



Bringing Leaders Together...

To Empower Solutions

Summit Sponsorship and Exhibit Opportunities



DEFENSE LEADERSHIP FORUM



Bringing Leaders Together... To Empower Solutions





UPCOMING EVENTS

PACIFIC DEFENSE CONTRACTING SUMMIT

OCTOBER 17 - 19, 2023

Honolulu, Hawaii

Waikiki Beach Marriott Resort & Spa

AIR FORCE CONTRACTING SUMMIT

February 22 - 23, 2024

Orlando, Florida

Rosen Centre Hotel Orlando

NAVY CONTRACTING SUMMIT

June 11 - 12, 2024

Norfolk, Virginia

Hilton Norfolk The Main

PACIFIC DEFENSE CONTRACTING SUMMIT

October 8 - 10, 2024

Honolulu, Hawaii

Waikiki Beach Marriott Resort & Spa



Visit www.usdlf.org to learn more about each event.



Why Sponsor or Exhibit?

The Defense Leadership Forum has a long history of producing highly-valued defense contracting conferences. Thousands of Congressional, military, government, and business leaders have participated in our annual events.

There are a variety of opportunities at our Summits to meet government and military decision-makers and industry professionals.

In addition to the General Session presentations, our events feature a VIP Networking Reception, Networking Lunch with Exhibitors, and an invitation-only Leadership Roundtable Discussion.

Our Summits also feature matchmaking sessions, which have been highly successful in allowing Small Businesses and Prime Contractors to identify potential alliances and teaming partners.

Display your products, services, and technologies to hundreds of business professionals and decision-makers representing a variety of defense specialties.

Reach more people.

Build connections.

Grow your business.

Participants in our numerous defense events have included:

Speakers

LtGen Charles Chiarotti, Deputy Commandant, Installations and Logistics, U.S. Marine Corps
MG Jeffrey Milhorn, Deputy Commanding General for Military and International Operations, Army Corps of Engineers
Delia A. Adams, Sr Acquisition Executive, Acquisition Directorate, Army Installation Management Command
RDML John Adametz, Commander, NAVFAC Pacific
BG Greg Chaney, Commander, Texas National Guard
MG Patrick W. Burden, Deputy Commanding General for Combat Systems, Army Futures Command
Col Paul Porter, Director of Contracting, 502nd Contracting Squadron, Joint Base San Antonio
Dr. David Smith, Director, Air Force Production and Flight Test Facility Plant 42, Edwards Air Force Base
Lt Col Walter McMillan, Chief, Innovation, US Space Force
Brad Chedister, Chief Technology & Innovation Officer, DEFENSEWERX
Katherine Arrington, Chief Information Security Officer, Office of the Under Secretary of Defense for Acquisition and Sustainment
James Balocki, Deputy Assistant Secretary of the Navy, Installations and Facilities
Mark Correll, Deputy Assistant Secretary of the Air Force for Environment, Safety and Infrastructure
Maj John Sidor, Commander, 1st Special Operations Contracting Squadron, USAF Hurlburt Field
Col Kevin "Astro" Murray, Director - Science & Technology, Marine Corps Warfighting Laboratory
Megan Dake, Director of Contracts, MARCORSYSCOM
Brad Crosby, CCO Norfolk Naval Shipyard, NAVSEA
CDR Jackie B. Hurse, Chief of the Contracting Office, Mid-Atlantic Regional Maintenance Center
CAPT Thomas Neville, Commander, Defense Logistics Agency/Distribution Norfolk
RADM Mark R. Whitney, Director, Fleet Maintenance, US Fleet Forces Command
 and many more

Military Commands & Bases

Air Force Armament Directorate
 Air Force Nuclear Weapons Center
 Air Force Research Laboratory
 Edwards AFB
 Vandenberg AFB
 Fleet Forces Command
 NAVFAC
 NAVSUP
 NAVAIR
 NAVSEA
 Norfolk Naval Base
 MARCORSYSCOM
 Army Installation Management Command
 U.S. Army Corps of Engineers
 Joint Base San Antonio
 Red River Army Depot
 U.S. Space Force
 and more

