



EXHIBITOR
PROSPECTUS



APCO 2023

August 6-9 | Nashville, TN

Expo: August 7-8

APCO 2023

APCO's Annual Conference & Expo is where the public safety community gathers to discover innovative solutions for emergency communications, NG9-1-1, cybersecurity and much more!

Attracting more than 5,000 attendees and exhibitors—including a wide range of organizations in public safety, including emergency communications centers, law enforcement, fire service, emergency medical services, government agencies and non-traditional ECCs. There is no better place to showcase your newest equipment, products, software and services for all segments in the public safety community.

99%

In 2022, over 99% of attendees spent time in the exhibit hall. 75% spent 2-4 hours per day

72%

Are likely to buy from a conference exhibitor/sponsor

81%

Are decision makers or influence the decision maker

Reasons to Exhibit

Exposure:

APCO's Annual Conference and Expo is the largest event of its kind.

Exclusive hours:

There is no need to worry about competing with educational sessions or events during the 7.5 hours of dedicated expo time.

Networking:

Connect with people from the public safety community while exhibiting at APCO 2023.

Get even more with sponsorships:

Customized sponsorship and advertising packages available exclusively for exhibitors.

Professional development:

Exhibitors can attend the educational sessions to learn about current challenges their customers face and become more knowledgeable about the industry.



What APCO 2022 Exhibitors Are Saying:

“The APCO Expo team is such a pleasure to work with! Our experience with this event never disappoints. The entire team organizing the show is friendly, helpful, kind, and knowledgeable. This team makes planning for this event a breeze!”

“This was our first year exhibiting and I was very impressed with the show organization from start to finish. We had non-stop traffic at our booth and the attendees were very engaged. This was a record-breaking show for us in terms of the amount of people we had the chance to connect with.”

“Most people stopping by were decision makers, making the attendee value higher. Never have a bad experience with APCO.”

WHO ARE OUR ATTENDEES?

What they seek:

5G
9-1-1 Automatic Location Technologies
9-1-1 Equipment and Systems
Air Filter Systems
Alerting
Analytics
Antennas (Device, Infrastructure, Smart)
Automatic Vehicle Location (AVL) &
Fleet Management Systems
Batteries, Chargers & Analyzers
Biosurveillance/Homeland Security
Broadband, Wireless & Networking Systems
Cleaning & Disinfection Services
Communications Center Furniture
Computer Aided Dispatch
Computer Systems
Consoles/Displays/Monitors
Consulting Services
Control/Monitoring Products
Cybersecurity
Data Management
Data Storage
Deployable Infrastructure
Disaster Recovery/Planning
Dispatch Systems & Equipment
Drones
ECC Equipment and Call Handling Systems
Education Institutions
Facility Planning and Design

Fire Station Alerting
Government Agencies, Programs
& Associations
Health & Wellness
Human Resource Consulting Services
Indoor Location Services
Interference Production
Interoperable Communications Solutions
IoT/M2M/Sensor/Monitoring
IP-Based Emergency Communications
Law Legal Services
Location Accuracy Testing
Logging and Recording
Mapping/Geographical Information Systems
Microwave Radio Engineering Services
Microwave Radio Equipment & Accessories
Microwave Radio Systems
Mobile Apps
Mobile Command Centers and Other Special
Service Vehicles
Mobile Communications Devices
Mobile Data Solutions and Equipment
Mobile Internet Services
Mobile Power Solutions
Power Systems & Equipment
Public Safety Broadband Products/Services
Publications
Radio Console Systems
Radio Engineering Services

Radio Equipment & Accessories
Radio Equipment Shelters
Records Management Systems
Remote Calltaking/Dispatch
Satellite Communications
Scheduling Software
System Integrators
Technical Training
Telematics (Vehicles & Personal)
Test Equipment
Uninterruptable Power Supply
VOIP Services/Equipment
Wearables

Where they are from:

9-1-1 Communications Centers
Public Safety Organizations
Government Agencies
Police & Sheriff Departments
Campus Police & Security Services
Fire Departments
Consultant Services
Emergency Management Services

WHAT HAPPENS IN THE HALL?



New Exhibitor
Program



New Products
Zone



Exhibitor
Demonstrations



Public Safety
Vehicles



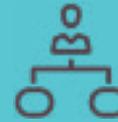
K-9 Demos &
Therapy Dogs



Blood Drive



Presentation
Theater



Career Advancement
Center

What APCO 2022 Attendees Are Saying



The variety of exhibitors was priceless. They were all very enthusiastic and knowledgeable about their products.



The vast amount of different vendors! I saw a lot of different things I didn't expect to see and there was a wide variety of options for [continuing education] at the exhibit hall as well.



Visiting the exhibit hall and seeing vendors that I have met previously as well as having the opportunity to meet and have contact with new ones.



There were an impressive amount of vendors there. I have been to many conferences and this was by far the most I have seen, and seemed to cover the gambit of offerings.

HOW CAN YOU PARTICIPATE?

Exhibit at APCO 2023

Booth Pricing:

\$25 per sq. ft. ends December 31, 2022

\$28 per sq. ft begins January 1, 2023

\$75 premium corner/\$300 island

What Is Included in My Booth Package?

- Exhibit space
- Basic exhibitor online listing
- Complimentary booth profile on website & conference app
- Two (2) exhibitor badges per 10 x 10 and unlimited booth staff registrations
- Booth amenities:
 - » 8' high back drape & 3' high side rails (Inline booths only)
 - » (1) 7" x 44" exhibitor ID sign (black & white)
 - » Daily aisle cleaning
 - » 24-hour perimeter security from move-in to move-out
- Access to the exhibitor lounge, featuring free refreshments and afternoon snacks
- Access to professional development track sessions, Opening General Session and Block Party
- Complimentary expo-only passes for customers

Showcase New Products

Fee: \$1,000 per product

Included:

- Premium exhibit hall location
- Listing on the event website
- Pre-show email to attendees
- Promotion on social media
- Product display counter and literature rack
- Product featured in advertisement in post-show *PSC* magazine

Enhanced Online Booth Listing

Boost your profile with more information about your company in the conference mobile app and online exhibitor listing.

2-star – \$300

3-star – \$500

4-star – \$750

Sponsor & Advertise

Take advantage of the various opportunities to increase your company's visibility.

Benefits:

- Recognition in the conference app
- Special invite to Corporate Partners/Sponsors Reception during APCO 2023
- Company logo prominently displayed on APCO 2023 website homepage
- Company acknowledged where sponsors are collectively listed

For a listing of all opportunities available, visit the sponsorship section on apco2023.org.

Contact

Lisa C. Williams, CMP, CEM
Director of Corporate Outreach
williamsL2@apointl.org | (571) 312-4400, ext. 7003

Eric Gordon
Corporate Outreach Sales Manager
gordone@apointl.org | (571) 312-4400, ext. 7007

apco2023.org/for-exhibitors

