



TOTAL TECH
SUMMIT

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

NOVEMBER 4-6

FORT WORTH CONVENTION CENTER | FORT WORTH, TEXAS

2019 SPONSORSHIP OPTIONS

FORT WORTH STOCK YARDS

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**

Total Tech 2019 co-locates and integrates the 12th annual **CE Pro Summit**, 8th annual **Commercial Integrator Summit** and 4th annual **Security Sales & Integration Summit**.

This uniquely powerful hosted-style event drives extraordinary progress in the custom, commercial and security integration industries. It will host 400+ business leaders from the nation's largest and most progressive integration companies to work on growing and improving their already superb companies. 2019 guests will generate projected annual revenues of more than \$7 billion and more than 250,000 installations.

2019 Event Projections:

- **400+** individuals representing 350 integration companies
- **\$7 billion** in annual revenues
- **250,000** 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

\$785 million

In Annual Aggregate Revenue

\$6.5 million

Average Annual Revenue



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\$4 million

Median Annual Revenue

47,315

Residential Installations

427

Average Annual Installations

4,353

Commercial, industrial, institutional,
governmental installations



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2018 CE PRO SUMMIT GUEST LIST

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
Atlanta Audio & Automation	System Designer
Atlantic Home Technologies	President
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	President
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 Consultants	President
AVS 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
Cello Technologies	President
Chesapeake Systems Service	President
Chesapeake Systems Service	Sales Manager
Cinema Sound Unlimited	President
Cyber Technologies	President
DB Media Solutions	President
DC Home Systems	President
DC Home Systems	Process Implementation Officer
Dell Smarthome Solutions	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
Electronics Professionals, LLC	President

Elevated Electronics	Owner
Elite Electrical Enterprises, Inc.	President
Elite Media Solutions, LLC.	Owner / President
ETC	Engineer
ETC	CEO/President
First Priority Audio	COO
FulTech Solutions	CEO
Fusion Audio + Video	Partner
Global Sight and Sound	President
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
InHouse Systems	Branch Operations Manager
Insight Plus Technologies	President
Integrated Custom Audio Video	Owner



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Integration Excellence	GM/Sales
iTec Consultants	Systems Designer
JAMIESONS Audio/Video	Owner/Vice President
La Scala	President
Launch Systems	Founder/Managing Partner
Lelch Audio Video	President
Lelch Audio Video	Operations
Lewis AV	Outside Sales Manager
Liaison Home Automation	President
Liaison Home Automation	Director of Design & Engineering
Lightworks	Integration Sales
Lightworks	President
LinkUs	Sr. Systems Designer
LinkUs	VP of Operations
Livewire, LLC	Director, Residential Services
Logic Integration, Inc.	Owner
Logic Integration, Inc.	Manager of Residential Operations
Maxicon	CEO/Director
Maxicon	COO
MaxSystems	Owner/Systems Engineer
Natural Sound	President
Nebraska Furniture Mart	General Manager
Oakville Sight & Sound	Owner/Systems Designer
Oakville Sight & Sound	President
OneButton	VP
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.	VP
Sight and Sound Systems, Inc.	Sales Manager
Smart Home Systems	Owner
SmartSystems	Vice President
SmartSystems	President
Sound & Vision	President
Sound & Vision	Vice President
Sound Effects	Owner
SoundCheck LLC	Installation Manager
SoundVision	Operations Manager
SoundVision	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
Sympire (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

