



Symposium Management Office

PCMI

7916 Convoy Court San Diego, CA 92111-1212

Telephone: (1) 858 565-9921

Fax: (1) 858 565-9954

E-mail: incose@pcmisandiego.com

September 8, 2005

Dear Valued Sponsor:

Continuing its tradition as the preeminent Systems Engineering Symposium bringing together leaders from industry, academia and government, the **International Council on Systems Engineering (INCOSE)** is pleased to announce that the **16th Annual International Symposium** will be held **July 9-13, 2006** at the **Omni Orlando Resort at ChampionsGate** in **Orlando, Florida**. The theme is **Systems Engineering: Shining Light on the Tough Issues!** The 2006 Symposium will attract delegates from around the world to address a more complex and technically sophisticated world where systems engineering and systems thinking are increasingly important to face the challenges of using new technologies to solve previously unsolvable problems.

As a non-profit organization, INCOSE depends upon sponsors to keep the Symposium affordable and interesting with high quality speakers and events. Our sponsorship program has been designed to encourage your participation by providing a benefits package that is consistent with your contribution and desire to reach the international audience served by the Symposium. We expect over 1200 delegates to attend next year's event, held minutes from Walt Disney World, Universal Studios, and water parks and under two hours from Kennedy Space Center and beaches on either coast. INCOSE delegates are a cross-section of engineering managers and engineering practitioners from private industry, armed and civil services, research organizations, and academia. These decision-makers will be seeking information on the latest hardware, software, services, technical publications and related products for application in their systems engineering environment.

Through your sponsorship of the INCOSE International Symposium, you demonstrate a commitment to excellence in the development of systems engineering professionals on all continents. Your commitment acknowledged in advance and during the Symposium, should leave a lasting impression.

Sponsorship options, listed in the following pages, are intended to provide support opportunities for both large and small organizations. We invite you to review the attached information and choose the sponsorship level your organization desires. Please complete and return the attached "Sponsorship Registration Form". We will be delighted to welcome you as a sponsor for the upcoming INCOSE 2006 International Symposium.

If you have any questions, please do not hesitate to contact us or visit www.incose.org/symp2006 for more information. We look forward to hearing from you.

Sincerely,

Carlos M. Haddock

Carlos M. Haddock
Sponsorship Chair, 16th Annual INCOSE International Symposium
+1 407 356 7736
is2006-sponsorship@incose.org

Scott Shenton
Sponsorship Co-chair
+1 321 773 2957

Dr. Flash Gordon
Sponsorship Co-chair
+1 407 482 1423



INCOSE 2006 International Symposium • 9 – 13 July 2006
Omni Orlando Resort at ChampionsGate, Orlando, FL

SPONSORSHIP PROGRAM

Platinum Sponsor \$30,000+

Benefits same as Gold and Silver plus:

- One additional "preferred location" exhibit booth for a total of 2 booths
- Sponsor recognition in Symposium brochure
- One additional full Symposium Registration including Symposium Banquet and Exhibit Hall Receptions for a total of four (4)
- One additional ticket to Sponsor/CAB Dinner for a total of four (4)
- Ten (10) additional Exhibit Hall passes for a total of twenty (20)

Items available to sponsor:*

- Ice Breaker Reception
- Symposium Banquet
- Commemorative Symposium Bag
- CD-ROM of Symposium Proceedings
- Symposium Day Planner
- Symposium Brochure

Gold Sponsor \$20,000+

Benefits same as Silver plus:

- One complimentary "regular" exhibit booth
- One-half page advertisement in *INSIGHT* magazine
- Sponsor's insert in the Symposium registration packet
- One additional full Symposium Registration including Symposium Banquet and Exhibit Hall Receptions for a total of three (3)
- One additional ticket to Sponsor/CAB Dinner for a total of three (3)
- Ten (10) Exhibit Hall passes

Items available to sponsor:*

- Sponsor/CAB Recognition Dinner
- Plenary Speaker
- Social Hour in Exhibit Hall
- Symposium Cyber Café
- Robotics Competition
- Signage
- Audiovisual Services
- Symposium Banquet Entertainment

Silver Sponsor \$10,000+

Benefits:

- One-third page advertisement in *INSIGHT* magazine
- Electronic copy of delegates list
- Two (2) full Symposium Registrations including Symposium Banquet and Exhibit Hall Receptions
- Two (2) tickets to Sponsor/Corporate Advisory Board (CAB) Dinner
- Recognition in *INSIGHT* magazine before and after the Symposium
- Hot link on IS2006 web site <<http://www.incose.org/symp2006>>
- Acknowledgment in Symposium brochure and plenary session
- Name and logo on sponsored item
- Recognition in signage at Symposium
- One reserved table at Symposium Banquet

Items available to sponsor:*

- Speaker Breakfast
- Academic Forum
- Tutorial Handouts
- Symposium Lunch
- Name Badges
- Name Badge Lanyards

Cash contributions below \$10,000 are welcome.

Unless otherwise noted, contributors of at least \$5,000 receive a one-sixth-page ad in an *INSIGHT* newsletter.

Non-cash contributions will be converted into cash-equivalents with applicable benefits.

** Sponsored items are assigned on a first-come, first-served basis (one item per contribution).*

For more information regarding sponsorship, please contact:

IS2006 web site <<http://www.incose.org/symp2006>> or email to: is2006-sponsorship@incose.org

Carlos Haddock,
Sponsorship Chair
+1 407 356 7736

Scott Shenton
Sponsorship Co-chair
+1 321 773 2957

Dr. Flash Gordon
Sponsorship Co-chair
+1 407 482 1423

ADDITIONAL PLATINUM AND GOLD SPONSOR BENEFITS

Sixteenth Annual International Symposium of

**The International Council on Systems Engineering
Systems Engineering: Shining Light on the Tough Issues**
Hosted by the Orlando, Central Florida (Tampa Bay Area) and Space Coast
Chapters

Omni Orlando Resort at ChampionsGate (near Walt Disney World), Orlando, FL

9 July – 13 July 2006

As an INCOSE 2006 Exhibitor, you not only get an opportunity to meet face-to-face with hundreds of qualified buyer prospects, you also gain exposure to a national and international Systems Engineering audience. Your INCOSE 2006 Platinum or Gold complimentary booth also includes the following benefits:

- Opportunity to win a one-hour golf lesson at David Leadbetter Golf Academy and one round of golf at a Greg Norman-designed Golf Course
- High traffic of delegates in the booths due to meals, daily breaks, and Special Events hosted in the Exhibits Hall
- Additional delegate traffic due to prize drawing entry at booths
- Product demonstration opportunities
- Platinum exhibit booth is either 8' x 20' or 10' x 16' and consists of an 8' high background drape, 3' high side dividing drapes, 6' x 30" draped table, 2 side chairs and wastebasket provided.
- Gold exhibit booth is 8' x 10' and consists of an 8' high background drape, 3' high side dividing drapes, 6' x 30" draped table, 2 side chairs and wastebasket provided.
- 7" x 44" identification sign for booth listing company name and booth number
- General security guard service
- Daily aisle maintenance

Platinum, Gold, and Silver sponsors also receive the following benefits:

- Listing in the INCOSE 2006 *Program Guide*
- Early notification for hotel rooms and suite accommodations
- Networking with other systems engineers at an international level



INCOSE 2006 International Symposium • 9 – 13 July 2006
Omni Orlando Resort at ChampionsGate, Orlando, FL

SPONSORSHIP REGISTRATION FORM

Please return the completed two-page form to the following address:

INCOSE 2006 Sponsorship
7916 Convoy Court
San Diego, CA 92111-1212 USA

Phone: +1 858 565 9921
Fax: +1 858 565 9954
Email: incose@pcmisandiego.com

Organization Details:

Organization's Full Name: _____

Organization's Abbreviated Name: _____

Postal Address: _____

State/Province: _____ Post Code: _____ Country: _____

Primary Industry: _____ Website URL: _____

Telephone: _____ Fax: _____

Authorized Contact for contract (name, email): _____

Authorized Contact for artwork (name, email): _____

Authorized Contact for benefits (name, email): _____

Agreement:

A 10% deposit is required with this registration (see second page for bank transfer details). Should sponsorship be withdrawn before December 15, 2005, the deposit will be fully refunded. Withdrawal after December 15, 2005 entitles INCOSE to reduce the deposit by any incurred expenses.

