



# QTS Richmond NAP

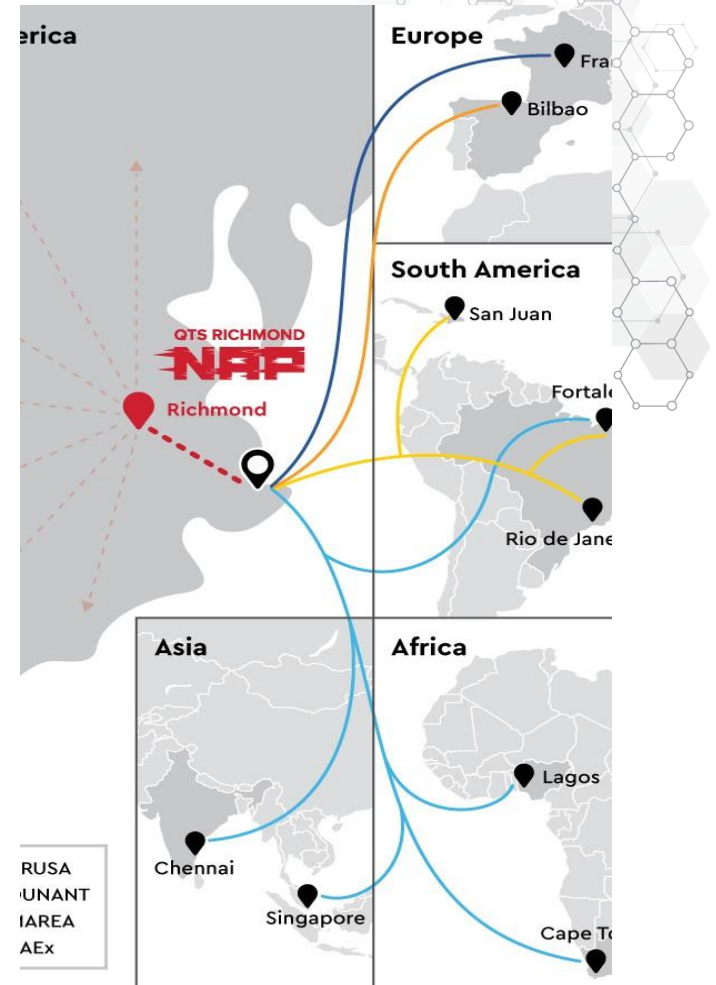
Sponsorship Prospectus

May 5, 2020

## About

### QTS Richmond Network Access Point (NAP)

The recent arrival of the MAREA and BRUSA subsea cables and their Henrico County termination point is the catalyst for a historic confluence of domestic and international connectivity. The cable landings open the European, Latin and South American markets to the region via the lowest latency and highest capacity ever deployed between the continents. Southern Virginia's Henrico County is now a new international business destination setting the stage for the next wave of investment and economic growth across the enterprise, network and data center spaces.



# A Day of Innovators and Through Leaders

To build on this annual event,  
QTS has assembled some of  
the internet's most compelling  
innovators and thought leaders.

The QTS Richmond NAP Summit is a unique opportunity to hear industry experts gathering in Richmond to commemorate the historic insights from terrestrial network providers, Internet Content Providers, Internet Exchange Providers, Subsea Operators and corporate enterprises about how a major interconnection has formed in Virginia QTS Richmond NAP.

# The Value

Learn about the  
groundbreaking value of the  
QTS Richmond NAP

- Subsea cables in Virginia Beach enable international connectivity to and from southern Virginia on the highest capacity and lowest latency sub-sea cables every. This is pulling peering and interconnection demand out of Ashburn VA.
- From 2008 - 2016 Henrico County accounted for 6% of VEDP's statewide investment in Data Processing, Hosting, and Related Services
- Since the cable landings' deployment (2017 to 2018) Henrico County has accounted for 53% of announced statewide investments.
- Henrico County has made a commitment to public/private partnerships and laid the foundation for its ascendance as one of the country's newest and most significant communications infrastructure hubs
- The dense network of telecommunications fiber, substantial water, and sewer capacity, and affordable electricity allows Henrico to meet the needs of today's most advanced enterprise, manufacturing and data center facilities.

# 2019 Event Highlights

## QTS Richmond NAP Spring 2019 Highlights

- Over 400+ attendees specializing in Financial services, Technology / IT consulting, Energy, Biotech, Healthcare, Research, Consumer products and more
- Five different panel discussions covering a wide variety of topics including subsea, public/private sector, peering, interconnection and more.
- Contributors from over 35 companies including Facebook, Microsoft, AWS and the Internet Hall of Fame.
- For more about the 2019 event, visit [qtsrichmondnap.net](http://qtsrichmondnap.net)

## SOME OF THE COMPANIES IN ATTENDANCE

- AcelaNet, LLC
- Amchem Solutions
- American Office
- Anixter
- Armstrong Filtration
- AXIM Global
- Bell Company
- Berkshire Hathaway Media Group
- Beyond the Box
- Bisnow Media
- Boon Edam
- Broadband Telecom
- C&W Services
- CAS Severn, Inc. ChemTreat, Inc.
- Clark Construction Group LLC
- Cofluence
- Cogent Communications
- CoJo Connect
- ColonialWebb Contractors
- Comcast
- Commonwealth Commercial Partners
- CommScope
- Compu Dynamics CONE
- Copper River Enterprise Solutions
- County of Henrico VA
- Davis Infrastructure
- Deep Edge Technologies
- Delta-Therm Corporation
- Digital realty
- DPR Construction
- DSC Logistics, LLC
- Dunlap & Partners Engineers
- Equinix
- ESI
- Facebook
- Fiberlight
- FiberX
- Flexential
- Global Connect Solutions
- Henrico County
- Henrico EDA
- Hobbs & Associates, Inc.
- Hostway/Hosting
- Hourigan
- iMiller Public Relations
- Independent Telesource
- Integra Mission Critical Technologies
- InterGlobix LLC

