



DISCOVER T E C T O R I A 2018

A SHOWCASE OF GREATER VICTORIA'S #1 SECTOR



FEBRUARY 23
11AM-6PM
CRYSTAL GARDEN
713 DOUGLAS ST.
VICTORIA, BC



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Greater Victoria's #1 Private Industry

Greater Victoria enjoys a thriving advanced technology sector with a global outreach. The region's technology sector continues to grow, innovate and transform the economic landscape. Annual revenues from Greater Victoria technology firms are \$4 billion (with a +\$5 billion economic impact), making technology the number one private industry. There are 904 high tech companies in the Greater Victoria area that employ more than 15,000 directly and an additional 5,000 indirect tech workers and 3,000 self employed.

What is Discover Tectoria?

A one-day exposition of more than 75 Greater Victoria technology firms and research agencies:

- Showcase your company and products to potential future employees and customers
- Show your Mom and her friends what you do
- Help us drive home the vibrancy and importance of the local tech sector to policy makers
- Get discovered by multiple media outlets covering the event and for future stories!
- Give your team a chance to show their friends and family what they do
- Help us excite students of all ages about tech careers and entrepreneurship!

Contact

Tessa Bousfield
Marketing & Events Director
tbousfield@viatec.ca

Who goes to it?

- 3,617 attendees went last Feb, 2017!
- Investors looking for new opportunities to engage and invest with local companies on the rise
- Government officials and policy makers to hear first hand about the challenges and opportunities facing BC tech companies
- Media looking for fresh stories and the inside track on what's next for Canada's Smartest City
- The general public. Whether you are still figuring out how to work a microwave, or know how to write your own code, there will be something for everyone to enjoy at Discover Tectoria
- Job Seekers! Find out who's hiring, who they're looking for and what you need to land your dream job. Bring your resumes and business cards!
- Students of all ages looking to engage in the tech community
- This event also lands on a tri-district Pro-D Day, allowing families to spend the day at it!

Exhibitor Packages



Single

TECH COMPANIES ONLY

Rates: (VIATEC Members)

Company Member.....\$800
Sustaining Patron.....\$700
Community Builder.....\$500

Non-Members \$1,000
Limit: space available

Features:

- One 8 x 10 booth package with WiFi, power, table and chairs (Deadline to confirm specific needs: Feb 2, 2018)
- Exhibit your company to over 3,600 people
- Network with new members of the local Tech community
- Promote your company to potential investors and members of the media
- Engage with students looking for work opportunities upon graduation
- Send your employees to the panel discussions and talks
- Socialize with potential future employees and employers
- Receive promotion through social media, www.viatec.ca and on any press releases
- Be a part of the Island's BIGGEST Tech Expo!



Double

TECH COMPANIES ONLY

Rates: (VIATEC Members)

Company Member..... \$1200
Sustaining Patron.....\$1050
Community Builder..... \$750

Non-Members \$1,500
Limit: space available

Features:

- All of the features of the single package... but double the size!
- Showcase your company with TWO 8 x 10 booths
- Remember to get creative with all that extra space for activities!
- A double booth also guarantees corner placement*
**First come, first serve.*



Startup Alley

This area is reserved for startup companies (3 years old or less).

TECH COMPANIES ONLY

Rates: (VIATEC Members)

Company Member.....\$100

Non-Members\$200
Limit: 20 spots available

Features:

- One 6 foot table space* in the popular Startup Alley (Level 2)
**No booth dividers, just tables side by side.*
- WiFi, power and chairs
- All of the features of the single package minus booth dividers



Partner Row

This area is reserved for VIATEC partners and funders.

Rate:

VIATEC Partner.....\$350
Limit: 6 Only

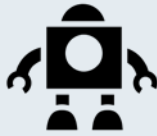
This area includes:

- Cruiser table and chair (WiFi and power included by request)
- Placement on main floor of the Crystal Garden
- All of the features of the single package minus booth space.



Sponsor Packages

Creativity Hub Sponsor



An area dedicated to innovation and creativity (interactive displays including tech, light, art and music).

Rates: (VIATEC Members)

Company Member..... \$4800
Sustaining Patron..... \$4200
Community Builder..... \$3000

Non-Members \$6000

Limit: 1 only

Includes:

- One 8' x 10' booth package
- Area will be named after sponsor company
- Premium logo placement
-Displayed prominently in sponsored area
-Displayed prominently in all conference material
- Support acknowledged in conference advertising and press releases
- Listing on VIATEC website.

Innovation Theatre Sponsor



This area will hold panel discussions throughout the entire day, attracting the public, media and tech professionals.

