



TOTAL TECH
SUMMIT

CEPro **CI** Commercial
INTEGRATOR **SECURITY SALES**
& **INTEGRATION**

NOVEMBER 7-9

DAVID L. LAWRENCE CONVENTION CENTER | PITTSBURGH, PA

2018

SPONSORSHIP OPTIONS

www.totaltechsummit.com



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OUR FORMULA



FIND leaders of the biggest, best, most progressive companies



HOST VIP-level guests, covering travel, hotel, food & drink, complimentary registration



PROVIDE peer-to-peer best practice sharing, problem solving and great market and management info



REQUIRE guests to attend start-to-finish and connect with sponsors on a scheduled basis



DELIVER sponsors scheduled, guaranteed engagements:

- **Small group boardroom presentations**
- **One-on-one meetings at sponsors' exhibits**
- **Large group general session presentations**
- **Browsing and networking contacts**
- **Detailed profile information on guests**

The Total Tech Summit is a uniquely powerful hosted style event that co-locates and integrates the 11th annual **CE Pro Summit**, 7th annual **Commercial Integrator Summit** and 3rd annual **Security Sales & Integration Summit**.

The 2018 Summit will host 400+ business leaders from the nation's largest and most progressive custom, commercial and security integration companies to work on growing and improving their already superb companies.

Sponsors engage with guests on a planned, scheduled, guaranteed basis through 35-min. small group boardroom presentations and 15-min. one-on-one meetings at their exhibits.

The engagements occur at a strategic and opportune time—as business leaders consider how to evolve their business processes and product and service mix.

2018 Event Projections:

- **400+** individuals representing 350 integration companies
- **\$9 billion** in annual revenues
- **400,000** installations
- **175** sponsors



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BENEFITS OF SPONSORING



Engage Deeply with High-Value Prospects.

At tradeshows, most contacts are superficial, random, and often unqualified. At AE Ventures events, engagements are scheduled and strategic. We deliver fully-formed opportunities to develop meaningful sales relationships, not badge-scans that may or may not pan out to be a lead. In addition, our events create a nearly perfect selling context – a chance to present your products and services when top decision-makers are thinking deeply about the evolution and growth of their businesses and tech strategies.



Service That's Above & Beyond.

AE Ventures takes sponsor support and deliverables a leap ahead. We work with sponsors to identify meaningful goals and devise engagement strategies that will yield the desired results. We simplify and ease on-site execution with our signature customer care. Most importantly, we back your sponsorship investment with our Engagements Guarantee that provides you double the value in make-good meetings in the unlikely event a guest misses an engagement with you. (Please note: less than 2% of engagements arranged at each event are missed.)



Select Your Targets.

Pick-and-choose the number and type of engagements your company wants among the VIP-level decision-makers hosted at our events. You can address multiple channels/ market sectors or just one. Choose from scheduled 15-minute one-on-one meetings at your exhibit, 35-minute boardroom engagements to a group of 10 guests, or general session sponsorships that enable you to message to all guests. Your sales team receives detailed profiles in advance including firmographics, product line-up, and personal details for each individual they are scheduled to meet with. This sets up sales staff to build rapport, quickly identify prospect needs and effectively present the solutions your company can offer.





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Save Time & Money

Add up the time and money required to connect in-person with your biggest and best prospects across the nation and compare it to the efficiency of meeting with dozens of VIP prospects in just 2.5 days—the savings created by sponsoring an AE Ventures event becomes clear. For the highest levels of participation by sponsors, we calculate greater than 50% savings on the fully loaded cost of participation versus business travel.

Because tradeshows are structurally unable to provide the scheduled, guaranteed VIP engagements that AE Ventures delivers with its hosted events model, cost comparisons are nearly impossible. Tradeshows are “show and tell” not “meet and sell” like AE events.

BUSINESS TRIP



\$721

Average fully loaded cost per half-hour for face-to-face engagement with VIP prospect via traditional prospecting and travel

AE VENTURES EVENT



\$363

Average fully loaded cost per half hour of face-to-face engagement with VIP prospect via AE Ventures Events.*



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GUEST STATS

\$1.3 billion

In Annual Aggregate Revenue

\$10.9 million

Average Annual Revenue



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\$4 million

Median Annual Revenue

40,100

Residential Installations

\$67 million

Average Aggregate Revenue
of Boardroom Groups

4,200

Commercial, industrial, institutional,
governmental installations



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2018 CE PRO SUMMIT GUEST LIST *CONFIRMED & PENDING*

1 Sound Choice	CEO
Acadian Home Theater & Automation	AV Sales
Acadian Home Theater & Automation	Marketing & Sales
All Systems Audio & Video	Owner
Apex Audio & Video	Sales Engineer
ArchiTechKnowlogy Design Group	Chief Creative Officer
Atlanta Audio & Automation	VP/Owner
Atlantic Home Technologies	Director of Operations
ATTYWON	Founder/CEO
Audio Command Systems, Inc.	Director of Sales
Audio Dimensions	President
Audio Etc...	President
Audio Etc...	Vice President
Audio Video Designs	President
Audio Video Designs	VP Design & Engineering
Audio Video Innovations	President
Audio Video Intelligence	Vice President-treasurer
Audio Video Intelligence	President
AudioOne	Owner
Audiotronics, Inc.	AV Buyer
Automated Environments	President
Automation Design & Entertainment	President
Automation Integration	Director
AV Design Consultants	President
AV Design Consultants	Operations Manager

AVS Design Concepts, Inc.	VP of Sales
Barrett's Technology Solutions	Technical Director
Barrett's Technology Solutions	VP & General Manager
BCG Concepts	President
BCG Concepts	Project Manager
Bekins	Electronics Integration Director
Bjorn's Audio/Video	Custom Install Manager
Bjorn's Audio/Video	Vice President
Bjorn's Audio/Video	Custom Install Manager
Cello Technologies	President
Chesapeake Systems Service	General Manager
Cyber Technologies	President
DC Home Systems	President
DC Home Systems	Process Implementation Officer
Definition Audio Video	COO
Dell Smarthome Solutions	President
Dennis Sage Home Entertainment, Inc.	President
Digital Interiors	Owner
Digital Interiors	Director of Sales
Digital Logic Systems (DLS)	Owner
Domo Prestige	Director of Operations
Domo Prestige	Owner & Integrator
Eagle Sentry	Vice President
Electronic Home, Inc.	President
Elevated Electronics	Owner
Elite Electrical Enterprises, Inc.	President

