

2019 ISPA ANNUAL PARTNERSHIP PROGRAMME

Engage with the organisations delivering next generation communication services



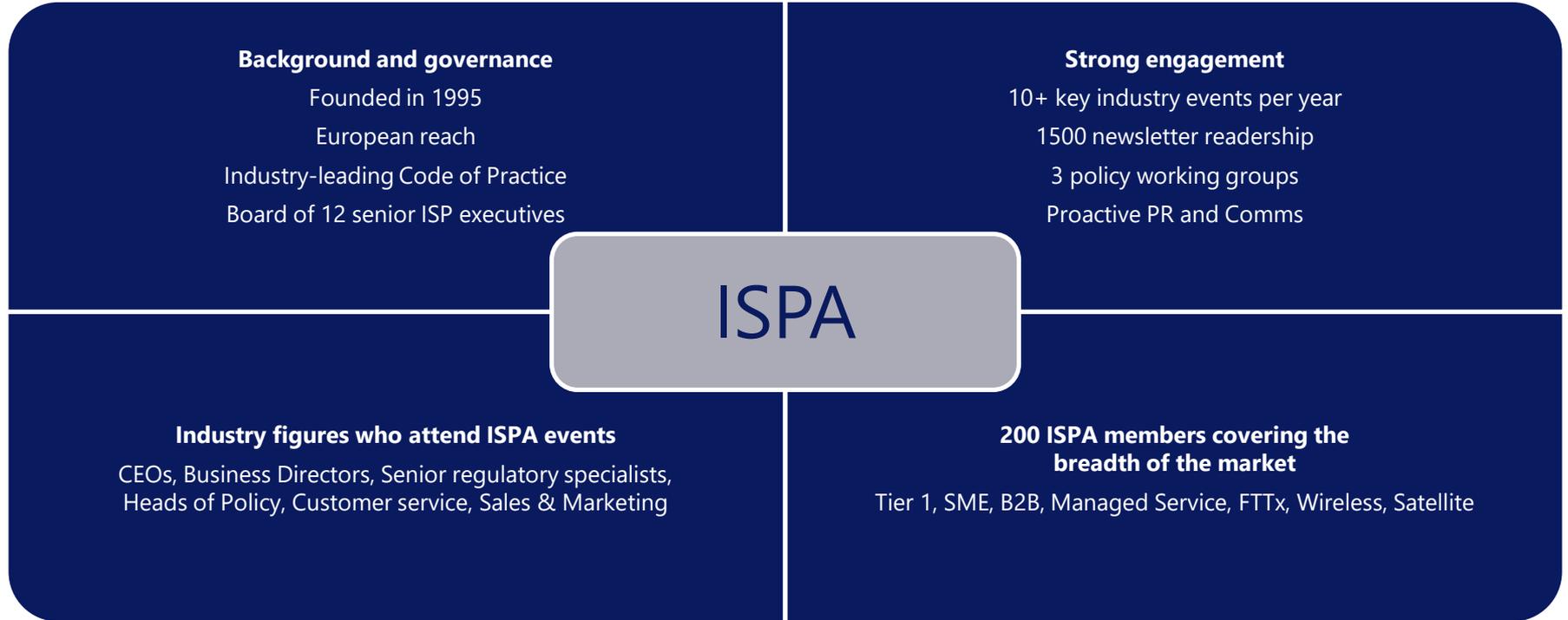
About ISPA

WHO IS ISPA

Founded in 1995, **the Internet Services Providers' Association (ISPA)** is the **voice of the UK internet industry** representing over 200 providers of Internet services in the UK. We lobby Government and engage with our members, through events, meetings and communications to promote our vital sector. ISPA Members include:



FACTS AND FIGURES



Background and governance

Founded in 1995

European reach

Industry-leading Code of Practice

Board of 12 senior ISP executives

Strong engagement

10+ key industry events per year

1500 newsletter readership

3 policy working groups

Proactive PR and Comms

ISPA

Industry figures who attend ISPA events

CEOs, Business Directors, Senior regulatory specialists,
Heads of Policy, Customer service, Sales & Marketing

200 ISPA members covering the breadth of the market

Tier 1, SME, B2B, Managed Service, FTTx, Wireless, Satellite

WHY AN ANNUAL ISPA PARTNERSHIP

The **ISPA Annual Partnership Programme** will provide you with comprehensive and ongoing marketing opportunities over a 12 month period to enhance your company's exposure to **over 200 leading ISPs**.

