Reach Qualified Buyers With Industry Partner Opportunities

Invest in opportunities to connect with professionals whose organizations need your solutions. By advertising, exhibiting or sponsoring a program, you gain access to potential customers and the ability to reach and create relationships with more than 7,000 engineers, scientists, and educators.

Maximize + Customize Your Support
Maximize your exposure and your investment—choose 1 of 3 Corporate Sponsor packages that deliver year-round benefits and opportunities. You can select your own benefits by choosing the sponsorship experience that will support your goals and budget. We can also work together to customize a package. As a Corporate Sponsor, you’ll take advantage of discounts for this year’s signature event—ESTECH/EDUCON 2020—and IEST membership as well as receive exclusive recognition in a variety of IEST advertising and direct marketing channels and digital communications. Learn More>> Pages 3-4

Gain Prospects Through Event Exposure
Sponsorship of ESTECH/EDUCON 2020 offers an exclusive platform to put your brand before hundreds of IEST’s most engaged members and industry leaders. Build your pipeline and raise awareness of your offerings by educating participants on your products and services. Due to the COVID-19 pandemic, IEST decided to combine ESTECH (our annual technical meeting and exposition) with EDUCON (our annual fall education conference and working group summit) for this year. Learn More>> Pages 5-6

IEST Members + Industry Leaders are Your Customers

Employment Type

- Academic Institution: 42%
- Design/Engineering/Construction: 15%
- Government (Non-military): 12%
- Hospital/Medical Facility: 10%
- Independent Counseling: 8%
- Manufacturer/Supplier: 6%
- Military: 5%
- Other: 3%
- Product Testing/Evaluation: 2%
- Research Testing Laboratory: 1%
- Other: 1%
- Research/Development: 1%
- General/Service: 1%
- Manufacturing/Production: 1%
- Government (Military): 1%
- Independent Contractor: 1%
- Medical/Pharmaceutical: 1%
- Other: 1%
- Technology: 1%
- Education: 1%
- Finance/Accounting: 1%
- Information Systems: 1%
- Transportation: 1%
- Advertising/Marketing: 1%
- Aerospace: 1%
- Agricultural: 1%
- Architecture: 1%
- Art/Design: 1%
- Automotive: 1%
- Construction: 1%
- Consulting: 1%
- Engineering: 1%
- Environmental: 1%
- Health: 1%
- Human Resources: 1%
- Information Technology: 1%
- Insurance: 1%
- Legal: 1%
- Marketing: 1%
- Sales: 1%
- Science: 1%
- Social Sciences: 1%
- Other: 1%
- Total: 100%

About IEST:
Founded in 1953, the Institute of Environmental Sciences and Technology is an international technical society of engineers, scientists, and educators that serves its members and the industries they represent (contamination control; design, test, and evaluation; product reliability; and aerospace) through education and the development of recommended practices and standards. IEST is an ANSI-accredited standards-developing organization.
I’m interested in becoming an IEST industry partner, sponsor, and/or exhibitor.

What’s the next step?

1. Please indicate your areas of interest (check all that apply):
   - Corporate Sponsorship
   - ESTECH/EDUCON Sponsorship
   - ESTECH/EDUCON Exhibitor Information
   - Personalized Industry Partnership

2. Please provide your contact information:

   Company__________________________________________________________

   Contact Name ____________________________________________________

   Address __________________________________________________________

   City___________State/Province___________Postal Code_________Country_________________

   Phone (___)________-___________ Email________________________________________

3. Please send the completed form to IEST at marketing@iest.org.

   Questions? Contact IEST at (847) 981-0100 or marketing@iest.org.

   Thank you for your interest!
IEST Corporate Sponsors Program

Year-round recognition – our most popular form of industry partnership offering unique and exclusive opportunities to support the industry!