Elite Media Solutions, LLC.	Owner / President
ETC	Engineer
ETC	CEO/President
FulTech Solutions	CEO
Fusion Audio + Video	Partner
Grand Home Automation	Operations/Design
Habitech Systems	President
HiDEF Lifestyle	Senior Programmer
Hi-Fi Sales	Senior Vice President
Holm Electric Inc.	President
Home Technology Experts	COO
Home Technology Experts	Sales Designer
Home Theater Technologies	President
Home Theater Technologies	Sales Manager
HomePro Home Technology	Vice President of Sales
HomePro Home Technology	Manager of Builder Development
HomeTronics Lifestyles	Co-Owner
HomeTronics Lifestyles	Partner
Iconic Systems	Business Development
Insight Plus Technologies	President
Integrated Custom Audio Video	Owner
Integration Excellence	GM/Sales
iTec Consultants	Systems Designer
JAMIESONS Audio/Video	Owner/Vice President
Just One Touch / Video & Audio Center	Director of Operations
La Scala	President



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Launch Systems	Founder/Managing Partner
Lelch Audio Video	President
Lelch Audio Video	Operations
Lewis AV	Outside Sales Manager
Liaison Home Automation	President
Lightworks	Integration Sales
Lightworks	President
LinkUs	Sr. Systems Designer
LinkUs	VP of Operations
Livewire, LLC	Director, Residential Services
Logic Integration, Inc.	Owner
Maxicon	CEO/Director
MaxSystems	Owner/Systems Engineer
Natural Sound	President
Nebraska Furniture Mart	General Manager
Oakville Sight & Sound	Owner/Systems Designer
Oakville Sight & Sound	President
Omni Audio Video LLC	COO
OneButton	Director of Installation
Paradyne Sound & Vision	Owner
Premiere Systems	General Manager
Premiere Systems	Chief Operating Officer
proConvergence, LLC	President
Progressive Home	VP
Pro-Tek Security & Audio Visual Design Group	Owner
Quadrant Systems	General Manager

Real Audio Video	Chief People Officer
Real Audio Video	Owner
Reference Audio Video & Security	Owner
Security Force, Inc.	Director of Home Technologies
Service Tech AV	Viceroy
Service Tech AV	President
SES Design Group	Director of Business Development
SES Design Group	President
Sight and Sound Systems, Inc.	President
SmartSystems	Vice President
SmartSystems	President
Sound & Vision	President
Sound & Vision	Vice President
Sound Effects	Owner
SoundCheck LLC	Installation Manager
SoundVision	Operations Manager
SoundVision, LLC	President
Stereo East Home Theater	President
Sterling Home Technologies, Inc.	Director of Operations
Sterling Home Technologies, Inc.	Owner
Sterling Home Technologies, Inc.	President
Sunbelt Technology	Owner
Sundown One	Manager
Symbio Lighting & Control	Owner
Sympspire (Interactive Systems)	Partner

Synergy FL	Electronic Systems Design Engineer
System 7	President
Systems Design Company	Managing Partner
Tech Superpowers (TSP)	CEO
Technology Design Associates	Founder
Technology Interiors	VP
Technology Interiors	CEO
Texadia Systems	EVP
The Electrix Company Inc	President
The Premier Group	Senior Systems Designer
Twilight Solutions Inc.	CEO
Unlimited Electronic LifeStyles/Unlimited Audio Inc	Owner
Unlimited Electronic LifeStyles/Unlimited Audio Inc	VP
Wicked Smart Homes	General Manager
Wicked Smart Homes	VP
Wipliance	Owner
World Vision	President
World Wide Stereo	VP of Sales
Xssentials LLC	Area President, Denver/Wyoming
Xssentials LLC	COO/Partner



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GUEST STATS



\$3.7 billion

In Annual Aggregate Revenue

\$39 million

Average Annual Revenue



\$15 million

Median Annual Revenue

4,700

Residential Installations

\$420 million

Average Aggregate Revenue
of Boardroom Groups

39,400

Commercial, industrial,
institutional, governmental
installations



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2018 CI SUMMIT GUEST LIST *CONFIRMED & PENDING*

5 Words Media	Director of Sales
Advanced Video Group Inc.	VP of Sales
Advantage Video Systems	CEO/Founder
All Pro Sound	National Sale Manager
All Pro Sound	President
Automated Systems Design, Inc.	VP
AV Solutions	President
AV Solutions	Sales Director
AVMAN	President
BlueWater Technologies	VP, Integration Operations
BlueWater Technologies	EVP of Strategy and Corporate Development
Bridges System Integration	Business Development Manager
Business Office Systems (BOS)	Vice President of Technology Integration
CCI Solutions	VP Systems Integration
Communications Engineering Company (CEC)	VP Sales & Marketing
CONCEPTS AV Integration	Owner
CONCEPTS AV Integration	VP Opps/COO
Dagostino Electronic Services (DES) Inc.	Owner
Design Electronics	General Manager
Devine Technology Partners	Director of AV Technology
Digital Display Solutions Inc. (DDS)	President
Digital Display Solutions Inc. (DDS)	President
DTS Inc.	VP of Operations

