



*“We’ve been exhibiting for years.
Great traffic, great flow — I love the setup.”*

— David Hanson

Senior Director of Marketing & Business Opportunity
LexisNexis

Exhibitor PROSPECTUS

ISM's 99th Annual International Supply Management Conference



ISM2014

International Supply Management Conference

May 5-7, 2014 | Las Vegas

The Focus Is You

ISM is focused on connecting you with your customer base at the 99th Annual International Supply Management Conference in Las Vegas. This is the premier event to engage with thousands of procurement and supply chain professionals who need your products and services to help them succeed in their day-to-day business operations. Connect with your target audience when you exhibit with ISM, from May 5-7, 2014.



“We gained a number of quality leads and are excited to build new working relationships. We will be exhibiting again next year.”

— Mark Plocki
Manager, Global Events
Ariba Inc., an SAP
Company

About ISM

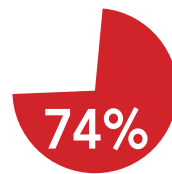
Institute for Supply Management™ (ISM) is the first supply management institute in the world. Founded in 1915, ISM's mission is to enhance the value and performance of procurement and supply chain management practitioners and their organizations worldwide. By executing and extending its mission through education, research, standards of excellence and information dissemination — including the renowned monthly *ISM Report On Business®* — ISM maintains a strong global influence among individuals and organizations in more than 80 countries.

Why Exhibit at ISM's Conference?

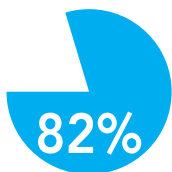
Exhibiting at the ISM Conference puts your brand in front of more than 2,000 procurement and supply management professionals from all over the world.



of attendees are decision-makers.



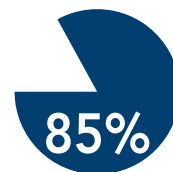
are looking for new suppliers.



connect with new procurement and supply management professionals.



reinforce relationships with existing clients.



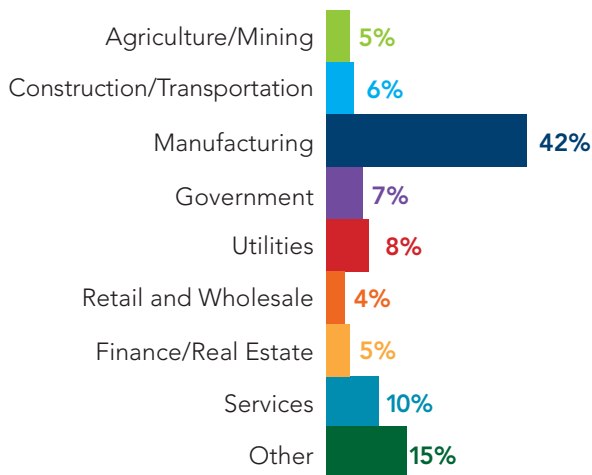
report that the ISM Conference generates new leads.

Source: ISM Post-Conference Survey

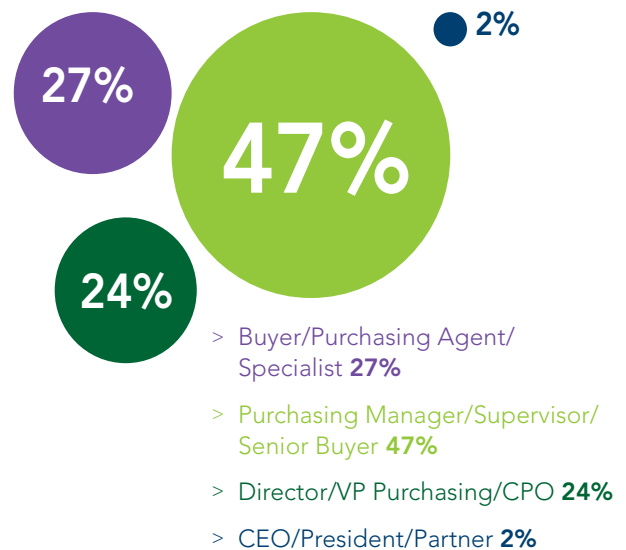


Engage With Your Target Audience

Industries They Work In



Their Job Titles/Levels



24% of attendees report that at least 30% of their annual spend is international.