Government Agencies

Defense Logistics Agency
 Defense Health Agency
 Defense Advanced Research Projects Agency
 U.S. Small Business Administration
 U.S. General Services Administration
 Procurement Technical Assistance Centers
 NASA SEWP
 and more

Industry

<p> 3M ADS, Inc. AECOM American States Utility Services ARMA Global GDIT Bank of America Bechtel Boeing Booz Allen Hamilton CACI CGI Federal Chenega Corporation ComplyUp CPI Aero Doosan Bobcat Eaton Corporation EBI Consulting Edex Machining, LLC Enerpac Fluor Corp Gordian Gulf Power Harris </p>	<p> HDR Honeywell HP IBM IMSM InDyne, Inc. Jacobs Engineering Johnson Controls KBR Konica Minolta L-3 Communications Leonardo DRS Lockheed Martin Louis Berger Group Mohawk Valley Materials Northrop Grumman Parsons Projects Unlimited PwC Schneider Electric Siemens West-Mark and many others </p>
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Industries Represented

Aerospace/Avionics
 AI & Machine Learning
 Agriculture/Food
 Armaments
 Banking/Finance
 Building/Construction
 Cybersecurity
 Education/Training
 Electronics & Microsystems
 Energy & Sustainability
 Engineering
 Environmental
 Health/Medical/Biotech
 Hospitality
 Manufacturing
 Mining
 Technology
 Transportation
 Shipbuilding
 Other

Business Size

37% Large
11% Medium
57% Small

Speaker Type

70% Military/Government
28% Industry
2% Non-Profit / Academia

Attendee Type

40% Business Attendees
27% Sponsor Attendees
17% Exhibit Attendees
15% Government & Military Attendees
1% News Media

Industry Attendee Role

17% Vice President
15% Business Development
15% Manager
15% Director
10% President
10% Sales
6% CEO
5% Owner
7% Other

Past Event

Attendee Count

Including in-person and virtual participants

700+ Air Force Contracting Summit
500+ Navy Contracting Summit
300+ Southwest Defense Contracting Summit
300+ Pacific Defense Contracting Summit
250+ MILCON Contracting Summit





Bringing Leaders Together... To Empower Solutions.

“Even today we set up a JV to execute a project on a military base, and we're looking for many more to come. It's been a great opportunity for us to build relationships through the Defense Leadership Forum network.”

Matthew Garry, President & CEO, RapidBuilt, Summit Sponsor

“We were able to address fundamentally the need for both communities, that is the public sector community and the private sector community to come together, to partner, to collaborate. to operate based on trust. It was a very worthwhile session.”

*General Norton Schwartz, 19th Chief of Staff of the Air Force
Air Force Contracting Summit, Keynote Speaker*

“The event was truly great and a success.”

*André J. Gudger, Former Deputy Assistant Secretary of Defense
Air Force Contracting Summit, Keynote Speaker*

“The Summit offered a great opportunity for small businesses to learn more about contracting and sub-contracting with the Defense Department.”

*Debbie Brown, Deputy District Director, North Florida District
U.S. Small Business Administration*

TOP SPONSORSHIP OPPORTUNITIES

DIAMOND

1 Spot per Event

- 2-Day Summits: \$15,000 with Exhibit / \$13,500 (No Exhibit)
- 3-Day Summits (Pacific): \$20,000 with Exhibit / \$18,500 (No Exhibit)
- Special Strategy Sessions with DLF Team
- Promotional e-Advisory featuring your defense solutions
- All benefits listed in Titanium package below
- Plus additional benefits - Inquire for more information.