Edwards Technologies	Chairman of the Board
Emerge IT Solutions LLC	Senior Project Manager
Emerge IT Solutions LLC	President
ESCO Communications	Chief Sales & Marketing Officer
ESCO Communications	COO
ET Group	Principal
ET Group	Technology Advisor
GENCOMM	Director of Sales & Marketing
GENCOMM	Vice President
HB Communications	Executive VP of Sales
HB Communications	Executive VP of Sales
Hit Play	Owner
IAS Technology	Account Executive
IMS Technology Services	Director of Managed Services
IMS Technology Services	Director of Project Management
IMS Technology Services	VP of Technology Services
Innoface Systems	CEO
Interactive Solutions, Inc	Senior Solutions Engineer
Jensen Audio Visual	AV System Designer
Jensen Audio Visual	AV Account Manager
LINX	Engineering Manager
Live! Tech	Senior Account Executive
Livewire, LLC	Commercial Project Lead
Lone Star Communications	Engineer
Lone Star Communications	Director of Engineering
M3 Technology Group	CTO

M3 Technology Group	Vice President
M3 Technology Group	VP of Technical Operations
M3 Technology Group	VP of Strategic Accounts
Marshall Industries, Inc.	President/CEO
Master Video Systems Inc	Director of Operations
Master Video Systems Inc	President/CEO
Midtown Video	Chief Technical Officer
Midwest Computer Products	Installation Manager
Neurilink	Operations Manager
New Era Technology (Advanced AV)	Vice President of Sales and Marketing
New Era Technology (Advanced AV)	Chief Executive Officer
OPTECH	System Integrator
PCD	President
PCD	Vice President
Ping HD	CTO
Pitt Technology Group	VP of Operations
PlayNetwork	COO
Presentation Products	President
Professional Video Supply	President
Proton 360	Owner
Proton 360	Vice President
RAVE Audio Visual	President
Reference Audio Video & Security	VP of Operations
RPC Video Inc	Principal/Sales Engineer
RPC Video Inc	Principal
S&L Integrated	President & CEO



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Sage Technology Solutions	Project Manager
SAVE Electronics	CEO/ President
SCI Electronics	Director, Sales & Marketing
Sensory Technologies	New York Regional Director
Smarter Systems	President/CEO
Strategic Connections	Director, AV Services
Tebo Store Fixtures	VP of Product Development
Texadia Systems	VP Design
Total Video Products, Inc.	Operations Manager
Trinity Video Communications	CEO
Trinity Video Communications	Assistant VP
TRITECH Communications	Vice President
TSI Technology Solutions	Engineering Manager
Unified AV Systems	Sr. Vice President - Regional Manager SC-TN
USIS Audio Visual	VP Operations
Vistacom Inc	President
Visual Sound Inc	Service Manager
Visual Technologies Corporation	President
whitlock	EVP
Xcite Audiovisuals, LLC	Managing Member
Yorktel	Executive Vice President of Operations
Zeller Digital Innovations, Inc.	CIO
Zeller Digital Innovations, Inc.	CEO
ZIO Connects	Director of Engineering



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GUEST STATS

\$2.9 billion

In Annual Aggregate Revenue

\$34 million

Average Annual Revenue



SECURITY SALES & INTEGRATION SUMMIT

\$8.8 million

Median Annual Revenue

207,900

Residential Installations

\$474 million

Average Aggregate Revenue
of Boardroom Groups

39,000

Commercial, industrial,
institutional, governmental
installations



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2018 SSI SUMMIT GUEST LIST *CONFIRMED & PENDING*

AAMI	President
Accurate Security Pros	President
Accurate Security Pros	Sales and Service Manager
Ackerman Security Systems	Commercial Project Manager
Ackerman Security Systems	Commercial Operations Manager
Advantage Security, Inc.	Owner
AFA Protective Systems, Inc	Research & Development Manager
Affordable Lock & Security Solutions	Manager
Alarm Systems, LLC	Vice President
All Systems	Director of Innovation and National Accounts
Allied Universal Security Systems	Senior Project Manager
Allied Universal Security Systems	Senior Project Manager
American Security Systems, Inc.	Director of Security & Interactive Services
B-Safe Security	Vice President of Operations
B-Safe Security	Director of Special Operations
Camera Corner Connecting Point	Security Division Manager
Eastern Time	Construction Manager
Eastern Time	President
ECD Systems LLC	CTO
Electronic Security Concepts	President

Global Security & Communication, Inc.	President
Integrated Protection Services	VP of Sales
Kenton Brothers Systems for Security	VP
Knight Security Systems LLC	President/CEO
LSSI	Sales Engineer - Fed. Govt Systems
Minuteman Security Technologies	Vice President Sales
MSE Corporate Security	President, Business Development
Network Cabling Services	Security Division Manager
NextGen Security, LLC	Sr VP, Finance & Administration
Pac Integrations, Inc.	Business Development
Priority One Security	Operations
S3 Integration	VP Business Development
SCI Electronics	President
SecurExperts, Inc.	Network Analyst
Security Pros, LLC	Project Manager
Security Solutions Inc.	Installation Manager
Sentry Alarm Systems	Branch Manager
Skynet Security Systems	President
SMG Security Systems, Inc.	VP of Operations
Sonitrol of Pittsburgh	SVP
Sonitrol of Pittsburgh	President

Sonitrol Security of Delaware Valley	Owner
Southeastern Security Professionals (SSP)	Operations Manager
Southeastern Security Professionals (SSP)	Business Development
Strategic Security Solutions	Operations Manager
Systems Plus Inc.	Business Development Executive
Tech Electronics	Director of Security Business Development
TEM Systems, Inc	Director of Sales
TEM Systems, Inc	VP
United Alarm Services Inc	Partner
Verified Security	President/CEO
Vermillion Systems	President
Vermillion Systems	VP of Operations
Viscom Systems, Inc.	Project Manager
Vision Technologies, Inc.	VP Security Practice
Wayne Alarm Systems, Inc	Service and Inspections Manager
AAMI	Sales & Product Development
Affordable Lock & Security Solutions	Owner
Alarm New England	VP of Operations
All Safe Technologies, LLC	Vice President
American Fire & Security	—
Black Lab Alarm	President
Brinton Electric Security Services, LLC	—



