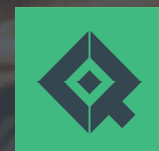# 2020
PROSPECTUS

EVENTS, SPONSORSHIPS AND PARTNER OPPORTUNITIES

One global community.
Three events.
Unlimited digital reach.
Thousands of JD Edwards, PeopleSoft,
Cloud Applications, and Database & Technology Users.

Quest
Oracle
Community

Table of Contents

Quest
Oracle Community

Three Events, Four Digital Product Communities, Thousands of Prospects

Join us to increase your business revenue.

Why partner with Quest?

• Reach thousands of Oracle customers through the Quest community and face-to-face events

• Showcase your solutions across four distinct audiences: JD Edwards Community, PeopleSoft Community, Cloud Applications Community, and Database & Technology Community

• Build your pipeline with new prospects from more than 25+ industries and 90+ countries

• Demonstrate your expertise and thought leadership by contributing presentations, white papers, blog posts and participating in community forums

• Accelerate networking opportunities with new and existing customers

• Generate leads and develop deals by sponsoring or exhibiting at one or more of Quest's 3 events

• Build brand awareness via digital sponsorships, online participation, social media and network

Quest
Oracle Community

A global community of JD Edwards, PeopleSoft, Oracle Cloud and Oracle Database & Technology users.

65,000+
Quest Community Members

90+
Countries Represented

PeopleSoft
18,323
Engaged Users

Cloud
11,000
Engaged Users

JD Edwards
13,241
Engaged Users

Database and Technology
18,615
Engaged Users

One Community, Three Events
Unlimited Digital Opportunities

Expand your pipeline and increase your revenue by partnering with Quest.

COLLABORATE 20

Mandalay Bay Resort & Casino
April 19 - 23, 2020

Created by users for users, C20 brings IT strategists, users and developers together with Oracle teams and vendor experts to share inspiration, insights and solutions.

PeopleSoft RECONNECT

Hyatt Regency St. Louis at the Arch
July 21 - 23, 2020

The premier deep-dive conference for PeopleSoft users

JD Edwards INFOCUS

Sheraton Denver Downtown
August 25 - 27, 2020

The premier deep-dive conference for JD Edwards users

Digital Events | QXW Quest Experience Week | PeopleSoft **Industry Day** | Global PeopleSoft Day | **Cloud** Webinar Series

Receptions

Quest organizes and hosts targeted receptions at various Oracle events throughout the year such as Oracle OpenWorld, Modern Business Experience and more. Please inquire if you are interested in sponsoring one of these events.

Online Learning and Digital Sponsorships

Webinars   Member Advertising

Blog & Customer Stories

COLLABORATE 20

TECHNOLOGY & APPLICATIONS FORUM
FOR THE ORACLE COMMUNITY

Mandalay Bay Resort & Casino
April 19 - 23, 2020

Created by users for users, C20 brings IT strategists, users and developers together with Oracle teams and vendor experts to share inspiration, insights and solutions.

COLLABORATE helps you transform your business through Oracle road maps, 1,000+ user best practice sessions, training and certification opportunities, hands on demos, and hundreds of partners and solutions.

