CAPPO'S

Conference to Remember

Palm Springs

101 Years in the Making

January 8-10, 2018

California Association of Public Procurement Officials, Inc.

LETTER FROM

2017/18 CAPPO President

I would like to extend an invitation to you to attend the 2018 California Association of Public Procurement Officials (CAPPO) Conference. Each year public procurement professionals from state, county, municipal, special districts, utilities, transportation agencies, K-12, and higher education agencies attend the CAPPO conference in order to exchange ideas in an effort to resolve challenges California public agencies face by sharing information on technical advances, cost factors, new laws, and sources for products and services. We network, learn and grow by attending workshops, seminars and general sessions throughout the week. The vendor expo is a highlight of the conference experience which allows attendees and exhibitors to meet face to face, share ideas, and see the new products and services that are available for use in their respective agencies.

CAPPO was established in 1915 as a non-profit organization dedicated to maintaining the highest standards of professional behavior and ethical conduct in public procurement. CAPPO, the oldest public procurement association in the United States, will be hosting the 101st Conference in 2018. Membership has grown by 900 members in the past ten years and CAPPO membership now exceeds 1,500. We are preparing to exceed past record attendance with over 500 delegates at the 2018 conference.

I am very excited to announce that the 2018 CAPPO Conference and Expo, "A Conference to Remember, 101 Years in the Making" will be in Downtown Palm Springs beginning January 8 – 12, 2018.

There will be multiple opportunities designed for you to engage the public purchasing officials in conversation and learn more about doing business with government. The week will begin with an opportunity to participate in a golf tournament on Monday, January 8th. On Tuesday January 9th, suppliers are invited to attend a half day training session in the afternoon on how to do business with government presented by Tammy Rimes, a highly respected professional speaker and former public procurement official. The activities continue on Tuesday evening with a social networking event designed to provide you with the opportunity to participate in fun activities with conference delegates in a casual setting. The grand finale is the Supplier Expo and Lunch on Wednesday, January 10th at the Palm Springs Convention Center.

CAPPO'S
Conference to Remember
Palm Springs
101 Years in the Making
January 8-10, 2018
California Association of Public Procurement Officials, Inc.

New for the 2018 Conference, all suppliers that choose to participate in the Expo will be identified as partners. I encourage you to read through this brochure for additional details. When you participate in the partnership activities offered at the CAPPO Annual Conference, you will experience many opportunities to build and develop strong relationships with current and new customers alike. Our members include leaders throughout California that are responsible for making purchasing decisions for the organizations they serve.

Please plan on joining us for "A Conference to Remember" in January 2018. You won't want to miss this opportunity!

Sincerely,

Debbie Casper

Debbie Casper, C.P.M., CPPB

2017/18 CAPPO President

2018 SUPPLIER PARTNERSHIP INFORMATION

Why Partner With CAPPO For The 2018 Conference?

- 100% of the attendees are directly involved in the purchasing decisions for their agency
- No delegate educational sessions are scheduled during exhibit hall hours
- Our Supplier Exposition creates an excellent opportunity for you to showcase your products or services to the CAPPO membership
- Attending the Expo is a cost-effective network marketing tool
- Increase your brand awareness to public procurement officials in California
- No other state event brings this much buying power together under one roof
- You will have many opportunities to meet face to face with procurement professionals that make purchasing decisions for their agencies
- CAPPO has reserved over 71,000 square feet of space in one exhibit hall at the Palm Springs Convention Center for the Supplier Expo and Lunch

Exhibit Hall Location

The Palm Springs Convention Center (PSCC) is located at 277 N. Avenida Caballeros, Palm Springs, CA 92262. The Convention Center underwent an extensive renovation in 2005, resulting in a true meeting oasis. The Exhibit Hall is completely carpeted and the convention center is conveniently connected to the Renaissance Palm Springs, the conference hotel, and is located within a ten minute walk from the heart of downtown Palm Springs.