\$3.6 billion

In Annual Aggregate Revenue

\$34.5 million

Average Annual Revenue



\$11 million

Median Annual Revenue

5,808

Residential Installations

552

Average Annual Installations

51,027

Commercial, industrial,
institutional, governmental
installations

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2018 CI SUMMIT GUEST LIST

5 Words Media	Director of Sales
5 Words Media	Owner/President
ACT Associates	Principal
ADTECH Systems	Director of Operations
ADTECH Systems	Supply Chain Director
Advanced Video Group Inc.	VP of Sales
Advantage Video Systems	CEO/Founder
All Pro Sound	Systems Design Manager
All Pro Sound	National Sale Manager
American Fire & Security	Service Manager/Co-Owner
Applied Electronics Limited	Lead System Designer
Auburn Audio	CEO
Audio Electronics, Inc (AEI)	VP of Operations
Automated Environments	Commercial Lead
Automated Lifestyles LLC	Project Operations Coordinator
Automated Systems Design, Inc.	VP
Automation Arts	Director of Engineering and Programming
AV Solutions	President
AV Solutions	Sales Director
AVMAN	President
Backman Vidcom	Vice 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	Director of Design & Engineering
CCS Presentation Systems	Engineering Manager
CCS Presentation Systems, Michigan	Owner/Principal
CCS Presentation Systems, Michigan	Director of Sales & Business Development
CCS Presentation Systems, Mid-Atlantic	Owner
CCS Presentation Systems, Midwest	President/Co-Owner
CCS Presentation Systems, Texas	President
CONCEPTS AV Integration	Owner
CONCEPTS AV Integration	VP Opps/COO
Design Electronics	Sales Engineer
Devine Technology Partners	Director of AV Technology
Digital Display Solutions Inc. (DDS)	President
Digital Display Solutions Inc. (DDS)	President
Digital Installers Inc	Owner
Diversified	Regional Vice President
DTS Inc.	VP of Operations
Edwards Technologies	Chairman of the Board
Electro Acoustics	Account Manager
Emerge IT Solutions LLC	President
Emerge IT Solutions LLC	Senior Project Manager
Emerge Workplace Technologies	Director of Operations

ESCO Communications	Chief Sales & Marketing Officer
ESCO Communications	COO
ET Group	Principal
ET Group	Technology Advisor
Felix Media Solutions	President
GENCOMM	Director of Sales & Marketing
GENCOMM	Vice President
HB Communications	Executive VP of Sales
HB Communications	Regional Sales Manager
Hit Play	AV System Designer
Hit Play	Systems Designer
Home Technology Experts	President
IAS Technology	Account Executive
IMS Technology Services	VP of Technology Services
IMS Technology Services	Director of Project Management
IMS Technology Services	Director of Managed Services
InHouse Systems	Operations Manager
Innoface Systems	CEO
Interactive Solutions, Inc	Senior Solutions Engineer
IVCI	CTO
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
Logic Integration, Inc.	Commercial Account Manager



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Logic Integration, Inc.	Senior Account Manager
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
Midtown Video	VP of Operations
Midwest Computer Products	Owner
Midwest Computer Products	Installation Manager
Neurilink	Operations Manager
Neurilink	Design Manager
New Era Technology (Advanced AV)	Vice President of Sales and Marketing
New Era Technology (Advanced AV)	Chief Executive Officer
Nor-Com	CEO
OPTECH	System Integrator
Pacific Digital Signs	Founder/CEO
Pacific Digital Signs	Northwest Operations
PCD	Vice President
PCD	President
Ping HD	CTO
Ping HD	Sales Director
Pitt Technology Group	VP of Operations
Presentation Products	Director of Operations
Presentation Products	President
Professional Video Supply	President

Professional Video Supply	Sales Manager
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
S&L Integrated	VP of Sales
S2N Technology Solutions	Director of National Business Development
Sage Technology Solutions	Project Manager
SCI Electronics	Director, Sales & Marketing
Sensory Technologies	New York Regional Director
Smarter Systems	President/CEO
SMARTSolution Technologies	President/CEO
Solotech Inc	President, Integration Division
Starlite Productions	Design Engineer
Tebo Store Fixtures	VP of Product Development
Tech Automation	Owner
Texadia Systems	EVP
The Audio Visual Co.	VP of Sales
Total Video Products, Inc.	Operations Manager
Trinity Video Communications	Director of Operations
Trinity Video Communications	Assistant VP
Trinity Video Communications	Director of Engineering
TRITECH Communications	Vice President
TSI Technology Solutions	Engineering Manager

TSI Technology Solutions	Systems Sales Engineer
Unified AV Systems	Sr. Vice President - Regional Manager SC-TN
Verrex	General Manager
Verrex	President
Verrex	Director of Operations
Vistacom Inc	President
Visual Sound Inc	VP, AV Integration & Service
Visual Technologies Corporation	President
Westbury National	Director of Engineering and Programming
Westbury National	Director of Systems Installations
whitlock	EVP
Xcite Audiovisuals, LLC	Managing Member
Yorktel	Executive Vice President of Operations
Yorktel	VP, Integration
Zeller Digital Innovations, Inc.	CIO
Zeller Digital Innovations, Inc.	CEO
ZIO Connects	Director of Engineering



