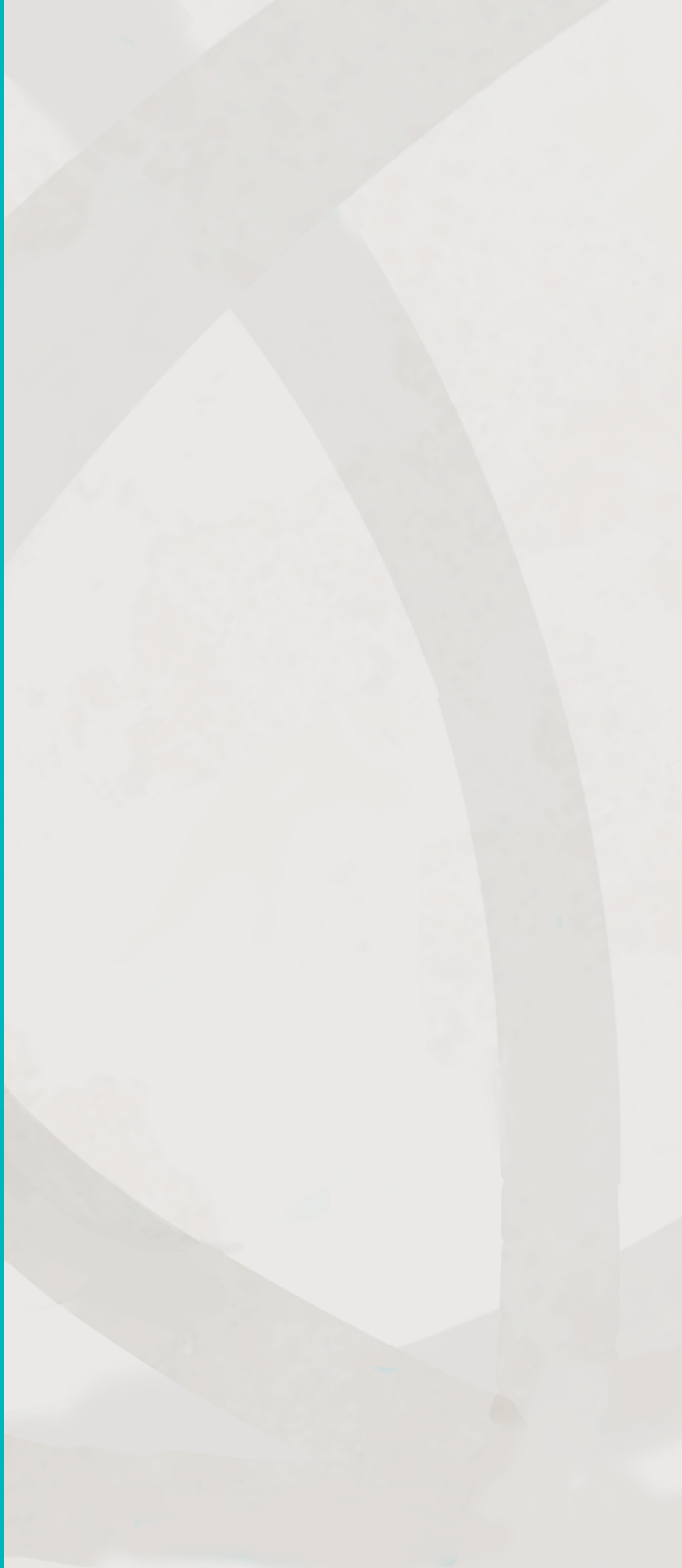


BCNET →

2015/16

**INDUSTRY
PARTNER
PROGRAM**



ABOUT BCNET

BCNET is a not-for-profit, shared information technology (IT) services organization led by and for our members, British Columbia's higher education and research institutions. Owned, governed and funded primarily by our members, we facilitate a unique, collaborative, inter-institutional environment—one based on equality and common goals—to explore and evaluate shared IT solutions for mutual technology challenges.

We leverage our collective infrastructure, expertise and resources to offer shared IT services that cut costs, streamline processes, eliminate technology duplication and improve operational efficiency of our members that in turn help better serve students, faculty, staff and communities.