TITANIUM

2 Spots per Event
PDCS23 - 1 Spot Remaining

- 2-Day Summits: \$10,500 with Exhibit / \$9,500 (No Exhibit)
- 3-Day Summits (Pacific): \$12,000 with Exhibit / \$10,000 (No Exhibit)
- Invitation to provide 15-Min Speaking Presentation
- 5 Passes including access to General Sessions*
- Corporate Marketing Material Provided to Participants
- Invitation to host a Matchmaking Session/Virtual Meet
- Recognition in Summit Materials and Website
- Photos of Your Participation in the Summit
- Digital Copies of Summit Presentations & Materials
- Access to Lunch & VIP Reception
- Virtual Access to the Summit via the Event App
- And more - Inquire for additional details.



PLATINUM

3 Spots per Event
PDCS23 - 1 Spot Remaining

- 2-Day Summits: \$8,000 with Exhibit / \$7,500 (No Exhibit)
- 3-Day Summits (Pacific): \$8,500 with Exhibit / \$8,000 (No Exhibit)
- Invitation to provide 10-Min Speaking Presentation (Inquire for Availability)
- 4 Passes including access to General Sessions*
- Invitation to host a Matchmaking Session/Virtual Meet
- Corporate Marketing Material Provided to Participants
- Recognition in Summit Materials and Website
- Photos of Your Participation in the Summit
- Digital Copies of Summit Presentations & Materials
- Access to Lunch & VIP Reception
- Virtual Access to the Summit via the Event App
- And more - Inquire for additional details.



GOLD

4 Spots per Event

- 2-Day Summits: \$6,000 with Exhibit / \$5,500 (No Exhibit)
- 3-Day Summits (Pacific): \$7,000 with Exhibit / \$6,000 (No Exhibit)
- Invitation to provide a 5-Min Speaking Presentation
- Invitation to host a Matchmaking Session/Virtual Meet
- 3 Passes including access to General Sessions*
- Recognition in Summit Materials and Website
- Photos of Your Participation in the Summit
- Digital Copies of Summit Presentations & Materials
- Access to Lunch & VIP Reception
- Virtual Access to the Summit via the Event App
- And more - Inquire for additional details



* Please note that each sponsorship package includes a different quantity of attendee passes. You may purchase additional passes for a reduced rate -- see details on Page 8.

Let us take your event experience to the next level!

Email us to set up a call with our team today.

ADDITIONAL SPONSORSHIP OPPORTUNITIES

SUMMIT LUNCH

1 Spot per Event

2-Day Summits: \$7,000 with Exhibit / \$6,000 (No Exhibit)

3-Day Summits (Pacific): \$7,500 with Exhibit / \$6,500 (No Exhibit)

- Invitation to host a Matchmaking Session / Virtual Meet
- Opportunity to provide brief remarks before the Lunch Break on Day 1
- 3 Passes including access to General Sessions*
- Recognition in Summit Materials
- Digital Copies of Summit Presentations & Materials
- Access to Lunch & VIP Reception
- Virtual Access to the Summit via the Event App
- And more - Inquire for additional details



VIP NETWORKING RECEPTION

3 Spots per Event

2-Day Summits: \$5,500 with Exhibit / \$4,500 (No Exhibit)

3-Day Summits (Pacific): \$6,000 with Exhibit / \$5,000 (No Exhibit)

- Invitation to host a Matchmaking Session/Virtual Meet
- Opportunity to provide brief remarks at the Reception
- 2 Passes including access to General Sessions*
- Recognition in Summit Materials
- Digital Copies of Summit Presentations & Materials
- Access to Lunch & VIP Reception
- Virtual Access to the Summit via the Event App
- And more - Inquire for additional details



CONTRIBUTING

5 Spots per Event

2-Day Summits: \$3,100 with Exhibit / \$2,000 (No Exhibit)

3-Day Summits (Pacific): \$3,500 with Exhibit / \$2,500 (No Exhibit)

