



Please print or type the following information. This agreement will not be accepted unless completely filled out and signed.

1. Applicant Information

Applicant Company: _____

Technologies and products to be displayed: _____

We request that, if possible, space assignment near the following potential exhibitors be avoided: _____

Address: _____

City: _____ State/Province: _____

Country: _____ Zip/Postal Code: _____ Company Website: _____

Exhibit Contact Name: _____ Title: _____

Phone: _____ Email: _____

Authorized Signature: _____ Date: _____

2. Select an Event to Sponsor

Check the event you wish to sponsor:

2020 ISA IIoT & Smart Manufacturing Conference

15–16 April • Moody Gardens Hotel • 7 Hope Blvd., Galveston, TX 77554 USA

2020 ISA Analysis Division Symposium

27–29 April • Long Beach Convention & Entertainment Center • 300 E Ocean Blvd., Long Beach, CA 90802 USA

2020 ISA Cybersecurity Standards Implementation Conference

13–14 May • The Tremont House • 2300 Ships Mechanic Row, Galveston, TX 77550 USA

2020 ISA Energy & Water Automation Conference

5–6 August • La Cantera Resort & Spa • 16641 La Cantera Parkway, San Antonio, TX 78256 USA

2020 ISA Digital Transformation in Deepwater Production Conference

16–17 September • The Tremont House • 2300 Ships Mechanic Row, Galveston, TX 78256 USA

2020 ISA Process Industry Conference

18–19 November • Hotel ZaZa/Houston Memorial City, 9787 Katy Freeway, Houston, TX 77024 USA

3. Select a Package

Check the package(s) you wish to sponsor.

Jump to page four for full descriptions of each package.

Top Level Packages

- Platinum
- Gold
- Silver
- Custom: _____

Social Events Packages

- Networking Luncheon
- Welcome Cocktail Reception
- Networking Cocktail Reception
- Networking Breakfast (2 available)
- Networking Refreshments/Break (4 available)

Merchandise Packages

- Conference Supplies
- Name Badge/Lanyard
- Tote Bag
- Water Bottle

Booth/Exhibit ONLY Package

- Analysis Division Symposium (2,500 USD)
- All other conferences (3,500 USD)

4. List Additional Exhibit Personnel and Conference Registrations

Name(s) of exhibit personnel

Note: only two complimentary booth registrations per exhibitor. Additional personnel not attending conference must pay discounted registration fee.

Pricing: Analysis Division Symposium: 1-day Conference: 200 USD • 2-day Conference: 400 USD • 3-day Conference: 600 USD
All other conferences: 1-day Conference: 250 USD • 2-day Conference: 500 USD

1. _____ = _____ FREE
2. _____ = _____ FREE
3. _____ = _____ USD
4. _____ = _____ USD

Name(s) of conference attendees

Additional personnel must pay conference registration fee to attend conference program.

Pricing: Analysis Division Symposium: ISA Member: 580 USD • Non-member: 725 USD
All other conferences: ISA Member: 750 USD • Non-member: 900 USD

1. _____ = _____ USD
2. _____ = _____ USD
3. _____ = _____ USD
4. _____ = _____ USD

5. Promotional Contact Information

Contact name for use by ISA in obtaining or providing marketing information, company logos, etc.):

Contact Name (if different from applicant): _____

Title: _____

Phone: _____ Email: _____

Please state how you would like your company's name to appear on all promotional material (including capitalization and punctuation):

6. Payment Information

Contact Name (if different from applicant): _____

Title: _____

Phone: _____ Email: _____

Upon receipt and processing of your sponsorship/exhibitor contract, an invoice will be sent to contact name indicated above for payment. Payments by check should be submitted to ISA (Net 30). Contact ISA Customer Service at +1 919 549-8411 to make payment by credit card or wire transfer via phone.

FOR ISA USE ONLY

Date Issued: _____ / _____ / _____ Total sponsorship/exhibit investment: _____ USD (Does not include any additional booth or conference registrations listed above)

Company: _____

Company Contact: _____

Company Address: _____

E-mail: _____ Phone: _____

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ISA Event Sales Person: _____

E-mail: _____ Phone: _____

Exhibit/Sponsorship Contract Terms and Conditions

- 1. APPLICATIONS.** Applications for sponsorship and/or exhibit space must be made on the form provided, completed as requested, and accompanied by the required payment.

Products and services to be displayed must be specified on the application.

ISA reserves the absolute right to decline any application for space if, in ISA's judgment, the products or services to be shown or demonstrated are unrelated to the scientific and educational purposes of the Conference. This application becomes a contract only when accepted by ISA by notifying applicant of the assignment of a specified exhibit space.