PeopleSoft

235
Customers Attendees

114
Customer Companies

35
New Quest Customer Companies

JD Edwards

554
Customers Attendees

257
Customer Companies

111
New Quest Customer Companies

Cloud

66
Customers Attendees

46
Customer Companies

35
New Quest Customer Companies

Database & Technology
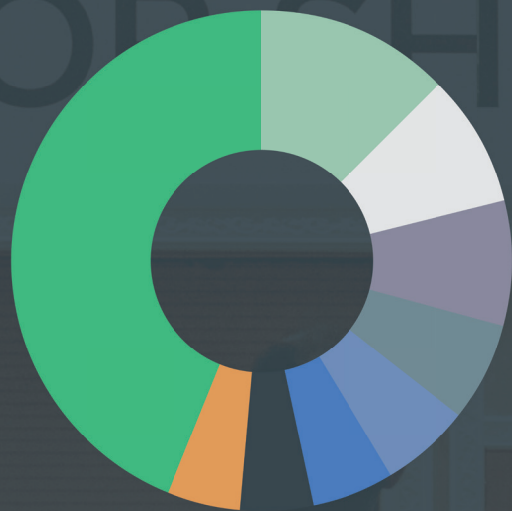
308
Customers Attendees
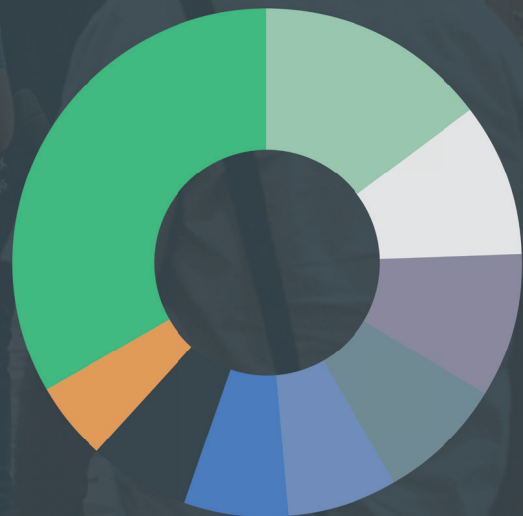
155
Customer Companies

70
New Quest Customer Companies

TOP INDUSTRIES

- ◆ **12.6%** Industrial Manufacturing
- ◆ **8.6%** Professional Services
- ◆ **8.0%** Public Sector
- ◆ **6.5%** High Technology
- ◆ **5.7%** Utilities
- ◆ **5.3%** Financial Services
- ◇ **4.9%** Healthcare
- ◆ **4.7%** Oil & Gas
- ◆ **43.7%** Other

TOP JOB TITLES

- ◆ **14.0%** Analyst/System Analyst
- ◇ **9.7%** Database Administrator (DBA)
- ◆ **9.4%** App Manager/Admin/Engineer
- ◆ **8.0%** Consultant
- ◆ **7.1%** Director or Manager of IS/IT
- ◆ **6.8%** C-Level/Executive Management (CEO, CIO, CFO, etc.) or VP of IS/IT/Ops
- ◇ **6.4%** Business Analyst
- ◆ **5.0%** Developer/Programmer
- ◆ **33.5%** Other

STEPS TO EXHIBIT

STEP ONE
GET A BOOTH

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

$5,550 per 10x10 booth includes:

- 1 full conference registration
- 3 exhibit-hall only registrations
- Pre- and post-show attendee lists (does not include email addresses or phone numbers)
- Company listing in pocket event guide
- Company listing on conference mobile app

$3,750 for kiosk includes:

- 1 small kiosk in combined area with your logo on the kiosk banner
- 1 exhibit-hall only registration
- Pre- and post-show attendee lists (does not include email addresses or phone numbers)

STEP TWO
ACTIVATE YOUR BOOTH

Increase traffic to your booth with these additional opportunities

- Quest-opoly - $1,000 to $2,000
- Bag Drop - All attendee bags - $7,500
- Bag Drop - Quest bags - $4,500
- Mobile App Upgrade - $500

STEP THREE
SPONSOR AND ADVERTISE

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

Exhibit Sponsorships

ITEM	INVESTMENT
Booth	$5,550
Standard Kiosk	$3,750
Quest-opoly	$1,000-$2,500
Networking and Experiential Hubs	$35,000-$45,000
Headshot Booth Sponsorship	$20,000

Conference Sponsorships

ITEM	INVESTMENT
Conference Lanyard Sponsorships	$25,000
Water Bottle Sponsorships	$12,500
Conference Bags	$30,000

Program Sponsorships

ITEM	INVESTMENT
JD Edwards Executive Forum Sponsorship	$10,000
PeopleSoft Executive Forum & Executive Reception Sponsorship	$4,000
Women in IT Sponsorship	$10,000
Speed Networking	$10,000

Networking & Party Sponsorships

ITEM	INVESTMENT
Cloud Welcome Party	$2,500
Database & Technology Welcome Party	$3,500
JD Edwards Welcome Party	$5,000
PeopleSoft Welcome Party	$3,500
Wednesday Night Party – Bungalow	$5,000
Wednesday Night Party – Cabana	$3,000
Geek Meet Sponsorship	$5,000

