



AFCEA/U.S. Naval Institute Western Conference & Exposition
 San Diego Convention Center ♦ San Diego, California
 March 2-3, 2020

Expand Your Presence at AFCEA/U.S. Naval Institute WEST 2020! Reach Attendees Online with an Upgraded Exhibitor Directory Listing!

As you know, the key to success for exhibitors at **AFCEA/U.S. Naval Institute WEST 2020** is maximum exposure to attendees. Whether your goal is branding, lead generation, market visibility or all three, you will want to encourage attendees to stop by your booth. The best way to achieve your goals is to let attendees know what you have to offer as well as where you are located in the exhibit hall.

With this in mind, we are offering the **WEST 2020 Online Exhibitor Directory**. This Exhibitor Directory is designed to increase your exposure at the Conference (and beyond) and to help you exceed your goals for the Exposition.

UPGRADE YOUR LISTING & UPGRADE YOUR EXPOSURE! Optional upgrades are available with our "Star" packages. These options will provide your company with additional visibility in the online directory.

	Basic Free	2-Star \$300	3-Star \$500	4-Star \$950
Online Listing				
Exhibitor Name	•	•	•	•
Booth Number	•	•	•	•
Web Address	•	•	•	•
50 Word Description*	•	•	•	•
200 Word Company Bio*				•
Product Categories*	3	4	5	6
Company Logo		•	•	•
Press Releases*		2	5	6
Products* (includes logo & description per product)		1	3	5
Floor Plan Logo (400 sq. ft. booth or larger) (company logo in booth and on interactive floor plan online)			•	•
Video				1

***Increase your exposure! These items are searchable by keyword and category selection.**

By taking part in this special opportunity, you will reach your target market **before**, **during** and **after** the 2020 event.

**To take advantage of this opportunity, contact the
 WEST Exhibit Management Team
 888-215-2241 / 703-995-2567
 WESTexhibits@spargoinc.com**

Exhibitor Directory Contract
AFCEA/U.S. Naval Institute
WEST 2020
 March 2-3, 2020
 San Diego Convention Center
 San Diego, CA

Advertising/Sponsorship Description		Fee
	2-Star Listing	\$300
	3-Star Listing	\$500
	4-Star Listing	\$950

Contact Information

Company Name.....

Contact.....

Tel..... Fax..... Email.....

Address.....

City..... State..... Zip..... Country.....

Initials	Deposit and Payment Schedule	Cancellation Penalties	Initials
	Due with Contract.....50%	Through April 19, 2019.....0%	
	After November 1, 2019100%	April 20, 2019 - November 1, 201950%	
		After November 1, 2019100%	

Failure to make payments does not release the contracted or financial obligation of Exhibitor.

Email application to:
 Email: exhibitcontracts@spargo.com
 Fax: 703-563-2691

Need Help? Contact:
WESTexhibits@spargo.com
 888-215-2241 | 703-995-2567

Make checks payable to: AFCEA

Mail payments to: AFCEA Exposition Mgmt., c/o SPARGO, Inc.
 11208 Waples Mill Road, Suite 112 ♦ Fairfax, VA 22030

Credit Card Payments:
 An invoice will be sent within one business day with instructions for how to submit a credit card payment online.

I, the undersigned, hereby make Application for Exhibit Space, at WEST 2020. I am an authorized representative of the company/organization with the full power and authority to sign and deliver this application. The company/organization listed on this application agrees to comply with the WEST 2020 Rules and Regulations and all policies, adopted by the Armed Forces Communications & Electronics Association (AFCEA) and the United States Naval Institute (USNI) hereafter. Exhibitor agrees to receive all written and electronic correspondence from AFCEA, USNI, SPARGO, Inc. and official event contractors in reference to WEST 2020 and future AFCEA/USNI events. This application will become a contract upon Exhibitor's authorized signature and AFCEA/USNI's acceptance and approval.

Authorized Signature..... Title.....

Printed Name..... Date.....

Show Management Use

Authorized Signature.....

Date.....