### 2020 Corporate Sponsor Benefits

<table>
<thead>
<tr>
<th>Benefit</th>
<th>Strategic $5,975</th>
<th>Presidential $4,975</th>
<th>Partner $2,975</th>
</tr>
</thead>
<tbody>
<tr>
<td>Three IEST memberships and one ESTECH 2021 3-day conference registration OR one ESTECH 2021 Conference Silver Level Sponsorship</td>
<td>*</td>
<td>*</td>
<td>*</td>
</tr>
<tr>
<td>Option to use IEST Corporate Sponsor badge on company website, business cards, and other promotional materials (see official rules)</td>
<td>*</td>
<td>*</td>
<td>*</td>
</tr>
<tr>
<td>Exclusive sponsorship recognition w/company logo and hyperlink in one edition of ThisWeek@IEST upon joining or renewing sponsorship</td>
<td>*</td>
<td>*</td>
<td>*</td>
</tr>
<tr>
<td>Sponsor recognition in ThisWeek@IEST weekly newsletter and NewsBrief@IEST weekly news brief, sent to 7,000+ subscribers</td>
<td>enhanced logo</td>
<td>logo name</td>
<td></td>
</tr>
<tr>
<td>Access to IEST Membership Directory (for company-designated IEST member), and one-time use of member mailing list (annually, upon request)</td>
<td>*</td>
<td>*</td>
<td>*</td>
</tr>
<tr>
<td>Recognition on IEST homepage and Corporate Sponsors page (page will be linked from IEST homepage, blog, social media, Journal of the IEST webpage, and members-only website portal) and in emails sent to 7,000+ subscribers</td>
<td>*</td>
<td>*</td>
<td>*</td>
</tr>
<tr>
<td>10% discount on publications and new IEST publication site licenses</td>
<td>*</td>
<td>*</td>
<td>*</td>
</tr>
<tr>
<td>Discounted IEST advertising</td>
<td>17%</td>
<td>15%</td>
<td>10%</td>
</tr>
<tr>
<td>Listing in the IEST Online Buyer’s Guide</td>
<td>*</td>
<td>*</td>
<td>*</td>
</tr>
<tr>
<td>On-site signage and print recognition at ESTECH 2021</td>
<td>enhanced logo</td>
<td>logo name</td>
<td></td>
</tr>
<tr>
<td>Recognition as sponsor at ESTECH 2021 Annual Membership/Awards Lunch</td>
<td>*</td>
<td>*</td>
<td>*</td>
</tr>
<tr>
<td>Discounted ESTECH 2021 Sponsorships – NEW discounts!</td>
<td>25%</td>
<td>20%</td>
<td>15%</td>
</tr>
<tr>
<td>ESTECH 2021 exhibitor tabletop booth space and 3-day conference registration – NEW added benefit!</td>
<td>1 booth 2 conf reg</td>
<td>1 booth 1 conf reg</td>
<td></td>
</tr>
<tr>
<td>Recognition as sponsor on training course web pages</td>
<td>logo</td>
<td>logo</td>
<td></td>
</tr>
<tr>
<td>Social media promotion of your services and/or products – NEW levels!</td>
<td>3</td>
<td>2</td>
<td></td>
</tr>
<tr>
<td>Broadcast email message sent on behalf of sponsor to targeted IEST lists</td>
<td>2</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Additional sponsor recognition with logo placement on IEST Calendar of Events webpage, Journal of the IEST webpage, and IEST bookstore webpage</td>
<td>*</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

**NEW sponsors who commit prior to September 23, 2020 will receive these added benefits (this year only)!**

### Extra Corporate Sponsor Benefits – only through Sept. 23, 2020

<table>
<thead>
<tr>
<th>Benefit</th>
<th>Strategic</th>
<th>Presidential</th>
<th>Partner</th>
</tr>
</thead>
<tbody>
<tr>
<td>One ESTECH/EDUCON 2020 3-day conference registration</td>
<td>*</td>
<td>*</td>
<td>*</td>
</tr>
<tr>
<td>Digital recognition on ESTECH/EDUCON 2020 web portal</td>
<td>enhanced logo</td>
<td>name</td>
<td></td>
</tr>
<tr>
<td>Recognition as sponsor during ESTECH/EDUCON 2020 general sessions</td>
<td>*</td>
<td>*</td>
<td>*</td>
</tr>
<tr>
<td>Discounted ESTECH/EDUCON 2020 Sponsorships</td>
<td>25%</td>
<td>20%</td>
<td>15%</td>
</tr>
<tr>
<td>ESTECH/EDUCON 2020 exhibitor virtual booth</td>
<td>1 booth</td>
<td>1 booth</td>
<td>n/a</td>
</tr>
</tbody>
</table>
IEST Corporate Sponsors Form

