

NATIONAL PARTNER SUMMIT
REINVENT
C **LIVE!** **CONNECT**
May 14-16, 2024 **Talking Stick Resort**
Scottsdale, AZ

Own the Game

Sponsor Guide

Empowering Next-Gen Cloud Communications Providers

Confidential and Proprietary – Do Not Duplicate or Distribute

REINVENT CONNECT! 2024

THANK YOU!



Thank you for sponsoring the partner summit event in this fast-growing market!

Here's what we have planned:

- 2.5 Days of Education, Networking & Entertainment
- 2 Concurrent Educational Tracks for Sales & Tech Staff
- 14+ Training Sessions Exploring the Reinvent Ecosystem
- Inspiring Keynotes on Owning Your Game
- Networking Events for Conversations with Vendors & Peers
- Tour of Reinvent's Data Center & NOC Facilities
- Offsite Networking Activities
- Raffle Prizes
- 1 Partner Awards Dinner Celebration

REINVENT CONNECT! 2024

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SPONSOR PACKAGES

Unless otherwise noted in your sponsorship agreement.

Event Passes

- Platinum: 4 (including speaker)
- Gold: 3 (including speaker)
- Silver: 2

Speaking Opportunity

- Platinum: (1) 20 min. on main stage
- Gold: (1) 20 min. on breakout stage

Branding & Promotion

- Logo recognition on medal level on-site & in promotional marketing
- Digital Ad in Reinvent Monthly Newsletter (platinum only)

Optional

- Flyer OR Promotional item in attendee bag (sponsor provided)
- Raffle prize (sponsor provided)
- Passes to Offsite Networking Activities

Exhibit

- 6' x 30" skirted tabletop

See Sponsor Checklist on p. 13

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REINVENT CONNECT! 2024

WELCOME

Thank you for sponsoring the second Reinvent Connect LIVE! event. We're excited to introduce you to our valued reseller partners over 2.5 days of education and networking in our hometown of Scottsdale, Ariz.

At Reinvent, we take special care to deliver a level of service that is second to none.

We've programmed Reinvent Connect to enable our reseller partners and our strategic vendors to connect and collaborate toward greater success in 2024.

This is your opportunity to:

- **CONNECT** with business owners who are building cloud communications practices.
- **BUILD** relationships with our white-label partners who close deals with thousands of business customers.
- **ENGAGE** partners with your experts through 1:1 meetings training and demos of your solutions.
- **BOOST** your brand visibility as a vital part of the Reinvent ecosystem our partners rely on to serve their customers.

We've put together this Sponsors Guide to help you get the most out of your investment. Please take some time to review it and share it with team members who will be attending or fulfilling your deliverables.

If you have any questions, please contact our Events Director:

Shilo Lusson

events@reinventtelecom.com

480.630.0294

We look forward to hosting you at Reinvent Connect! 2024.

David Ansehl
Director of Channel

Ray Napoletano
Vice President of Sales

REINVENT CONNECT! 2024

AGENDA & SPONSOR REGISTRATION

AGENDA

Sponsors are invited to participate in all networking activities including:

- Welcome Reception – Tuesday, May 14 from 6:30-8:30pm PT
- Offsite Networking Event – Wednesday, May 15 from 1:20-4:20pm PT
- Awards Dinner – Wednesday, May 15 from 6:30-9:30pm PT

For the full agenda, please visit: <https://reinventtelecom.com/connect/agenda/>

SPONSOR REGISTRATION

To register for the event and to book your hotel rooms:

- Visit: <https://reinventtelecom.com/connect/register/>
- Please be sure to select “Sponsor/Exhibitor” when registering.
- Please make sure all representatives register.

Please send your company’s primary contact information to Shilo Lusson at events@reinventtelecom.com.

1

Sign Up

Invited guests must RSVP by registering. Please fill out the online event registration form.

Questions?
See FAQs.

REGISTER TODAY

2

Book Hotel

We have an incredible group rate at Talking Stick Resort of \$209 per room per night on May 14-16.

CLICK HERE or call +1.866.877.9897 for **special rates through April 13, 2024**, on a space-available basis.

BOOK NOW

3

Book Travel

Please make air/ground transportation arrangements on your own.

Need directions?
See map to venue for details.

REINVENT CONNECT! 2024

VENUE OVERVIEW



ABOUT

Talking Stick Resort

Located on the Salt-River Pima Maricopa Indian Community, Talking Stick Resort is a luxury hotel and casino near Scottsdale, Arizona. The 55.6-acre property contains 98,000 square feet of casino, 496 guest rooms, six entertainment lounges, five restaurants, four pools and relaxation spa.

