



# **QUESTnet 2016 Conference**

Technology supporting innovation

5th to 8th July | RACV Royal Pines Resort, Gold Coast, Queensland

## **Sponsorship and Exhibition Prospectus**



# Opportunity Overview

## Background

QUESTnet has been run for over 20 years and has grown into the leading non-vendor aligned conference in Australia catering for ICT professionals working in the higher education and research sector. We invite you to view the archive of previous Conferences online and in particular draw your attention to the QUESTnet 2014 Conference keynotes we enjoyed, which included:

- + A/Prof Claire Macken, La Trobe University
- + Dr Michael Rosemann, Queensland University of Technology
- + Eric Holton, HP
- + Jessica Watson, OAM

Hosted by the University of Queensland and University of the Sunshine Coast, QUESTnet 2016's, conference theme is *Technology Supporting Innovation*. QUESTnet 2016 will incorporate a number of technology domain streams underpinned by and adding to the traditional emphasis on the ICT network technology domain. Technology domain streams include networks; platforms; learning-tech; security; research-tech; smart-campus and identity management. The focus of QUESTnet remains on the interchange of ideas and experiences among the technology decision makers, technical leads and hands-on technology implementers working in the higher education and research sector

Each year, over 400 delegates attend the Conference, representing the core of the Higher Education ICT community as well as an increasing number of delegates from Government and commercial organisations.

Most delegates come from the university and research sector, including key stakeholders such as AARNet, CAUDIT, ANDS, AAF, RDSI, NeCTAR, QCIF and its sister organisations from other states. It also attracts interest from the State and Federal Government ICT sectors. The event is strongly supported by the vendors as it is an opportunity to build relationships and show how their products and services are delivered in the higher education sector.

**In 2015, QUESTnet was held in conjunction with THETA.**

### THETA/QUESTnet sponsors in 2015:

- Platinum:** Huawei
- Gold:** Cisco, HP, NetApp
- Silver:** Amcom, Dropbox, Echo360, NEC
- Bronze:** AirWatch by VMware, BEarena, Blackboard, Curvature Solution, Dell, Juniper Networks, Palo Alto Networks, Splunk
- Lounge:** Microsoft
- Stationary:** Bright Consulting
- Exhibitors:** AARNet, Acano, Acer, AMX, Appian, ATI Australia, AusCERT, Australian Access Federation, Australian Presentation Systems, Axios Systems, The Beachhead Group, C.R. Kennedy, Canvas, CAUDIT, ClickView, Computers Now, D2L Australia, Data#3, Digicor, EBSCO, Enosys Solutions, Ex Libris, Fortinet, Glassfish, iQ3, JoVE, KeyServer/Deep Freeze, lynda.com, Molex, NeCTAR, OCLC, Parallels, Pearson, Pexip AS, PlexNet, ProctorU, Service Quality, Smart Sparrow, Springer, Talis, TechnologyOne, TERMINALFOUR, Trustwave, TSA Software Solutions

### QUESTnet sponsors in 2014:

- Platinum:** HP
- Gold:** AARNet, Amcom, Cisco, Dell, Dell Software Australia, F5 Networks, Huawei, Juniper Networks, NEC, NetApp
- Silver:** AMX, Arista Networks, ATI Australia, Sentientia, Tintri, UXC Connect, ViFX Infrastructure and Cloud Transformations, WhiteGold Solutions
- Bronze:** Aruba Networks, Australian Access Federation, Check Point Software Technologies, Data#3, Datapod, Dimension Data, Enosys Solutions, Fortinet Technologies, iQ3, Molex Premise Networks, Nimble Storage, Powerfirm, Radware, Technology Effect, TSA Software Solutions, VIDEOPRO



# Conference and Exhibition Details

- Exhibition Dates:** 6 - 8 July 2016  
*(Sponsor and exhibitor bump in on Tuesday 5 July 2016)*
- Exhibition Venue:** RACV Royal Pines Resort  
Royal Benowa Ballroom  
Ross Street, Benowa, QLD 4217
- Conference Secretariat:** Conference Logistics  
PO Box 6150, Kingston, ACT 2604  
Tel: +61 2 6281 6624  
Email: [samantha@conlog.com.au](mailto:samantha@conlog.com.au) or  
[questnet@conlog.com.au](mailto:questnet@conlog.com.au)
- Conference Website:** [www.questnet2016.net.au](http://www.questnet2016.net.au)