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GUEST STATS

\$1.8 billion

In Annual Aggregate Revenue

\$25 million

Average Annual Revenue



SECURITY SALES & INTEGRATION SUMMIT

\$9 million

Median Annual Revenue

70,555

Residential Installations

2,165

Average Annual Installations

87,496

Commercial, industrial,
institutional, governmental
installations



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2018 SSI SUMMIT GUEST LIST

A-Com Protection Services	President
A-Com Protection Services	Director of Security Operations
A-Tech Security	President
A-Tech Security	Vice President
AAMI	President
AAMI	Sales & Product Development
Accurate Security Pros	Sales and Service Manager
Accurate Security Pros	President
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
Affordable Lock & Security Solutions	Owner
Alarm New England	VP of Operations
Alarm Systems, LLC	Vice President
All Safe Technologies, 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 Fire & Security	CSO

American Security Systems, Inc.	Director of Security & Interactive Services
Automated Lifestyles LLC	President/Owner
B-Safe Security	Vice President of Operations
B-Safe Security	Director of Special Operations
B-Safe Security	EVP
Black Lab Alarm	President
BRINTON ELECTRIC SECURITY SERVICES, LLC	President
BRINTON ELECTRIC SECURITY SERVICES, LLC	N/A
Cam-Tek Security	Director of Operations
Cam-Tek Security	Systems Consultant
Camera Corner Connecting Point	Security Division Manager
Convergent Technologies	Security Project Manager
CSI Palm Beach	CEO
D/A Central	VP of Technology
Damar Security Systems	Sales and Marketing Manager
Damar Security Systems	VP
Dehart Alarm Systems	President/Owner
DTTUSA	VP of Product Development
DTTUSA	COO
Eastern Time	Construction Manager
Eastern Time	President
ECD Systems LLC	CTO
Electronic Creations	President

Electronic Security Concepts	President
Emerald Coast Alarms	Owner
Emerald Coast Alarms	Owner/President
Fusion Audio + Video	Service Department Manager
Global Security & Communication, Inc.	President
Guardian Hawk Security	IT/Special Projects Manager
Guardian Protection Services	General Manager
Guardian Protection Services	Builder Channel Market Manager
InHouse Systems	President
Insight Plus Technologies	Owner
Integrated Protection Services	VP of Sales
Intertech Security LLC	Director of Strategic Sales & Marketing
Intertech Security LLC	EVP
IPS- Technology and Security Solutions	Director of Business Development
IPS- Technology and Security Solutions	Director/AV Engineer
IPS- Technology and Security Solutions	President
Kenton Brothers	Director of IT
Kenton Brothers	VP
Knight Security Systems LLC	President/CEO
LOUD Security Systems	General Manager
LOUD Security Systems	Operations Manager
Maximum Sound and Security	Owner



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Maximum Sound and Security	Installation Service Manager
Micro Security	President/Founder
Moon Security	Sales Director
MSE Corporate Security	Director of Project Development
MSE Corporate Security	President, Business Development
NextGen Security, LLC	Sr VP, Finance & Administration
Owen Security Solutions	Director of Technology
Priority One Security	Operations
SCI Electronics	President
SecurExperts, Inc.	Network Analyst
Security Alarm Corporation	General Manager
Security Force, Inc.	Vice President
Security Pros, LLC	Project Manager
Security Pros, LLC	Project Manager
Security Solutions Inc.	Installation Manager
Security Systems of America	Director of Operations
Security Systems of America	President
Sentry Alarm Systems	Branch Manager
Skynet Security Systems	President
Smart Home Systems	Security Manager
Smartech Security	EVP
SMG Security Systems, Inc.	CEO
SMG Security Systems, Inc.	VP of Operations
Sonitrol of Pittsburgh	President
Sonitrol of Pittsburgh	SVP
Sonitrol Security of Delaware Valley	Owner
SOS Security Systems	Service Manager

SOS Security Systems	Operations Manager
Sound FX	President
Sound FX	GM
Southeastern Security Professionals (SSP)	Operations Manager
Southeastern Security Professionals (SSP)	Business Development
Symspire (Interactive Systems)	Security/Fire Division Manager
Systems Design Company	Systems Designer
Tech Electronics	Director of Security Business Development
TEM Systems, Inc	Director of Sales
TEM Systems, Inc	VP
Trinity Wiring & Security Solutions, LLC	President/Owner
United Alarm Services Inc	Partner
Verified Security	President/CEO
Vermillion Systems	VP of Operations
Vermillion Systems	President
Vintage Security	Residential Manager
Vintage Security	Service Manager
Viscom Systems, Inc.	Project Manager
Vision Technologies, Inc.	VP Security Practice



