



SuccessConnect

Las Vegas, September 11-13.2018 | Aria Resort & Casino

Partner Sponsorship Prospectus



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Welcome

As the Leader in Cloud Solutions for Human Resources, SAP SuccessFactors continues to renew and transform the industry. We are excited to bring the SuccessConnect conference series to a region near you and provide you with the opportunity to join HCM industry experts and business leaders while engaging with key customers and prospects.

Join SAP SuccessFactors by participating at one of the below sponsorship levels for SuccessConnect 2018, a must-attend event. We are offering new unique opportunities this year for increased participation and recognition with expanded areas to showcase your products, solutions, and services. To our legacy sponsors, we look forward to having you back! And to those who are new to SuccessConnect, welcome to the best HR conference out there! This year's event series promises to exceed all expectations!

SUCCESSCONNECT SPONSORSHIP AND EXHIBITOR ELIGIBILITY

SAP SuccessConnect is limited to companies that have a current SAP PartnerEdge agreement in good standing and have no outstanding credit issues or past due amounts with SAP or SAP Event exhibition third-party services. SAP reserves the right to reject or cancel any agreement to sponsor or exhibit.

Please direct all inquiries to:

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SuccessConnect Packages At-a-Glance

	Sapphire	Diamond	Platinum	Gold	Silver	Bronze
Details	\$120,000	\$80,000	\$55,000	\$40,000	\$22,000	\$18,000
Number of Packages	1	4	8	18	16	14
Full Conference Passes	25	20	15	12	6	4
Customer Gift Passes	15	10	5	4	2	1
Exhibit Booth Space	30' x 30'	20' x 20'	10' x 20'	10' x 20'	10' x 10'	Pod only
Logo Recognition at Opening General Session	~	~	~	~	~	~
Live on-stage Recognition by SAP SuccesssFactors' Executive at Opening General Session	~	~	~			
Conference Website Logo Recognition (with link to company Website)	Priority Placement	Priority Placement	Priority Placement	Priority Placement	~	~
Conference Area Signage	✓	~	✓	~	✓	~
45-minute Breakout Session (preferably with customer)	2	2	1	1		
Panel Discussion	✓					
Access to pre-event List of Attending Company Names	~	~	~	~	~	~
VIP Access to Evening Celebration	40	25	20	15	8	4
Access to Marketing Kit	~	~	~	~	✓	~
Reserved Private Meeting Space	✓	~	~	✓		
Private Lounge	~					
Recognition of Sponsorship in SAP SuccessFactors' pre-event Press Release	✓	✓	✓	~		
Complimentary Lead Retreival Systems	3	2	2	1		
Inclusion in pre-conference E-mail Newsletter to Registered Attendees	~	~	~			
Inclusion in post-conference E-mail Newsletter to Registered Attendees	~	~	~			
Logo Inclusion and Company Description in the Event Mobile App	✓	✓	~	~	✓	✓
Additional Full Conference Passes for Customers, Prospects and Additional Employees at 20% off the Current Registration Fee at Time of Registration	~	~	~	~	~	✓
Social Media Package	~	✓	✓			
Welcome Reception Sponsor	~	~				
Sponsorship of one of the Evening Celebration Restaurants (Shake Shack)	✓					
Closing Toast Sponsor			✓			
Inclusion in Virtual Event According to Sponsorship Level	~	~	~	✓	✓	~
Live Interview – Video Recording (approx. 10 minutes)	✓	✓	✓			
Inclusion in Gamification to Drive More Traffic to Sponsor Booths	~	~	~	~	~	~



Sapphire Sponsorship Package

\$120,000 (1 available)

As the Sapphire sponsor, you will receive highest visibility at the event. This year's Sapphire package includes a premium 30' x 30' exhibit space, two guaranteed 45-minute breakout session presentations preferably with a customer case study testimonial, one guaranteed panel discussion, full conference passes and much more.