CONTACT

9800 E. Talking Stick Way
Scottsdale, AZ 85256
Phone: +1.480.850.7777

[Talking Stick Resort](#)

PARKING

Self parking is complimentary at Talking Stick Resort.

ACCOMMODATIONS

Sleeping rooms at the Talking Stick Resort are available for a discounted rate until April 13, while vacancies last. **Please reserve rooms ASAP:**

Discounted Rate: \$209

Per room, per night (single or double occupancy), plus tax and service charges.

Online: [Reserve Your Room](#)

Register for the event: [Online Registration](#)

REINVENT CONNECT! 2024

OFFSITE NETWORKING ACTIVITY

WEDNESDAY, MAY 15

Lunch will be served.

JOIN US AT BAM KAZAM!

Join us for fun and games where you will be challenged, both mentally and physically, as you work together to solve the puzzles in this real-life arcade. For more details, please visit <https://bamkazam.com/>.

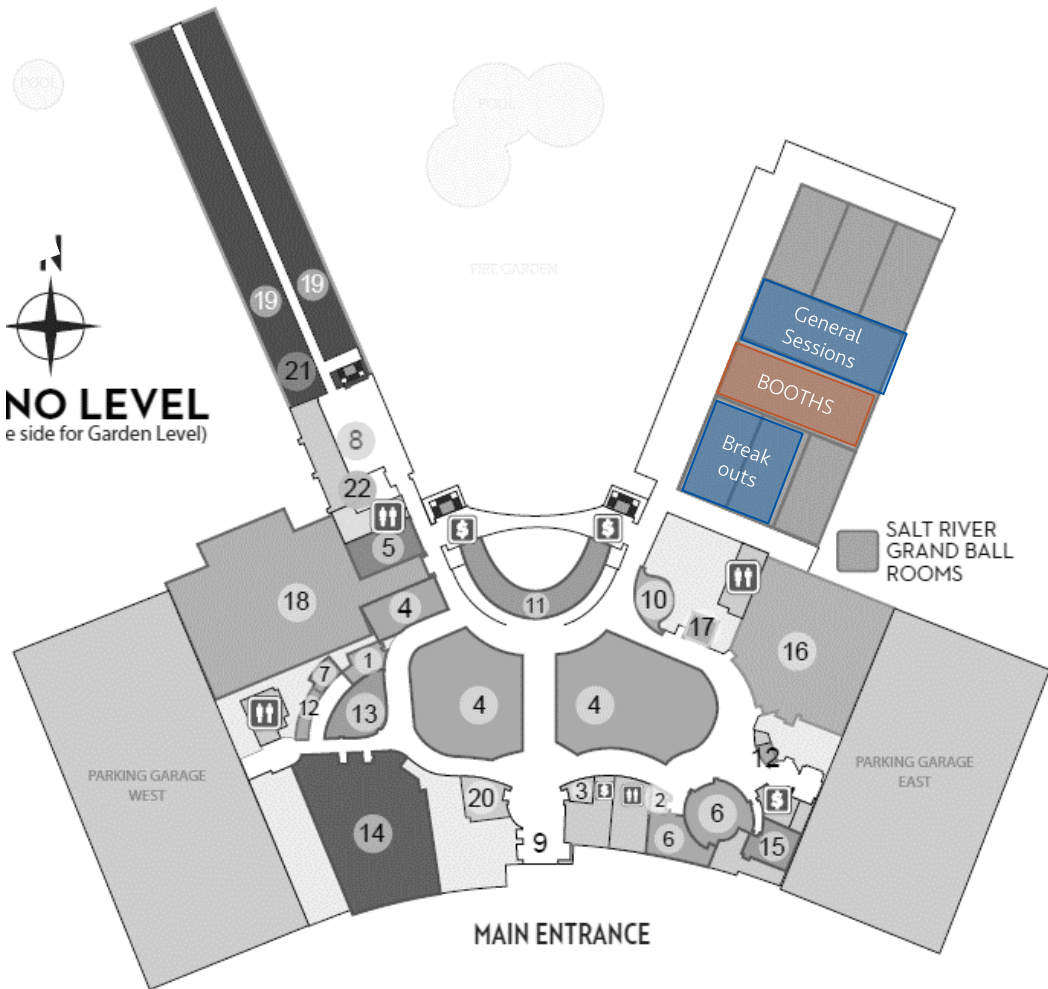
Challenges:

- Cat Burglar
- Gameshow
- Hex
- Island
- Mineshaft
- Rat Trap
- Spaceship
- Temple



REINVENT CONNECT! 2024

SITE MAP



NO LEVEL
(e side for Garden Level)

CASINO LEVEL

REINVENT CONNECT! 2024

BRANDING & PROMOTION

LOGOS

DUE: Immediately*

Sponsor logos will be used on marketing materials and onsite signage and collateral. Please provide your preferred logo as follows:

- Preferred file format: [vector](#)
- Please provide a branding guide if available

COMPANY DESCRIPTION

DUE: Immediately*

Please provide a **50 word or less** description about your company.