HIGH-QUALITY NETWORKING

- Learn industry insights
- Meet decision-makers within target companies
- Boost your sales
- Nurture client relationships
- Soft-sales opportunities

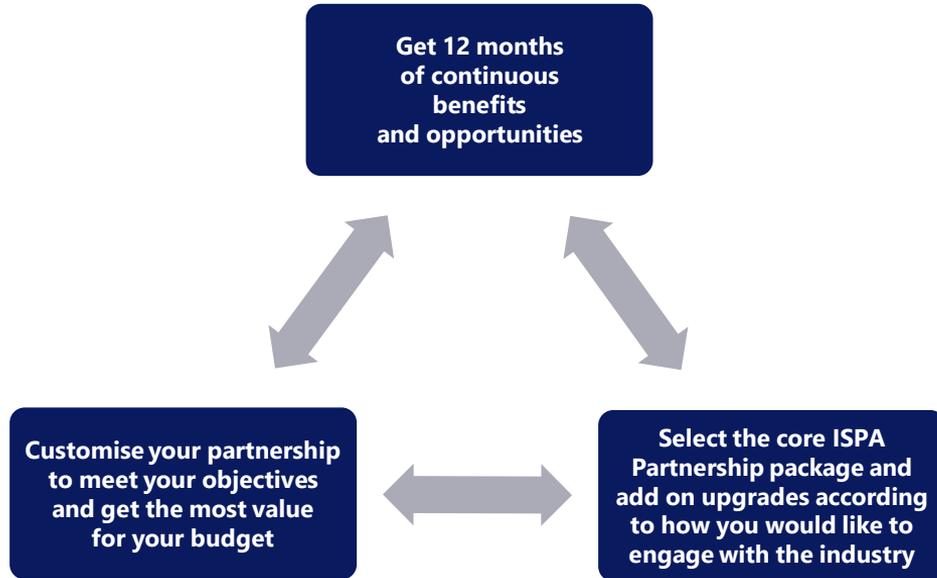
BRAND AWARENESS

- Stand out from competitors in a crowded market
- Feature & profile on the ISPA website
- Editorials in the ISPA monthly newsletter sent to 1500 contacts
- Social Media engagement through 2600 Twitter followers

THOUGHT-LEADERSHIP

- Shape industry priorities and future policies
- Demonstrate thought leadership in front an influential audience
- Showcase your expertise
- Stand out as an industry leader and strategic partner of ISPA

HOW THE PARTNERSHIP WORKS



About the events

FUTURE OF CONNECTIVITY – 15th ISPA CONFERENCE – May 2019

ISPA's largest and most high-profile industry event gathers over **100 delegates** who gain market insight as well analyse and debate the pressing regulatory, legal, policy and technological issues.

Your benefits would include:

- Sponsor credits on promotional mailouts and marketing materials
- Logo and URL link on sponsors page of Conference website
- Tickets to the event
- Logo credits on screen
- Marketing literature in delegate packs
- View of the delegate list ahead of the event and assisted introductions with prospective customers
- Company banner in a prominent location

2018 sponsors:



ARISTA openreach



About the events

INTERNET INDUSTRY AWARDS – 22nd ISPA Awards – 11th July 2019

The ISPA Awards, the ISPAs, is the leading independent internet industry awards in the UK gathering **over 300 senior figures**. Held in the **prestigious Sheraton Grand London Park Lane**, the event will celebrate and reward the best providers in the sector with awards for broadband, hosting, cyber-security, VoIP, cloud and more.

Your benefits would include:

- Sponsor credits on promotional mailouts and marketing materials
- Logo and URL link on sponsors page of awards website
- 10 Tickets to the event including a 3 course meal, wine and entertainment (worth £2500)
- Logo credits on screen and stage branding at the event
- Advert on a prominent page in the event programme
- Presenting the award category of your choice
- Mention in the press release and social media

2018 sponsors:



About the events

PARLIAMENT & INTERNET CONFERENCE – 14th P&I – November 2019

The Parliament & Internet conference gathers **over 200 delegates** from **Government, Parliament, Whitehall, industry and civil society**. Taking place at Westminster, the event offers partners the opportunity to influence and demonstrate thought-leadership in front of high profile keynote speakers and panellists.

Your benefits would include:

- Participation in a panel session of your choice with input into the theme and lead introduction to the session
- Logo to be displayed on all promotional communication relating to the Conference and on the website
- Display of marketing material at the event
- Logo credits on screen and stage branding at the event
- View of the delegate list ahead of the event and assisted introductions with prospective customers
- Social Media and press engagement

2018 sponsors:

Raytheon

 **Political
Intelligence**

NOKIA



About the events

PARLIAMENT & INTERNET DINNERS/BREAKFAST

As an **exclusive sponsor** of a Parliament and Internet dinner or breakfast, you have the opportunity to meet your key targets in an intimate setting and prestigious venue - the **historic Houses of Parliament**, be seen as a **thought-leader** and raise your profile among parliamentarians and policy makers from across the UK.

