE</td>
<td>$15.9</td>
<td>7%</td>
</tr>
<tr>
<td>GOVT OPS</td>
<td>$12.5</td>
<td>6%</td>
</tr>
<tr>
<td>UTILITIES &amp; WATER</td>
<td>$10.3</td>
<td>5%</td>
</tr>
<tr>
<td>GENERAL SERVICES</td>
<td>$8.4</td>
<td>4%</td>
</tr>
<tr>
<td>POLICE</td>
<td>$6.7</td>
<td>3%</td>
</tr>
<tr>
<td>PRISONS</td>
<td>$5.4</td>
<td>3%</td>
</tr>
<tr>
<td>LAW &amp; COURTS</td>
<td>$4.2</td>
<td>2%</td>
</tr>
<tr>
<td>RECREATION &amp; SPORTING</td>
<td>$3.0</td>
<td>1%</td>
</tr>
<tr>
<td>FIRE</td>
<td>$2.9</td>
<td>1%</td>
</tr>
<tr>
<td>TOTAL</td>
<td>$215.5</td>
<td>100%</td>
</tr>
</tbody>
</table>

*Estimate based on figures obtained from www.usgovernmentspending.com
The NIGP Products Exposition provides government suppliers with the unique opportunity to generate business, increase visibility and make a lasting impression on the public procurement community.

**Benefits of Exhibiting**

- Generate new business across government, K-12 and higher education
- Numerous networking opportunities to make new connections
- Company listing on Expo Website and Mobile App
- Complimentary pre-and post-show registered attendee mailing list
- Dedicated show hours (no educational sessions during exhibit hours)

**Exhibit space includes:**

- (1) Conference registration with access to sessions and (2) Exhibit Hall Only registrations (per 10x10 space)
- 8’ high draped back wall, 36” high draped side rails, 7” x 44” company ID sign
- Exhibitor participation points toward future NIGP Forums and priority in next year’s booth selection
- 24-hour general exhibit hall perimeter security services

*Carpet in booth not included

"It’s a unique opportunity. Once a year you meet exactly the people you want to meet... practitioners, leaders, and thought-leaders in the field of public procurement.

Jan Siderius, Negometrix
AFFORDABLE SPACE RATES

<table>
<thead>
<tr>
<th>Area</th>
<th>Rate Per Square Foot</th>
<th>Size</th>
<th>Booth Size &amp; Cost</th>
</tr>
</thead>
<tbody>
<tr>
<td>100 sq. ft.</td>
<td>$27.00</td>
<td>(10’ x 10’ booth)</td>
<td>$2,700</td>
</tr>
<tr>
<td>200 - 300 sq. ft.</td>
<td>$26.00</td>
<td>(10’ x 20’ booth)</td>
<td>$5,200</td>
</tr>
<tr>
<td>400 sq. ft. &amp; over</td>
<td>$25.00</td>
<td>(20’ x 20’ booth)</td>
<td>$10,000</td>
</tr>
</tbody>
</table>

* $100 corner fee per open corner (Fee applies for both Industry Exhibitors and Business Council.)

View Floor Plan

Expo Location

Navy Pier
600 E. Grand Avenue
Chicago, IL 60611

Expo Dates and Hours

Sunday, August 23 3:00PM – 6:30PM
Monday, August 24 10:00AM – 1:30PM
Lunch 12:30PM – 1:30PM

Expo Move-In Dates and Hours

Saturday, August 22 2:00 PM – 6:00 PM
Sunday, August 23 8:00 AM – 1:00 PM

Expo Move-Out Dates and Hours

Monday, August 24 1:30 PM – 8:00 PM

Exhibitor Categories In High Demand

- Architecture & Engineering Services
- Automotive/Fleet Services
- Bidding Software
- Body Armor
- Body Cameras
- Building Materials
- Construction Equipment
- Communications
- Computer Hardware & Software
- Disaster Relief & Recovery
- Emergency Support
- Facilities Maintenance
- Finance Solutions
- Food Service
- Healthcare
- Information Technology
- Laboratory Equipment
- Law Enforcement Products
- Logistics & Warehousing
- Maintenance
- Office Furniture/Equipment
- Procurement solutions
- Public Safety
- Public Works Solutions
- Safety Security Solutions
- Recreation Facilities/Materials
- Training programs/services

Exhibit Sales and Management Spargo, Inc.
Companies beginning with #–D:
Exhibit Contact: Bradley Eubank
bradley.eubank@spargoinc.com
703.995.2562

Companies beginning with E–O:
Exhibit Contact: Cindy Auguste
cindy.auguste@spargoinc.com
703.592.4397

Companies beginning with P–Z:
Exhibit Contact: Jillian Holt
jillian.holt@spargoinc.com
703.995.2573

Official Service Contractor
Hargrove Exhibitor Services
exhibitorservices@hargroveinc.com
301.306.4627

NIGP Events & Programs Manager
Shannon Lockwood
slockwood@nigp.org
703.736.8900 x229

Reserve your space today!

