

JD Edwards INFOCUS

Sheraton Denver Downtown
August 25 - 27, 2020

The premier deep-dive conference
for JD Edwards users

Come for the Content

There's something for everyone! INFOCUS features more than 250 deep-dive sessions across industry tracks.

Stay for the Networking

Exchange ideas and insights with hundreds of users like you.

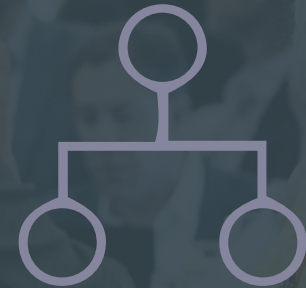
Learn from the Experts

Access more in-depth information about JD Edwards than anywhere else.



596

Total Customers Attendees



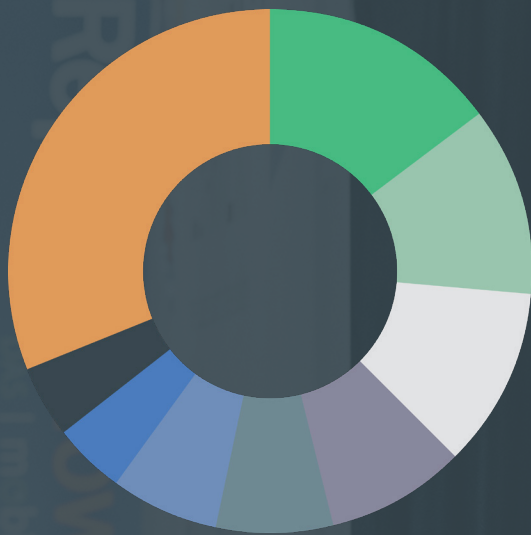
262

Customer Companies



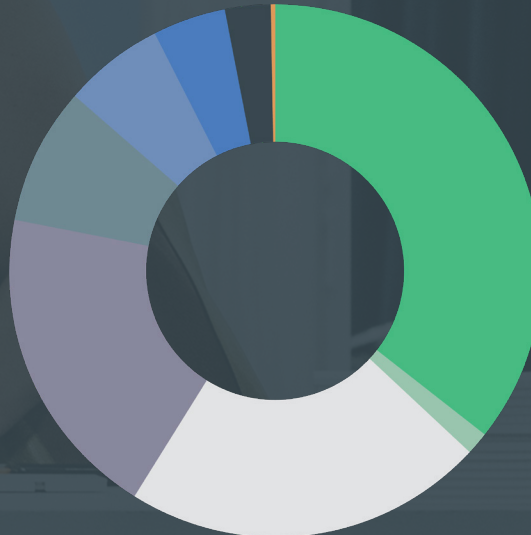
96

New Customer
Companies



TOP INDUSTRIES

- ◆ 14.9% Manufacturing Supply Chain
- ◆ 11.7% Real Estate
- ◆ 11.0% Industrial Manufacturing
- ◆ 8.7% Engineering and Construction
- ◆ 7.1% Public Sector
- ◆ 6.6% Oil and Gas
- ◆ 4.6% Consumer Goods
- ◆ 4.4% Retail
- ◆ 30.9% Other



TOP JOB TITLES

- ◆ 28.5% Middle Management
- ◆ 1.2% Technical Support
- ◆ 17.5% Technical Expert
- ◆ 15.3% Senior Management
- ◆ 6.8% Other
- ◆ 4.9% C-Level/Executive
- ◆ 3.4% Non-Management End User
- ◆ 2.2% Consultant
- ◆ 0.2% Sales/Marketing



STEPS TO EXHIBIT

STEP ONE GET A BOOTH

Establish a space for customers to meet you on Quest's vibrant show floor.

Exhibitor Showcase Tabletop (Member) - \$5,500

Exhibitor Showcase Tabletop (Partner) - \$5,000

Includes:

- 2 full conference registrations
- Pre- and post-show attendee lists (does not include email addresses or phone numbers)
- Company listing in on-site guide
- Company listing in mobile app

STEP TWO ACTIVATE YOUR BOOTH

Increase traffic to your booth with these additional opportunities

- Quest-opoly (Member) - \$1,500
- Quest-opoly (Partner) - \$1,000
- Mobile App Upgrade - \$1,000

* Paid Quest membership and participation as an exhibitor or sponsor required.

STEP THREE

SPONSOR AND ADVERTISE

Maximize your brand's exposure with Quest with these exclusive opportunities

Exhibit Sponsorships

ITEM	INVESTMENT
Exhibitor Showcase Tabletop (Member)	\$5,500
Exhibitor Showcase Tabletop (Partner)	\$5,000
Quest-opoly (Member)	\$1,500
Quest-opoly (Partner)	\$1,000
Mobile App Upgrade	\$1,000

Conference Sponsorships

ITEM	INVESTMENT
Conference Bags	\$10,000
Conference Lanyards	\$10,000
Conference Wi-Fi	\$6,000
Key cards	\$9,000
Notepads	\$5,000
Pens	\$4,000
Water Bottles	\$8,000

Networking & Party Sponsorships

ITEM	INVESTMENT
INFOCUS Welcome Reception	\$10,000
INFOCUS Party	\$10,000
Speed Networking	\$8,000
Financial Kick-off Networking	\$5,000
HCM Kick-off Networking	\$5,000
M&D & SCM Kick-off Networking	\$5,000
Technology Kick-off Networking	\$5,000

