



QUESTnet 2020

2020's: ENABLE & PROTECT TOGETHER

23-25 September 2020 • Novotel Sunshine Coast Resort



SPONSORSHIP AND EXHIBITION PROSPECTUS





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Opportunity Overview

BACKGROUND

QUESTnet has been run for over 20 years and has grown into the leading non-vendor aligned conference in Australia catering specifically 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 2018 Conference keynote and invited speakers, which included:

- Dr Michelle Dickinson, Nanogirl Labs
- Lani Refiti, IoTSec Australia
- Simon Naylor, Extreme Networks

Hosted jointly by Queensland University of Technology and University of the Sunshine Coast, QUESTnet 2020's conference theme is **2020's: Enable and protect together**. QUESTnet 2020 will include a number of

technology domain streams underpinned by and adding to the traditional emphasis on the ICT network technology domain. Technology domain streams include:

- **Protect:** covering all dimensions of Cyber Security including people, policy, process and technology
- **Enable:** How digital transformation is changing the way universities do business and how IT is driving or responding to those changes
- **Together:** How IT is partnering within and outside the institution to deliver transformational change

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, between 300 to 400 delegates attend the conference, representing the core of the Higher Education and Research Organisation ICT communities as well as delegates from schools, Government and commercial organisations.

Most delegates come from the university and research sector, including sector-owned entities such as AARNet, CAUDIT, ANDS, AAF, RDS, 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 commercial sponsors as it is an opportunity to build relationships and show how their products and services are delivered in the higher education sector.

CONFERENCE DETAILS

Exhibition Dates: Wednesday 23 – Friday 25 September 2020
(Sponsor and exhibitor bump in on Wednesday 23 September 2020)

Exhibition Venue: Novotel Sunshine Coast Resort
270 Ocean Drive, Twin Waters QLD 4564

CONFERENCE SECRETARIAT

Conference Secretariat: Conference Logistics
PO Box 6150, Kingston ACT 2604
P: +61 2 6281 6624 • E: questnet@conlog.com.au

Conference Website: www.questnet.net.au





Benefits of Sponsorship

QUESTnet 2020 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 technical decision-makers, building and enhancing your relationship;
- Maintain and build brand awareness;
- Demonstrate your involvement, commitment and support of the sector; and
- Launch new products and services.

About the Organising Committee

Queensland University of Technology and University of the Sunshine Coast are the co-hosts for the QUESTnet 2020 Conference.

The Organising Committee includes:

- **Andrei Clewett**, Director, Information Technology, University of the Sunshine Coast
- **Andre Dreyer**, Acting Executive Officer, Queensland University Directors of Information Technology
- **Scott Sorley**, Executive Director (ICT Services), University of Southern Queensland
- **Paul Sheeran**, Associate Director, IT Governance, University of Queensland
- **Michael Boyle**, Associate Director, Infrastructure Services, Queensland University of Technology
- **Dom Lacanau**, Network, Security and Data Centre Operations Manager, Queensland University of Technology
- **Gina White**, Director, Technology Services, Southern Cross University
- **Michael Lymbery**, Manager, Infrastructure Provisioning, Southern Cross University
- **Belinda Williams**, PA to the Director, Information Technology University of the Sunshine Coast
- **Mohammad Hassan**, Senior Manager, Infrastructure & Security, IT Infrastructure Operations, University of Queensland

Sponsorship at a glance

	Platinum - SOLD \$27,500 inc GST	Gold \$16,000 inc GST	Silver \$6,600 inc GST	Breakfast Workshops* \$2,200 inc GST
Naming rights to Conference Dinner	✓			
Branding of either Conference Satchel OR Shirt	✓	✓ Subject to Platinum		
Host/Branding of one selected item (refer page 7 for options)		✓		
Recognition on sponsor page of website	✓	✓	✓	✓
Hyperlink to organisation website	✓	✓	✓	✓
Opportunity to present or sponsor high profile keynote/plenary in main program	✓			
Opportunity to present in program	✓	✓		
Items included in delegate satchel	3 items	2 items	1 items	
Electronic list (PDF) opt-in delegates	✓	✓	✓	✓
Complimentary full registrations	3 registrations	2 registrations	1 registrations	1 registrations
Organisation profile on conference app	300 words	250 words	100 words	100 words
Logo displayed on sponsor slide throughout conference	✓	✓	✓	✓
Exhibition display area	6m x 3m	4m x 2m	3m x 2m	

* Breakfast sponsorships are first right of refusal for Platinum and Gold Sponsorships and are additional costs

Other sponsorship items/add ons available on request/negotiation. Please contact Conference Logistics if you have any sponsorship ideas you would like to discuss.