## Benefits of Sponsorship

**QUESTnet 2016 aims to provide an excellent opportunity for your organisation to:**

- + Gain face-to-face exposure to Australia's leading ICT professionals and opinion leaders in the sector;
- + Maintain a high profile with your target markets;
- + Network with industry delegates and evaluate market trends to generate new business opportunities;
- + Mix informally with key decision-makers, building and enhancing your relationship;
- + Demonstrate your involvement, commitment and support of the sector; and
- + Launch new products and services

## About the Organising Committee

**The University of Queensland and University of the Sunshine Coast are the hosts for the QUESTnet 2016 Conference.**

**The Organising Committee includes:**

- + Rob Moffatt, Chair, University of Queensland
- + Michael Boyle, Queensland University of Technology
- + Ian Duncan, University of Queensland
- + Peter Elford, AARNet Pty Ltd
- + Warren Fraser, QUDIT
- + Barry Mahoney, University of the Sunshine Coast
- + Mark Richardson, University of Queensland
- + Paul Sheeran, University of Queensland
- + Thitima Sinadyodharaks, University of Queensland
- + Scott Sorley, University of Southern Queensland

# Sponsorship Packages

## Platinum Sponsor (exclusive opportunity)

**\$28,800** (inc GST)

The Platinum Sponsor is our key partner in the successful execution of QUESTnet 2016, and we will work alongside you to provide opportunities to promote your organisation both in the prelude to and during the conference. This opportunity provides your organisation with exceptional commercial rewards via your participation in this prestigious networking event.

As a Platinum Sponsor, your organisation will benefit from the highest level of exposure and representation with the following entitlements:

### HOSTING/BRANDING OF THE:

- Conference Gala Dinner

### BRANDING OF ONE OF THE FOLLOWING:

- Conference Shirt OR
- Conference Satchel

### BENEFITS:

- Naming rights to the nominated item
- Recognition as the Platinum Sponsor (with organisational logo) on the home page of the official Conference website, including a hyperlink to the organisation's home page
- Recognition as the Platinum Sponsor (with organisational logo) throughout the conference venue including on electronic room signage, chargebars and lectern signs
- Opportunity to present or sponsor a high-profile keynote presenter in the main program (30 minutes inclusive of question time). Content and speaker is subject to approval by the Conference Program Committee and must fit within the conference theme. Presentations are to be of a vendor-agnostic technology trend or case study format, and not a sales and marketing pitch. Additional opportunity to present during a morning tea, lunch or afternoon tea break in the sponsor hall open theatre (15 - 20 minutes inclusive of question time), the presentation may refer to sponsor products and services however relating these to the audience through an outline of case studies or speaking in partnership with a customer will be highly regarded. The content and speaker is subject to approval by the Conference Program Committee and must fit within the conference theme.

- Promotional material included in the delegate satchel (limit four pieces). Promotional material cannot be any of the sponsorable items listed in this prospectus
- An electronic list of opt-in delegates two weeks prior to the Conference (name, organisation and state only in PDF format)
- Complimentary registration **for four full delegates** (inclusive of conference sessions attendance, morning/afternoon teas, luncheons, conference dinner and welcome reception). Additional delegates may be registered on the Early Bird price, or as an Exhibitor Staff Pass
- Complimentary registration for two representatives to the golf half day with the associated opportunity to network with key delegates
- Exhibition display area – refer to page 8 for sizing
- 300 word profile and logo in the Conference app
- Logo displayed on the conference holding slides at the commencement and conclusions of sessions

### REQUIREMENTS:

- Supply of any promotional material to be displayed at the conference
- Material to be included in satchels
- High resolution logo for the conference website and app
- Your company web address
- Completed registration form for four delegates
- List of requirements for exhibition
- 300 word organisational profile
- 20-for-Twitter blurb and hashtag to be used to announce your participation in the conference (once a deposit has been received)
- Sponsorship invoice to be paid in full prior to **Friday 15 April 2016**

**Please note:** the QUESTnet 2016 Organising Committee will not be producing a conference handbook. Instead, all delegates will be encouraged to download the Conference app.