- 2. EXHIBIT SPACE/SPONSORSHIP PACKAGE.** The exhibit space includes pipe/drape booth, backdrop and side rails, 6ft table, 2 chairs, wastebasket or equivalent of same based upon event venue. No rent allowance will be made if standard equipment is not desired. The exhibit floor plan for this Exhibition will normally be maintained as initially offered. ISA reserves the right to modify the package to the extent necessary for the best interests of the Exhibitors and ISA or to correct inaccuracies or errors. ISA also reserves the right to modify the plan to the extent necessary for the best interests of the Exhibition.

- 3. SPACE/PACKAGE ASSIGNMENT.** Space available will be allocated on a first come basis.

- 4. PAYMENT SCHEDULE.** 100% of total package fee must be paid with application, or upon receiving invoice within net/15 days.

- 5. CANCELLATION.** An Applicant may cancel the contract by giving written notice of cancellation received by ISA on or before 2 months ahead of conference start date. Upon receipt of a timely notice of cancellation, ISA will refund the exhibit table fee only previously paid by Applicant. Applicant agrees that any cancellation after 2 months ahead of conference start date, withdrawal from the event, or failure to show at the event is a material breach of this agreement and ISA will retain the entire exhibit fee paid by Applicant in such event. Applicant agrees that the amount of the exhibit fee is a reasonable measure of the damages to ISA in the event of such breach. ISA agrees that the retention of the fee is Applicant's sole liability in the event of such breach. All notices of cancellation must be delivered to ISA before 2 months ahead of conference start date. No notice is effective unless submitted to ISA in a manner in which proof of receipt by the deadline can be shown, such as certified mail with a return receipt, courier with signed receipt, or an acknowledged e-mail from ISA.

- 6. SUBLETTING EXHIBIT SPACE.** No Applicant shall assign, sublet or apportion the whole or any part of the space allotted. Applicant may not display equipment or materials from other than its own firm or joint Applicants' firms in said space, without the consent of ISA.

- 7. INDEMNITY AND LIMITATION ON LIABILITY.** Applicant covenants and agrees to hold and save harmless ISA; the owners, operators, and managers of the Exhibit Facility; and the respective officers, agents and employees of each (collectively referred to as Exhibit Management) from any and all claims

of liability, damage, or expense resulting from any injury to or death of any person, including Applicant's employees, agents, and contractors, occurring within Applicant's exhibit table or resulting directly or indirectly from any act or omission of Applicant or any loss of, damage to, or theft of any property. An omission of Applicant includes any failure of Applicant to comply with any of the terms and conditions of this Contract; any of the Conference and Exhibit Rules and Regulations; any Rules and Regulations of the Exhibit Facility; and any laws of the City of the conference location. Applicant agrees to indemnify each and every member of the Exhibit Management group for any and all costs and liabilities incurred in defense of any such claim, including all expenses, attorney's fees, and any judgments awarded or settlement amounts agreed to. It is agreed that Exhibit Management shall not be responsible for any loss, damage, or theft of any property of any persons, including the Exhibitor and its employees, agents, and contractors, while in transit to or from the Exhibit Facility, while in the Exhibit Facility, or otherwise.

Except for cancellations and withdrawals permitted by Section 5 above, the Applicant is responsible for total rent for exhibit space irrespective of any reason for such cancellation and withdrawal, including cancellation and withdrawal by the Applicant because of failure of product showcase to arrive for any reason or cancellation by the Sponsors as the result of action by the Exhibit Facility Management or the result of strikes, lock-outs, act of God, inability to obtain labor or materials, government action of whatsoever nature, war, civil disturbance, fire, unavoidable casualty or other causes, whether similar or dissimilar, beyond the control of ISA. In the event of cancellation by ISA as a result of the aforesaid causes, the Applicant expressly waives such liability and releases ISA of and from all claims for damages and agrees ISA shall have no obligation to Applicant. If, for any reason, the program is not held or rescheduled, ISA's liability is limited to a credit to a future program.

Applicant is a licensee of exhibit only and not an agent, employee, partner or joint venturer of or with ISA. Applicant agrees that it is solely responsible for its costs of doing business and agrees to hold ISA harmless from any obligations incurred by the Applicant as a result of contracting for any goods or services connected with the Exhibitor or with the Exhibit Facility, service contractors, or other persons or companies and to indemnify ISA for any costs or liabilities incurred in defending any such claims against ISA, including attorneys' fees, expenses, and any judgments awarded or settlement amounts agreed to.

- 8. GOVERNING DOCUMENTS AND LAWS.** Applicant expressly understands and agrees to be bound by all terms and conditions and rules and regulations contained in this Exhibit Space Contract, the Exhibit Space Rules and Regulations, including any amendments which may be issued; the master lease between ISA and the Exhibit Facility; and the Exhibit Facility Rules and Regulations, copies or pertinent extracts of which are attached and/or available for inspection at ISA during normal business hours. Applicant also agrees to be bound by any deadlines or policies stated in the Exhibitor information which will be provided by ISA.