Annual Spend All amounts in U.S. dollars



Maximize Your Brand Awareness

Maximize your exhibit investment by sponsoring the Conference. Stand out with important value-add opportunities that create brand awareness and highlight your products and services. Let us work with you to develop the perfect mix. For a list of sponsorship opportunities, please visit us at www.ism.ws or contact your ISM account manager.



Reserve Your Space Today

More Than 65% Sold

Booth Space & Pricing

10' X 10' (100 square feet)	US\$5,000
10' X 20' (200 square feet)	US\$10,000
20' X 20' (400 square feet)	US\$20,000

Select Your Space

View the Exhibit Space Map at www.ism.ws/3871 to select your booth.

Exhibitors Receive:

- > Two full Conference registrations with each 10' X 10' booth purchase (US\$2,600 value)
- > Unlimited number of Exhibit Hall passes for your staff, potential clients and company VIPs
- > Pre- and post-Conference mailing list of attendees (includes name, title and company's address) — a US\$700 value!
- > Dedicated exhibit hours with little overlap of session time.
- > 8'-high back drape with 3'-high side rail drape and a 7" X 44" identification sign
- > Your company's web address and booth assignment placed on the Conference site and mobile event app
- > Exceptional exhibitor pricing for print advertising in *Inside Supply Management*® magazine and electronic ads in our e-newsletters and the ISM website
- > Special exhibitor pricing on sponsored web seminars and white papers that associate your company with ISM and position your company as an industry leader

Exhibitors who integrate traffic-builders and sponsorship into their exhibition program have more success attracting booth visitors, gathering leads and generating sales.



Contact

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Exhibit Hall Schedule

(subject to change)