Virtual Exhibit Opportunities

After launching the Virtual Conference at Forum in 2019, NIGP is excited to offer virtual exhibit opportunities again in 2020. Learn more.
We come back every year because we have a great experience every time and every year it seems to get better!
Kimberly-Clark Professional
Knoll, Inc.
Knowledge Services
Kompan, Inc.
Kone, Inc.
Konica Minolta Inc.
Kronos Inc.
Kubota Tractor Corporation
Kyocera Document Solutions America
Land Pride
Lawson Products
LD Products
Lexmark International, Inc.
Lowe’s Home Centers, LLC
MachineryTrader
Mahindra North America
MANCON
Mannington Commercial
McKesson-Medical Surgical
Michelin North America, Inc.
Miller Imaging & Digital Solutions
Milliken
Minnesota Multistate Contracting Alliance for Pharmacy
Mitel
MSC Industrial Supply Company
MTD Products Company
(dbka Cub Cadet)
Multiquip Inc.
Musco Lighting
NAPA Auto Parts
NASPO ValuePoint
National Cooperative Leasing
National Cooperative Procurement Partners
National Office Furniture
NCPA - National Cooperative
Purchasing Alliance
Negometrix
Neopost
Network Services Company
North Texas SHARE
Norwich University
NPPGov
NS CORPORATION
NZG Medical Pharm
Office Depot
OPS Brands
OMNIA Partners
ORAFOL Americas
O’Reilly Auto Parts
Otto Trading, Inc.
Panasonic
Patcraft
PEPPM
Periscope Holdings Inc.
PlanetBids, Inc.
PlayPower
PlayPower - Playworld
Pocket Nurse
Premier, Inc.
Priefert Rodeo & Ranch Equipment
PrinterLogic
Proactiv
ProcureNow
PROMAXIMA STRENGTH & CONDITIONING
PS Furniture, Inc.
Pure Storage, Inc.
Rain Drop Products
Rehrig Pacific Company
Ricoh USA
RightAngle Products
Robert Half
RoofConnect, National Roofing Services
Safco
Safeware Inc.
SAP Concur
School Outfitters
ServiceWear Apparel
Sharp Electronics Corporation
Sherwin-Williams
SHI International Corp.
Shred-It
Sitmatic
SitOnIt Seating | IDEON
SmartProcure, LLC
Smarttronix, Inc.
Snap-On Industrial Sourcewell
Southern Computer Warehouse
Specialty Underwriters LLC
Sprint
Staples
Steelcase Inc.
Strategic Communications
Strategic Market Alliance
Sunbelt Rentals Inc.
Syssoft eRFP
TAPCO - Traffic & Parking
Control Co., Inc.
Tecta America Corp
Teknion
Telesteps, by Regal Ideas
Texas Dept. of Information Resources
Texas Mowing Solutions
Texas SmartBuy
Thatcher Company
The Global Display Solution
The Home Depot
The Public Group
The Toro Company
Thompson Pump and Manufacturing Co., Inc.
Thundercat Technology
TIPS
T-Mobile
Tradition Energy
Trane
Tremco Inc.
Trendway Corporation
Tyler Technologies
U.S. Bureau Of Labor Statistics
UMB Bank
UNICOM Government, Inc.
Unison (formerly FedBid, Inc.)
United Rentals
Universal Public Procurement Certification Council (UPPCC)
US Armor
US Foods
Vendor Registry
Ventrac by Venture Products Inc
VF Workwear
Virco Manufacturing Corporation
VWR International
Wastequip/Toter
Waxie Sanitary Supply
WESCO CSC
WEX Inc.
Yard Systems Inc.
ZOLL Medical Corporation
Zones Inc.

NIGP Corporate Sponsors in bold