



QUESTnet



**QUESTnet 2018 Conference**  
**TECHNOLOGY FOR  
SMART FUTURES**

26-28 September 2018 | Pullman Reef Hotel Casino Cairns

**SPONSORSHIP & EXHIBITION PROSPECTUS**



QUESTnet

## QUESTnet 2018 Conference

# TECHNOLOGY FOR SMART FUTURES

26-28 September 2018 | Pullman Reef Hotel Casino Cairns

## OPPORTUNITY OVERVIEW

### Background

QUESTnet has been run for over 17 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 2016 Conference keynote and invited speakers, which included:

- Mr Geoff Huston, APNIC
- John Pearson, QIMR Berghofer
- Charlie Catlett, Argonne National Laboratory
- Mr Phillip Grasso-Nguyen, Google

Hosted by James Cook University and the University of Southern Queensland, QUESTnet 2018's conference theme is *Technology For Smart Futures*. QUESTnet 2018 will incorporate sponsor sessions and a number of technology domain streams underpinned by and adding to the traditional emphasis on the ICT network technology domain. Technology domain streams include:

- Networks, Smart Campuses and Cloud Adoption;
- Cybersecurity and Identity Management;
- Learning Space and End-User Compute.

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 two years, over 300 delegates attend the Conference, representing the core of the Higher Education ICT community as well as an increasing number of delegates from 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 & Exhibition Details

**Exhibition Dates:** 26 – 28 September 2018  
(Sponsor and exhibitor bump in on Wednesday 26 September 2018)

**Exhibition Venue:** Pullman Reef Hotel Casino  
35/41 Wharf Street  
Cairns City, QLD 4870

### Conference Secretariat



Conference Logistics  
PO Box 6150, Kingston, ACT 2604  
Tel: +61 2 6281 6624  
Email: samantha@conlog.com.au



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# TECHNOLOGY FOR SMART FUTURES

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## BENEFITS OF SPONSORSHIP

**QUESTnet 2018 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

**James Cook University and the University of Southern Queensland are the hosts for the QUESTnet 2018 Conference.**

**The Organising Committee includes:**

- Jonathan Churchill, Director of Information and Communications Technology, James Cook University and Conference Chair
- Swain Kirk, Head, ICT Infrastructure Services, James Cook University
- Scott Sorley, Executive Director (ICT Services), University of Southern Queensland
- Louise Howard, Director of Information Technology Infrastructure, Griffith University
- Toran Matherson, Manager (Networks) Infrastructure Services, University of Southern Queensland
- Paul Sheeran, Associate Director, IT Governance, University of Queensland
- Warren Fraser, Executive Officer, QUDIT
- Peter Elford, Director, Government Relations and eResearch, AARNet Pty Ltd



## SPONSORSHIP AT A GLANCE

	Platinum	Gold	Silver
Naming rights to Conference Dinner	✓		
Branding of either Conference Satchel OR Shirt	✓	✓ Subject to Platinum	
Host/Branding selected items (refer page 7)		✓	
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 item
Electronic list (PDF) opt-in delegates	✓	✓	✓
Complimentary full registrations	3 registrations	2 registrations	1 registration
Organisation profile on website	300 words	250 words	200 words
Logo displayed on sponsor slide throughout conference	✓	✓	✓
Option to add breakfast workshop	✓	✓	
Option to add post conference activity	✓	✓	
Exhibition display area	6m x 3m	4m x 2m	3m x 2m

*If you are a Sector-Owned Organisation, please contact the Conference Secretariat for additional information on the Sector-Owned Prospectus.*



QUESTnet

## SPONSORSHIP AT A GLANCE

### PLATINUM SPONSOR

**\$25,000** (inc GST)

#### Exclusive Opportunity

The Platinum Sponsor is our key partner in the successful execution of QUESTnet 2018, and 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 a 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 on Thursday morning (45 minutes inclusive of question time)  
*Content and speaker is 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 and speaker is subject to approval by the Conference Program Committee and should fit with the conference theme*
- 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)



## PLATINUM SPONSOR (continued)

- 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
- Exhibition display area – refer to page 10 for sizing
- 300-word company profile on the conference website with logo
- Logo displayed on the conference PowerPoint slides at the commencement and conclusions of sessions
- Option to add a breakfast workshop (see details later in the prospectus)

### 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 2018.

**Please note:** The QUESTnet 2018 Organising Committee will not be producing a conference handbook. Instead, all delegates will be encouraged to use the responsive website.

Other sponsorship items/add ons available on request/negotiation such as snorkelling or fishing. Please contact the Conference Secretariat to discuss.