Booth Space

Standard booths will be 10′ x 10′ and priced at $1,295. Larger booth spaces will be available at an additional cost. Vehicles are welcome in the Exhibit Hall subject to requirements of the PSCC. More details will be provided no later than May 1, 2017.

Exhibitor Booth Selection

Booth selection will begin Monday, May 1, 2017. Booth selection priority is given according to sponsorship level and date of registration. More information including costs for additional tickets will be posted to the CAPPO website www.cappo.org as it becomes available.

For questions regarding exhibiting at the 2018 CAPPO Conference, please contact Mike Derr, 2018 Vendor Expo Chair at (831) 755-4992 or via e-mail at: derrm@co.monterey.ca.us.

Information Regarding CAPPO Partnership Program

For more information regarding the CAPPO Partnership Program for Silver, Gold and Platinum levels, please contact Debbie Casper, 2017/18 President, at (714) 573-6641 or via e-mail at: debbiecasper@ocfa.org.

Tradeshow Management

Innovative Expo is the tradeshow contractor selected for the 2018 CAPPO Conference. They provide booth equipment, rental furnishings, electrical power supply, freight and material handling, labor, exhibit display rentals, signs and graphic work as needed. The exhibit booth floor plan will be made available in early 2017. Innovative Expo will provide an online exhibitor service kit before registration begins.

SUPPLIER SCHEDULE

Subject to Change

Sunday, January 7, 2018

3:00 P.M. – 5:00 P.M.	Early Supplier Registration

Monday, January 8, 2018

7:00 A.M.	Golf Tournament (extra fee)
8:00 A.M. – 4:00 P.M.	Continuing Supplier Registration

Tuesday January 9, 2018

8:00 A.M. – 4:00 P.M.	Continuing Supplier Registration
1:30 P.M. – 4:00 P.M.	Supplier Training (includes two attendees)
7:00 P.M. – 9:00 P.M.	Exhibitor Booth Set Up
6:00 P.M. – 10:00 P.M.	Networking Event (includes tickets for two)

Wednesday January 10, 2018

7:00 A.M. – 11:00 A.M.	Exhibitor Booth Set Up
7:00 A.M. – 11:00 A.M.	Supplier Registration
11:00 A.M. – 4:00 P.M.	Exhibit Hall opens to Delegates
11:30 A.M – 1:30 P.M.	Lunch in Exhibit Hall (two lunch tickets included)
3:00 P.M. – 4:00 P.M.	Dessert break & prize drawing in Exhibit Hall
4:00 P.M. – 7:00 P.M.	Exhibit Hall breakdown and move out

101st Annual Conference

JANUARY 8-10, 2018

Renaissance Palm Springs Hotel
& Palm Springs Convention Center

TUESDAY EVENTS

Supplier Training Event
1:30 P.M. – 4:00 P.M.

Tammy Rimes served as the Purchasing Agent for the City of San Diego during a time of tremendous change. Due to Tammy's unique experience in the government, corporate and entrepreneurial world, and her dynamic personality, she is a sought after speaker for government agencies and suppliers alike. Tammy will be able to give you some tips on selling to government agencies to help you succeed. You won't want to miss this training opportunity.

Networking Event
6:00 P.M. – 10:00 P.M.

The committee is finalizing the details on the networking event that is sure to be an evening to remember. The events will include food, fun, and entertainment.

CAPPO 2017-2018 PARTNERSHIP PROGRAM

CAPPO has a high regard for suppliers and supporting organization. It is our belief that by working together, we can achieve our greatest success. The Partnership program is built on this belief and recognizes the importance of our Supplier Partners and establishes a mutually rewarding relationship. Platinum sponsorship is limited to cooperative purchasing organizations. All suppliers that exhibit at the 2018 conference will be identified as partners and are entitled to the benefits identified in the matrix below:

BENEFIT	BRONZE $1,295	SILVER $2,500	GOLD $5,000	PLATINUM $10,000
10' x 10' draped booth at the 2018 Conference	✔	✔	✔	✔
Lunch tickets for the 2018 Supplier Expo	2	2	2	4
Invitation to 2018 Conference supplier half-day training	2	2	4	4
Electronic list of 2018 Conference delegates	✔	✔	✔	✔
Invitation to the 2018 Conference Networking Event	2	2	4	4
Supplier logo with hyperlink to website displayed on CAPPO's website		✔	✔	✔
Partner logo on signage during 2018 Conference		✔	✔	✔
Receive Digital Edition of Quarterly CAPPO News		✔	✔	✔
Ad in 2018 Conference Supplier Expo Program	*	1/4 Page	1/2 Page	Full Page
Partner logo included in membership directory		✔	✔	✔
Electronic list of all 2017/18 CAPPO members	*	*	✔	✔
Invitation to 2018 Partner Recognition Lunch with delegates			2	4
Invitation to attend the 2018 Conference Opening Ceremony with delegates			2	4
Invitation to submit a promotional article in December 2017 pre-conference edition of the CAPPO Newsletter			1/2 Page	Full Page
Prime booth location at 2018 Conference			✔	✔
Participation on the 2017/18 CAPPO Partner Advisory Board			✔	✔
Opportunity to provide giveaways in the 2018 Conference totes - LIMITED availability subject to approval			✔	✔
Invitation to participate in the 2018 Conference Golf Tournament	*	*	*	2
Advertisement in CAPPO membership directory	*	*	*	✔
Opportunity to conduct an approved CAPPO sponsored webinar free to CAPPO membership - LIMITED availability				✔
Coordinated/Block Affiliate booth assignments at the 2018 Conference				✔
Exclusive speaking opportunity at the 2018 Conference (as available)				✔
Opportunity to host round table discussion at the 2018 Conference				✔
Full 2018 CAPPO Conference Registration – Includes registration package provided to CAPPO delegates including educational sessions (not to be used for the purpose of marketing)				2
Invitation to attend the 2018 President's Banquet				2
Reserved accommodations at host hotel (payment required)				2

*Advertising opportunities, the golf tournament, the 2017/18 CAPPO membership list and additional tickets for Conference events will be available for purchase

NOTE: Benefits are subject to change without notice.

2017 PARTNERS

CAPPO sincerely appreciates the support of our supplier partners!

PLATINUM PARTNERS

NASPO ValuePoint

U.S. COMMUNITIES™ GOVERNMENT PURCHASING ALLIANCE

NJPA National Joint Powers Alliance®

NATIONAL IPA™ EXPERIENCED • FOCUSED • TRUSTED

GOLD PARTNERS

CALIFORNIA STATE UNIVERSITY SAN BERNARDINO Professional and Continuing Education

TIPS

LD™

National Auto Fleet Group A Division of Chevrolet of Watsonville

CENTER FOR APPLIED LEARNING American Public University System

GovDeals.com Online Government Surplus Auctions

GOVPLANET an IronPlanet marketplace

NPPGov

PLANETBIDS

SILVER PARTNERS

WAXIE green

KPN KEYSTONE PURCHASING NETWORK

WHELEN® MANUFACTURED IN AMERICA

WCA 800.521.3714 · WCAINC.COM

Agiloft

Connection™ PUBLIC SECTOR SOLUTIONS we solve IT™

THE GORDIAN GROUP® BUY SMART. BUILD BETTER.

MRC Smart Technology Solutions A xerox Company

Canon CANON SOLUTIONS AMERICA

Ken Porter AUCTIONS EST. 1962 CELEBRATING 50 YEARS

BLUESCOPE CONSTRUCTION Government Services

California Carpet Stewardship Program An initiative of CARE: Carpet America Recovery Effort

GRAINGER® FOR THE ONES WHO GET IT DONE

THE HOME DEPOT PRO

IBISWorld WHERE KNOWLEDGE IS POWER

GRANITE DATA SOLUTIONS California Certified DVBE/SBE # 26068

HermanMiller

thePMgroup POWERFUL MEDIA • PRINT MANAGEMENT

rb RITCHIE BROS.™

Smile℠