*Please note that where possible, logos and descriptions have been added to the site: www.reinventtelecom.com/connect/sponsor/s/ - if your logo and description needs to be updated, please forward to events@reinventtelecom.com.

DIGITAL AD (PLATINUM ONLY)

DUE: TBD

Sponsor may provide a digital ad graphic to be placed in an upcoming Reinvent newsletter.

- Size: 530x160
- Format: .jpg

You will be contacted directly to get this scheduled.

FLYER OR PROMO ITEM

DUE: May 13, 2024 – Ship to Event

Sponsors may provide a flyer OR promotional item to be included in the attendee bag. If you plan to participate, please send a minimum of **150 flyers OR promo giveaway items**.

RAFFLE PRIZE

DUE: May 13, 2024 – Ship to Event

Raffle drawings will be held for attendees throughout the event. Sponsors have the option of supplying a prize for the raffle drawing. Winners will be given a claim card to retrieve the raffle prize directly from you at your booth.

Suggested prize value is \$150-\$250.

NOTE: This raffle prize is in addition to any raffle(s) you may have at your booth.

PLEASE SEND ALL DIGITAL ITEMS TO
events@reinventtelecom.com.

PLEASE FOLLOW
SHIPPING INSTRUCTIONS ON [PAGE 12](#).

If you plan to participate in any branding or promotion opportunities, please indicate your intention to do so on the Sponsor Checklists on [page 13](#) of this packet.

REINVENT CONNECT! 2024

EXHIBIT

EXHIBITOR INSTRUCTIONS

Sponsorship includes:

6' x 30" skirted tabletop with (2) chairs

If desired, sponsors may provide:

- Branded table skirt
- Vertical banner signage (must fit behind 6' table)
- Tabletop signage
- Promotional literature/giveaways

Sponsor may order (at own cost):

- Power
- Food & Beverage
- Dedicated Internet
- Equipment, etc.

TO ORDER:

- **Audio Visual:** Please use the online [Exhibitor Order Form](#) to submit your order.
- **Food & Beverage:** [Menu](#)
Please contact Tim Volkers at timothy.volkers@talkingstickresort.com to place your order.

NOTE: Please place all orders at least 14 days prior to date of use.

Load-in

- Tuesday, May 14 from 3-5pm

ALL BOOTHS MUST BE READY TO GO BY 8AM ON THURSDAY, MAY 12



Load-out

- Thursday, May 16 from 2-5pm

NOTE: Items left in the room that are not properly labeled for shipment after 5pm on May 16 will be discarded.

TABLE ASSIGNMENTS

Reinvent marketing will contact you directly regarding your tabletop assignment **2-3 weeks out from event.**

BOOTH HOURS*

Wednesday, May 15

- 8-9am During Breakfast

Thursday, May 16

- 8-9am During Breakfast
- 12:55-1:55pm During Lunch

**Subject to change without notice.*

REINVENT CONNECT! 2024

SPEAKING OPPORTUNITY

SPEAKER

Platinum and **Gold** sponsors will be given a 20-minute slot to present a vendor presentation of their choosing.

- **Platinum:** Main Stage
- **Gold:** Breakout Stage

Note: Designated speakers count toward one of the allocated event passes.

Topic must be approved by Reinvent.

Sponsors must provide the following information to events@reinventtelecom.com for their speaking opportunity by the schedule below:

- **Monday, February 26, 2024**
 - Session Title (50 characters or less)
 - Session Description (50 words or less)
 - Speaker (name and title)

Note: If needed, your submissions will be edited for grammar and length at our discretion.
- **Monday, April 22, 2024**
 - Final PowerPoint Slides
 - Widescreen Format (16:9)
 - Reinvent reserves the right to edit slides for grammar and spelling. Any content changes will be discussed with sponsor.
 - Direct Video Files (if using any in presentation)

Speaker must agree to:

- Supply requested content or slides in a timely manner
- Be photographed and/or video taped for promotional purposes

SET-UP/AUDIO VISUAL

All platinum vendor presentations will be held in the general session room.