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Brinton Electric Security Services, LLC	President
B-Safe Security	EVP
Capital Lock, Inc.	CPP
Certified Alarm Co.	President
Damar Security Systems	VP
Dehart Alarm Systems	President/Owner
DM Home Entertainment	Partner
Guardian Hawk Security	IT/Special Projects Manager
Guardian Protection Services	Builder Channel Market Manager
Guardian Protection Services	General Manager
HS Tech Group, Inc.	VP of Sales & Marketing
IPS- Technology and Security Solutions	President
LOUD Security Systems	General Manager
LOUD Security Systems	Operations Manager
Lowitt Alarms & Security Systems, Inc.	VP
Maximum Sound and Security	Owner
Moon Security	Sales Director
Owen Security Solutions	Director of Technology
Security Alarm Corporation	GM
Security Force, Inc.	President
Sound FX	President
Sound FX	GM
Symspire (Interactive Systems)	Security/Fire Division Manager
Titan Alarm, Inc.	President
TRINITY WIRING & SECURITY SOLUTIONS, LLC	President/Owner
Vintage Security	Residential Manager



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2017-2018 SPONSORS

- Absen America
- Access Networks
- ADI Global Distribution
- Almo Corporation
- Aprilaire
- ATEN Technology
- Atlantis Partners
- Audio Control
- Audio-Technica
- Aurora Multimedia
- Autonomic
- AvantGuard Monitoring Center
- Avenview Corporation
- AVPro Connect
- Axis
- Azione
- Barco
- Black Box
- Bold Technologies
- Bosch Communications
- Bose

"The hosted-style format is the way to go these days. AE Ventures does a great job in working with you to select the people you want to see. In the boardroom presentations, you get to present to the people, get the good questions asked—it's a great format."

"It's just a different kind of event than what we usually do. When we have a booth at an event, we're doing all the outreach to try to get people. Whereas, with the Total Tech Summit, we're guaranteed to meet with integrators that give us the best opportunity to grow together. I think that's the most important part for us."

- ButterflyMX
- CEDIA
- Channel Vision Technology
- Christie Digital
- Cleerline Technology
- Clinton Electronics
- Connectwise
- COPS
- Core Brands/Nortek
- CreateLED
- Crimson AV
- Datacomm
- Delta Products
- Devialet
- Digital Projection International
- DISH Network
- Dove Net Technologies, LLC
- D-Tools
- Dura-Line
- Dynaudio
- Elemental LED
- Elo Touch Solutions

- FLIR Systems
- Future Automation
- Future Ready Solutions
- Gem Electronics
- Geutebruck USA
- HARMAN
- HDBaseT Alliance
- Herman AV
- Hunter Douglas

"Hugely valuable. Open-minded attendees willing to consider our products."

- Infratech - USA
- Ingram Micro
- Inneos
- Insteon
- Integra
- Intellinet
- Interlogix
- Inter-M America
- IOTAS, Inc.
- ipDatatel / Resolution

Products

- iPoint
- Just Add Power
- KanexPro
- Lenbrook America
- Leon Speakers
- LG Electronics
- Liberty AV Solutions
- LiftMaster
- Logitech
- Lutron Electronics Co., Inc.
- Luxul
- Metra Home Theater
- Micro Key Solutions
- Milestone AV Technologies
- Millson Custom Solutions
- Mimo Monitors
- Mobotix Corporation
- Napco Security Technologies
- NASCOM
- NEC Display Solutions
- Neocontrol
- Netsertive
- OneVision Resources
- OpenEye
- OPTEx, Inc.

"Great quality attendees and great networking."



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2017-2018 SPONSORS

“Great quality attendees and great networking.”

- Optoma Technology, Inc.
- Origin Acoustics
- OviKu
- Pantech Design
- Paradigm Electronics
- Perennial Software Inc.
- PlanterSpeaker
- Platinum Tools Inc
- Primex
- Princeton Identity
- Prodatakey
- ProjX360
- ProSource
- Protech
- PSA Security Network
- Rently Keyless
- Resolution Products
- RevoLabs

- Ring
- RTI - Remote Technologies, Inc.
- Saferoom
- Salamander Designs
- Savant Systems
- SavvyTech
- Screen Innovations
- Security Central
- Security Information Systems
- Security Lock Distributors
- SentryNet
- Sharp
- Shure Incorporated
- Skreens
- Smoothtalker
- SnapAV
- Sonos
- Sony Electronics
- Sound Development Ltd.
- Sound United
- Starin Marketing
- Starke Sound

- Structured Cable Products, Inc.
- SurgeX
- SYNEX
- Telguard
- The Rapco Horizon Company
- Tigerpaw Software, Inc.
- Tightrope Media Systems
- TONER Cable Equipment Inc.
- Torus Power
- TRENDnet
- TruAudio
- Tyco
- Tyco Security Products
- Universal Remote Control (URC)

“The focus on actual networking and to partner and pursue opportunities is superb.”

- V5 Systems
- Vanco International
- Vanguard LED Display
- Vicoustic
- VideoBank
- West Penn Wire

“This was my first time personally with the Total Tech. I enjoyed the format as it provided targeted prospects with the one on one meetings.”

- WeSuite
- Williams Sound
- Windy City Wire
- Yale Locks & Hardware
- Yamaha Corp. Of America
- Z-Wave Alliance

“It’s a great show. The boardroom presentations are to small groups. It’s focused, so you can ask anything. You legitimately can build a relationship with somebody in that amount of time.”