# Sponsorship Packages

## Gold Sponsor (8 opportunities available)

**\$18,800** (inc GST)

### HOSTING/BRANDING OF ONE OF THE FOLLOWING:

- Host of Conference Welcome Reception
- Host of the Social Night (pool party with branded beach balls)
- Branding of the Conference App
- Branding of the Conference Lanyards and Name Badges
- Branding of the Conference Internet Service
- Branding of the Pocket Program
- Branding of the Conference Water (bottles of still mineral water)
  - + Optional upgrade: for an additional \$3,000 upgrade your bottles to include sparkling mineral water
- Branding of the Neck and Shoulder Massage Service
- Naming rights to the Coffee Cart and Cafe Zone, to be located in close proximity to your booth
  - > Optional upgrade: for an additional \$3,000 upgrade your coffee cart to include branded Keepcups
- Conference Shirt (subject to Platinum Sponsor branding selection) OR
- Conference Satchel (subject to Platinum Sponsor branding selection)

### BENEFITS:

- Naming rights to the nominated item or event
- Recognition as a Gold Sponsor (with organisational logo) on the official conference website, including a hyperlink to the organisation's home page
- Recognition as a Gold Sponsor (with organisational logo) throughout the conference venue including on electronic room signage, chargebars and lectern signs
- Opportunity to present during a morning tea, lunch or afternoon tea break in the sponsor hall open theatre (15 - 20 minutes inclusive of question time). The content and speaker is subject to approval by the Conference Program Committee and must fit within the conference theme. Presentations may refer to sponsor products and

services however relating these to the audience through an outline of case studies or speaking in partnership with a customer will be highly regarded.

- Promotional material included in the delegate satchel (limit three pieces). Promotional material cannot be any of the sponsorable items listed in this prospectus
- An electronic list of opt-in delegates two weeks prior to the Conference (name, organisation and state only in PDF format)
- Complimentary registration **for three full delegates** (inclusive of conference sessions attendance, morning/afternoon teas, luncheons, conference dinner and welcome reception). Additional delegates may be registered on the Early Bird price, or as an Exhibitor Staff Pass
- Complimentary registration for one representative to the golf half day with the associated opportunity to network with key delegates
- Exhibition display area – refer to page 8 for sizing
- 250 word profile and logo in the Conference app
- Logo displayed on the conference holding slides at the commencement and conclusions of sessions

### REQUIREMENTS:

- Supply of any promotional material to be displayed at the conference
- Material to be put in satchels
- High resolution logo for the conference website and app
- Your company web address
- Completed registration form for three delegates
- List of requirements for exhibition
- 250 word organisational profile
- 20-for-Twitter blurb and hashtag to be used to announce your participation in the conference (once a deposit has been received)
- Sponsorship invoice to be paid in full prior to **Friday 15 April 2016**

**Please note:** the QUESTnet 2016 Organising Committee will not be producing a conference handbook. Instead, all delegates will be encouraged to download the Conference app.



# Sponsorship Packages

## Silver Sponsor

**\$9,900** (inc GST)

### CO-HOST:

- Co-host to one of the Conference Lunch Breaks

### BENEFITS:

- Co-naming rights to the nominated event
- Recognition as a Silver Sponsor (with organisational logo) on the official conference website, including a hyperlink to the organisation's home page
- Promotional material included in the delegate satchel (limit one piece). Promotional material cannot be any of the sponsorable items listed in this prospectus
- An electronic list of opt-in delegates one week prior to the conference (name, organisation and state only in PDF format)
- Complimentary registration **for two full delegates** (inclusive of conference sessions attendance, morning/afternoon teas, luncheons, conference dinner and welcome reception). Additional delegates may be registered on the Early Bird price, or as an Exhibitor Staff Pass
- Exhibition display area – refer to page 8 for sizing
- 200 word profile and logo in the Conference app
- Logo displayed on the conference holding slides at the commencement and conclusions of sessions

### REQUIREMENTS:

- Supply of any promotional material to be displayed at the conference
- Material to be put in satchels
- High resolution logo for the conference website and app
- Your company web address
- Completed registration form for two delegates
- List of requirements for exhibition
- 200 word organisational profile
- 20-for-Twitter blurb and hashtag to be used to announce your participation in the conference (once a deposit has been received)
- 20-for-Twitter blurb and hashtag to be used to announce your participation in the conference (once a deposit has been received)
- Sponsorship invoice to be paid in full prior to **Friday 15 April 2016**

**Please note:** the QUESTnet 2016 Organising Committee will not be producing a conference handbook. Instead, all delegates will be encouraged to download the Conference app.