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2018 SPONSORS

- ABB
- Absen America
- A.C. ProMedia
- Access Networks
- ADI Global Distribution
- AES-Corp
- alliantgroup
- Almo Corporation
- Altronix
- Alula
- Anixter
- ATEN Technology
- Atlantis Partners
- Audio Control
- AudioScience, Inc.
- August Home
- Aurora Multimedia
- AvantGuard Monitoring Centers
- AVPro Global Holdings
- Axis
- Azione

"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."

- Barco
- Bold Technologies
- Bosch Communications
- Bose
- ButterflyMX
- Channel Vision
- Christie Digital
- Clearview Innovations
- Cleerline Technology
- Clinton Electronics
- Connectwise
- Cornerstone Billing Solutions
- Crimson AV
- Delta Electronics (Americas) Ltd.
- Devialet
- DISH Network
- Domotz
- Dormakaba
- DoveNet Technologies
- D-Tools
- Dynaudio
- Emergency 24 Inc.

- FLIR Systems
- Future Automation
- Future Ready Solutions
- Geutebruck USA Inc.
- Herman
- Hibersense Inc.
- HTSA
- HTSN
- Ingram Micro

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

- INMOTION
- Inneos
- Integra
- Interlogix
- iPoint
- JLM Wholesale
- Just Add Power
- KanexPro
- Legrand AV (Milestone AV)
- Leon Speakers

- LG Electronics
- LG Electronics Customer Solutions
- Liberty AV Solutions
- Linksys
- Logitech
- Lumenilaire
- Lutron
- Luxul
- Metra Home Theater
- Micro Key Solutions
- Mobotix Corporation
- Modus VR
- Napco Security Technologies
- Nascom
- NEC Display
- Neoti, LLC
- Nortek Security & Control
- OneVision Resources
- OpenEye
- OPTEX, Inc.
- Optoma Technology
- Optrum Technology
- Origin Acoustics
- Paradigm Electronics
- Parasol
- Perennial Software Inc.
- Planter Speakers
- Platinum Tools



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FORT WORTH CONVENTION CENTER | FORT WORTH, TEXAS

2018 SPONSORS

"Great quality attendees and great networking."

- Primex
- Prodatakey
- ProjX360
- ProSource
- Protech
- Rently
- Ring
- Salamander Designs
- Samsung Electronics
- Savant Systems
- SavvyTech
- Screen Innovations
- Security Central
- Security Information Systems
- SentryNet
- Sharp
- Shure Incorporated
- Smoothtalker
- SnapAV
- Sonance
- Sonos
- Sony Electronics
- Sound United
- Starin Marketing
- Starke Sound
- Structured Cable Products
- Sumar International
- Synnex
- TAKEX America, Inc.
- The Rapco Horizon Company
- Tigerpaw
- Toner Cable Equipment
- Torus Power
- TRENDnet
- Trovac
- TruAudio
- Tyco
- URC (Universal Remote Control)
- V5 Systems
- Vanco International
- Vanguard LED Display
- Vertical Cable
- Vicoustic
- Video ScoreBoard
- Vitek Industrial Video Products
- West Penn Wire
- WeSuite
- Williams AV
- Windy City Wire
- Wireworld Cable Technology
- Yale Locks & Hardware
- Yamaha Corp. Of America
- Yamaha Unified Communications (Yamaha UC)
- Z-Wave Alliance

"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."