Seating

- Attendees will be seated in rounds.
- Speakers will be standing on stage.

Audio

- Speakers will use a wireless handheld microphone.

Visual

- Presentations will be preloaded on a laptop positioned at the back of the room and operated by the AV technician.
 - A wireless remote will be provided to advance slides.
- LCD projectors will display presentation on screens to either side of the stage.

**FOR PLATINUM & GOLD
SPONSORS ONLY**

REINVENT CONNECT! 2024

SHIPPING

INCOMING SHIPPING INSTRUCTIONS

- **Packages may be delivered to the venue on May 6-13.**
- Tracking numbers for all packages must be sent to Shilo Lusson at events@reinventtelecom.com no later than **Friday, May 3, 2024**. Please designate which tracking numbers are for which type of item(s) (attendee bag vs. booth items).
- Incoming shipments are at the cost of the sender.

Label Info for:

ATTENDEE BAG ITEMS (promo or flyer):

Attention: Shilo Lusson
Group: REINVENT CONNECT!
c/o: Tim Volkers
Talking Stick Resort
9800 E. Talking Stick Way
Scottsdale, AZ 85256
Number of Boxes: _____
Reinvent Show Office/Attendee Bag
HOLD FOR ARRIVAL ON MON. MAY 13

Label Info for:

BOOTH ITEMS (including raffle prize):

Attention: [Onsite Contact, Company]
Group: REINVENT CONNECT!
c/o: Tim Volkers
Talking Stick Resort
9800 E. Talking Stick Way
Scottsdale, AZ 85256
Number of Boxes: _____
Booth Table # _____
HOLD FOR ARRIVAL ON MON. MAY 13

Promo Items for attendee bags that are packaged with booth items will not be included in attendee bags. Tracking numbers for both attendee bag and booth items must be sent to events@reinventtelecom.com no later than **Friday, May 3, 2024**. If you are hand carrying promo items for attendee bags, everything must be delivered to the venue to the attention of Shilo Lusson no later than **10am on Monday, May 13, 2024**, to be included in the attendee bags.

OUTGOING SHIPPING INSTRUCTIONS

- Outgoing shipments must be packed by sender with shipping label(s) affixed to package(s).
- Sponsor is responsible for calling shipping vendor and scheduling pick-up.
- Outgoing shipments are at the cost of the sender.

REINVENT CONNECT! 2024

CHECKLIST

ACCOMMODATIONS

- I understand that my company is responsible for making hotel reservations and payment for the registered individuals if needed.

SPEAKING – PLATINUM & GOLD ONLY

- Speaker(s) consent to be photographed and/or video taped for promotional purposes.

DUE DATE	DESCRIPTION	STATUS
Immediately	Logo	<input type="checkbox"/> SENT
Immediately	Company Description	<input type="checkbox"/> SENT
TBD	Digital Ad Graphic Due (platinum only)	<input type="checkbox"/> SENT
Mon., Feb. 26	Vendor Presentation Title, Description & Speaker	<input type="checkbox"/> SENT
Mon., Apr. 22	Vendor Presentation Slide(s) & Video(s)	<input type="checkbox"/> SENT
Sat., Apr. 13	Hotel Reservation Cut-off Date	<input type="checkbox"/> ACKNOWLEDGE
Tue., Apr. 30	Booth AV Orders Due	Exhibitor Order Form
Fri., May 3	Tracking Numbers Due	<input type="checkbox"/> SENT
Mon., May 6 – Mon., May 13 (ship to event)	Flyer OR Promo Items for Attendee Bags	<input type="checkbox"/> PARTICIPATING <input type="checkbox"/> NOT PARTICIPATING Items: _____
Mon., May 6 – Mon., May 13 (ship to event)	Raffle Prize	<input type="checkbox"/> PARTICIPATING <input type="checkbox"/> NOT PARTICIPATING Item: _____
Wed., May 8	Registration Closes	<input type="checkbox"/> REGISTERED

REINVENT CONNECT! 2024

CONTACT LIST

GENERAL INQUIRIES

Shilo Luson

events@reinventtelecom.com

480-630-0294

VENUE/BOOTH ORDERS

Food & Beverage / Freight

Tim Volkers

timothy.Volkers@talkingstickresort.com

480-850-7791

Audio Visual – Encore

William Snyder

william.snyder@encoreglobal.com

480-850-4071