Such documents are made an integral part of this Contract by reference as if set forth in full in the Contract. Applicant is further charged with the knowledge of, and agrees to comply with, all local, state and federal laws, regulations, and codes pertaining to health and safety and promotions, marketing, and advertising, including activities requiring copyright licenses or permission and constituting a lottery, applicable to Applicant's Exhibit.

Compliance is Applicant's sole responsibility. This Contract will be interpreted and governed by the laws of North Carolina applicable to contracts signed and be wholly performed within North Carolina.

- 9. EXHIBITOR EVENT CONFLICTS.** Exhibitor will not schedule any receptions, hospitality suites, social functions, exhibits, product demonstrations, technical seminars, training sessions, or other event or function for attendees (or potential attendees) outside of the exhibit facility during the Conference and Exhibit activity hours.
- 10. SURRENDER OF SPACE.** If not cancelled as provided in this contract, Applicant's license for the exhibit space expires at the earlier deadline for move-out or actual vacation of the exhibit space. Applicant will surrender the space occupied by Applicant at the expiration of the license in the same condition as it was at the commencement of occupation. Applicant assumes sole and total responsibility for any damage to the Exhibit Facility due to construction, use, or dismantlement of Applicant's Exhibit and will reimburse ISA for any charges assessed by Exhibit Facility caused by Applicant paid by ISA, including charges for failing to vacate the premises in a timely manner.
- 11. VIOLATIONS.** The interpretation and application of these Terms and Conditions and documents incorporated by reference are the sole responsibility of ISA. Violation by Applicant of these Terms and Conditions shall subject the Applicant to cancellation of its contract to occupy exhibit table and to retention by ISA of all moneys paid. Upon due notice to Applicant of such cancellation, ISA will have the right to take possession of the Applicant's space, remove all persons and properties of the Applicant, and hold the Applicant accountable for all risks and expenses incurred as a result of such re-entry and removal.

ISA reserves the right to restrict exhibits which become objectionable because of noise, operational methods, rules violations, or any other reason and may prohibit or evict any Exhibit, which in ISA's sole opinion, may detract from the general character of the Exhibition as a whole. In the event of such restriction or eviction, ISA will not be liable for any refunds or expenses of Applicant.

If ISA must engage an attorney to collect any amounts due under this Agreement, Applicant agrees to pay all reasonable attorneys' fees and expenses incurred by ISA.

- 12. AMENDMENTS.** If any unforeseen event renders it necessary, ISA may amend these Terms and Conditions and those documents included by reference. All amendments will be published and mailed to each Applicant who shall be bound thereby. Any other changes in the terms and conditions and rules and regulations must be in writing and signed by both parties.

TOP LEVEL SPONSORSHIP PACKAGES

| | Platinum | Gold | Silver |
|--|----------|------|--------|
| ON-SITE VISIBILITY | | | |
| • Sponsor-level recognition from the podium and on slides prior to the conference opening keynote | ✓ | ✓ | ✓ |
| • One promotional item given to attendees at registration | ✓ | ✓ | ✓ |
| • Keynote address by senior-level company representative (must be presented with an end-user case study) | ✓ | | |
| • Host a workshop or product demonstration (including site tour, if applicable) in conjunction with the conference | ✓ | | |
| • Exclusive sponsorship of one Networking Cocktail Reception, including an exclusive 20-minute speaking opportunity before the reception (includes wine, beer, and hors d'oeuvres, does not include full open bar) | ✓ | | |
| • Exclusive Sponsorship of conference lunch on day one or of the main program, including a 20-minute welcome address to attendees during/before lunch | | ✓ | |
| • Exclusive table reserved for sponsor's invited contacts and clients at lunch | | ✓ | |
| LOGO VISIBILITY | | | |
| • Logo on primary conference and exhibition signage | ✓ | ✓ | ✓ |
| • Logo on conference website with direct link to your home page | ✓ | ✓ | ✓ |
| • Logo on front cover and within the onsite event program | ✓ | ✓ | ✓ |
| • 150-word company description and logo in onsite event program | ✓ | ✓ | |
| • 100-word company description and logo in onsite event program | | | ✓ |
| • Logo on ISA's promotional materials | ✓ | | |
| CONFERENCE BENEFITS | | | |
| • Number of full-conference registrations | 4 | 3 | 2 |
| • Provide 20% discount on full-conference registrations to clients (ISA will provide an HTML file with a discount registration code and link) | ✓ | ✓ | ✓ |
| • Number of passes to all conference networking events for customers, clients, or staff who are not registered as conference attendees | 4 | - | 4 |
| • Number of exhibitor registrations | - | 2 | 2 |
| • List of conference attendees including name, company, job function, title | ✓ | ✓ | ✓ |
| BOOTH | | | |
| • One standard 10x10 exhibition booth space; two chairs, waste basket, and standard electric | ✓ | ✓ | ✓ |
| POST-EVENT VISIBILITY | | | |
| • Provide up to a five-page company promotion in the post event presentation package | ✓ | ✓ | ✓ |

