



## Your objectives...your brand...your audience

- the Telecom Council allows you to connect to the telecom ecosystem YOUR way.

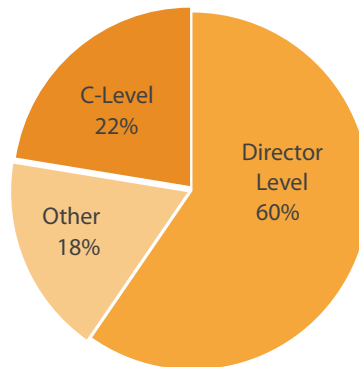
Sponsors the globe trying to gain time with the right audience, presenting the right material, with the right organization. Our past sponsors were pleased to find that without the added expense of travel, the Council had the global audience they were seeking with agendas driven by over 25 years of telecom experience. We understand that a large part of our success is due to the support of our sponsor and member network, so we work with you to ensure your objectives are addressed.

### Council Statistics:

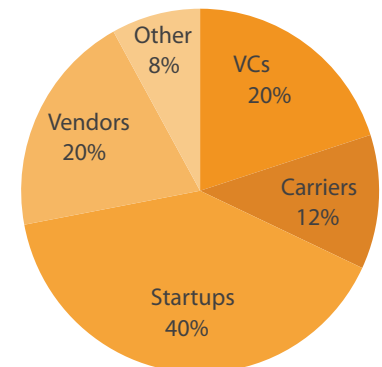
- 9 of the **world's top 10 carriers** are Council members - a direct pipeline to 2B subscribers, 1.4B wireless.
- More than 30% of the nation's telecom investments are made in the Silicon Valley - the **decision makers** are here.
- **Access** to over 7,500 telecom professionals from 500+ companies
- 5 Forums provide targeted audiences **tailored content** for your tailored messages

Our rapidly growing member base has evolved from a region with **500+ telecom companies** including well over **20+ carriers**, employing more than **1,000+ telecom professionals**, and attracting over **40% of the telecom investments** in the United States. This growth is increasing the demand for events and opening opportunities for you to become involved on the sponsorship level *increasing your visibility*.

Meeting Participation  
By Title



Meeting Participation  
By Focus



"The Council has a vast network with executive level contacts, so we are able to find the right people ... The Council was able to bring other C-level executives in to participate in a gathering that we brought in our COO Len Lauer down for - it was very beneficial for our COO and the local facility, overall it was an enriching experience"

*Nayeem Islam, Head of R&D, Qualcomm*

"The Council's experience and expertise were the keys to our successful event. Mr. Uji, CTO & CIO for NTT, Dr. Choi, Sr. Executive VP for KT, and attending executives and participants expressed their appreciation for this forum and I am glad we were able to put together such a great Forum."

*Choongil Kim, Strategic Investments, KT*

### Top 10 Reasons Companies Sponsor Telecom Council Meetings:

1. The Right Market - over 500 telecom companies participate
2. The Right Content - over 40 meetings per year
3. It's Easy - we do all the work for you
4. Cost-Effective - less than a 1/4 page ad in a trade journal
5. Proven Reputation - the Council attracts decision makers
6. Branding - to over 7,500 telecom professionals
7. Access to Executive Relationships - 80% of participants are VP level and above
8. Council Experience Lends Value - executive meetings since 2001
9. Community Involvement - Members represent the entire ecosystem
10. *Connect, Communicate, Collaborate* - your way



## Available Sponsorship Opportunities:

### Tier 1 Sponsor

\$15,000

- Event to be tailored to sponsor's preferred format, audience and topic
- Agenda developed with input from sponsor
- Promotion to the 7,500+ person Telecom Council mailing list
- Targeted promotion to membership subsegment and journalists where appropriate
- Inclusion in advertising in over 100 online newsletters and magazines when appropriate
- Branding on event collateral and centerpieces
- Registration, facilities, food and beverage, and associated event services managed by the Council

### Tier 2 Sponsor

\$5,000

- Branding on existing Telecom Council meeting (topic and agenda to be chosen by the Council)
- Promotion to the 7,500+ person Telecom Council mailing list
- Targeted promotion to membership subsegment and journalists where appropriate
- Inclusion in advertising in over 100 online newsletters and magazines when appropriate
- Branding on event collateral
- Registration, facilities, food and beverage, and associated event services managed by the Council

### Tier 3 Sponsor (not all options available for International Meetings)

- |   |         |
|---|---------|
| ■ Meal Sponsorship - 5 minutes on the agenda and branding on table centerpieces | \$3,000 |
| ■ Break Sponsorship - snack table signage, and acknowledgment on stage          | \$2,000 |
| ■ Signage Sponsorship   | \$2,000 |
| ■ Pens and Pads Sponsorship   | \$1,000 |

### Other Sponsorships

- |  |          |
|--|----------|
| ■ Forum Sponsorship - chair the steering committee for one year  | \$15,000 |
| ■ Newsletter Sponsorship - banner ad and 500 character message in "Sponsors" section of the newsletter | \$1,000  |



For more information on how the Telecom Council can work with you to meet your sponsorship objectives, and to get a schedule of available sponsor opportunities, please contact : **Aaron Gunn, [aaron@telecomcouncil.com](mailto:aaron@telecomcouncil.com), 408-834-7933**