# Sponsorship Packages

## Bronze Sponsor

**\$5,500** (inc GST)

### CO-HOST:

- Co-host to one of the Conference Morning or Afternoon Teas

### BENEFITS:

- Co-naming rights to the nominated event
- Recognition as a Bronze Sponsor (with organisational logo) on the official conference website, including a hyperlink to the organisation's home page
- Promotional material included in the delegate satchel (limit one piece). Promotional material cannot be any of the sponsorable items listed in this prospectus
- An electronic list of opt-in delegates one week prior to the conference (name, organisation and state only in PDF format)
- Complimentary registration for **one full delegate** (inclusive of conference sessions attendance, morning/afternoon teas, luncheons, conference dinner and welcome reception). Additional

delegates may be registered on the Early Bird price, or as an Exhibitor Staff Pass

- Exhibition display area – refer to page 8 for sizing
- 150 word profile and logo in the Conference app
- Logo displayed on the conference holding slides at the commencement and conclusions of sessions

### REQUIREMENTS:

- Supply of any promotional material to be displayed at the conference
- Material to be put in satchels
- High resolution logo for the conference website and app
- Your company web address
- Completed registration form for one delegate
- List of requirements for exhibition
- 150 word organisational profile
- Sponsorship invoice to be paid in full prior to **15 April 2016**

## Breakfast workshops

**\$4,400** (inc GST)\* **OR** **\$7,700** (inc GST)\*\*

A limited number of sponsor workshop sessions are available within the conference program. Workshops must be booked in with the approval of the Conference Program Committee, and made available to all delegates through the registration process. **Limit of one breakfast workshop booking per organisation.**

### BENEFITS:

- Inclusion of workshop in the official conference program
- Conference to provide: breakfast catering (in consultation with the sponsor), room hire and basic AV (screen, projector and lectern)
- Promotional material included in the delegate satchel (limit one piece). Promotional material cannot be any of the sponsorable items listed in this prospectus
- Day registration for one delegate in order to present the workshop

### REQUIREMENTS:

- Supply of any workshop materials
- Material to be put in satchels
- High resolution logo for the conference website and app
- Your company web address
- Completed day registration form for one delegate
- 75 word organisational profile
- Sponsorship invoice to be paid in full prior to **Friday 15 April 2016**

\* if booked as part of a sponsorship package. \*\* if booked as a standalone sponsorship

**Please note:** the QUESTnet 2016 Organising Committee will not be producing a conference handbook. Instead, all delegates will be encouraged to download the Conference app.

# Trade Exhibition

The QUESTnet 2016 Trade Exhibition will run in conjunction with the conference program. The Trade Exhibition has been designed to provide the best possible promotional opportunities to participating organisations. With refreshment breaks being served in the area, the exhibition will create an opportunity to promote your product and services to delegates.

To participate in the Trade Exhibition, interested organisations are required to purchase a sponsorship package.

Exhibition booths will be allocated on a first come, first served basis.

## **Each Shell Scheme stand package includes the following:**

- + Frame lock panels in white
- + Organisation name (lettering only, black colour) on fascia board
- + Two spotlights
- + Access to reasonable power (4amp, to be confirmed)
- + Access to the internet

## **Trade Exhibition sizes are based on the sponsorship package purchased. Sizes for each package are as follows:**

- + Platinum – 6m x 3m
- + Gold – 4m x 3m
- + Silver – 3m x 3m
- + Bronze – 3m x 2m

## **Exhibitor Manual**

All exhibiting organisations will receive a comprehensive exhibitor manual two months prior to the conference.

## **Public Product Liability Insurance**

It is a requirement of the QUESTnet, Conference Logistics and RACV Royal Pines Resort that all exhibitors have adequate Public and Product Liability Insurance/ this refers to damage or injury caused to third parties/visitor on or in the vicinity of an exhibition stand. Sponsors are required to submit their public liability certificate along with their booking form.