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SCHEDULE AT A GLANCE

WEDNESDAY, NOVEMBER 7

3:30–5:00 PM	Best Practices Roundtable	Best Practices Roundtable	Best Practices Roundtable
5:15–6:00 PM	Combined Summit Keynote Address		
6:00–7:30 PM	Welcome Reception		

THURSDAY, NOVEMBER 8

8:00–9:15 AM	Breakfast Session	Breakfast Session	Breakfast Session
9:25–10:00 AM	Boardroom Presentations	Boardroom Presentations	Boardroom Presentations
10:10–10:45 AM	Boardroom Presentations	Boardroom Presentations	Boardroom Presentations
10:55–11:30 AM	Boardroom Presentations	Boardroom Presentations	Boardroom Presentations
12:00–1:15 PM	Lightning Round & Luncheon Session	Lightning Round & Luncheon Session	Lightning Round & Luncheon Session
1:25–2:00 PM	Boardroom Presentations	Boardroom Presentations	Boardroom Presentations
2:00–7:00 PM	Exhibits Open for One-on-Ones & Browsing <i>(One-on-Ones Start at 3:25 PM — Happy Hour Food & Beverage 5:00–6:30 PM)</i>		
8:00 PM–???	Total Tech Crawl		

FRIDAY, NOVEMBER 9

8:00–9:15 AM	Breakfast Session	Breakfast Session	Breakfast Session
9:25–10:00 AM	Boardroom Presentations	Boardroom Presentations	Boardroom Presentations
10:10–10:45 AM	Boardroom Presentations	Boardroom Presentations	Boardroom Presentations
10:55–11:30 AM	Boardroom Presentations	Boardroom Presentations	Boardroom Presentations
12:00–1:00 PM	Luncheon Session	Luncheon Session	Luncheon Session
1:00–4:00 PM	Exhibits Open for One-on-Ones & Browsing <i>(One-on-ones start at 1:15 PM)</i>		



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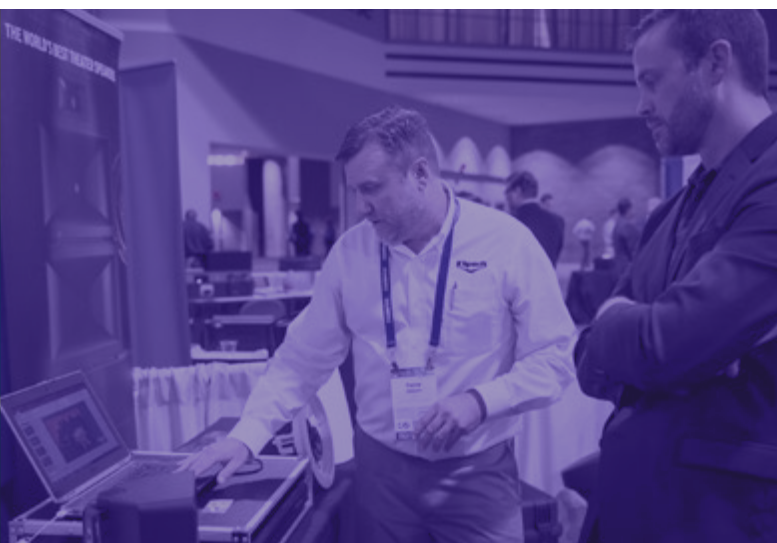
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EXHIBIT HOURS



Day 2

2:00 PM	Exhibits Open
3:25 PM	Mtg. Slot 1
3:50 PM	Mtg. Slot 2
4:15 PM	Mtg. Slot 3
4:40 PM	Mtg. Slot 4
5:05 PM	Mtg. Slot 5
5:30 PM	Mtg. Slot 6
5:55 PM	Mtg. Slot 7
6:20 PM	Mtg. Slot 8
6:45 PM	Mtg. Slot 9
7:00 PM	Exhibits Closed

*"Happy Hour" food
and drink served
5:00- 6:30 PM*

Day 3

1:00 PM	Exhibits Open
1:15 PM	Mtg. Slot 10
1:40 PM	Mtg. Slot 11
2:05 PM	Mtg. Slot 12
2:30 PM	Mtg. Slot 13
2:55 PM	Mtg. Slot 14
3:20 PM	Mtg. Slot 15
3:45 PM	Mtg. Slot 16
4:00 PM	Exhibits Closed

*1-on-1 meetings are 15 min long
Guests are scheduled for 12 meetings at
most- allowing ample time for exhibit
browsing along with scheduled meetings*



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DAVID L. LAWRENCE CONVENTION CENTER | PITTSBURGH, PA

ABOUT THE SPONSORSHIP OPTIONS



Boardroom Sponsorship Packages

Boardroom sponsorship packages provide an opportunity for sponsors to present to one or more groups of 10-12 guests in a private meeting room for 35 minutes. We provide a projector, screen, seating, and tables as well as guide the guests to you for your allotted meetings. Your presentation could be a product introduction, case study, or an interactive focus group – it's entirely up to you. Boardroom packages also include a number of 15-minute one-on-one meetings. Detailed profile info on both the companies and individuals you'll be presenting to and meeting with are provided in advance so you can prepare effectively.



Exhibit + Meetings Packages

Our Exhibit + Meetings packages offer sponsors an opportunity to meet with guests via one-on-one meetings in an exhibit space in the exhibition hall. These one-on-one meetings are 15 minutes in length and the guests come to you at a scheduled time. Again, detailed profile info on both the companies and individuals you'll be meeting with are provided in advance so you can prepare for successful engagements.



General Session Sponsorships

If you are looking for exposure to an entire guest group, then our General Session Sponsorships are the answer. These sponsorships include a 10-minute speaking opportunity prior to the start of our editorial content. Sponsors will be introduced and given the stage for a presentation that can include PowerPoint, video, and audience interaction. Sponsors will receive branding for all promotions of that session digitally and on signage.



Networking and Stop-By Contacts

All sponsorships include the opportunity to network with guests throughout the program. Each AE Ventures event includes a program of General Session presentations that cover topics aligned with each specific guest segment. From business practices to the latest tech trends, these general sessions enable sponsors to hear the challenges and opportunities of their best customers and prospects while sitting side-by-side and sharing a meal. Additionally, guests browse the exhibits before and after their scheduled meetings to make connections with sponsors that they weren't scheduled to see. Events also include evening networking receptions and sometimes optional pub crawls and outings to spark casual networking and fun!



