

NIGP: The Institute for Public Procurement

EXHIBITOR PROSPECTUS

Products Exposition ★ August 21 - August 22, 2016 ★ National Harbor, Maryland



NIGP FORUM

Connecting Procurement Communities

- ★ The premier event for government suppliers and cooperatives to showcase your products and services.
- ★ The largest educational conference exclusively for public procurement.

NIGP.ORG/EXHIBIT

Why Exhibit at the NIGP Forum Products Exposition August 21 – August 22?

95%

attend the
Products
Expo

**\$200
Billion**

Attendees
collective spend



@carriewoodell:
Ready for the Expo
#gotbusinesscards
#networking #NIGPForum2015

ABOUT NIGP

NIGP: The Institute for Public Procurement

Since 1944, NIGP has been developing, supporting and promoting the public procurement profession through premier educational and research programs, professional support, technical services and advocacy initiatives that benefit members and constituents.

With over 15,000 professionals from more than 3,000 local, state, provincial and federal government contracting agencies across the United States, Canada and countries outside of North America, NIGP is international in its reach.



1,000+ procurement
agents from the US
and Canada attend this
once-a-year event

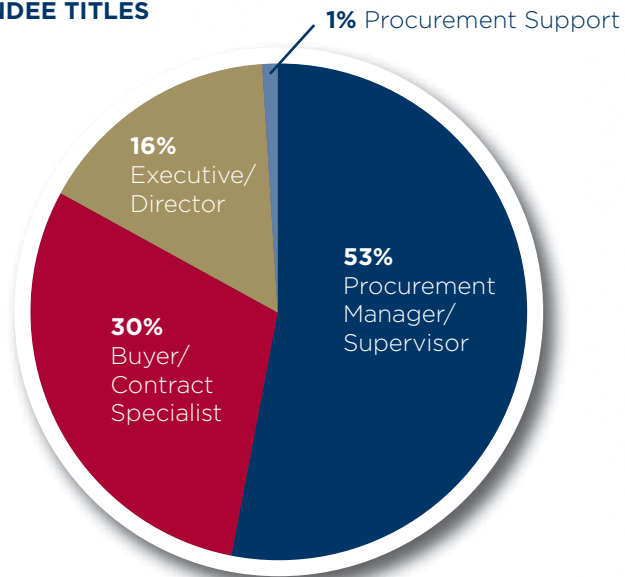
200+ Exhibitors
get immediate
feedback from target
customers

**Dedicated
show hours**
(no educational sessions
during exhibit hours).

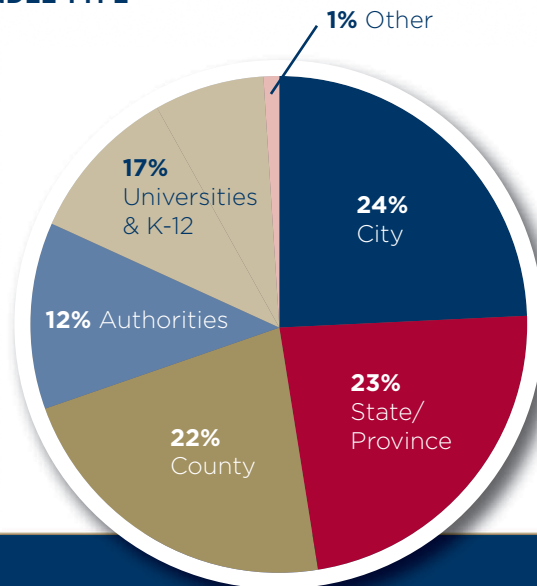
Past recipient of *Trade
Show Executive Magazine's*
**Top 50 fastest
growing shows**

Attendee Profile

ATTENDEE TITLES



ATTENDEE TYPE



Attendee Spending

Collectively, attendees spend over **\$200 billion** across capital projects, support services and operating supplies for their community's health, education, protective and community services, transportation and administrative programs.

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

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

KEY EXHIBITOR INFORMATION

The NIGP Products Exposition provides government suppliers with the unique opportunity to generate business, increase visibility and make a lasting impression on the public procurement community.