## SOME OF THE COMPANIES IN ATTENDANCE

- Iron Bow Technologies
- ISG LLC
- IST
- Linx America
- Mangum Economics
- MBC
- Megaport
- Metro Fiber Networks
- MetroDuct Systems VA LLC
- Microsoft
- Netflix
- NetFoundry
- Network Capacity Solutions
- NTI Fiber
- PacketFabric
- PDI
- Pilot
- Pixel Factory Data Center
- Premier Data Center Services
- Qnexis, Inc.
- Rahi Systems Inc
- Richmond Virginia Internet Exchange
- S&P Global
- ScienceLogic
- SHI
- Siemens
- Stafford County Economic Development & Tourism
- State of VA
- Stateless
- SummitIG
- Syska Hennessy
- Team Fishel
- Telecom
- Telia Carrier
- Telxius
- Tenable
- Tenebris Fiber
- Timmons Group
- United Fiber & Data
- VCU College of Engineering
- Verisign
- Virginia Commonwealth University
- Virginia State University
- Waltz Engineered Sales, Inc.
- Webair
- Windstream
- Yyotta LLC
- Zayo Group



# The Value of Sponsoring

- Brand awareness and recognition
- Mention in press releases, marketing collateral and social media promoting the event
- Logo displayed on event website and event materials
- Exposure to 30,000+ database of enterprise business leaders
- Network, solidify partnerships, establish new ones and meet with customers to drive business development
- Articulate thought leadership
- Connect with attendees, infrastructure service providers, investors and technology vendors
- Extend exposure of company messaging through Q&A interviews published on Data Center POST
- Pre and post-event social media support through QTS and QTS Richmond NAP social platforms



# Sponsorship at a Glance

The following exclusive opportunities are available to expand your brand's profile at the QTS Richmond NAP Summit. All event partners receive brand visibility on pre-summit emails, recognition on the event website, on-site signage and high profile exposure to 400+ attendees from greater Richmond vibrant, growing enterprise business community.

Sponsorship Options	Cost
Welcome Reception (2)	\$18,500
Panels (5)	\$7,500
Breakfast (1)	\$7,500
Lunch (1)	SOLD OUT
Break (2)	\$5,000
Beverage Station (1)	\$6,500
Tabletop Exhibits (6)	\$2,750
WiFi (1)	\$2,750
Welcome Tote Bag (1)	SOLD OUT
Welcome Bag Swag (6)	\$1,150
Lanyard (1)	\$2,500

# Sponsorship Overview

## Welcome Reception – The American Civil War Museum at Historic Tredegar

An invite-only cocktail and dinner reception will be held the night before the Summit for the event's 45+ distinctive speakers and panelist from leading technology companies.

- Dinner reception sponsor
- Logo on welcome reception event signage
- Logo on Summit program
- Logo on QTS Richmond NAP site
- Social media – minimum of 2 mentions on both Twitter and LinkedIn from the QTS and QTS Richmond NAP handles
- Exhibit table at welcome reception
- 4 guest at reception
- Branded item in welcome bag
- 5-minute welcome address at dinner

# Sponsorship Overview

Panel Sponsor - \$7,500

- Prominent logo placement on screen(s) during panel discussions
- Your company name in conference materials
- Moderator spot on one Panel
- Logo in program
- Hyperlinked logo on QTS Richmond NAP website
- Logo on event signage
- Minimum of two mentions on both Twitter and LinkedIn from the QTS and QTS Richmond NAP handles

# Sponsorship Overview

**Breakfast & Lunch Sponsor -  
\$7,500**

- Logo in program
- Logo on QTS Richmond NAP website
- Logo on event signage
- Branding on breakfast/lunch buffet tables
- Minimum of two mentions on both Twitter and LinkedIn from the QTS and QTS Richmond NAP handles
- Item in Welcome Bag
- Two-minute welcome address

# Sponsorship Overview

Break Sponsor - \$5,000

Beverage Station Sponsor -  
\$6,500

- Logo in program
- Logo on QTS Richmond NAP website
- Logo on event signage
- Branding
  - Break snack tables and napkins
  - Beverage Station and napkins
- Minimum of two mentions on both Twitter and LinkedIn from the QTS and QTS Richmond NAP handles
- Item in Welcome Bag

# Sponsorship Overview

Tabletop Exhibits - \$2,750

WiFi - \$2,750

## Table Top

- Logo in program
- Logo on QTS Richmond NAP website
- Logo on event signage
- Minimum of two mentions on both Twitter and LinkedIn from the QTS and QTS Richmond NAP handles
- Item in Welcome Bag
- Exhibit Table

## WiFi

- Branded card given out at registration, password will contain your company's name
- Logo in program
- Logo on QTS Richmond NAP website
- Logo on event signage
- Minimum of two mentions on both Twitter and LinkedIn from the QTS and QTS Richmond NAP handles

# Sponsorship Overview

Lanyard - \$2,500

Welcome Tote Bag – SOLD  
OUT

## Lanyard

- Small logo in program
- Logo printed on lanyards, alternating with the QTS Richmond NAP logo
- Small logo on QTS Richmond NAP website
- Minimum of one mentions on both Twitter and LinkedIn from the QTS and QTS Richmond NAP handles

## WiFi

- Small logo in program
- Logo on back of the welcome bag along with the QTS Richmond NAP logo on front
- Small logo on QTS Richmond NAP website
- Minimum of one mentions on both Twitter and LinkedIn from the QTS and QTS Richmond NAP handles