INCOSE's performance under this agreement is subject to acts of god, war, acts of terrorism or similar acts, government regulation, disaster, strikes, civil disorder, curtailment of transportation facilities, threats to the public health, or other cause beyond the control of INCOSE, making it inadvisable, illegal, or impossible to hold the Symposium or any part thereof. This agreement may be terminated for any one or more of such reasons. Monies refundable to the Sponsor, at the sole discretion of INCOSE, shall constitute a proportionate share of the balance of the aggregate sponsorship fees received, which remains after deductions for expenses incurred by INCOSE. In no case shall the amount of the refund to the Sponsor exceed the amount of sponsorship paid. This contract shall be governed by and construed according to US law.

The undersigned agree to abide by the terms and conditions of this contract related to payments and by any further INCOSE rules and regulations. This contract and its attachments are the sole definition of the benefits of the sponsorship program. The undersigned give INCOSE permission to use our Organizational name and logo for the purpose of sponsorship recognition and to display on any applicable sponsored items. Certain recognition opportunities have specific deadlines, and failure to provide timely applications, logos, or artwork, etc., may result in a loss of benefits. Failure to provide final payment by the deadline will result in forfeiture of all deposits and removal from the sponsorship program. The undersigned certify that she/he is authorized to commit the Organization to this agreement.

Printed Name: _____ Designation: _____

Signed: _____ Date: _____

Telephone: _____ Email: _____



SPONSORSHIP REGISTRATION FORM

*Please choose your sponsorship level and prioritize your top two preferred items for sponsorship.**

Platinum Sponsor \$30,000+

Select two of the following items in priority order (insert "1" and "2" in boxes below):

- | | |
|--|--|
| <input type="checkbox"/> Ice Breaker Reception | <input type="checkbox"/> CD-ROM of Symposium Proceedings |
| <input type="checkbox"/> Symposium Banquet | <input type="checkbox"/> Symposium Brochure |
| <input type="checkbox"/> Commemorative Symposium Bag | <input type="checkbox"/> Other item _____ |
| <input type="checkbox"/> Symposium Day Planner | <input type="checkbox"/> Other item _____ |

Circle your preferred complimentary Platinum exhibit booths:
10' x 16' – P1/P2 P3/P4 P5/P6 P7/P8 **8' x 20'** – P9/P10 P11/P12

Gold Sponsor \$20,000

Select two of the following items in priority order (insert "1" and "2" in boxes below):

- | | | |
|---|--|---------------------------------------|
| <input type="checkbox"/> Sponsor/CAB Recognition Dinner | <input type="checkbox"/> Symposium Cyber Café | <input type="checkbox"/> Signage |
| <input type="checkbox"/> Plenary Speaker | <input type="checkbox"/> Robotics Competition | <input type="checkbox"/> Audio Visual |
| <input type="checkbox"/> Social Hour in Exhibit Hall | <input type="checkbox"/> Symposium Banquet Entertainment | |

Circle your preferred complimentary Gold 8' x 10' exhibit booth: G1 or G2.

Silver Sponsor \$10,000

Select two of the following items in priority order (insert "1" and "2" in boxes below):

- | | | |
|--|--|--|
| <input type="checkbox"/> Speaker Breakfast | <input type="checkbox"/> Symposium Lunch | <input type="checkbox"/> Name Badges |
| <input type="checkbox"/> Academic Forum | <input type="checkbox"/> Tutorial Handouts | <input type="checkbox"/> Name Badge Lanyards |

** Sponsored items are assigned on a first-come, first-served basis (one item per contribution).*

PAYMENT DETAILS

10% of sponsorship fee must be included with signed registration contract (previous page).
 Final payment is due on or before March 15, 2006

Payment must be made in US dollars on a US Bank.

Sponsorship guidance and confirmation will be provided upon receipt of this registration form.

- | | |
|---|---------------|
| <input type="checkbox"/> Payment by certified check to "INCOSE 2006 Symposium"
(To address on previous page) | Amount: _____ |
| <input type="checkbox"/> Payment by bank transfer. Please provide bank details for wire
Transfer. (All bank wire fees must be paid by the sender.) | Amount: _____ |
| <input type="checkbox"/> Payment by credit card: | Amount: _____ |
| ___ Visa ___ MasterCard ___ American Express | |

Card number: _____ Exp. Date: _____

Signature: _____ Name on card: _____