



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 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 provides multiple avenues for networking, learning and engaging with our integrated member community in the post-secondary sector.

- Engage with IT professionals from across 25 higher education institutions
- Feature your products/services to over 800 delegates at the BCNET CONNECT Summit.
- Find out about BCNET's current and future plans for services in B.C.
- Build relationships at additional member-focused events, such as our Fall Member Reception and networking events.
- Opportunities to participate in our member forums

ACCESS INFLUENTIAL COMMUNITIES OF INTEREST

In 2020/21, BCNET will host three member forums, a three-day higher education Tech Summit, as well as numerous workshops and higher education networking events. Industry Partners have a unique opportunity to reach and build relationships with our exclusive member community.



BCNET CONNECT, Higher Education and Research Tech Summit

The BCNET Tech Summit has a long-standing reputation for excellence with higher education IT professionals in British Columbia. In 2019, 97 per cent of delegates rated the conference as ‘good’, ‘very good’, or ‘excellent’. The event offers insight on shared services, ongoing and new IT projects, an insider’s look at current challenges and solutions, and extensive networking opportunities.

Monday, April 27	Tuesday, April 28	Wednesday, April 29	Thursday, April 30
Pre-conference Workshops Executive Dinner	Conference Opening Breakfast Keynote Industry Exhibit CIO Lunch Lunch 6 Concurrent Tracks Welcome Reception	Breakfast Lunch Industry Exhibit 6 Concurrent Tracks Keynote Night Out	Breakfast Lunch 6 Concurrent Tracks Keynote

WHO ATTENDS?

BCNET CONNECT Tech Summit will bring together over 800 higher education IT professionals from 25 public, post-secondary institutions.

ATTENDEE PROFILE

- C-Suite 12%
- IT Directors 7%
- IT Managers 12%
- IT Staff 41%
- Government & Industry 25%
- Faculty 1%
- Other 2%

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 technology 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 technology services and solutions
- 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 Member Forums
- Invitation to attend our Member 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 SPONSORSHIP: BCNET CONNECT Tech Summit

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 Tech Summit that brings together distinctly diverse delegates. The Platinum sponsorship is an exclusive opportunity that is limited to 5 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
Exhibitor complimentary pass	1
Invitations to Industry Partner and CIO Lunch/Event	2
Recognition award at the Industry Partner and CIO lunch	✓

GOLD: \$10,000 – LIMIT OF 11

ENGAGE AT MEMBER-FOCUSED EVENTS

- Opportunities to present at our exclusive Member Forums
- Invitation to attend our Member 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

GOLD SPONSORSHIP: BCNET CONNECT Tech Summit

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 Tech Summit that brings together distinctly diverse delegates. The Gold sponsorship is an exclusive opportunity that is limited to 11 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
Exhibitor complimentary pass	1
Invitation to Industry Partner and CIO Lunch/Event	1

SILVER: \$5,000 – LIMIT OF 13

ENGAGE AT MEMBER-FOCUSED EVENTS

- Invitation to attend our Member Forums 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

SILVER SPONSORSHIP: BCNET CONNECT Tech Summit

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 13 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 pass	1
Invitation to Industry Partner and CIO Lunch/Event	1

BRONZE: \$3,000 – LIMIT OF 12

GAIN RECOGNITION

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

BRONZE SPONSORSHIP: BCNET CONNECT Tech Summit

The Bronze sponsorship is an exclusive opportunity that is limited to 12 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	✓
Complimentary conference pass	1
Invitation to Industry Partner and CIO Lunch/Event	1

JOIN THE BCNET INDUSTRY PARTNER PROGRAM TODAY!

CONTACT

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BCNET 

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www.bc.net/industry-partners