Content Sponsorships

ITEM	INVESTMENT
Oracle CX Cloud Super Session	$8,000
Oracle ERP Cloud Super Session	$8,000
Oracle HCM Cloud Super Session	$8,000
Oracle SCM Cloud Super Session	$6.000
PeopleSoft Super Session	$12,500
JD Edwards Super Session	$12,500
Database & Technology Super Session	$12,500
Vendor Awareness Session	$4,500

Advertising Sponsorships

ITEM	INVESTMENT
Pre or Post-Event Email	$6,500
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
All Attendee - Bag Drop	$7,500
Quest Attendee - Bag Drop	$4,500
Digital Event Ad	$3,000-$4,000
Mobile App Title Sponsor	$7,500

PeopleSoft
RECONNECT

Hyatt Regency St. Louis at the Arch
July 21 - 23, 2020

The premier deep-dive conference
for PeopleSoft users

Come for the Content

There's something for everyone! RECONNECT features
more than 200 deep-dive sessions across industry tracks.

Stay for the Networking

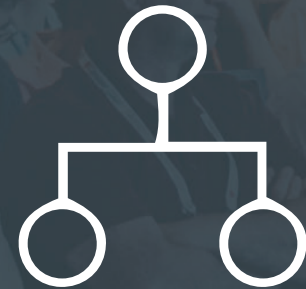Exchange ideas and insights with hundreds of users like you.

Learn from the Experts

Access more in-depth information about PeopleSoft
than anywhere else.
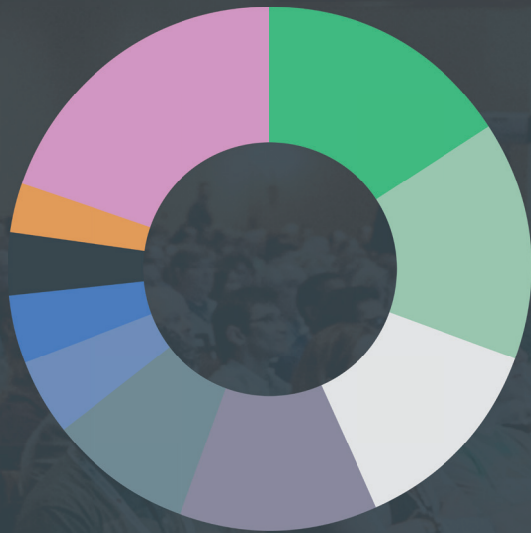
440
Total Customers Attendees
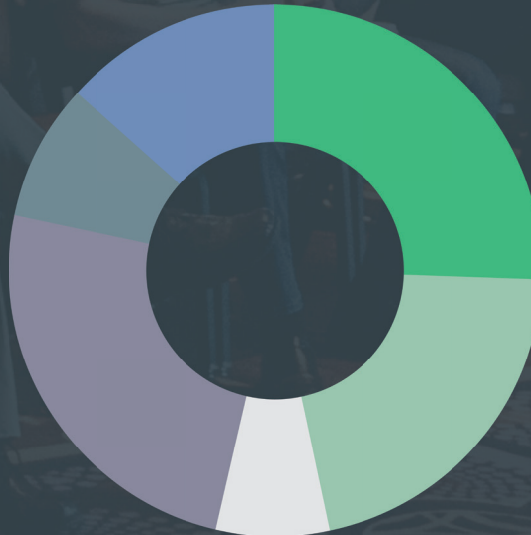
186
Customer Companies

100
New Customer
Companies

TOP INDUSTRIES

◆ **16.2%** Public Sector
◆ **15.0%** Financial Services
◆ **13.0%** Education and Research
◆ **10.5%** Healthcare
◆ **9.1%** Insurance
◆ **4.8%** Manufacturing Supply Chain
◆ **4.3%** Utilities
◆ **4.1%** Aerospace and Defense
◆ **3.0%** Professional Services
◆ **20.0%** Other

TOP JOB TITLES

◆ **25.7%** Technical/Technical Support

◆ **21.0%** Technical Expert

◆ **7.1%** Non-Managment End User
(AP/AR, Customer Services, etc.)

◆ **24.6%** Middle Management
(Supervisor, Manager, etc.)