- Invitation to host a Matchmaking Session/Virtual Meet
- Invitation to provide brief remarks during General Sessions (Inquire)
- 2 Passes including access to General Sessions*
- Recognition in Summit Materials
- Digital Copies of Summit Presentations & Materials
- Access to Lunch & VIP Reception
- Virtual Access to the Summit via the Event App
- And more - Inquire for additional details



SMALL BUSINESS SPONSORSHIP

2-Day Summits: \$1,995 with Exhibit / \$1,495 (No Exhibit)

3-Day Summits (Pacific): \$2,500 with Exhibit / \$1,495 (No Exhibit)

- Opportunity to distribute promotional literature near Registration Area
- 2 Passes including access to General Sessions*
- Recognition in Summit Materials
- Digital Copies of Summit Presentations & Materials
- Access to Lunch & VIP Reception
- Virtual Access to the Summit via the Event App
- And more - Inquire for additional details



ADDITIONAL SPONSOR ATTENDEE PASSES

2-Day Summits: \$495 includes VIP Reception Access

3-Day Summits (Pacific): \$495 includes VIP Reception Access

* Please note that each sponsorship package includes a different quantity of attendee passes. You may purchase additional passes for a reduced rate -- see details above.



CONTACT US at Marketing@defenseleadershipforum.org to set up a call to discuss which package will work best for your company!

IN-PERSON EXHIBIT PACKAGES

STANDARD EXHIBIT PACKAGE

2-Day Summits: \$1,900 (Full Rate \$2,400)

3-Day Summits (Pacific): \$2,000 (Full Rate \$2,500)

- Exhibit Table Top with (1) table and chairs
- Space up to 8ft wide for approved display items
- Recognition in Summit Materials
- Digital Copies of all Summit Presentations
- 2 Passes with Access to General Sessions, Networking Lunch & VIP Reception
- Virtual Access to the Summit via the Event App

LARGE EXHIBIT PACKAGE

Inquire about availability of an early-rate discount

2-Day Summits: \$2,400 (Full Rate \$2,900)

3-Day Summits (Pacific): \$2,500 (Full Rate \$3,000)

- Exhibit Table Top with (1) table and chairs
- Space up to 10ft wide for approved display items
- Recognition in Summit Materials
- Digital Copies of all Summit Presentations
- 2 Passes with Access to General Sessions, Networking Lunch & VIP Reception
- Virtual Access to the Summit via the Event App

ADDITIONAL EXHIBITOR ATTENDEE PASSES

2-Day Summits: \$495 includes VIP Reception Access

3-Day Summits (Pacific): \$495 includes VIP Reception Access

EXHIBITOR DETAILS:

Exhibitor Areas vary per event and may include space inside the General Session room, pre-function and registration areas, or a separate Exhibit Hall. Inquire for more details per event. No carpeting or pipe & drape needed. This includes table-top exhibit space only. A table and chairs will be provided. Standard Exhibit includes space up to 8ft wide for display items. The use of up to (2) Pop-Up Banners or a backdrop is permitted with a Standard Exhibit space not to exceed the allotted 8ft width. Large Exhibit includes space up to 10ft wide for display items and a backdrop display up to 10ft wide max. Other display items must be cleared with the event staff prior to registration. Electrical service and other ancillary items such as internet connections are not included in exhibit registration. Complete exhibit details will be available for download on each event page on our website at least 30 days prior to the event.

IN-PERSON ATTENDEE PASS OPTIONS

BUSINESS ATTENDEE PASS

- Early Rate Pricing is available, visit our website for the current rates.

Does not include VIP Reception Access

2-Day Summits: \$695 to \$1,095

3-Day Summits (Pacific): \$795 to \$1,195

VIP BUSINESS ATTENDEE PASS

- Early Rate Pricing is available, visit our website for the current rates.