TOTAL TECH SUMMIT

CEPro **CI** Commercial INTEGRATOR **SECURITY SALES & INTEGRATION**
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SPONSORSHIP DELIVERABLES & PRICING

Summit Sponsorship Packages	BR Presentations	1-on-1 Mtgs.	Total Scheduled Engagements	Exhibit Size SF	Executive Registrations	Exhibits-Only Registrations	Priority Pricing*	Estimated Onsite Expenses**	Minutes of Scheduled Engagement	\$/min. of Scheduled Engagement
7 Boardrooms	7	45	115	200	1	3	\$30,000	\$3,950	3,125	\$9.60
4 Boardrooms	4	30	70	100	1	2	\$20,000	\$2,775	1,850	\$10.81
3 Boardrooms	3	30	60	100	1	2	\$18,000	\$2,775	1,500	\$12.00
2 Boardrooms	2	30	50	100	1	2	\$15,000	\$2,775	1,150	\$13.04
1 Boardroom	1	20	30	100	1	1	\$9,000	\$2,175	650	\$13.85
Exhibit +90	0	90	90	300	1	6	\$20,000	\$6,525	1,350	\$14.81
Exhibit +75	0	75	75	300	1	5	\$17,000	\$5,825	1,125	\$15.11
Exhibit +60	0	60	60	200	1	4	\$14,000	\$4,650	900	\$15.56
Exhibit +45	0	45	45	200	1	3	\$11,000	\$3,950	675	\$16.30
Exhibit +30	0	30	30	100	1	2	\$7,500	\$2,775	450	\$16.67
Exhibit +15	0	15	15	100	1	1	\$5,000	\$2,075	225	\$22.22
Exhibit +5	0	5	5	100	1	0	\$3,000	\$1,675	75	\$40.00

*Price increases: Add 10% to price of booking April-June 2018. Add 20% to price of booking July 2018 or later.

Onsite expense estimates include materials handling, furniture, carpet, electric and staff hotel accommodations. **Due to modest staffing and booth property needs, your total costs are typically much less than your tradeshow spend.

ADD-ONS

Opportunity	Pricing
15-minute scheduled one-on-one meeting	\$200 ea.
Exhibit space	\$20/sf
Executive registrations	\$600 ea.
Exhibits-Only registrations	\$150 ea.

GROUP PRESENTATION OPPORTUNITIES

Event	Availability	Pricing
All Segment General Session Sponsorship	2 Available	\$10,000
One Segment General Session Sponsorship	15 available	\$5,000
Lightning Round	18 available	\$1,000



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SPONSORSHIP PACKAGES

7 BOARDROOM SPONSORSHIP PACKAGE

- Use of a private conference room to give 35-minute presentations to seven groups of 10-12 VIP guests. Screen and projector provided. Group selected by sponsor according to priority based on timeliness of booking.
- 200 sq. ft. display area on exhibit floor to use for product display, branding, and to meet with guests.
- Forty-five scheduled 15-minute one-on-one meetings within exhibit space; these meetings are individually selected by sponsor.
- Detailed profile information on all guests you are meeting with.
- One (1) Executive Registration for admission to entire event to network throughout the program.
- Three (3) Sponsor Exhibits-Only Registrations for admission to exhibits for guest visiting hours, set-up/teardown.
- Logo and company listing in on-site guide and on website
- Control meeting room for entire event enabling more extensive meeting room set-up.
- *PROJECTED - 60 incidental one-on-one meetings (assumes 15 incidental contacts per staff person)*

Investment: \$30,000

4 BOARDROOM SPONSORSHIP PACKAGE

- Use of a private conference room to give 35-minute presentations to four groups of 10-12 VIP guests. Screen and projector provided. Group selected by sponsor according to priority based on timeliness of booking.
- 100 sq. ft. display area on exhibit floor to use for product display, branding, and to meet with guests.
- Thirty (30) scheduled 15-minute one-on-one meetings within exhibit space; these meetings are individually selected by sponsor.
- Detailed profile information on all guests you are meeting with.
- One (1) Executive Registration for admission to entire event to network throughout the program.
- Two (2) Sponsor Exhibits-Only Registrations for admission to exhibits for guest visiting hours, set-up/teardown.
- Logo and company listing in on-site guide and on website
- Control meeting room for entire day on Day 2 enabling more extensive meeting room set-up.
- *PROJECTED - 45 incidental one-on-one meetings (assumes 15 incidental contacts per staff person)*

Investment: \$20,000





TOTAL TECH SUMMIT

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3 BOARDROOM SPONSORSHIP PACKAGE

- Use of a private conference room to give 35-minute presentations to three groups of 10-12 VIP guests. Screen and projector provided. Groups selected by sponsor according to priority based on timeliness of booking.
- 100 sq. ft. display area on exhibit floor to use for product display, branding, and to meet with guests.
- Thirty (30) scheduled 15-minute one-on-one meetings within exhibit space; these meetings are individually selected by sponsor.
- Detailed profile information on all guests you are meeting with.
- One (1) Executive Registration for admission to entire event to network throughout the program.
- Two (2) Sponsor Exhibits-Only Registrations for admission to exhibits for guest visiting hours, set-up/teardown.
- Logo and company listing in on-site guide and on website
- Control meeting room for entire day on Day 3 enabling more extensive meeting room set-up.
- *PROJECTED - 45 incidental one-on-one meetings (assumes 15 incidental contacts per staff person)*

Investment: \$18,000

2 BOARDROOM SPONSORSHIP PACKAGE

- Use of a private conference room to give 35-minute presentations to two groups of 10-12 VIP guests. Screen and projector provided. Groups selected by sponsor according to priority based on timeliness of booking.
- 100 sq. ft. display area on exhibit floor to use for product display, branding, and to meet with guests.
- Thirty (30) scheduled 15-minute one-on-one meetings within exhibit space; these meetings are individually selected by sponsor.
- Detailed profile information on all guests you are meeting with.
- One (1) Executive Registration for admission to entire event to network throughout the program.
- Two (2) Sponsor Exhibits-Only Registrations for admission to exhibits for guest visiting hours, set-up/teardown.
- Logo and company listing in on-site guide and on website
- *PROJECTED - 45 incidental one-on-one meetings (assumes 15 incidental contacts per staff person)*

Investment: \$15,000

1 BOARDROOM SPONSORSHIP PACKAGE

- Use of a private conference room to give one 35-minute presentation to a single group of 10-12 VIP guests. Screen and projector provided. Group selected by sponsor according to priority based on timeliness of booking.
- 100 sq. ft. display area on exhibit floor to use for product display, branding, and to meet with guests.
- Twenty (20) scheduled 15-minute one-on-one meetings within exhibit space; these meetings are individually selected by sponsor.
- Detailed profile information on all guests you are meeting with.
- One (1) Executive Registration for admission to entire event to network throughout the program.