# General information for Sponsors

## Confirmation:

To secure sponsorship opportunities, please complete and return the form at the end of this document. As sponsorship packages will be sold on a 'first come, first served' basis, please secure your package by making a 50% payment of fees to the Conference Secretariat as this will generate a confirmation letter and tax invoice. The Conference Secretariat will be in touch with you in order to ensure that your benefits are delivered. All amounts include GST.

## Accommodation:

Sponsors and Exhibitors will be able to book accommodation at the Conference hotel where competitive room rates have been negotiated. Further details will be provided with registration information.

## Delegate details:

Provision of delegate details is subject to privacy laws—participants can choose not to be listed. Listed delegate details will include name, organisation and state only, in PDF format.

## Cancellation policy:

Please read the sponsorship conditions below, which outline the payments terms and cancellation policy. By submitting the attached sponsorship booking form you acknowledge and accept the terms and conditions.

## Conditions of sponsorship:

The organisers reserve the right to change the venue and duration if exceptional circumstances demand. In the event of change of venue and/or duration, the agreement to participate will remain in force so long as the sponsor is informed at least one month before the Conference.

In the case of cancellation by the Sponsor, notification in writing should be sent to the Conference Secretariat. A refund of fees paid (less a cancellation fee of 50% of the value of the sponsorship) will be made to any Sponsor cancelling before or on 6 March 2016. After that date refunds may not be possible.

50% payment of fees must be made within seven (7) days of receipt of invoice.

Full payment must be made before Friday 15 April 2016.

Sponsors must obtain the permission of the Local Organising Committee (contact the Conference Secretariat) when planning to promote the Sponsor's involvement in the Conference.



## Sponsorship Booking Form

### PERSONAL DETAILS

Title: \_\_\_\_\_ First Name: \_\_\_\_\_ Surname: \_\_\_\_\_

Position: \_\_\_\_\_ Organisation: \_\_\_\_\_

Address: \_\_\_\_\_

\_\_\_\_\_

Phone / Mobile: \_\_\_\_\_ Email: \_\_\_\_\_

Website: \_\_\_\_\_

### SPONSORSHIP BOOKING

**I would like to purchase the following sponsorship packages:**

- Platinum Sponsorship at \$28,800 (inc GST)   
  Silver Sponsorship at \$9,900 (inc GST)   
  Breakfast Workshop at \$4,400 (inc GST)  
 Gold Sponsorship at \$18,800 (inc GST)   
  Bronze Sponsorship at \$5,500 (inc GST)   
  Breakfast Workshop at \$7,700 (inc GST)

My selected branding option is (if applicable): \_\_\_\_\_

### REGISTRATION

**I would like to purchase the following additional registrations:\***

- Full Delegate @ \$725 (inclusive of day catering, Welcome Reception, Conference Dinner and conference sessions)  
 Three-day-pass for Exhibitors @ \$490 (inclusive of day catering and Welcome Reception)  
 One-day-pass for Exhibitors @ \$120 (inclusive of day catering)

\*Please contact Conference Logistics to complete the registration of all attendees

### PAYMENT SUMMARY

SPONSORSHIP TOTAL \$ \_\_\_\_\_ ADDITIONAL REGISTRATIONS \$ \_\_\_\_\_ TOTAL AMOUNT TO BE INVOICED (inc GST) \$ \_\_\_\_\_

### TWITTER

Hashtag: \_\_\_\_\_ 20-for-Twitter: \_\_\_\_\_

(please provide a short statement to be used to announce your participation in the conference via the QUESTnet Twitter account)

### CONDITIONS

I/we accept the terms and conditions of undertaking sponsorship of QUESTnet 2016.

Name: \_\_\_\_\_ Signature: \_\_\_\_\_ Date: \_\_\_\_\_

### PAYMENT DETAILS

- I enclose a cheque payable to QUESTnet 2016  
 I wish to pay by Electronic Funds Transfer. Bank details will be provided on your invoice.  
 I wish to pay by credit card and hereby authorise Conference Logistics to charge the amount of \$ \_\_\_\_\_ to my credit card.

Credit card number: \_\_\_\_\_  Mastercard  Visa

Name on credit card: \_\_\_\_\_ Expiry date: \_\_\_\_\_

Signed: \_\_\_\_\_ Date: \_\_\_\_\_

Please return the completed form to [samantha@conlog.com.au](mailto:samantha@conlog.com.au) or [questnet@conlog.com.au](mailto:questnet@conlog.com.au)