Please select one:

☐ Strategic – select option 1 or 2 and complete BONUS section
☐ Presidential – select option 1 or 2 and complete BONUS section
☐ Partner – select option 1 or 2
☐ Extra Benefits* (commit prior to Sept. 23, 2020)
*IEST will contact you with more information and next steps

OPTION 1: three IEST Memberships and one ESTECH 2021 Registration

List the names of the 3 individuals and their emails below (New Members will need to complete a membership application)

Member #1: __________________________ Email __________________________
Member #2: __________________________ Email __________________________
Member #3: __________________________ Email __________________________
ESTECH Reg Name: ___________________ Email __________________________
You will be contacted once registration opens.

OPTION 2: One ESTECH 2021 Conference Silver Level Sponsorship

ESTECH Sponsor Contact Name: ___________________ Email __________________________
You will be contacted with additional details about sponsorship benefits.

BONUS SECTION (only for Strategic and Presidential Sponsors):

Includes ESTECH 2021 exhibitor tabletop booth space package and ESTECH 2021 3-day conference registrations

Expo Booth Contact Name: ___________________ Email __________________________
ESTECH Reg Name #1: ___________________ Email __________________________

Additional BENEFITS (for Strategic Level Sponsors only)

EDUCON Sponsor Contact Name: ___________________ Email __________________________
ESTECH Reg Name #2: ___________________ Email __________________________

Contact Information

Company ____________________________________________
Contact Name _______________________________________
Address ____________________________________________
City_________________________State/Province____________Postal Code____________Country____________
Phone_________________________Email_____________________
Name of IEST member who recommended the Corporate Sponsors Program _______________________________________

Payment: Checks/money orders MUST be made payable on a U.S. bank in U.S. funds NET of all bank charges. Please circle one: Check Visa MasterCard American Express Discover

Cardholder’s Name: _______________________________________
Card Number: ___________________________________________
Expiration: ___________________________ CVV2: __________________________
Note: CVV2 is the last three digits on the back of the credit card. For AMEX, it is the four-digit number on the front of the card.

Billing Address ___________________________________________
Billing City, State, Zip Code _________________________________
Signature ___________________________________________ Date _______________________________

Completed sponsorship form for all current and new partners is required for auditing purposes and to ensure membership benefits are correctly processed. Thank you!
Virtual Exhibitor Packages

ESTECH/EDUCON 2020 VIRTUAL EXPO PACKAGE

- Book virtual 1:1 appointments with attendees (NEW)
- Broadcast email message sent to targeted IEST lists (NEW)
- Live online Q&A opportunity with attendees (NEW)
- Video sales presentation posted on IEST website, accessible 24/7 to attendees and public (NEW)
- Private access to pre-registration mailing list
- Listing on IEST ESTECH/EDUCON website and inclusion in ESTECH/EDUCON promotional emails sent to 7000+
- Post-show attendee mailing list

Claim your virtual spot!
Reservation deadline is Sept. 23.

Exposition Package
$1,275/virtual space
Exhibit at this high-profile event!

Special Exhibitor Registration Rate
Add on a 3-day conference session registration at a discounted rate of $75*

*Does not include an IEST membership or training course access. Valid for one registration. Registrant must be an employee of the company that signed the exhibitor contract.

Increase your exposure with an exhibit space and sponsorship package—receive $100 off!

VIRTUAL FLOOR PLAN

Virtual Expo Hall coming soon - will be available on the IEST website, accessible 24/7 to attendees and the public.