Benefits of Exhibiting at the NIGP Forum Products Exposition

- Generate new business across government, K-12 and higher education
- Numerous networking opportunities to make new connections
- Enhanced listing in NIGP's Online Sourcebook
- Company listing on Expo Website and Mobile App
- Complimentary pre- and post-show registered attendee mailing list
- Dedicated show hours (*no educational sessions during exhibit hours*)

Exhibit space includes:

- (1) Conference registration and (2) Exhibit Hall Only badges (per 10x10 space)
- 8' high draped back wall, 36" high draped side rails, company ID sign -7"x44"
- Exhibitor participation points toward future NIGP Forums and priority in next year's booth selection
- 24 hour general exhibit hall perimeter security service
- Aisle carpeting
- Listing on the 2016 Exhibitor website with available upgrade packages



Affordable Space Rates

100 sq. ft.	\$26.00 per square foot (10' x 10' Booth - \$2,600)
200 - 300 sq. ft.	\$25.00 per square foot (10' x 20' Booth - \$5,000)
400 sq. ft. & over	\$24.00 per square foot (20' x 20' Booth - \$9,600)

View Floor Plan



Exhibitor Categories In High Demand

- Architectural & Engineering Services
- Automotive/Fleet Services
- Bidding Software
- Body Armor
- Body Cameras
- Building Materials
- Construction Equipment
- Communications
- Computer Hardware & Software
- Disaster Relief & Recovery
- Emergency Support
- Facilities Maintenance
- Finance Solutions
- Food Service
- Healthcare
- Laboratory Equipment
- Logistics & Warehousing
- Maintenance
- Office Furniture/Equipment
- Procurement Solutions
- Public Works Solutions
- Safety Security Solutions
- Recreation Facilities/Materials
- Training programs/services

Reserve your space today

@packrat1072:

*Last day for the Products
Expo be sure to check
out all our great vendors!
#NIGPForum2015.*



2015 EXHIBITORS...#NIGP#Greatnetworking

Join these companies by exhibiting at Forum 2016 and get face-to-face interaction with current and prospective customers. Attendees' total annual spend is over \$200 billion collectively. Don't miss this opportunity to engage with over 1,000 procurement agents from the US and Canada.

- 84 Lumber
- Abilitations/School Specialty
- Acro Service Corporation
- Advance Auto Parts/CARQUEST
- AGCO
- Ahern Rentals Inc.
- Alamo Group (TX) Inc.
- Allsteel, Inc.
- Alvarez & Marsal Public Sector Services, LLC
- American Office Products Distributors, Inc.
- American Public University System
- American Traffic Solutions, Inc.
- APi National Service Group
- Applied Industrial Technologies
- Ariens
- Association of Educational Purchasing Agencies (AEPA)
- AT&T Mobility
- Auctions International
- Aurora Storage Products
- AutoZone, Inc.
- BI Incorporated
- BidNet SourceSuite
- BlueScope Construction Government Services
- Bolfy.com
- Bridgestone Americas Tire Operations, LLC
- Brother International Corporation
- BSN Sports
- **Canon Solutions America**
- CANON U.S.A Inc.
- Carahsoft Technology Corp.
- **Caterpillar**
- Cintas Corp
- Cisco Systems, Inc.
- CKEP, LLC
- Club Car LLC
- CNH Industrial
- CobbleStone Systems Corp.
- Colonial Life
- Columbia Par Car
- Cost Control Associates, Inc.
- Cushman / E-Z-Go
- Custom Tree Care, Inc.
- DLT Solutions
- Doosan/Bobcat
- E&I Cooperative Services
- Ecolab, Inc.
- Empire Today
- Equal Level, Inc.
- ESM Solutions
- Fastenal Company
- FedBid, Inc.
- Federal Contracts Corp
- FieldTurf & Beynon Sports
- Fisher Science Education
- Fitness Lifestyles Inc
- Ford Motor Company
- FP Mailing Solutions
- GameTime
- Garland/DBS, Inc.
- Garner Environmental
- Georgia Pacific Professional
- GovConnection
- GovDeals
- Government Procurement/Penton Media
- Government Sourcing Solutions
- Grainger
- Grasshopper Company
- **Graybar Electric Company, Inc.**
- **Haworth Inc.**
- **HD Supply Facilities Maintenance**
- **HD Supply Waterworks**
- Heritage Bag Company
- Herman Miller, Inc.
- Hertz Equipment Rental
- HotelPlanner
- Howard Technology Solutions
- HP
- IBISWorld
- Independent Stationers, Inc.
- Info Tech Inc.
- Insight Public Sector
- Interface
- Ion Wave Technologies, Inc.
- ISSA
- J.J. Kane Auctioneers
- Jack Doheny Companies
- John Deere Company
- Juniper Networks
- KBR
- Keystone Purchasing Network
- Kimball Office
- Knoll, Inc.
- Kompan, Inc.
- Kone, Inc.
- Konica Minolta Business Solutions
- Kronos Inc.
- Lowe's ProServices
- Mannington Commercial
- Microsoft Corporation
- Milliken
- Mitel Business Systems, Inc.
- MSC Industrial Supply Company
- **Municibid.com**
- Mythics, Inc.
- NASPO ValuePoint
- National Auto Fleet Group
- National Coalition for Public Procurement
- National IPA
- National Joint Powers Alliance (NJPA)
- National Office Furniture
- NCPA - National Cooperative Purchasing Alliance
- Network Services Company
- NewLinear-ChapterManager
- NIGP
- NPPGov
- O'Reilly Auto Parts
- ODU Graduate Certificate in Public Procurement & Contract Management
- **Office Depot**
- OFS Brands
- Onvia, Inc.
- Panasonic
- Patcraft
- PEPPM
- Perfect Commerce
- **Periscope Holdings Inc.**
- PlanetBids, Inc.
- PlayPower