## GOLD SPONSOR

6 Opportunities Available

**\$16,000** (inc GST)

### HOST/BRANDING OF ONE OF THE FOLLOWING:

- Host of Conference Welcome Reception
- Branding of the Conference Lanyards and Name Badges
- Branding of the Pocket Program
- Branded bottles of still mineral water
- Branding of soft drink fridge
- Branding of ice cream fridge
- Naming rights to one of two coffee carts to be located in close proximity to your booth
- Conference shirt (subject to Platinum Sponsor branding selection) OR
- 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 and speaker is subject to approval by the Conference Program Committee and should fit with the conference theme*
- 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
- Exhibition display area – refer to page 10 for sizing
- 250-word company profile on the conference website with logo
- Logo displayed on the conference PowerPoint slides at the commencement and conclusions of sessions
- Option to add a breakfast workshop (see details later in the prospectus)

### 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 2018

**Please note:** The QUESTnet 2018 Organising Committee will not be producing a conference handbook. Instead, all delegates will be encouraged to use the responsive website.



## SILVER SPONSOR

**\$6,600** (inc GST)

**17 Opportunities Available**

### **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
- Exhibition display area – refer to page 10 for sizing
- 200-word company profile on the conference website 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 2018

**Please note:** The QUESTnet 2018 Organising Committee will not be producing a conference handbook. Instead, all delegates will be encouraged to use the responsive website.



## BREAKFAST WORKSHOPS

**\$2,200** (inc GST)

### 7 Opportunities Available

***Breakfast workshops are initially only available to the platinum and gold sponsors. Silver sponsors may be offered breakfast workshop opportunities if they are not taken up by the platinum and 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 two breakfast workshops for the platinum sponsor and one breakfast workshop booking per gold sponsor.**

### **BENEFITS:**

- Inclusion of workshop in the official conference program
- Conference to provide: 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 2018

**Please note:** The QUESTnet 2018 Organising Committee will not be producing a conference handbook. Instead, all delegates will be encouraged to use the responsive website.



## POST CONFERENCE ACTIVITIES

**\$POA**

### Full and Half Day Reef Tour, Fishing and Rainforest Tours

***Post Conference activities are initially only available to the platinum and gold sponsors. Silver sponsors may be offered opportunities if they are not taken up by the platinum and gold sponsors.***

A number of activities have been identified that showcase the best of the tropical north Queensland location, and allow sponsors to spend time interacting with guests in a relaxed and fun environment.

- Fishing Trip
- Great Barrier Reef Island visit
- Rainforest Skyrail trip

Sponsors can reserve places on tours, and offer them openly to delegates or to select delegates. A variety of options are available. Please contact the Conference Secretariat [samantha@conlog.com.au](mailto:samantha@conlog.com.au) for more information.

### **BENEFITS:**

- A limited number of full day and half day activities have been identified that showcase the best of tropical north Queensland
- Opportunity to interact with a select group of guests in a relaxed and fun setting

### **REQUIREMENTS:**

- Additional costs of tours paid by Sponsor

**Please note:** The QUESTnet 2018 Organising Committee will not be producing a conference handbook. Instead, all delegates will be encouraged to use the responsive website.



## TRADE EXHIBITION

The QUESTnet 2018 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 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

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 Pullman Reef Hotel Casino 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.



## 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 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, 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 2018. 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 2018.

## BOOKING FORM

### Personal Details

Title: \_\_\_\_\_ First name: \_\_\_\_\_ Surname: \_\_\_\_\_

Position: \_\_\_\_\_ Organisation: \_\_\_\_\_

Address: \_\_\_\_\_ State: \_\_\_\_\_ Postcode: \_\_\_\_\_

Phone/Mobile: \_\_\_\_\_

Email: \_\_\_\_\_

### Sponsorship Booking

I would like to purchase the following sponsorship packages:

- Platinum Sponsor at \$25,000 (inc GST)     Conference shirt   OR    Conference satchel
  - Breakfast Workshop at \$2,200 (inc GST)
  - Post Conference Activities \$POA
- Gold Sponsor at \$16,000 (inc GST)
  - Breakfast Workshop at \$2,200 (inc GST)
  - Post Conference Activities \$POA
- Silver Sponsor at \$6,600 (inc GST)

### Conditions

I/we accept the terms and conditions of undertaking sponsorship of the QUESTnet 2018 Conference

Name: \_\_\_\_\_

Signature: \_\_\_\_\_ Date: \_\_\_\_\_

### Payment Details

- I enclose a cheque payable to QUESTnet 2018 Conference
- I wish to pay by Electronic Funds Transfer. Bank details will be provided on your invoice.
- I wish to pay by credit card and hereby authorise Conference Logistics to charge the amount of \$\_\_\_\_\_ to my credit card.

**Please charge my:**    MasterCard    Visa

Card Number: \_\_\_\_\_ Expiry Date: \_\_\_\_\_

Card Holder Name: \_\_\_\_\_ Signature: \_\_\_\_\_

Date: \_\_\_\_\_

**Please send completed form to: [samantha@conlog.com.au](mailto:samantha@conlog.com.au)**