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

"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

MONDAY, NOVEMBER 4

Time	CE PRO SUMMIT	CI SUMMIT	SSI SUMMIT
3:30–5:00 PM	Best Practices Roundtable	Best Practices Roundtable	Best Practices Roundtable
5:15–6:00 PM	Combined Summit Keynote Address		

TUESDAY, NOVEMBER 5

6:00–7:30 PM	Welcome Reception		
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 (One-on-Ones Start at 3:00 PM — Happy Hour Food & Beverage 5:00–6:30 PM)		
8:00 PM–???	Total Tech Crawl		

WEDNESDAY, NOVEMBER 6

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
1:00–3:00 PM	Exhibits Open for One-on-Ones & Browsing (One-on-ones start at 1:15 PM)		



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INTEGRATOR

SECURITY SALES
& INTEGRATION

NOVEMBER 4-6, 2019

FORT WORTH CONVENTION CENTER | FORT WORTH, TEXAS

EXHIBIT HOURS



Day 2

2:00 PM	Exhibits open for browsing
3:00 PM	Mtg. Slot 1
3:20 PM	Mtg. Slot 2
3:40 PM	Mtg. Slot 3
4:00 PM	Mtg. Slot 4
4:20 PM	Mtg. Slot 5
4:40 PM	Mtg. Slot 6
5:00 PM*	Mtg. Slot 7
5:20 PM	Mtg. Slot 8
5:40 PM	Mtg. Slot 9
6:00 PM	Mtg. Slot 10
6:20 PM	Mtg. Slot 11
6:40 PM	Mtg. Slot 12
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 13
1:35 PM	Mtg. Slot 14
1:55 PM	Mtg. Slot 15
2:15 PM	Mtg. Slot 16
2:35 PM	Mtg. Slot 17
3:00 PM	Exhibits Closed

- 1-on-1 meetings are 15 minutes long
- Guests are scheduled for 12 meetings at most- allowing ample time for exhibit browsing along with scheduled meetings
- If you have a package with over 15 meetings, please be prepared and staff appropriately for multiple guests to arrive during one timeslot.



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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.



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.



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.



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!



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SPONSORSHIP DELIVERABLES & PRICING

Sponsorship Packages	Boardroom Presentations	1-on-1 Meetings	Exhibit Size SF	Executive Registrations	Exhibits-Only Registrations	Priority Pricing*	Est. Onsite Expenses**
7 Boardrooms	7	45	200	1	3	\$31,500	\$3,950
4 Boardrooms	4	30	100	1	2	\$21,000	\$2,775
3 Boardrooms	3	30	100	1	2	\$18,900	\$2,775
2 Boardrooms	2	30	100	1	2	\$15,750	\$2,775
1 Boardroom	1	20	100	1	1	\$9,450	\$2,175
Boardroom Only	1	–	–	1	–	\$4,200	\$500
Exhibit +90	–	90	300	1	6	\$21,000	\$6,525
Exhibit +75	–	75	300	1	5	\$17,850	\$5,825
Exhibit +60	–	60	200	1	4	\$14,700	\$4,650
Exhibit +45	–	45	200	1	3	\$11,550	\$3,950
Exhibit +30	–	30	100	1	2	\$7,875	\$2,775
Exhibit +15	–	15	100	1	1	\$5,250	\$2,075
Exhibit +5	–	5	100	1	–	\$3,150	\$1,675

*Price increases: Add 10% to price of booking as of January 1, 2019. Add 20% to price of booking July 1, 2019.

**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.

SUMMIT GROUP PRESENTATION

Event	Pricing
All Segment General Session Sponsorship	\$11,000
One Segment General Session Sponsorship	\$5,500
Lightning Round	\$1,000

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.



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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. Control meeting room for entire event enabling more extensive meeting room set-up.
- 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

Investment: \$31,500

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. Control meeting room for entire day on Day 2 enabling more extensive meeting room set-up.
- 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

Investment: \$21,000





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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. Control meeting room for entire day on Day 3 enabling more extensive meeting room set-up.
- 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

Investment: \$18,900

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

Investment: \$15,750

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

Investment: \$9,450



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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

Investment: \$21,000

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

Investment: \$17,850

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

Investment: \$14,700

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

Investment: \$11,550



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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

Investment: \$7,875

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

Investment: \$5,250



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

Investment: \$3,150



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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	\$11,000



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	\$5,500



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ADVERTISING & PROMOTION OPPORTUNITIES

EXCLUSIVE OPPORTUNITIES

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

SUMMIT-SPECIFIC OPPORTUNITIES

Item	Price
Guest Schedule Sponsorship – logo and message on guest schedules	\$1,000
Broadcast email to 300+ recruited guests	\$750
Hotel Room Drops	\$750
Group Leader Sponsorship – group sign, shirt (sponsor responsible for production of shirts)	\$1,000

ADDITIONAL OPPORTUNITIES

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



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