SAPPHIRE SPONSORSHIP BENEFITS INCLUDE

On-site Presence

- Twenty-five (25) full-conference passes. Additional full conference passes for customers, prospects and additional employees can be purchased or sent by invitation at 20% off the current registration fee at the time of registration. Passes provide access to keynotes, breakout sessions, and the evening event.
- 15 customer gift passes (full conference). Passes provide access to keynotes, breakout sessions, and the evening event.
- Premium 30' x 30' exhibit space only; sponsor needs to bring own booth structure and equipment; Wi-Fi Internet access, and electricity will be provided
- Reserved private meeting space during key conference hours to host prospect/customer meetings (furniture, electricity and WIFI access provided, AV equipment not included)

- Recognition of sponsorship in SAP SuccessFactors' event-issued press release
- Inclusion in pre-conference e-mail blast to all registered attendees
- Priority placement recognizing sponsorship level on conference Website
- Pre-event list of attendees by company name only
- Access to marketing kit (includes event e-mail invite template, Web and e-mail signature banner, and sponsorissued press release template)
- Social media package to include: 3 tweets per week the 3 weeks leading up to the event and 3 tweets per day during the event



- Exclusive sponsorship of one of the Evening Celebration party restaurants (Shake Shack) on Wednesday,
 September 12, 2018
- The Sapphire sponsor will receive prime visibility at the Welcome Reception on Tuesday, September 11, 2018 in the Exhibit Hall.
- Live on-stage recognition by SAP SuccessFactors' executive during opening General Session
- Logo recognition of sponsorship level on large video screens during opening General Session
- Two (2) 45-minute breakout session presentations (Topic and content subject to SAP SuccessFactors Solution Management approval; it is preferred, but not required, that content includes a co-presentation based on customer testimonial. No sales pitches will be accepted. All speaker passes must come out of your conference pass allotment. Please note that the breakout sessions can only be facilitated if abstract, title and PPT are submitted by the given deadline. A late submission will result in a less favorable time slot for your breakout session.)
- One (1) panel discussion (Sponsor organizes the panel with a group of customers; topic and content subject to SAP SuccessFactors Solution Management approval. No sales pitches will be accepted. All speaker passes must come out of your conference pass allotment. Please note that the panel discussion can only be facilitated if abstract, title and PPT are submitted by the given deadline. A late submission will result in a less favorable time slot for your panel discussion.)
- Private lounge for the whole duration of the conference
- Sponsorship level on signage throughout key areas of event
- Three (3) Lead Retrieval Systems for generating leads and gathering contact information
- Logo and sponsor lead retrieval systems information on mobile app (URL to company Website, company description, booth location and ability to upload two (2) pieces of collateral)
- NEW: Inclusion in SuccessConnect Las Vegas Virtual Event (brand and content visibility)
- NEW: Opportunity to participate in the mobile app event gamification that is used to drive additional traffic to sponsor booths and other show floor elements
- NEW: Live-interview on-site at SuccessConnect Las Vegas available for replay post-event on SuccessConnect Las Vegas Website

Post-Event Marketing Benefits

Inclusion in post-event e-mail blast to all regsitered attendees

All online and print communications, collateral, promotional items and presentation content are subject to SAP's review and approval for this event. All sponsorship benefits are subject to deadlines.

Only one (1) Sapphire-level sponsorship will be offered in 2018 and is subject to availability.



Diamond Sponsorship Package

\$80,000 (4 available)

As one of four Diamond sponsors, you will receive high visibility at the event. This year's Diamond package includes a premium 20' x 20' exhibit space, two guaranteed 45-minute breakout session presentations preferably with a customer case study testimonial, full conference passes and much more.

DIAMOND SPONSORSHIP BENEFITS INCLUDE

On-site Presence

- Twenty (20) full-conference passes. Additional full conference passes for customers, prospects and
 additional employees can be purchased or sent by invitation at 20% off the current registration fee at the
 time of registration. Passes provide access to keynotes, breakout sessions, and the evening event.
- 10 customer gift passes (full conference). Passes provide access to keynotes, breakout sessions, and the evening event.
- Premium 20' x 20' turnkey exhibit space; turnkey set-up (standard furniture and monitors), Wi-Fi Internet access, and electricity will be provided
- Reserved private meeting space during key conference hours to host prospect/customer meetings (furniture, electricity and WIFI access provided, AV equipment not included)