- One (1) Sponsor Exhibits-Only Registrations for admission to exhibits for guest visit hours, set-up/teardown.
- Logo and company listing in on-site guide and on website

PROJECTED - 30 incidental one-on-one meetings (assumes 15 incidental contacts per staff person)

Investment: \$9,000

EXHIBIT+90 MEETINGS PACKAGE

- 300 sq. ft. display area on exhibit floor to use for product display, branding, and to meet with guests.
- Ninety (90) scheduled 15-minute one-on-one meetings within exhibit space; these meetings are individually selected by sponsor.
- Detailed profile information on all guests you are meeting with.
- One (1) Executive Registrations for admission to entire event to network throughout the program.
- Six (6) Sponsor Exhibits-Only Registration for admission to exhibits for guest visiting hours, set-up/teardown.
- Logo and company listing in on-site guide and on website
- *PROJECTED - 105 incidental one-on-one meetings (assumes 15 incidental contacts per staff person)*

Investment: \$20,000

EXHIBIT+60 MEETINGS PACKAGE

- 200 sq. ft. display area on exhibit floor to use for product display, branding, and to meet with guests.
- Sixty (60) scheduled 15-minute one-on-one meetings within exhibit space; these meetings are individually selected by sponsor.
- Detailed profile information on all guests you are meeting with.
- One (1) Executive Registration for admission to entire event to network throughout the program.
- Four (4) Sponsor Exhibits-Only Registration for admission to exhibits for guest visiting hours, set-up/teardown.
- Logo and company listing in on-site guide and on website
- *PROJECTED - 75 incidental one-on-one meetings (assumes 15 incidental contacts per staff person)*

Investment: \$14,000

EXHIBIT+75 MEETINGS PACKAGE

- 300 sq. ft. display area on exhibit floor to use for product display, branding, and to meet with guests.
- Seventy-five (75) scheduled 15-minute one-on-one meetings within exhibit space; these meetings are individually selected by sponsor.
- Detailed profile information on all guests you are meeting with.
- One (1) Executive Registration for admission to entire event to network throughout the program.
- Five (5) Sponsor Exhibits-Only Registrations for admission to exhibits for guest visiting hours, set-up/teardown.
- Logo and company listing in on-site guide and on website
- *PROJECTED - 90 incidental one-on-one meetings (assumes 15 incidental contacts per staff person)*

Investment: \$17,000

EXHIBIT+45 MEETINGS PACKAGE

- 200 sq. ft. display area on exhibit floor to use for product display, branding, and to meet with guests.
- Forty-five (45) scheduled 15-minute one-on-one meetings within exhibit space; these meetings are individually selected by sponsor.
- Detailed profile information on all guests you are meeting with.
- One (1) Executive Registration for admission to entire event to network throughout the program.
- Three (3) Sponsor Exhibits-Only Registrations for admission to exhibits for guest visiting hours, set-up/teardown.
- Logo and company listing in on-site guide and on website
- *PROJECTED - 60 incidental one-on-one meetings (assumes 15 incidental contacts per staff person)*

Investment: \$11,000



TOTAL TECH SUMMIT

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EXHIBIT+30 MEETINGS PACKAGE

- 100 sq. ft. display area on exhibit floor to use for product display, branding, and to meet with guests.
- Thirty (30) scheduled 15-minute one-on-one meetings within exhibit space; these meetings are individually selected by sponsor.
- Detailed profile information on all guests you are meeting with.
- One (1) Executive Registration for admission to entire event to network throughout the program.
- Two (2) Sponsor Exhibits-Only Registrations for admission to exhibits for guest visiting hours, set-up/teardown.
- Logo and company listing in on-site guide and on website
- *PROJECTED - 45 incidental one-on-one meetings (assumes 15 incidental contacts per staff person)*

Investment: \$7,500

EXHIBIT+15 MEETINGS PACKAGE

- 100 sq. ft. display area on exhibit floor to use for product display, branding, and to meet with guests.
- Fifteen (15) scheduled 15-minute one-on-one meetings within exhibit space; these meetings are individually selected by sponsor.
- Detailed profile information on all guests you are meeting with.
- One (1) Executive Registration for admission to entire event to network throughout the program.
- One (1) Sponsor Exhibits-Only Registration for admission to exhibits for guest visiting hours, set-up/teardown.
- Logo and company listing in on-site guide and on website
- *PROJECTED - 30 incidental one-on-one meetings (assumes 15 incidental contacts per staff person)*

Investment: \$5,000



EXHIBIT+5 MEETINGS PACKAGE

- 100 sq. ft. display area on exhibit floor to use for product display, branding, and to meet with guests.
- Five (5) scheduled 15-minute one-on-one meetings within exhibit space; these meetings are individually selected by sponsor.
- Detailed profile information on all guests you are meeting with.
- One (1) Executive Registration for admission to entire event to network throughout the program.
- Logo and company listing in on-site guide and on website
- *PROJECTED - 20 incidental one-on-one meetings (assumes 15 incidental contacts per staff person)*

