



EXHIBITOR PROSPECTUS



AUSTIN, TEXAS | AUSTIN CONVENTION CENTER EXHIBIT HALL
PRODUCTS EXPOSITION | SUNDAY, AUGUST 25 – MONDAY, AUGUST 26

The Future of Procurement Starts Here...Together
Together we can achieve more, learn more, engage more and turn ideas into reality.

Forum. The largest educational conference exclusively for public procurement in North America. Showcase key government products and services to over 1,100 procurement decision makers from across the country.

REGISTER TODAY.
nigp.org



EXHIBITOR PROSPECTUS



Meet over 1,100 procurement 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:

- **1,100+** 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 15,000 professionals from more than 2,600 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:

96%

Attend the Products Expo

94%

would recommend Forum to a colleague

94%

said networking opportunities exceeded expectations

93%

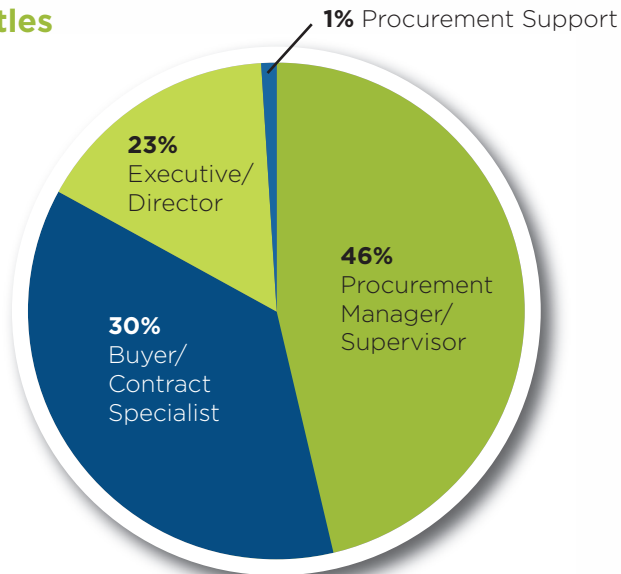
said educational sessions exceeded expectations



AUDIENCE PROFILE



Attendee Titles



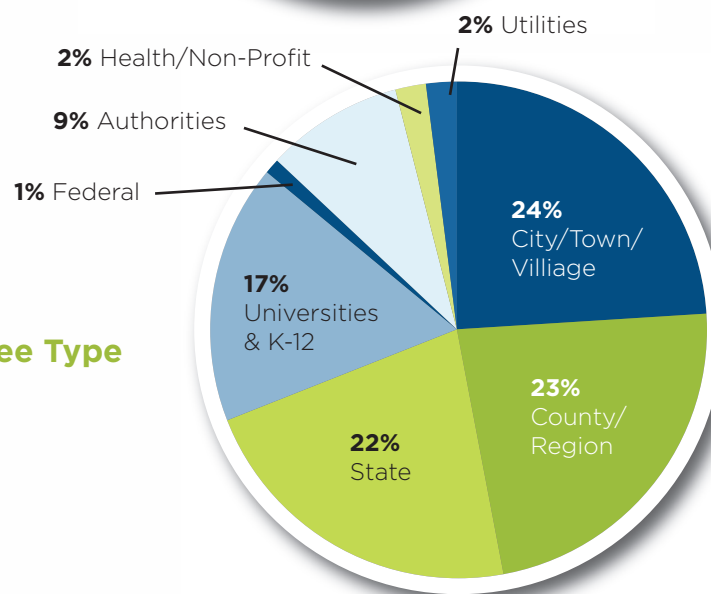
Attendee Spending

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.

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

*Estimate based on figures obtained from www.usgovernmentspending.com

Attendee Type



ENGAGEMENT INFORMATION

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
- Listing on the 2018 Exhibitor Website with available upgrade packages

*Carpet in booth not included



AFFORDABLE SPACE RATES

100 sq. ft.	\$27.00 per square foot (10' x 10' Booth - \$2,700)
200 - 300 sq. ft.	\$26.00 per square foot (10' x 20' Booth - \$5,200)
400 sq. ft. & over	\$25.00 per square foot (20' x 20' Booth - \$10,000)

View Floor Plan

Expo Location

Austin Convention Center
500 E Cesar Chavez Street, Exhibit Halls 4 & 5
Austin, TX 78701

Expo Dates and Hours

Sunday, August 25	3:30PM – 6:30PM
Monday, August 26	9:30AM – 1:30PM
(lunch in Hall from 12:30PM – 1:30PM)	

Expo Move-In Dates and Hours

Saturday, August 24	12:00 PM – 6:00 PM
Sunday, August 25	8:00 AM – 1:00 PM

Expo Move-Out Dates and Hours

Monday, August 26	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

Exhibitor Manager Spargo, Inc.

Exhibit Contact: Bradley Eubank
Bradley.eubank@spargoinc.com
703.995.2562

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!



2018 EXHIBITORS

We invite you to join these companies at Forum 2019 in Austin, Texas. The future of procurement starts here...together.