Includes VIP Reception Access

2-Day Summits: \$895 to \$1,195

3-Day Summits (Pacific): \$895 to \$1,295

ADDITIONAL SPONSORSHIP & BRANDING OPTIONS

Add to any Sponsor/Exhibit Package:

- **Registration/Lanyard Sponsor** - Inquire for pricing and availability
- **Refreshment/Coffee Break Sponsor** - Inquire for pricing and availability
- **Networking Breakfast Sponsor** - Inquire for pricing and availability
- **Internet Connectivity/Live Stream Sponsor** - Inquire for pricing and availability



VIRTUAL PARTICIPATION

Access to the Virtual App is available to all In-Person and Virtual Attendees!

VIRTUAL ATTENDEE PASS

AFCS, SWDCS, NCS, MILCON: \$95 Early-Rate (\$195 Full Price)
 PDCS: \$195 Early-Rate (\$295 Full Price)

- Online Live Access to all Speaker Presentations and Access to Presentation Slides
- Ability to set up a Personal Attendee Profile via the Event App
- Connect and set up Virtual Meets or Chat with In-Person and Virtual Attendees
- Opportunity to Send Questions for Speakers in Advance of the Summit
- Access to all Summit Presentations, Materials, and Attendee Profiles
- Access to the event App for 3 Months after the Summit Concludes
- Access to the event app helpdesk support
- Access to event week special offers



Ukova

MOBILE APP SPONSORSHIP

Exclusive Opportunity - Inquire for details

Opting for Virtual Attendance:

We welcome you and look forward to exploring and experiencing together the new virtual ways of doing business:

- Download and test the event app and set up your networking profile a week prior to the event and enjoy the flexibility of accessing the Agenda, Attendee profiles, and other Summit information. Make business connections from the comfort of your home/office.
- Be advised that any socially and professionally inappropriate comments in the Q&A or Community Connect sections will be immediately removed by the DLF event team.
- Be patient and understanding in case any technical glitches occur.
- Actively participate in Q&A's and polls.
- Actively utilize the app's connectivity feature to request and set up virtual appointments with other attendees.
- Access to all presentations and attendee profiles will be available for viewing for the 3 months following the Summit.

Connect with other Attendees and manage your Virtual Attendee profile through the Event App!



Register Online at www.usdlf.org
or email us for more information
marketing@defenseleadershipforum.org

Defense Leadership Forum

ABOUT US

The Defense Leadership Forum is a public service organization bringing together Congressional leaders, Pentagon officials, military base commanders, and business representatives to identify the best solutions to defend the United States.

We organize educational forums in the Washington, DC area and throughout the country. Our highly regarded conferences provide the latest information on Defense Department budgets; the mission and contracting priorities of the U.S. Navy, U.S. Army, U.S. Air Force, and U.S. Marine Corps; the mission and contracting priorities of specific military commands and military bases; and details on specific new military contracts in all areas of procurement, including ships, aircraft, tanks, missiles, ammunition, vehicles, electronics systems, communications systems, information systems, energy, intelligence, cyber security, military construction, facilities, military family housing, health, infrastructure modernization, and more.

The Summit organizers have brought together more than 100,000 government, military, and business leaders to identify solutions to enhance the defense and security of the United States. More than 1,000 speakers have participated.

HYBRID EVENT FORMAT

Bringing leaders together is more than a phrase, it is our motto.

At the **Defense Leadership Forum**, we strive to bring military, government, and business leaders together with one simple goal — *to provide the opportunity to build connections* — leading to shared resources, partnering, and information exchanges regarding contracting opportunities. Our team has been working tirelessly to redesign our events to feature both in-person and virtual participation options. We look forward to continuing our mission of connecting the business leaders and decision-makers we serve in the defense industry via our new hybrid event format.

MATCHMAKING SESSIONS

(IN-PERSON AND VIRTUAL)

Matchmaking Meets are an opportunity to participate in meetings with representatives from various government agencies, contracting services, prime contractors, and industry professionals -- with the purpose to facilitate targeted information exchange and match needs with resources and solutions.



SOCIAL MEDIA

Be a part of the buzz year round! Make sure to follow us to stay updated and connect with others.