Investment: \$3,000



TOTAL TECH SUMMIT

CEPro

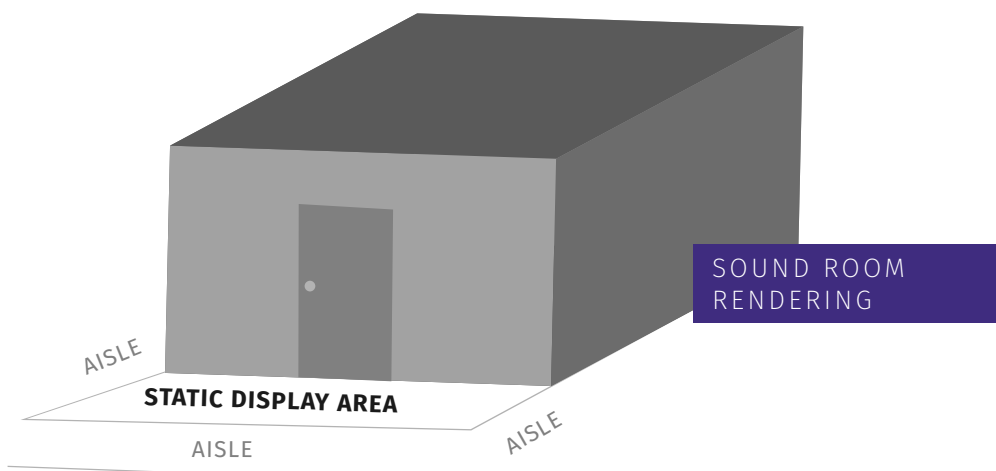
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SOUND ROOM PACKAGES



DIMENSIONS

Outside Dimensions: 16' W x 24' D x 10' 2" H

Inside Dimensions: 15' 7" W x 23' 7" D x 10' H

Static display area: 17' W x 10' D

DISPLAY GUIDELINES

- Plush custom carpet in your choice of standard colors and 1/2" foam padding.
- Two 8' tracks of lighting--each with four 50 watt halogen lamps; controlled by a remote control programmable Lutron Grafik Eye.
- 18,000 BTU stand-alone air conditioner located outside of the room; controlled by a digital thermostat located inside the room.
- Electricity for two 8' tracks of lighting and AC unit.

PACKAGE INCLUSIONS & PRICING

Silver

- 2 Executive Program Registrations
- 2 Exhibits-Only Registrations
- 30 scheduled 15-min. meetings
- Up to 4 company listings

Investment \$20,000

Gold

- 2 Executive Program Registrations
- 3 Exhibits-Only Registrations
- 60 scheduled 15-min. meetings
- Up to 5 company listings

Investment \$25,000

Platinum

- 2 Executive Program Registrations
- 4 Exhibits-Only Registrations
- 90 scheduled 15-min. meetings
- Up to 6 company listings

Investment \$30,000



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GROUP PRESENTATION OPPORTUNITIES

ENTIRE AUDIENCE EVENT SPONSORSHIP

- 10-12 min. speaking/presentation opportunity to entire event audience
- Branding on signage
- Literature distribution
- Custom ad wall in meeting space where event is held

Available	Price
2	\$10,000

LIGHTNING ROUND

- 1-min. presentation during day 2 luncheon, just prior to opening of exhibits
- Logo on signage and on-site guide ad

Available	Price
6 CE Pro 6 CI 6 SSI	\$1,000



GENERAL SESSION SPONSORSHIP

- 10-12 minute opportunity to present to an entire event audience segment (custom, commercial or security) prior to editorial content presentation
- Branding on signage, slides and tables during the sponsored event
- Literature distribution
- Custom ad wall in meeting space where event is held

Available	Price
5 CE Pro 5 CI 5 SSI	\$5,000



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ADVERTISING & PROMOTION OPPORTUNITIES

EXCLUSIVE OPPORTUNITIES

Item	Availability	Price
On-site Guide Back Cover Ad	1	\$2,000
Summit Bag – sponsor responsible for production of 400 bags	1	\$1,000
Break Service (includes A/V demo opportunity, signage, literature distribution)	1	\$3,000
Hotel Room Key – sponsor responsible for production of keys	1	\$1,500
Guest Badges	1	\$2,000

SUMMIT-SPECIFIC OPPORTUNITIES

Item	Availability	Price
Guest Schedule Sponsorship (logo and message on guest schedules for CE Pro, CI or SSI guests)	1 CI, 1 CI, 1 SSI	\$1,000
Broadcast email to 300+ recruited guests	5 CE, 5 CI, 5 SSI	\$750
Hotel Room Drops	3 CE Pro, 3 CI, 3 SSI	\$750
Group Leader Sponsorship (clothing, group sign)	1 CE, 1 CI, 1 SSI	\$1,000

ADDITIONAL OPPORTUNITIES

Item	Availability	Price
On-site Guide Run of Book Ad	5	\$1,000
On-site Brand Builder (Ad Wall and Floor Graphic)	10	\$750
Broadcast email to 5,000+ record universe of Summit guest prospects for a specific market segment (custom, commercial or security)	5	\$1,000





ABOUT AE VENTURES

Founded in 2008, AE Ventures is headed by President John Galante, a 31-year veteran of the event and high-tech industries, and Executive Vice President Nancy Franco, with 16 years of experience in high-tech events. AE Ventures focuses exclusively on hosted style events that are an antidote to the risk, waste, and confusion represented by traditional tradeshow. AE Ventures is an innovator of the hosted event model, providing sponsors with a wide variety of engagement opportunities and sponsorship packages as well as detailed profile and brand penetration data on guests. AE Ventures is on the right side of history with its unique and always evolving hosted events.

We produce hosted events that drive extraordinary progress at the intersection of technology and construction. If you're seeking quality engagements with the leaders in tech integration or tech-rich homebuilding, architecture, and subcontracting, we can help you establish meaningful relationships that generate true sales traction; but first, you'll need to learn more about the companies and individuals we represent and how you can engage with them. **Thus, the collection of materials we've assembled here for your perusal.**

CONTACT



John Galante
President
508-618-4226
jgalante@
ae-ventures.com



Nancy Franco
Executive Vice President
508-618-4225
nfranco@
ae-ventures.com

