

# 2011 CIPMM NATIONAL WORKSHOP



PARTNERSHIP KIT &  
EXHIBITOR PROSPECTUS  
**MAY 16-19, 2011**  
**OTTAWA CONVENTION CENTER**  
**OTTAWA, ON**

CANADIAN INSTITUTE  
FOR PROCUREMENT AND  
MATERIEL MANAGEMENT

INSTITUT CANADIEN  
D'APPROVISIONNEMENT  
ET DE GESTION DU MATERIEL



NATIONAL WORKSHOP  
ATELIER NATIONAL

RETURNING TO  
THE NATION'S  
CAPITAL!

## What is CIPMM?

The Canadian Institute for Procurement and Materiel Management (CIPMM) is a not-for-profit organization whose members are professionals in the management of goods and services in the public sector. CIPMM connects with close to 5,000 community members, representing virtually every organization within the federal public sector, the provincial and municipal levels of public service, as well as the private sector.

With annual purchases totaling \$15B each year and assets of \$50B to be managed, the Workshop is the ideal opportunity for both specialists and non-specialists to explore a variety of current issues that impact the federal government's materiel management and procurement world today.

From specialized training to the latest public sector news on purchasing, contracting, inventory/assets, warehousing and supply management, CIPMM provides members with access to a broad range of programs and services.

## The CIPMM National Workshop...

The CIPMM National Workshop connects suppliers and the public sector purchasing community together like no other professional development event in the country. Dedicated exposition hours on the exhibit floor reinforce the CIPMM commitment to those who showcase their products. The Workshop also provides exhibitors with a window into the diverse practices within different government departments, giving them insight into how to better maneuver in the complex public sector landscape.



## Who Attends the CIPMM National Workshop?

Each year over 400 CIPMM delegates come to the Workshop prepared to learn more about current trends, best practices and innovative solutions. This year, with the National Workshop returning to the nation's capital, anticipated numbers could top 500 attendees. Connect your organization with these CIPMM community members, representing virtually every department within the federal public sector, the provincial and municipal levels of public service as well as the private sector.

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## PARTNERSHIP OPPORTUNITIES

Connect through the only National Association linking the Federal Procurement and Materiel Management Community:

- Position your business as an Industry Leader
- Network with a hard-to-reach audience on an intimate level
- Gain insights into new trends in public procurement
- Choose from flexible plans to provide custom solutions for your needs
- Partner with an associate business and split the investment costs (and benefits)!
- Learn how to maneuver in the complex government environment

Benefits	PRESIDENT'S DINNER	PRESIDENT'S DINNER RECEPTION	TRANSLATION	NAME BADGE	KEYNOTE ADDRESS	DELEGATE BAG	PROGRAM	AUDIOVISUAL	REFRESHMENT BREAK	BREAKFAST	ANNUAL AWARDS
	\$25,000	\$15,000	\$10,000 EACH 2 AVAILABLE	\$8,000	\$5,000 EACH 2 AVAILABLE	\$4,000 EACH 3 AVAILABLE	\$4,000 EACH 2 AVAILABLE	\$4,000 EACH 6 AVAILABLE	\$3,000 EACH 4 AVAILABLE	\$3,000 EACH 4 AVAILABLE (2 SPONSORS/BREAKFAST)	\$2,500 EACH 4 AVAILABLE
Title Recognition as Host of Sponsored Event	X	X									
Onsite VIP Signage at Sponsored Event	X	X									
Speaking Opportunity at Sponsored Event and at Closing Remarks for Workshop	X	X									
Complimentary Exhibitor Booth	X	X									
Complimentary half page ad in Program	X										
VIP corporate profile in Program	X										
Continued exposure through on site signage at other annual CIPMM events	X										
Ad space provided in CIPMM E-Zine for 3 broadcasts	X										
Eight additional President's Dinner passes	X										
Two seats at President's Dinner Head Table	X										
Corporate Profile on CIPMM website with link to website	X	X				X	X				
Two complimentary Workshop passes (includes President's Dinner Reception and President's Dinner)	X	X	X								
Four additional President's Dinner passes		X									
Two seats at President's Dinner VIP Table		X	X	X							
Verbal recognition of corporate name and descriptive statement at the beginning and end of each session to every participant			X								
Opportunity to provide material for distribution to translation users			X								
In session signage with corporate name and logo			X								
One seat at President's Dinner VIP Table					X						
Opportunity to introduce the speaker and provide closing remarks of session					X						
One complimentary Workshop pass (includes President's Dinner Reception and President's Dinner)				X	X						
Complimentary business card size ad in Program		X		X	X	X	X	X			
Name and logo on ALL name tags distributed to delegates, speakers, and exhibitors				X							
Two complimentary President's Dinner passes			X	X	X	X	X	X			
Name and logo featured on delegate bag distributed to all delegates, speakers, and exhibitors						X					
Logo included on ALL schedule-related documentation and slide presentations throughout venue								X			
Signage on display at food table and highboy tables at sponsored refreshment break									X		
Signage on display at food table and highboy tables at sponsored breakfast service										X	
Recognition of corporate support printed in sponsored Program							X				
Quarter page corporate statement in sponsored Program							X				
Opportunity to be affiliated with and present CIPMM Annual Award											X
Corporate name engraved on Award											X
Listing in Award Event Program											X
Corporate Logo on CIPMM website with link to website			X	X	X	X	X	X	X	X	X
Opportunity to submit item for Delegate Bags	X	X	X	X		X					
On site recognition throughout venue through verbal announcements, signage, and sponsor slides	X	X	X	X	X	X	X	X	X	X	
Opportunity to submit articles for CIPMM E-Zine	X	X	X	X	X	X	X	X	X	X	X
Opportunity to submit presentation ideas for National Workshop content	X	X	X	X	X	X	X	X	X	X	X
Special name badges provided	X	X	X	X	X	X	X	X	X	X	X

## Who has Partnered with the National Workshop?

**BMO**  **Financial Group**



**GRAND&TOY**  
Performance Enhancing Offices™



**THE AIM GROUP**  
Worldwide Provision and Recruitment of Personnel



*"As the leading provider of commercial card and payment solutions to Canada's public sector, our partnership with CIPMM places us front and center at Canada's sole National Workshop for the Federal Procurement and Materiel Management Community. The many networking opportunities coupled with the quality relationships we've been able to build are key reasons for our continued support."*

**BMO Financial Group**

*"Grand & Toy has been a partner with CIPMM for many years. During this partnership we have experienced continuous business growth. With the National Workshop returning to the nation's capital this year, we anticipate a larger than usual attendance at this event, providing us with excellent opportunities to promote our products and services to the procurement and materiel management community."*

**Grand & Toy**