WE ARE A SINGLE, UNIFIED TECHNOLOGY COMMUNITY FOR B.C.'S HIGHER EDUCATION & RESEARCH SECTOR

BCNET is the only cooperative of CIOs and technology-focused leaders for IT services in B.C.'s higher education and research community. Through community collaboration, our members discuss technology challenges and shared services solutions.

MEMBER-RUN, MEMBER-LED

BCNET is built on the leadership and expertise of our members who run, lead and own (in part) our organization. Representatives from our member institutions provide their technological expertise and advice to the Board, and lead the direction and creation of our services by participating in numerous committees and working groups. Our Board of Directors, which includes CIOs and senior-level decision-makers, provides strategic direction, leadership and oversight.

BCNET INDUSTRY PARTNER PROGRAM

The BCNET Industry Partner Program provides your organization with opportunities to interact and engage with our diverse member community of IT professionals. Joining our Partner Program means your organization will have access to hundreds of IT professionals at 43 member organizations.

WHO ARE OUR MEMBERS?

- 25 public, post-secondary institutions in British Columbia
 - Universities
 - Colleges
 - Institutes
- 18 research institutions and other private universities

BCNET MEMBER PROFILE

- C-level member representatives
- IT management professionals
- IT staff

OPPORTUNITIES TO ENGAGE A UNIQUE HIGHER EDUCATION IT COMMUNITY

Our Industry Partner Program pinpoints multiple avenues for networking, learning and engaging with our integrated community of IT leaders in the post-secondary sector.

- Engage and network with IT professionals across 43 higher education and research member institutions
- Feature your products/services to over 600 delegates at the BCNET higher education IT conference
- Find out about BCNET's current and future plans for shared IT services in B.C.
- Build relationships at additional BCNET member-focused events, such as our AGM Reception and Executive Golf Tournament
- Participate in BCNET member meetings and professional development training opportunities
- Participate in BCNET's Services Committee and Working Group meetings
- Advise BCNET on technology trends and services through the Technology Industry Advisory Committee

ACCESS INFLUENTIAL COMMUNITIES OF INTEREST

Last year, BCNET facilitated inter-institutional collaboration among 219 individuals from 25 member institutions in 39 services-focused committees and working groups. These groups recommended improvements to existing services and identified and developed new services. As an Industry Partner, you'll have access to these influential channels of collaboration within our community.

In 2015/16, BCNET will host quarterly member meetings, a three-day higher education IT conference, as well as numerous workshops and higher education IT forums. Industry Partners have a unique opportunity to reach and build relationships with our exclusive member community.

BCNET 2015

The BCNET Higher Education IT Conference has a long-standing reputation for excellence with higher education IT professionals in B.C. In 2014, 94% of delegates rated the conference as 'good', 'great', or 'excellent'. The event offers insight on shared IT services, ongoing and new IT projects, an insider's look at current challenges and solutions, and extensive networking opportunities.

EVENT SCHEDULE

MONDAY, APRIL 27	TUESDAY, APRIL 28	WEDNESDAY, APRIL 29
Conference Opening	Breakfast	Breakfast
Breakfast	Industry Partner Exhibition	Lunch
Keynote	Lunch	Five Concurrent Tracks
Industry Partner Exhibition	Five Concurrent Tracks	Keynote
Lunch	BCNET Night Out	
Five Concurrent Tracks		
Welcome Reception		

WHO ATTENDS?

BCNET 2015 will bring together over 600 IT higher education professionals from BCNET Member institutions.

ATTENDEE PROFILE

- 34% executive-level decision-makers, IT directors and IT managers
- 34% IT staff
- 4% faculty
- 25% industry and government professionals
- 3% other

PLATINUM

BCNET empowers exclusive partnerships with industry leaders who are ready to engage the higher education and research community and inspire the advancement of shared IT solutions. As a Platinum Industry Partner, you will benefit from the highest priority and greatest opportunities for collaboration.