2015 EXHIBITORS continued

- PPG Architectural Coatings
- Premier REACH
- ProcureSource
- Property Room.com
- Pure Storage, Inc.
- Regal Distributing Company
- REMI
- Revolve Robotics
- Ricoh USA
- RoofConnect, National Roofing Services
- Safeware Inc.
- Samsung Electronics America
- SciQuest, Inc.
- Sealed Air Diversey Care
- ServiceMaster DSI/ SRM
- ServiceWear Apparel
- Sharp Electronics Corporation
- Sherwin-Williams
- SHI International Corp.
- Shred-It
- SimplexGrinnell
- Simplot Partners
- SitOnIt Seating | IDEON
- SmartProcure, LLC
- Snap-On Industrial
- SourceSuite
- Spikes Cavell - Xchanging Procurement
- Sprint

- Stanley Convergent Security Solutions
- Staples Advantage
- Steelcase, Inc.
- Stertil-Koni
- Sunbelt Rentals Inc.
- Supplyworks
- Swiftspace Inc
- TAPCO - Traffic & Parking Control Co., Inc.
- TCPN-The Cooperative Purchasing Network
- Tech Depot By Office Depot
- Teknion
- Thatcher Company
- The Gordian Group
- The Home Depot
- The HON Company
- The Public Group
- **The Toro Company**
- ThomasNet.com
- Thompson Pump and Manufacturing Co., Inc.
- Tintri, Inc.
- TIPS
- Toshiba America Business Solutions Inc.
- Toter, Inc.
- Tradition Energy
- Trane
- Transource
- Tremco Inc.
- Tyco Integrated Security

- U.S. Bureau Of Labor Statistics
- U.S. Communities
- UMB BANK - Commercial Payments Solutions
- UNICOM Government, Inc.
- United Rentals
- United Soybean Board
- Universal Public Procurement Certification Council (UPPCC)
- US Armor
- US Foods
- USA Management
- VACO Risk Solutions
- Vinimaya Procurement Marketplace
- Virco Manufacturing Corporation
- Waxie Sanitary Supply
- WESCO CSC
- WEX Inc.
- Xerox Corporation
- XSB, Inc.
- Zafel Laboratories, Inc
- Zep Inc.
- ZOLL Medical Corporation
- Zones

NIGP Business Council/Enterprise Sponsors in bold

**To exhibit at
NIGP's Forum, contact:**

Bradley Eubank, SPARGO, INC.
703.995.2562
Bradley.eubank@spargoinc.com

Reserve Your Booth

@ Hal_Good:

*Attending last day of very
successful #NIGPForum2015 !
Great networking!
Valuable information! See you
in the products expo hall!*