◆ **8.4%** Senior Management
(President, Director, etc.)

◆ **13.2%** Other

STEPS TO EXHIBIT

STEP ONE
GET A BOOTH

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

Exhibitor Double Booth - $9,000 (Member)/$8,000 (Partner)
Exhibitor Booth - $4,500 (Member)/$4,000 (Partner)

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 - $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 Double Booth (Partner/Member)	$8,000 - $9,000
Exhibitor Booth (Partner/Member)	$4,000 - $4,500
Quest-opoly	$1,000
Mobile App Upgrade	$1,000

Conference Sponsorships

ITEM	INVESTMENT
Notepads	$4,000
Water Bottles	$5,000
Conference Bags	$6,500
Conference Wi-Fi	$4,500

Networking & Party Sponsorships

ITEM	INVESTMENT
RECONNECT Welcome Reception	$5,000
RECONNECT Party	$5,000
Speed Networking	$8,000

Content Sponsorships

ITEM	INVESTMENT
Vendor Awareness Session	$2,000-$2,500
Community Insight - Printed Customer Story	$3,000
RECONNECT Super Session	$12,500

Advertising Sponsorships

ITEM	INVESTMENT
Pre or Post-Event Email	$2,500
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	$3,500
Digital Event Ad	$3,000-$4,000
Mobile App Title Sponsor	$5,000

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

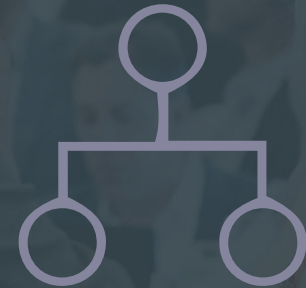Exchange ideas and insights with hundreds of users like you.

Learn from the Experts

Access more in-depth information about JD Edwards than anywhere else.
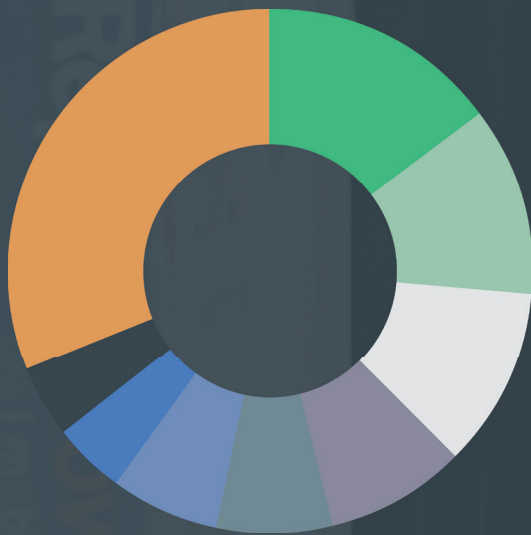
596
Total Customers Attendees
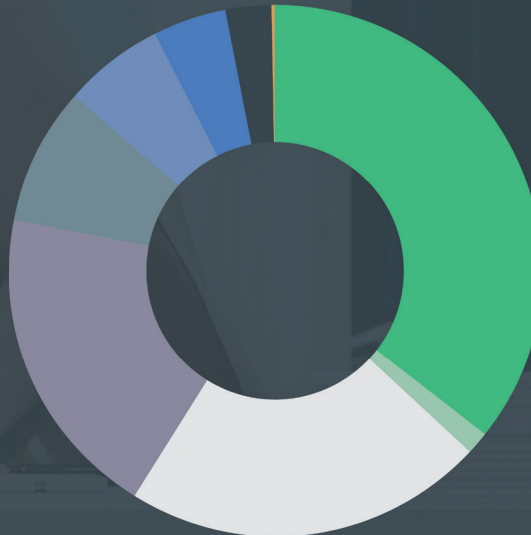
262
Customer Companies

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

August 20 - 22, 2018

Denver, CO // Sheraton Downtown Denver
jdedwardsinfocus.com

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

DIGITAL EVENTS

QXW QUEST EXPERIENCE WEEK

Quest Experience Week (QXW) offers conference-quality education in a completely digital environment.