ACCESS INFLUENTIAL COMMUNITIES OF INTEREST

- Collaborate with influential decision-makers in these communities
- Influence the development of technology standards
- Interact with IT professionals on emerging information technology services and applications
- Showcase emerging technologies at committee meetings

ENGAGE AT BCNET MEMBER-FOCUSED EVENTS

- Invitation to participate in BCNET's services-focused committees and working groups
- Invitation to attend our AGM Reception and other exclusive events to network with our executive stakeholder community

OPPORTUNITIES TO DEVELOP A BCNET/PARTNER BUSINESS DEVELOPMENT STRATEGY

- Working with BCNET, create a one-year calendar of member events/activities/learning that align with your organizational higher education objectives

GAIN RECOGNITION

- Recognition as a BCNET Platinum Industry Partner on our website throughout the year

BCNET 2015 SPONSORSHIP

Our Platinum Industry Partners benefit from top priority recognition and visibility, top-billing exhibitor space, sponsorship, and plenary speaking opportunities at a three-day higher education IT conference that brings together distinctly diverse delegates.

BENEFITS

30-minute plenary speaking spot with webcast* and recording	✓
Top-billing exhibitor display (8x20 booth)	✓
Priority recognition at conference opening	✓
Priority recognition in conference webcast*	✓
Priority recognition on conference website with hyperlinked logo	✓
Priority placement on-site event signage	✓
Complimentary conference passes	4
Invitation to BCNET Member CIO Lunch/Event (TBD)	✓

*webcast is subject to availability

GOLD

BCNET empowers exclusive partnerships with industry leaders who are ready to engage the higher education and research community and inspire the advancement of shared IT solutions. As a Gold Industry Partner, you will benefit from a comprehensive industry partner package customized to provide your organization with an unparalleled level of engagement.

ENGAGE AT BCNET MEMBER-FOCUSED EVENTS

- Invitation to participate in BCNET's services-focused committees and working groups
- Invitation to attend our AGM Reception and other exclusive events to network with our executive stakeholder community

GAIN RECOGNITION

- Recognition as a BCNET Gold Industry Partner on our website throughout the year

BCNET 2015 SPONSORSHIP

Our Gold Industry Partners benefit from succeeding priority recognition and visibility, exhibitor space, sponsorship, and industry track speaking opportunities at a three-day higher education IT conference that brings together distinctly diverse delegates.

BENEFITS

Industry track speaking session	✓
Exhibitor display (8x10 booth)	✓
Secondary recognition at conference opening	✓
Secondary recognition in conference webcast*	✓
Recognition on conference website with hyperlinked logo	✓
On-site event signage	✓
Complimentary conference passes	2
Invitation to BCNET Member CIO Lunch/Event (TBD)	✓

*webcast is subject to availability

SILVER

BCNET empowers exclusive partnerships with industry leaders who are ready to engage the higher education and research community and inspire the advancement of shared IT solutions. As a Silver Industry Partner, you will benefit from a comprehensive industry partner package customized to provide your organization with an unparalleled level of engagement.

ENGAGE AT BCNET MEMBER-FOCUSED EVENTS

- Invitation to attend our AGM Reception and other exclusive events to network with our executive stakeholder community

GAIN RECOGNITION

- Recognition as a BCNET Silver Industry Partner on our website throughout the year

BCNET 2015 SPONSORSHIP

Our Silver Industry Partners benefit from recognition, visibility, exhibitor space, and sponsorship at a three-day higher education IT conference that brings together distinctly diverse delegates.

BENEFITS

Exhibitor display (8x10 booth)	✓
Recognition at conference opening	✓
Recognition in conference webcast*	✓
Recognition on conference website with hyperlinked logo	✓
On-site event signage	✓
Complimentary conference passes	1
Invitation to BCNET Member CIO Lunch/Event (TBD)	✓

*webcast is subject to availability

BRONZE

BCNET empowers exclusive partnerships with industry leaders who are ready to engage the higher education and research community and inspire the advancement of shared IT solutions. As a Bronze Industry Partner, you will benefit from a program that provides opportunities for recognition.

ENGAGE AT BCNET MEMBER-FOCUSED EVENTS

- Invitation to attend our AGM Reception and other exclusive events to network with our executive stakeholder community

GAIN RECOGNITION

- Recognition as a BCNET Bronze Partner on our website and throughout the year

BCNET 2015 SPONSORSHIP

BENEFITS

Recognition at conference opening	✓
Recognition in conference webcast*	✓
Recognition on conference website with hyperlinked logo	✓
On-site event signage	✓

*webcast is subject to availability

BECOME A BCNET INDUSTRY PARTNER TODAY!

CONTACT

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