- Recognition of sponsorship in SAP SuccessFactors' event-issued press release
- Inclusion in pre-conference e-mail blast to all registered attendees
- Priority placement recognizing sponsorship level on conference Website
- Pre-event list of attendees by company name only
- Access to marketing kit (includes event e-mail invite template, Web and e-mail signature banner, and sponsor-issued press release template)
- Social media package to include: 2 tweets per week the 3 weeks leading up to the event and 2 tweets per day during the event



- Diamond sponsors will receive prime visibility at the Welcome Reception on Tuesday, September 11, 2018 in the
 exhibit hall.
- Live on-stage recognition by SAP SuccessFactors' executive during opening General Session
- · Logo recognition of sponsorship level on large video screens during opening General Session
- Two (2) 45-minute breakout session presentations (Topic and content subject to SAP SuccessFactors Solution Management approval; it is preferred, but not required, that content includes a co-presentation based on customer testimonial. No sales pitches will be accepted. All speaker passes must come out of your conference pass allotment. Please note that the breakout sessions can only be facilitated if abstract, title and PPT are submitted by the given deadline. A late submission will result in a less favorable time slot for your breakout session.)
- · Sponsorship level on signage throughout key areas of event
- Two (2) lead retrieval systems for generating leads and gathering contact information
- Logo and sponsor information on mobile app (URL to company Website, company description, booth location and ability to upload two (2) pieces of collateral)
- NEW: Inclusion in SuccessConnect Las Vegas Virtual Event (brand and content visibility)
- NEW: Opportunity to participate in the mobile app event gamification that is used to drive additional traffic to sponsor booths and other show floor elements
- NEW: Live-interview on-site at SuccessConnect Las Vegas available for replay post-event on SuccessConnect Las Vegas Website

Post-Event Marketing Benefits

Inclusion in post-event e-mail blast to all regsitered attendees

All online and print communications, collateral, promotional items and presentation content are subject to SAP's review and approval for this event. All sponsorship benefits are subject to deadlines.

Only four (4) Diamond-level sponsorships will be offered in 2018 and are subject to availability.



Platinum Sponsorship Package

\$55,000 (8 available)

As one of eight Platinum sponsors, you will receive high visibility at the event. This year's Platinum package includes a 10' x 20' exhibit space, a guaranteed 45-minute breakout session presentation preferably with a customer case study testimonial, full conference passes, and much more.

PLATINUM SPONSORSHIP BENEFITS INCLUDE

On-site Presence

- Fifteen (15) full-conference passes. Additional full conference passes for customers, prospects and additional employees can be purchased or sent by invitation at 20% off the current registration fee at the time of registration. Passes provide access to keynotes, breakout sessions, and the evening event.
- Five (5) customer gift passes (full conference). Passes provide access to keynotes, breakout sessions, and the evening event.
- 10' x 20' exhibit space, including turnkey set-up (standard furniture and monitors), Wi-Fi Internet access, electricity
- Reserved private meeting space during key conference hours to host prospect/customer meetings (furniture, electricity, and WiFi access provided, AV equipment not included)

- · Recognition of sponsorship in SAP SuccessFactors' event-issued press release
- Inclusion in pre-conference e-mail blast to all registered attendees
- Priority placement recognizing sponsorship level on conference Website
- Pre-event list of attendees by company name only
- Access to marketing kit (includes event e-mail invite template, Web and e-mail signature banner, and sponsor-issued press release template)
- Social media package: 1 tweet per week the 3 weeks leading up to the event and 1 tweet per day during the event