Rates: (VIATEC Members)

Company Member..... \$4000
Sustaining Patron..... \$3500
Community Builder..... \$2500

Non-Members \$5000

Limit: 1 only

Includes:

- All of the features of the package above (Logo placement in theatre)
- Plus the opportunity to deliver a 2 min welcome address.

Combustion Chamber Sponsor



This area will hold science demonstrations throughout the day... involving A LOT of explosions!

Rates: (VIATEC Members)

Company Member..... \$4000
Sustaining Patron..... \$3500
Community Builder..... \$2500

Non-Members \$5000

Limit: 1 only

Includes:

- All of the features of the Creativity Hub package (Logo placement in chamber).

Research District Sponsor



This area includes a dozen research projects done by local post secondary students. Who knows, maybe we'll see them in Startup Alley next year!

Rates: (VIATEC Members)

Company Member..... \$3800
Sustaining Patron..... \$2800
Community Builder..... \$2000

Non-Members \$4000

Limit: 1 only

Includes:

- All of the features of the Creativity Hub package (Logo placement in district)
- Opportunity to vet Research Projects to be displayed.

Startup Alley Sponsor



This popular area includes 20 up and coming tech companies showing off their products & services! Media flock to this area.

Rates: (VIATEC Members)

Company Member..... \$3800
Sustaining Patron..... \$2800
Community Builder..... \$2000

Non-Members \$4000

Limit: 1 only

Includes:

- All of the features of the Creativity Hub package (Logo placement in alley)
- Get your name in front of these up and coming tech companies!

Exhibitor Lounge Sponsor



A reserved area that provides exhibitors with beverages and light snacks - and named after you!

Rates: (VIATEC Members)

Company Member..... \$1600
Sustaining Patron..... \$1400
Community Builder..... \$1000

Non-Members \$2000

Limit: 1 only

Includes:

- Signage prominently displayed in the area.
- Logo displayed in conference material
- Booth not included with this package.



Discover Tectoria Exhibitor Information

Display Company:

The Victoria Conference Centre will be providing the booths and electrical for the event at the Crystal Garden. Each booth will include the following:

One 8 X 10 booth (or two if you purchased a double package):

- 8' high draped back wall curtain
- 3' high draped sidewall curtain
- 15 amp, 1500 watt, double receptacle power
- 6 foot table, 2 chairs*

*Confirmation needed for booth requirements by Feb 2, 2018 by filling out this form: <http://tinyurl.com/DTForm2018>

- Free wireless internet
- Inclusion on the exhibitor map and in any press releases
- Listing/Logo on the VIATEC website
- Logo on digital signage at event
- A "Co-op Available" and "We're Hiring Sign" to use as needed.

If you require extra items such as tables, chairs, or additional electrical, please contact VIATEC to receive the Display and/or Electrical Order Forms. The Victoria Conference Centre will be on site on February 22nd between 12pm and 6pm for the Exhibitor Move-In to help with any last minute requirements. If you have any questions or concerns, please contact:

Tessa Bousfield at tbousfield@viatec.ca

Rentals:

If you require a TV, DVD player, Computer or any other A/V equipment for the conference, our preferred supplier is Freeman AV. Contact the [Conference Centre office at \(250\) 361-1095](#), and identify your company as an exhibitor at Discover Tectoria.

Booth number:

The floor plan is still subject to change therefore, when ordering extra display materials from the Victoria Conference Centre, please order by company name. We will ensure that your order is delivered to your booth.

Event Promo:

If you would like to add the Discover Tectoria 2018 logo/poster to your Web site, please contact Tessa Bousfield at tbousfield@viatec.ca and she will send you what you need!

Move In Times:

ALL exhibitors must move in the day before the event: Thurs, Feb 22nd, 12pm-6pm. ALL move in times will be determined upon registration and sent to you prior to the event. The exhibitor loading entrance is located off of Humbolt Street behind the Crystal Garden.

Shipping of Goods and Materials:

The Victoria Conference Centre will not accept or store your shipped materials. Please arrange with your shipping company to have your freight delivered to your booth on February 22, 2018 between 12pm and 6pm.

Security:

The building will be secure from move in to move out, however we do not recommend leaving valuables unattended and do not guarantee their safety from theft or damage.

Move Out:

We see it at every conference... that booth that starts packing up 15 minutes early and everyone follows suit with no delay. **Move out will take place no sooner than 6pm on Feb 23rd. This is a strict policy and by signing the contract, you agree to participating in the event until it is officially closed.** Should you need to make special arrangements, contact tbousfield@viatec.ca prior to signing the contract.

Parking:

Pay parking is available below the Conference Centre. Access is off of Douglas Street and the daily maximum charge is \$17.00.