Sunday, May 4, 2014

8:00 a.m. – 5:00 p.m. Exhibitor Move-In

Monday, May 5, 2014

8:00 a.m. – 9:30 a.m. Grand Opening
With Networking
Breakfast

1:00 p.m. – 3:00 p.m. Dessert Reception

5:00 p.m. – 7:00 p.m. Networking
Reception

Tuesday, May 6, 2014

1:00 p.m. – 3:00 p.m. Dessert Reception

3:00 p.m. – 4:30 p.m. Hall Open

4:30 p.m. – 6:30 p.m. Networking
Reception

6:30 p.m. – 11:00 p.m. Exhibitor
Move-Out



Reach Your Target Customers

Attending companies in 2013

Alcoa	Dresser-Rand	LL Bean	Siemens
Allergan	DuPont	Lockheed Martin	Sodexo
Altria	Eastman Chemical Co.	Loews Hotels	Sony Online Entertainment
Amalgamated Sugar Co.	Eaton Corporation	Louis Vuitton Inc.	Spectra Energy
Amazon.com	Eli Lilly and Company	Lowe's Co.	Sprint Nextel Corp.
American Airlines	Estee Lauder Inc.	Marathon Petroleum Co. LP	Starbucks Coffee Company
American Honda Motor Co.	Exxon Mobil	MasterCard Worldwide	State Farm
American Red Cross	Flextronics	McDonalds Corporation	SunCoke Energy
Anheuser-Busch/InBev	Ford Foundation	MeadWestvaco	Terex Corp.
Aramco Services Company	Freddie Mac	Merck & Co. Inc.	Tesoro
Ashley Furniture	General Dynamics	Met Life	Teva Pharmaceuticals
Bank of America	Georgia-Pacific LLC	Microsoft Corporation	Texas Instruments Inc.
Bass Pro Shops	GlaxoSmithKline	Miller Coors, LLC	The Boeing Company
Bath & Body Works	Goodrich	Monsanto Co.	The Clorox Company
Bausch and Lomb	Graco Inc.	National Basketball Association	The Hershey Company
Baxter Healthcare	Halliburton	Newell Rubbermaid	The Home Depot
Bayer Healthcare	Harry & David Holdings	Nintendo of America Inc.	The Vitamin Shoppe
Bechtel Power Corp.	Helzberg Diamonds	North American Van Lines	The Walt Disney Co.
Belcorp/Belstar S.A.	Hershey Entertainment & Resorts	Northrop Grumman	T-Mobile
Bell Helicopter	Hewlett-Packard Company	Novartis	Toro Company
Bombardier Aerospace	Highmark Inc.	Open Trade Korea	Total Petrochemicals & Refining, Inc.
Booz Allen Hamilton	Hilton Worldwide	Pacific Gas and Electric	Tyco International
Borg Warner	Hitachi America Ltd.	Pacific Steel Casting Company	Under Armour
BP	H.J. Heinz	Petrobras	Unilever
Bristol-Myers Squibb	Honeywell	PetSmart Inc.	United Space Alliance
Brunswick Corp.	Humana Inc.	Pfizer Inc	U.S. Olympic Committee
Capital One Services	IBM	Philip Morris USA Inc.	United States Steel Corp.
Caterpillar Logistics Inc.	Ingalls Shipbuilding	Polaris Industries	United Technologies Corporation
Celanese Corp.	Ingersoll Rand	PriceWaterhouseCoopers	UPS
CenturyLink	Integrus Energy Group	Publix Super Markets Inc.	US Airways
Chevron Services Company	Intel Corporation	Qiagen	US Foods
Chick-fil-A	International Trade Center	QuikTrip Corp.	US Postal Service
Church & Dwight Co.	International Monetary Fund	RadioShack Corp.	US Steel Corp.
Cisco	JC Penney	Raytheon	USAA
Coach	Johnson & Johnson	Rolls-Royce NA	Veolia Water North America
Coca-Cola Co.	Kiewit Corp.	Royal Adhesives & Sealants	Verizon
ConAgra Foods	Kohler Co.	Ryder System	Wellpoint
Colgate Palmolive	Kohl's Department Stores	Samsung Electronics	Wells Fargo Bank
Corning Inc.	L'OREAL USA	Sandals Resorts Intl.	World Bank Group
Cracker Barrel	LabCorp	Sargento Foods Inc.	Whirlpool Corporation
Curtiss Wright Corp.	Leatherman Tool Group	Sea World Parks and Ent.	
Dean Foods	Leggett & Platt	Sealy Inc.	
Deere & Co.	Lego Systems Inc.	Serveone Co.	
Delphi Corporation	LG Electronics	Shell Oil Products	
Diamond Products			
Doosan Infracore Co. Ltd.			

Get Noticed

Traffic-builders increase your visibility

Sometimes a personalized email is the best reminder for busy supply chain professionals, but that's not all we offer. Take a look at our Exhibit Hall Traffic-Builders and pick the one that's right for you. Don't wait. They have limited availability, and sell out quickly.

Email Blast

Pre- or Post-Conference Email. Have ISM send attendees a personalized email with your company message directing them to your booth (excludes opt-out attendees) or follow up the Conference with a personal email. ISM reserves the right to approve or request edits prior to distribution.

US\$2,500

Newsfeed

Your 60-second commercial on "ISM In Focus" aired throughout the Conference in common areas and made available on the ISM YouTube Channel. ISM provides the complete production crew to film and edit your message. As an added benefit, we provide a copy to use in your own marketing efforts.

US\$3,500

Passport Program

Purchase a block on our **Exhibitor Passport** that directs attendees to your booth. Once attendees have participating sponsors and exhibitors stamp their card, they can enter their card into a drawing for great prizes. Prizes are awarded on Monday and Tuesday during the Conference.