SOCIAL EVENTS SPONSORSHIP PACKAGES

| | Networking Luncheon | Welcome Cocktail Reception | Networking Cocktail Reception | Networking Breakfast (2 available) | Networking Refreshments/ Break (4 available) |
|---|---------------------|----------------------------|-------------------------------|------------------------------------|--|
| ON-SITE VISIBILITY | | | | | |
| • Exclusive sponsor of the social event | ✓ | ✓ | ✓ | ✓ | ✓ |
| • Provide a 20-minute welcome address by a senior-level company representative to the attendees before/during the social event | ✓ | ✓ | ✓ | | |
| • Exclusive table reserved for sponsor's invited contacts and clients at lunch | ✓ | | | | |
| • Designated table at the social event for distribution of marketing materials | ✓ | | | | |
| LOGO VISIBILITY | | | | | |
| • Logo on signage at the social event | ✓ | ✓ | ✓ | ✓ | ✓ |
| • Logo on conference website as the social event sponsor with a direct link to your home page | ✓ | ✓ | ✓ | ✓ | ✓ |
| • Logo in onsite event program | ✓ | ✓ | ✓ | ✓ | ✓ |
| • 100-word company description next to company logo in onsite event program | ✓ | ✓ | ✓ | ✓ | ✓ |
| CONFERENCE BENEFITS | | | | | |
| • Number of full-conference registrations | 1 | 2 | 2 | 1 | 1 |
| • Number of exhibitor registrations | 2 | 2 | 2 | - | - |
| • Provide 20% discount on full-conference registrations to clients (ISA will provide an HTML file with a discount registration code and link) | ✓ | ✓ | ✓ | ✓ | ✓ |
| • List of conference attendees including name, company, job function, title | ✓ | ✓ | ✓ | ✓ | ✓ |
| BOOTH | | | | | |
| • One standard 10x10 exhibition booth space, two chairs, and waste basket | ✓ | ✓ | ✓ | ✓ | ✓ |
| POST-EVENT VISIBILITY | | | | | |
| • Provide up to a five-page company promotion in the post-event presentation package | ✓ | ✓ | ✓ | ✓ | ✓ |

MERCHANDISE SPONSORSHIP PACKAGES

| | Conference Supply Package | Name Badge Lanyard | Tote Bag | Water Bottle |
|---|---------------------------|--------------------|----------|--------------|
| ON-SITE VISIBILITY | | | | |
| • Opportunity to supply all conference participants with company's notepads, pens, and other promotional items | ✓ | | | |
| LOGO VISIBILITY | | | | |
| • Exclusive logo visibility on sponsored merchandise distributed to attendees | ✓ | ✓ | ✓ | ✓ |
| • Logo recognition on conference website with direct link to your home page | ✓ | ✓ | ✓ | ✓ |
| • Logo visibility in onsite event program as merchandise sponsor | ✓ | ✓ | ✓ | ✓ |
| • 100-word company description next to company logo in onsite event program | ✓ | ✓ | ✓ | ✓ |
| CONFERENCE BENEFITS | | | | |
| • One full-conference registration that can be distributed to company's employees or clients | ✓ | ✓ | ✓ | ✓ |
| • Offer a 20% discount on full-conference registration to clients; ISA will provide an HTML file with a discount registration code and link | ✓ | ✓ | ✓ | ✓ |
| • List of conference attendees including name, company, job function, title | ✓ | ✓ | ✓ | ✓ |
| POST-EVENT VISIBILITY | | | | |
| • Provide up to a five-page company promotion in the post-event presentation package | ✓ | ✓ | ✓ | ✓ |

BOOTH EXHIBITOR PACKAGE

LOGO VISIBILITY

- Logo on conference website in exhibitor listing with direct link to your home page
- Logo in onsite event program
- 100-word company description next to company logo in onsite event program

CONFERENCE BENEFITS

- Two exhibitor registrations
- Offer a 20% discount on full-conference registration to clients (ISA will provide an HTML file with a discount registration code and link)

BOOTH

- One standard 10x10 exhibition booth space (or comparable dependent upon venue); two chairs, and waste basket

POST-EVENT VISIBILITY

- Provide up to a five-page company promotion in the post event presentation package