Content Sponsorships

ITEM	INVESTMENT
INFOCUS Super Session	\$15,000
Financial Track Spotlight Session	\$6,000
HCM Track Spotlight Session	\$6,000
Technology Track Spotlight Session	\$6,000
M&D & SCM Track Spotlight Session	\$6,000
Vendor Awareness Session	\$3,000 - \$3,500
Community Insight - Printed Customer Story	\$3,000

Advertising Sponsorships

ITEM	INVESTMENT
Pre or Post-Event Email	\$4,000
Email Sponsorship - Education Live	\$2,500
Email Sponsorship - Agenda Builder (Schedule Live)	\$2,500
Email Sponsorship - Final Pre-Event Logistics	\$3,500
Email Sponsorship - Registration Confirmation	\$5,000
Digital Ad Event	\$3,000-\$4,000
Mobile App Title Sponsor	\$5,000

QUEST PARTNER PROGRAM

**Get access to Quest digital community,
which includes:**

- Online community access
- Content contribution opportunities
- Networking opportunities
- Vendor Directory listing



Forum
participation



Special Interest
Group participation



Member Directory
Connections

Current Partner List

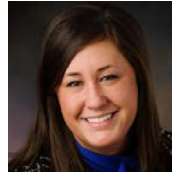
ALLOut Security	Edict Systems	IntelliChief	ReportsNow
Appsian	Elire	ITCROSS	RST Solutions
Asset Management Solutions	Esker	JDETips	Sierra-Cedar
Bottomline Technologies	Forza	K-Rise Systems	SmarterCommerce
brij	Grant Thornton	L&T Infotech	Steltix
Canon Information and Imaging Solutions	GSI	Magic Software	Syntax
Circular Edge	HighStreet	Mipro	TeamCain
CSS	Hyland Software	OneVision	terillum
Denovo	IBM	Preferred Strategies	Velocity
DWS	iLearnERP	Presence of IT	Versapay
	insightsoftware	QSoftware	WorkStrategy

Benefit Description	Platinum Elite	Platinum	Gold	Silver	Cobalt	Copper (10, or fewer employees)
Spending Threshold	\$100,000	\$60,000	\$40,000	\$25,000	N/A	N/A
Membership Price	\$12,500	\$12,500	\$7,500	\$4,000	\$2,500	\$1,500
Membership						
Community Log-Ins	40	25	15	8	3	1
Ability To Sponsor/Exhibit At Reconnect and/or Infocus	X	X	X	X	X	X
Inclusion In Quest Online Vendor Directory	X	X	X	X	X	
Enhanced Online Vendor Directory Listing	X	X	X	X		
Member Directory Access	X	X	X	X	X	X
Online Community Privileges; Vendor Badge, Forum Access, Networking Access	X	X	X	X	X	X
Digital Marketing & Branding						
Newsletter Sponsorship	2	1				
Digital Roundtable Sponsorship	2	1				
Dedicated Promotional Email	1					
Published Blog Post (Quarterly)	4/yr	3/yr	2/yr	1/yr		
Quest Website Display Ads	3	2	2	1		
Inclusion On Digital Partner Page	X	X	X	X		
Ability To Purchase Digital Sponsorships	X	X	X	X	X	X
Ability To Purchase Online Learning Sponsorships (i.e. webinars)	X	X	X	X	X	X
Event Presence & Branding						
Priority Booth Selection	Tier 1	Tier 2	Tier 3	Tier 4		
Collaborate Registration member discount	X	X	X	X	X	1
Priority vendor awareness session sign-up	Tier 1	Tier 2	Tier 3	Tier 4		
Partner recognition in event/signage/collateral	Tier 1	Tier 2	Tier 3	Tier 4		

VENDOR TEAM CONTACT INFO



MICHAEL MARKS | Manager, Vendor Relations
michael.marks@questoraclecommunity.org
859.219.3591



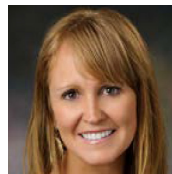
ALYSSA LANTER | Senior Specialist, Vendor Experience
alyssa.lanter@questoraclecommunity.org
859.226.4378



AUSTIN DEMUTH | Account Executive
austin.demuth@questoraclecommunity.org
859.219.4271



MATT WHITAKER | Account Executive
matt.whitaker@questoraclecommunity.org
859.219.3623



KIM WOOLUM | Account Executive
kim.woolum@questoraclecommunity.org
859.219.3548

Upcoming Events

Quest Experience Week

November 12-15, 2019 | Quest Virtual Event

COLLABORATE

Mandalay Bay Resort & Casino

April 19-23, 2020

RECONNECT

Hyatt Regency St. Louis at the Arch

July 21-23, 2020

INFOCUS

Sheraton Denver Downtown

August 25-27, 2020

WHY PARTNER WITH QUEST?

- Reach thousands of Oracle Customers
- Showcase your solutions
- Build your pipeline with new prospects
- Demonstrate your expertise and thought leadership
- Accelerate networking opportunities
- Generate leads and develop deals
- Build brand awareness



Quest
Oracle
Community