9to5 Seating
A3 Communications
Acro Service Corporation
Advance Auto Parts/CARQUEST
AFFLINK
AGCO
Ahern Rentals Inc.
Alamo Group (TX) Inc.
Allied Universal Security Services
Allsteel, Inc.
Alvarez & Marsal Public Sector Services, LLC
Amazon Business
Amazon Web Services/DLT Solutions
American Office Products Distributors, Inc.
American Society for Public Administration
AMETEK Electronic Systems Protection
Anchor Audio
Anixter
Applied Industrial Technologies
Aquire
ARI Phoenix Inc.
Ariens
Association of Educational Purchasing Agencies (AEPA)
AstroTurf
AT&T Mobility
Attenti
AutoZone, Inc.
BCI Burke Company
Bender Burkot School Supply
Bentley Systems
BerryDunn
Bid Ops
BidCorp
Biddingo.com
BidNet Direct
bids&tenders
BlueScope Construction Government Services
Bonfire Interactive
Bridgestone Americas Tire Operations, LLC
Brother International Corporation
Brown & Root
BSN Sports
Business Credit Reports
BuyBoard National Purchasing Cooperative

Canon Solutions America
CANON U.S.A Inc.
Carahsoft
Carrier Corporation
Caterpillar
CDW
Choice Partners
Cintas Corp
Cisco Systems, Inc.
CKEUSA
Club Car LLC
CobbleStone Systems Corp.
Columbia Vehicle Group Inc.
Connection (Formerly GovConnection)
Continental Flooring Company
Continental Wireless Inc
Cushman / E-Z-Go
Daikin Applied
DC Group
Diamond Pharmacy Services and Medical Supply
DLT Solutions - Oracle Platinum Partner
Doosan/Bobcat
E&I Cooperative Services
eBridge Business Solutions, LLC
EKA
EPIC Business Essentials
ESI
Essity
Experian
EZ ACCESS
Factory Motor Parts
Farber Special Vehicles
Fastenal Company
FedBid, Inc.
Federal Contracts Corp
Ford Motor Company
ForeverLawn Inc.
FP Mailing Solutions
GameTime
Garland/DBS, Inc.
Geotab
Gilbreath Communications
GOJO Industries
Google Inc.

GOPHER
Gordian
GovDeals
Government Finance Officers Association
Government Procurement
Government Sourcing Solutions
GovHR USA
Govlist
GovPlanet
GovSpend
GP Pro
Grainger
Granite Sky Civic
Grasshopper Company
Graybar Electric Company, Inc.
GSA - Federal Acquisition Service
Hankook Tire America Corp.
Haworth Inc.
HD Supply Facilities Maintenance
Herc Rentals
Heritage Bag Company
Herman Miller, Inc.
HGACBuy
HP Inc.
Hustler Turf Equipment
ID Experts Corporation
IEH Auto Parts dba: Auto Plus Auto Parts
Insight Public Sector
Ion Wave Technologies, Inc.
Ivalua Inc
J.J. Kane Auctioneers
Jacobsen
JAGGAER
John Deere Company
Johnson Controls
Keystone Purchasing Network
Kimball



2018 EXHIBITORS Continued

Kimberly-Clark Professional
 Kipper Tool Company
 Knoll, Inc.
 Knowledge Services
 Kompan, Inc.
 Kone, Inc.
 Konica Minolta Inc.
 Kronos Inc.
 Kubota Tractor Corporation
 Land Pride
 Lowe's Home Centers, LLC
 Mahindra North America
 MANCON
 Mannington Commercial
 Mayline-Safco
 McKesson Medical Surgical
 McKinstry
 Merchants Metals
 Milliken
 Minnesota Multistate Contracting Alliance
 for Pharmacy
 Mitel
 Mohawk Group
 MRC Recreation Park & Playground Equipment
 MSC Industrial Supply Company
 Musco Lighting
 NAPA Auto Parts
 NASPO ValuePoint
 National Cooperative Leasing
 National Cooperative Procurement Partners
 National IPA
 National Office Furniture
 NCPA - National Cooperative
 Purchasing Alliance
 Negometrix
 Network Services Company
 Networking Technologies + Support
 NewLinear-ChapterManager
 NPC Inc.
 NPPGov
 NS CORPORATION
Office Depot
 OFS Brands
 Onvia, Inc.
 ORAFOL Americas

O'Reilly Auto Parts
 Panasonic
 Patcraft
 PEPPM
Periscope Holdings Inc.
 PlanetBids, Inc.
 PlayPower
 PlayPower - Playworld
 Premier
 Priefert Rodeo & Ranch Equipment
 Proactis
 Pure Storage, Inc.
 Rehrig Pacific Company
 Ricoh USA
 RightAngle Products
 Robert Half
 RoofConnect, National Roofing Services
 S&P Global Market Intelligence
 Safeware Inc.
 School Outfitters
 Secure Internet Commerce Network, Inc
 ServiceWear Apparel
 Sharp Electronics Corporation
 Sherwin-Williams
 SHI International Corp.
 Shred-It
 Sitmatic
 SitOnIt Seating | IDEON
 Smartronix, Inc.
 Snap-On Industrial
 Sourcewell
 Southern Computer Warehouse
 Specialty Underwriters LLC
 Sprint
 Stanley Black & Decker
 Staples Business Advantage
 Steelcase, Inc.
 Strategic Market Alliance
 Sunbelt Rentals Inc.
 Sysoft eRFP
 TAPCO - Traffic & Parking Control Co., Inc.
 Tecta America Corp
 Teknion
 Thatcher Company
The Home Depot

The HON Company
 The Parking Spot
 The Public Group
The Toro Company
 Thompson Pump and Manufacturing Co., Inc.
 Thundercat Technology
 TIPS
 Toter, Inc.
 Tradition Energy
 Trane
 Tremco Inc.
 Trendway Corporation
 TRICOR
 U.S. Communities
 UMB Bank
 UNICOM Government, Inc.
 United Language Group
 United Rentals
 US Armor
 US Foods
 VARIDESK
 Vendor Registry
 Vermeer Corporation
 VF Workwear
 Virco Manufacturing Corporation
 VWR International
 Wastequip/Toter
 Waxie Sanitary Supply
 WESCO CSC
 WEX Inc.
 Yardi Systems Inc.
 ZOLL Medical Corporation
 Zones Inc.

NIGP Corporate Sponsors in bold