Sponsorship opportunities
- QXW Cloud Day - **$7,000**
- QXW Database & Technology Day - **$7,000**
- QXW JD Edwards Day - **$7,000**
- QXW PeopleSoft Day - **$7,000**

Contact us to learn about QXW 2019 opportunities!

Throughout the year Quest holds multiple digital events, targeted to specific industries, users, etc.

Global PeopleSoft Day

PeopleSoft **Industry Day**

Cloud Webinar Series

If you are interested in sponsoring a Quest targeted digital event, contact the vendor relations team for more information.

QXW by the numbers

PeopleSoft

Satisfaction: **4.48**
Attendance Average: **128**
Registration Average: **178**
Increased by 10% YOY

868 Unique Attendees	**364** Unique Attendee Companies	**1204** Unique Registered	**468** Unique Registered Companies

JD Edwards

Satisfaction: **4.55**
Attendance Average: **69**
Registration Average: **103**
Increased by 15.8% YOY

458 Unique Attendees	**245** Unique Attendee Companies	**668** Unique Registered	**325** Unique Registered Companies

Cloud

Satisfaction: **4.66**
Attendance Average: **18**
Registration Average: **32**
Increased by 10% YOY

112 Unique Attendees	**78** Unique Attendee Companies	**206** Unique Registered	**125** Unique Registered Companies

Database Day

NEW IN 2019!

ONLINE LEARNING

Ways to Participate

Online Learning Sponsorship Opportunities
- Hosted Webinar
  - **$3,500** (Partner rate)
  - **$4,000** (Member rate)
- Promotion-only Webinar
  - **$2,000** (Partner rate)
  - **$2,500** (Member rate)

PeopleSoft

139
Average Registrants Per Webinar

5,062
Unique Attendees

3,434
Unique Companies Attending

Industry Breakdown

24.7%	Education	4.2%	Software - Other
13.3%	Govt. - State & Local	4.1%	Insurance
8.2%	Hospital, Clinic, Doctor Office	3.4%	Manufacturing
4.2%	Financial Services - Other	30.2%	Other

JD Edwards

66
Average Registrants Per Webinar

1,807
Unique Attendees

1,040
Unique Companies Attending

Industry Breakdown

22.5%	Manufacturing	3.5%	Real Estate
17.6%	Consulting	2.7%	Transportation & Distribution
11.9%	Software - Other	2.5%	Retail
6.4%	Energy, Chemicals,	27%	Other
6.0%	Govt. - State & Local		

Cloud

52
Average Registrants Per Webinar

835
Unique Attendees

535
Unique Companies Attending

Industry Breakdown

17.8%	Consulting	4.7%	Govt. - State & Local
17.4%	Software - Other	3.6%	Financial Services
9.2%	Education	3.6%	Hospital, Clinic, Doctor Office
6.5%	High Tech - Other	31.1%	Other
6.0%	Manufacturing		

Database & Technology

NEW IN 2019!

DIGITAL SPONSORSHIPS

- Sponsored Blog - **$2,500**
- Sponsored Customer Story - **$2,500**
- House Advertisements - **$3,000**

Average Page Views Per Quarter

25,372
Total Page Views

12,320
Blogs

6,081
Videos

2,254
Customer Stories

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	terillium
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)
Investment	$100,000	$60,000	$40,000	$25,000	$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
Ability To Sponsor Quest Webinars	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	
Ability To Purchase Targeted Digital Advertising	X	X	X	X	X	
Guest content contributor access	X	X	X	X		
Event Presence & Branding						
Priority Booth Selection	X	X	X	X		
Collaborate Registration member discount	X	X	X	X	X	1
Priority vendor awareness session sign-up	P1	P2	P3	P4		
Partner recognition in event/signage/collateral	P1	P2	P3	P4		

NOTES

VENDOR TEAM CONTACT INFO

MICHAEL MARKS | Manager, Vendor Relations
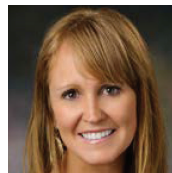michael.marks@questoraclecommunity.org
859.219.3591
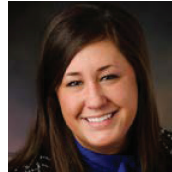
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859.219.4271

MATT WHITAKER | Account Executive
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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**