US\$2,000

Show Guide

ISM2014 Navigator. The 2014 show guide serves as the primary information resource to help attendees navigate the Conference. Reserve your space today and get in front of every attendee, multiple times a day, with continued exposure long after the Conference concludes. Reserving an ad or company profile builds anticipation and traffic, as the *Navigator* will be available online and promoted before the Conference begins.

Prices start as low as **US\$795**

Tote Bag Insert

Tote Bag Insert. Don't miss this opportunity to include one literature piece or novelty item in the Conference bag that every attendee receives at registration. Item must be approved by ISM and received by ISM no later than March 14, 2014.

US\$1,500




Join Our Growing List of Exhibitors

A.T. Kearney
Adelman Travel Group
ADTRAV Travel Management
AFMS, LLC
Alliance of Professionals & Consultants, Inc.
AlliedBarton Security Services
American Metal Market
American Public University System
American Sentinel University
AmTrav
Ariba, an SAP Company
Atlas Van Lines Inc.
b-pack inc.
BravoSolution
BROWZ, LLC
U.S. Bureau of Labor Statistics
Directworks
CombineNet Inc.
CoreTrust Purchasing Group Inc.
Corporate Graphics International
Corporate Imaging Concepts
CORT
CoVest Sourcing Network
CreditRiskMonitor
D&B (Dun & Bradstreet)
Dempsey Partners
Directravel
DXP Enterprises Inc.
Ebix
EBSCO Information Services
EC Sourcing Group Inc.
Egencia
ENRICH
Epiq Technologies
ePlus Systems Inc.
Equifax
Eric Tillman Consulting LLC
Eurest Services
Executive Travel Inc.
EvaluateServe, Inc.
Fastenal Company
Fieldglass
First Flight Solutions

Forte Business Travel Solutions
Freight Management Inc.
Gas and Supply
GEP
GIS (General Information Services)
GS3 — Global Single Source Solution
Guardsmark, LLC
Hubwoo
IASTA
IBISWorld Inc.
IHS Inc.
Insight Sourcing Group
IPS Laser Express
IQNavigator
ISSA, The Worldwide Cleaning Industry Association
Ivalua Inc.
JVKellyGroup Inc.
Kaman Industrial Technologies Corp.
LexisNexis
Liquidity Services Inc.
LiveSource (MFG.com)
ManageRight Vendor Management Software
Meeting Management Associates Inc.
Meetings & Incentives
Michigan State University
MTM Recognition
My Purchasing Center
National Gift Card
National Minority Supplier Development Council Inc.
Office Depot Inc.
Oracle America Inc.
ORR Safety Corporation
Paramount Transportation Systems
Peerless Media
Pennsylvania State University
Perfect Commerce
PHH Arval
PICS Inc.
Plannernet
POOL4TOOL America, LLC
PRGX
Puridiom

Rapid Ratings International
SAP
SC&H Group
Scanmarket North America Inc.
Schwaab Inc.
SciQuest Inc.
SDI Inc.
Short's Travel Management
SIRVA Relocation
Smart Software Inc.
Sorcity Spend Reduction
SOS Employment Group
Staples Advantage.
Stevens Worldwide Van Lines
Storeroom Solutions Inc.
Strategic Procurement Solutions
Techway Services Inc.
The Smart Cube Inc.
The Suddath Companies
The Superior Group
ThomasNet.com
Travel Leaders Corporate
TRC Global Solutions Inc.
Turtle & Hughes Integrated Supply
Unigroup
United Rentals Inc.
University Alliance
University of Michigan
University of San Diego
University of Tennessee
University of Wisconsin — Platteville
UPS
U.S. Lawns
Vinimaya Inc.
Volt
Wheels Inc.
WHR Group
Women's Business Enterprise National Council (WBENC)
ZeroChaos
Zorch
Zycus Infotech Pvt. Lt.



*“It is priceless
for us to listen to and
understand the procurement
space, while generating
new leads.”*

— ISM Exhibitor



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Reserve Your Space Today

Kathy Braase

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