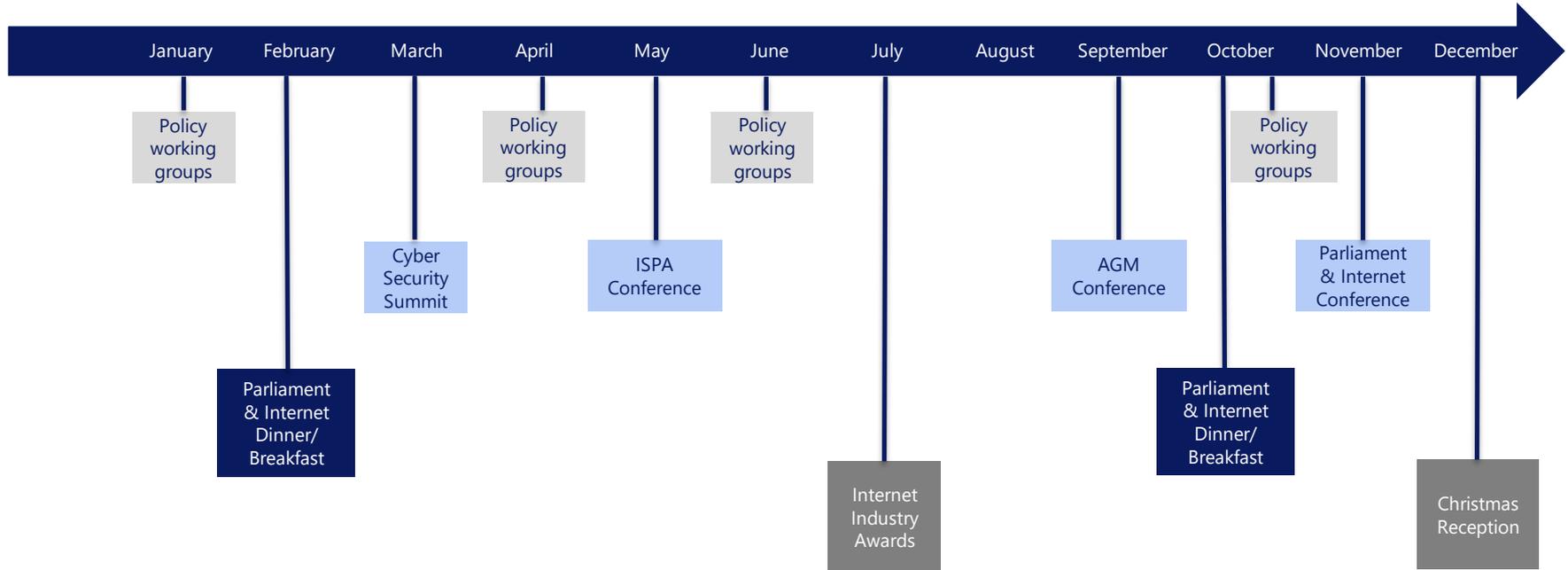
Your benefits would include:

- Exclusive sponsorship
- Attendance at the dinner/breakfast for you and a colleague
- Opportunities to meet with senior industry executives, MPs and other relevant attendees.
- A three course dinner with wine/a breakfast
- Sponsor attribution on distributed emails
- Mention by the Chair

Exclusive sponsorship



2019 EVENTS TIMELINE



TAILOR YOUR PACK

	BENEFITS	PREMIUM	GOLD	PLATINUM
CORE ISPA PARTNERSHIP	Vendor membership: Attendance to all ISPA events <i>Policy working groups, newsletters, mailing lists...</i>	√	√	√
	1 Networking Event <i>E.g: Internet Industry Awards – ISPA's <u>OR</u> Christmas reception</i>	√	√	√
	1 Headline conference sponsorship <i>E.g: ISPA Conference <u>OR</u> Cyber Security Summit</i>	√	√	√
	ISPA website: Feature & profile	√	√	√
	ISPA monthly newsletters sent to 1500 contacts: Editorials	√	√	√
	Social Media engagement through 2600 Twitter followers	√	√	√
ADDS-ON	1 extra Networking event <i>AGM Conference <u>OR</u> Christmas Reception</i>		√	√
	1 extra Conference <i>14th Parliament & Internet Conference</i>		√	√
	1 exclusive dinner <u>or</u> breakfast in Parliament <i>Exclusive sponsorship, prestigious venue and intimate setting, ideal to raise your profile and brand.</i>			√
	1 exclusive workshop: <i>Exclusive opportunity to talk to your main target and value your solutions</i>			√