



Industry Partner Program

BCNET➔

ABOUT BCNET

BCNET is a not-for-profit organization that represent the interests of our members – colleges, universities and research institutes in British Columbia. We continuously engage with our members to explore, evaluate and develop solutions that meet their unique needs. Our aim is to build value through collaboration, drive down costs, maximize efficiencies and support the needs of our members.

OUR INDUSTRY PARTNER PROGRAM

The Industry Partner Program provides your organization with opportunities to interact and engage with our diverse member community.

WHO ARE OUR MEMBERS?

- 25 public, post-secondary institutions in B.C.
- Universities
- Colleges
- Institutes



OPPORTUNITIES TO ENGAGE A UNIQUE HIGHER EDUCATION COMMUNITY

Our Industry Partner Program pinpoints multiple avenues for networking, learning and engaging with our integrated member community in the post-secondary sector.

- Engage and network with IT professionals from across 25 higher education institutions
- Feature your products/services to over 700 delegates at the BCNET higher education IT conference
- Find out about BCNET's current and future plans for services in B.C.
- Build relationships at additional member-focused events, such as our AGM Reception
- Opportunities to participate in our member forums

ACCESS INFLUENTIAL COMMUNITIES OF INTEREST

In 2019/20, BCNET will host two to three member forums, a three-day higher education IT conference, as well as numerous workshops and higher education IT forums. Industry Partners have a unique opportunity to reach and build relationships with our exclusive member community.



BCNET ANNUAL CONFERENCE

The BCNET Higher Education IT Conference has a long-standing reputation for excellence with higher education IT professionals in British Columbia. In 2018, 97 per cent of delegates rated the conference as 'good', 'very good', or 'excellent'. The event offers insight on shared IT services, ongoing and new IT projects, an insider's look at current challenges and solutions, and extensive networking opportunities.

Monday, April 29	Tuesday, April 30	Wednesday, May 1	Thursday, May 2
Pre-conference Workshops	Conference Opening Breakfast Keynote Industry Exhibit Lunch 8 Concurrent Tracks Welcome Reception Executive Dinner	Breakfast CIO Lunch Lunch Industry Exhibit 8 Concurrent Tracks Keynote Night Out	Breakfast Lunch 8 Concurrent Tracks Keynote

WHO ATTENDS?

BCNET 2019 will bring together over 700 higher education IT professionals from 25 public, post-secondary institutions.

ATTENDEE PROFILE

- C-Suite 17%
- IT Directors 10%
- IT Managers 10%
- IT Staff 40%
- Government & Industry 15%
- Faculty 3%
- Other 5%

PLATINUM: \$15,000 — LIMIT OF 5

BCNET empowers exclusive partnerships with industry leaders who are ready to engage the higher education and research community and inspire the advancement of IT solutions. As a Platinum Industry Partner, you will benefit from the highest priority and greatest opportunities for collaboration.

ACCESS COMMUNITIES OF INTEREST

- Collaborate with influential decision-makers in these communities
- Interact with IT professionals on emerging information technology services and applications
- Showcase emerging technologies

FOSTERING COMMUNICATIONS

- We are the conduit to our diverse member community. We can support our Platinum Partners by facilitating the communication of vendor-related events, service offerings, product roadmaps and executive briefings.

ENGAGE AT BCNET MEMBER-FOCUSED EVENTS

- Opportunities to present at our services-focused committees and working groups
- Invitation to attend our AGM Reception and other exclusive events to network with our executive stakeholder community

GAIN RECOGNITION

- Recognition as a Platinum Industry Partner on our website throughout the year

PLATINUM BCNET 2019 CONFERENCE SPONSORSHIP

Our Platinum Industry Partners benefit from top priority recognition and visibility, top-billing exhibitor space, sponsorship, and a plenary speaking opportunity at a three-day higher education IT conference that brings together distinctly diverse delegates. The Platinum sponsorship is an exclusive opportunity that is limited to five organizations.

PLATINUM SPONSOR BENEFITS	
Promoted as Platinum Sponsor in all conference communications, including social media	✓
30-minute plenary speaking spot	✓
Top-billing exhibitor display (6x20 booth)	✓
Exclusive conference mobile app promotion/advertising opportunities on landing screen	✓
Promoted as Platinum Sponsor at conference opening	✓
Hyperlinked logo on conference website	✓
Promoted in on-site event signage	✓
Complimentary conference passes	4
Registrations at Industry Partner discounted rate	✓
Invitations to Industry Partner and CIO Lunch/Event	2
Recognition award at the Industry Partner and CIO lunch	✓

GOLD: \$10,000 – LIMIT OF 12

ENGAGE AT MEMBER-FOCUSED EVENTS

- Opportunities to participate in committees and working groups
- Invitation to attend our AGM Reception and other exclusive events to network with our executive stakeholder community

GAIN RECOGNITION

- Recognition as a BCNET Gold Industry Partner on our website throughout the year

BCNET 2019 CONFERENCE SPONSORSHIP

Our Gold Industry Partners benefit from succeeding priority recognition and visibility, exhibitor space, sponsorship, and an industry track speaking opportunity at a three-day higher education IT conference that brings together distinctly diverse delegates. The Gold sponsorship is an exclusive opportunity that is limited to twelve organizations.

GOLD SPONSOR BENEFITS	
Promoted as Gold Sponsor in all conference communications, including social media	✓
30-minute industry track speaking session	✓
Exhibitor display (6x10 booth)	✓
Promoted in conference mobile app	✓
Promoted as Gold Sponsor at conference opening	✓
Hyperlinked logo on conference website	✓
Promoted in on-site event signage	✓
Complimentary conference passes	2
Registrations at Industry Partner discounted rate	✓
Invitation to Industry Partner and CIO Lunch/Event	1

SILVER: \$5,000 – LIMIT OF 15

ENGAGE AT MEMBER-FOCUSED EVENTS

- Invitation to attend our AGM Reception and other exclusive events to network with our executive stakeholder community

GAIN RECOGNITION

- Recognition as a BCNET Silver Industry Partner on our website throughout the year

BCNET 2019 CONFERENCE SPONSORSHIP

Our Silver Industry Partners benefit from third priority recognition, visibility, exhibitor space, and sponsorship at a three-day higher education IT conference that brings together distinctly diverse delegates. The Silver sponsorship is an exclusive opportunity that is limited to fifteen organizations.

SILVER SPONSOR BENEFITS	
Promoted as Silver Sponsor in all conference communications, including social media	✓
Exhibitor display (6x10 booth)	✓
Promoted in conference mobile app	✓
Promoted as Silver Sponsor at conference opening	✓
Hyperlinked logo on conference website	✓
Promoted in on-site event signage	✓
Complimentary conference passes	1
Registration at Industry Partner discounted rate	✓
Invitation to Industry Partner and CIO Lunch/Event	1

BRONZE: \$2,500 – LIMIT OF 10

GAIN RECOGNITION

- Recognition as a BCNET Bronze Partner on our website throughout the year

BCNET 2019 CONFERENCE SPONSORSHIP

The Bronze sponsorship is an exclusive opportunity that is limited to ten organizations.

BRONZE SPONSOR BENEFITS

Promoted as Bronze Sponsor in all conference communications, including social media	✓
Promoted in conference mobile app	✓
Promoted as Bronze Sponsor at conference opening	✓
Hyperlinked logo on conference website	✓
Promoted in on-site event signage	✓

JOIN THE BCNET INDUSTRY PARTNER PROGRAM TODAY!

CONTACT

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BCNET →

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www.bc.net/industry-partners