Visit IEST for more information at: https://www.iest.org/Meetings/ESTECH/View-Show-Floor

ESTECH/EDUCON ATTENDEE DEMOGRAPHICS

EXPOSITION SCHEDULE

Virtual Expo Video Presentations
Available to view 24/7

Virtual 1:1 Appointments
Monday, Oct. 5 • 9:30 a.m.–1 p.m.; 1:45–5:15 p.m.
Wednesday, Oct. 7 • 1:45–5:15 p.m.
Thursday, Oct. 8 • 9:30 a.m.–1 p.m.

Live Q&A with Exhibitors
Tuesday, Oct. 6 • 9:40 a.m.–11:10 a.m.; 3:45–5:15 p.m.
Wednesday, Oct. 7 • 9:40 a.m.–1 p.m.

All times listed above are in Central Time
## Sponsorship Packages

<table>
<thead>
<tr>
<th>ESTECH/EDUCON 2020 SPONSORSHIP PACKAGES</th>
<th>PLATINUM ($2,995)</th>
<th>GOLD ($2,250)</th>
<th>SILVER ($950)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Number of sponsorships available</td>
<td>3</td>
<td>8</td>
<td>unlimited</td>
</tr>
<tr>
<td>Company recognized as a sponsor on IEST website</td>
<td>Logo w/link</td>
<td>Logo</td>
<td>Logo</td>
</tr>
<tr>
<td>Company recognized as a sponsor on ESTECH/EDUCON 2020 emails</td>
<td>Logo w/link</td>
<td>Logo</td>
<td>Name</td>
</tr>
<tr>
<td>Company recognized as a sponsor on ESTECH/EDUCON 2020 website portal</td>
<td>Logo</td>
<td>Logo</td>
<td>Name</td>
</tr>
<tr>
<td>Opportunity for one IEST social media promotion of company products and/or services, recognizing company as a sponsor - NEW</td>
<td>*</td>
<td>*</td>
<td>*</td>
</tr>
<tr>
<td>Company recognized during General Sessions &amp; Keynote</td>
<td>Logo</td>
<td>Logo</td>
<td>Logo</td>
</tr>
<tr>
<td>Access to IEST ESTECH/EDUCON 2020 attendee mailing list (one-time use)</td>
<td>*</td>
<td>*</td>
<td>*</td>
</tr>
<tr>
<td>Recognition as sponsor on Expo page and virtual networking events</td>
<td>Logo</td>
<td>Logo</td>
<td>Name</td>
</tr>
<tr>
<td>Company listed as sponsor on intro slide of training courses</td>
<td>*</td>
<td>*</td>
<td>*</td>
</tr>
<tr>
<td><strong>Banner Advertisement</strong> recognizing company as sponsor on ESTECH/EDUCON 2020 website portal - NEW</td>
<td>Larger Banner Ad</td>
<td>Banner Ad</td>
<td></td>
</tr>
<tr>
<td>Opportunity to send one Broadcast Email Message to targeted IEST lists (sent by IEST) - NEW</td>
<td>*</td>
<td>*</td>
<td></td>
</tr>
<tr>
<td>Recognition of company as a sponsor in thank-you/survey email (sent to all meeting registrants)</td>
<td>Logo w/link</td>
<td>Logo</td>
<td></td>
</tr>
<tr>
<td>Opportunity for exclusive promotional item mailing - items to be sent directly from sponsor to attendees (pens, sanitizer, company tchotchke, etc.), paid for by sponsor - NEW</td>
<td>Custom Request</td>
<td>Custom Request</td>
<td></td>
</tr>
<tr>
<td>Speaking opportunity for member of company to welcome attendees during general session (timing TBD by IEST)</td>
<td>*</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Company recognized as sponsor in post-conference summary email (sent to all IEST contacts - 7,000+)</td>
<td>*</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

---

**Expo Space Available with any Sponsorship Package**

- Purchase a sponsorship package and exhibitor space at ESTECH/EDUCON 2020 – Receive $100 Off
Start Expanding Your Reach With IEST…Today!

Contamination Control • Environmental Test and Reliability • Nanotechnology Facilities

Let IEST help you communicate your message online, in print, and through sponsorships of events and activities that draw top prospects who recommend or buy your products and services for their companies!