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SPONSORSHIP PACKAGES



Platinum Sponsor
(exclusive opportunity)

SOLD!

\$27,500 (inc GST)

The Platinum Sponsor is our key partner in the successful execution of QUESTnet 2020. 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 company home page
- Opportunity to present or sponsor a high-profile keynote/plenary presenter in the main program (45 minutes inclusive of question time)
Content, speaker and presentation time are subject to approval by the Conference Program Committee and must fit within the conference theme. Plenary presentations are to be of a vendor-agnostic technology trend or case study format, and not a sales and marketing pitch
- Opportunity to present in one of the technology domain streams (30 minutes inclusive of question time)
Content, speaker and presentation time are subject to approval by the Conference Program Committee and should fit with the conference theme. Presentations are to be of a vendor-agnostic technology trend or case study format, and not a sales and marketing pitch
- Promotional material included in the delegate satchel (limit 3 pieces)
- An electronic list of opt-in delegates two weeks prior to the Conference (name, position, organisation and state only in PDF format)

- Complimentary **full registration for three 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 (Exhibitor Staff pass includes daytime catering and welcome reception but does not include access to conference sessions or the conference dinner)
- Exhibition display area – refer to page 11 for sizing
- 300-word company profile in the conference app with logo
- Logo displayed on the conference PowerPoint slides at the commencement and conclusion of sessions
- First right of refusal to one breakfast workshop at \$2,200 inc GST. Breakfast workshops will then be subject to availability and offered in the sponsorship booking order (refer to page 10 for details)

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
- Your company web address
- Completed registration form for three delegates
- 300-word company profile
- Sponsorship invoice to be paid in full by 30 July 2020.

Please note: *The QUESTnet 2020 Organising Committee will not be producing a conference handbook. Instead, all delegates will be encouraged to use the conference app.*



Gold Sponsor
(10 opportunities available)

\$16,000 (inc GST)

HOST/BRANDING OF ONE THE FOLLOWING:

- Host of Conference Welcome Reception
- Host of the pre-conference Golf Day
- Host of the paint ball tournament
- Branding of the Conference Lanyards and Name Badges
- Branding of the KeepCups
- Branding of the mini-first aid kits
- Branded bottles of still mineral water
- Branding of soft drink fridge
- Branding of ice cream fridge

SOLD • ~~Naming rights to one of two coffee carts to be located in close proximity to your booth~~

SOLD • ~~Conference shirt (subject to Platinum Sponsor branding selection) OR~~

SOLD • ~~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 company home page
- Opportunity to present in one of the technology domain streams (30 minutes inclusive of question time) *Content, speaker and presentation time are subject to approval by the Conference Program Committee and should fit with the conference theme. Presentations are to be of a vendor-agnostic technology trend or case study format, and not a sales and marketing pitch*
- Promotional material included in the delegate satchel (limit 2 pieces)
- An electronic list of opt-in delegates two weeks prior to the Conference (name, position, organisation and state in PDF format)
- Complimentary **full registration for two 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 (Exhibitor Staff pass includes daytime catering and welcome reception but does not include access to conference sessions or the conference dinner)

- Exhibition display area – refer to page 11 for sizing
- 250-word profile on the conference app with logo
- Logo displayed on the conference PowerPoint slides at the commencement and conclusion of sessions
- First right of refusal to one breakfast workshop at \$2,200 inc GST. Breakfast workshops will then be subject to availability and offered in the sponsorship booking order (refer to page 10 for details)

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
- Your company web address
- Completed registration form for two delegates
- 250-word company profile
- Sponsorship invoice to be paid in full prior to 30 July 2020

Please note: *The QUESTnet 2020 Organising Committee will not be producing a conference handbook. Instead, all delegates will be encouraged to use the conference app.*



Silver Sponsor
(20 opportunities available)

\$6,600 (inc GST)

BENEFITS:

- Recognition as a Silver Sponsor (with organisational logo) on the official conference website, including a hyperlink to the company home page
- Promotional material included in the delegate satchel (limit 1 piece)
- An electronic list of opt-in delegates one week prior to the conference (name, position, organisation and state in PDF format)
- Complimentary **full registration for one delegate** (inclusive of conference sessions attendance, morning/afternoon teas, luncheons, conference dinner and welcome reception)
- Complimentary registration for one exhibitor registration (conference sessions not included)
- Additional delegates may be registered on the Early Bird price, or as an Exhibitor Staff Pass (Exhibitor Staff pass includes daytime catering and welcome reception but does not include access to conference sessions or the conference dinner)
- Exhibition display area – refer to page 11 for sizing
- 200-word profile on the conference app with logo
- Logo displayed on the conference PowerPoint slides at the commencement and conclusion 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
- Your company web address
- Completed registration form for one delegate
- 200-word company profile
- Sponsorship invoice to be paid in full prior to 30 July 2020

Please note: *The QUESTnet 2020 Organising Committee will not be producing a conference handbook. Instead, all delegates will be encouraged to use the conference app.*



Breakfast Workshops
(6 opportunities available)

\$2,200 (inc GST)

Breakfast workshops are initially only available to the Platinum Sponsor and first five Gold Sponsors (based on confirmed booking date). Subsequent Gold Sponsors and Silver Sponsors may be offered breakfast workshop opportunities should they not be taken up by the Platinum and first five Gold sponsors.

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. **There is a limit of one breakfast workshop per sponsor.**

BENEFITS:

- Inclusion of workshop in the official conference program
- Conference to provide continental breakfast catering (in consultation with the sponsor), room hire and basic AV (screen, projector and lectern)
- Promotional material included in the delegate satchel (limit 1 piece)
- 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
- Your company web address
- Completed registration form for one speaker
- 100-word workshop description
- Sponsorship invoice to be paid in full prior to 30 July 2020

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TRADE EXHIBITION

The QUESTnet 2020 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 and the welcome reception 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 2.4m high
- Organisation name (lettering only, black colour) on fascia board
- Two spotlights
- Access to reasonable power
- Access to the internet (limited access for emails and web browsing)

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

- Platinum – 6m x 3m
- Gold – 4m x 2m
- Silver – 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 Novotel Sunshine Coast Resort that all exhibitors have adequate Public and Product Liability Insurance. This refers to damage or injury caused to third parties/visitors on or in the vicinity of an exhibition stand. Sponsors are required to submit their public liability certificate along with their booking form.



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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/s 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, position, 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 circumstance 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 1 April 2020. After the date refunds may not be possible.

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

Full payment must be made before 30 July 2020.



BOOKING FORM

Contact name: _____

Position: _____ Organisation: _____

Postal Address: _____

State: _____ Country: _____ Postcode: _____

Phone: _____ Mobile: _____

Email: _____

SPONSORSHIP BOOKING

- Platinum Sponsor \$27,500 Branding option _____
- Gold Sponsor \$16,000 Branding option _____
- Silver Sponsor \$6,600
- Breakfast Sponsor \$2,200 Date Preference _____

Additional Registrations

Full registration \$725 - Number: _____ Exhibitor registration - Number: _____

Additional exhibitor registration \$490 - Number: _____

Names of delegates:

Inclusive with package: _____

Additional purchased: _____

TOTAL \$ _____

PAYMENT SUMMARY

SPONSORSHIP TOTAL \$ _____

ADDITIONAL REGISTRATIONS \$ _____

TOTAL AMOUNT TO BE INVOICED \$ _____

PAYMENT DETAILS

- I enclose cheque payable to: QUESTnet 2020
- I wish to pay by Electronic Funds Transfer
An invoice will be sent for processing and bank details will be included on the tax invoice
- I wish to pay by credit card and authorise the amount of \$ _____ to be charged to my credit card (*minimum 50% required*). (*2% credit card surcharge applicable*).
 - MasterCard Visa

Card Number: _____ Expiry Date: _____

Cardholder Name: _____ Card Holder Signature: _____

* Dates will be confirmed in consultation with the programming committee, and preferences allocated in order of sponsorship level and booking date
** Booth preferences will be allocated in order of sponsorship level and booking date

Please send completed form with payment advice to: **Conference Logistics • E: emma@conlog.com.au**