- Live on-stage recognition by SAP SuccessFactors executive during opening General Session
- Logo recognition of sponsorship level on large video screens during the opening General Session
- One (1) 45-minute breakout session presentation (Topic and content subject to SAP SuccessFactors Solution
 Management approval; it is preferred, but not required, that content include a co-presentation based on
 customer testimonial. No sales pitches will be accepted. All speaker passes must come out of your conference
 pass allotment. Please note that the breakout sessions can only be facilitated if abstract, title and PPT
 are submitted by the given deadline. A late submission will result in a less favorable time slot for your
 breakout session.)
- All Platinum level sponsors will share in sponsorship of the Closing Toast on Thursday, September 13, 2018.
- Sponsorship level on signage throughout key areas of event
- Logo and sponsor information on mobile app (URL to company Website, company description, booth location and ability to upload two (2) pieces of collateral)
- One (1) lead retrieval system for generating leads and gathering contact information
- NEW: Inclusion in SuccessConnect Las Vegas Virtual Event (brand and content visibility)
- NEW: Opportunity to participate in the mobile app event gamification that is used to drive additional traffic to sponsor booths and other show floor elements
- NEW: Live-interview on-site at SuccessConnect Las Vegas available for replay post-event on SuccessConnect Las Vegas Website

Post Event Marketing Benefits

· Inclusion in post-event e-mail blast to all registered attendees

All online and print communications, collateral, promotional items and presentation content are subject to SAP's review and approval for this event. All sponsorship benefits are subject to deadlines.

Only eight (8) Platinum-level sponsorships will be offered in 2018 and are subject to availability.



Gold Sponsorship Package

\$40,000 (18 available)

As one of eighteen Gold sponsors, you will receive strong visibility at the event. This year's Gold package includes a 10' x 20' exhibit space, a guaranteed 45-minute breakout session presentation preferably with a customer case study testimonial and a variety of other benefits. The number of available sponsorships is limited and will be granted on a first-come, first-served basis – so don't delay in securing your sponsorship today.

GOLD SPONSORSHIP BENEFITS INCLUDE

On-site Presence

- Twelve (12) full-conference passes. Additional full conference passes for customers, prospects and additional employees can be purchased or sent by invitation at 20% off the current registration fee at the time of registration. Passes provide access to keynotes, breakout sessions, and the evening event.
- Four (4) customer gift passes (full conference). Passes provide access to keynotes, breakout sessions, and the evening event.
- 10' x 20' exhibit space including turnkey set-up (standard furniture and monitors), Wi-Fi Internet access and electricity
- Reserved private meeting space during key conference hours to host prospect/customer meetings (furniture, electricity, and WiFi access provided, AV equipment not included)

- Recognition of sponsorship in SAP SuccessFactors' event-issued press release
- Pre-event list of attendees by company name only
- · Priority placement recognizing sponsorship level on conference Website
- Access to marketing kit (includes event email invite template, Web and e-mail signature banner, and sponsor-issued press release template)



- Logo recognition of sponsorship level on large video screens during opening General Session
- One (1) 45-minute breakout session presentation (Topic and content subject to SAP SuccessFactors Solution
 Management approval; it is preferred, but not required, that content include a co-presentation based on customer testimonial. No sales pitches will be accepted. Also, please note: ALL speaker passes must come out of
 your conference pass allotment. Please note that the breakout sessions can only be facilitated if abstract,
 title and PPT are submitted by the given deadline. A late submission will result in a less favorable time slot
 for your breakout session.)
- · Sponsorship level on signage in key areas of event
- Logo and sponsor information on mobile app (URL to company Website, company description, booth location and ability to upload two (2) pieces of collateral)
- One (1) lead retrieval system for generating leads and gathering contact information
- NEW: Inclusion in SuccessConnect Las Vegas Virtual Event (brand and content visibility)
- NEW: Opportunity to participate in the mobile app event gamification that is used to drive additional traffic to sponsor booths and other show floor elements

All online and print communications, collateral, promotional items and presentation content are subject to SAP's review and approval for this event. All sponsorship benefits are subject to deadlines.

Only eighteen (18) Gold-level sponsorships will be offered in 2018 and are subject to availability.



Silver Sponsorship Package

\$22,000 (16 available)

Select our Silver sponsorship package that will include a 10' x 10' exhibit space, full conference passes, and a variety of other benefits. The number of available sponsorships is limited and will be granted on a first-come, first-served basis – so don't delay in securing your sponsorship today.

SILVER SPONSORSHIP BENEFITS INCLUDE

On-site Presence

- Six (6) full-conference passes. Additional full conference passes for customers, prospects and additional employees can be purchased or sent by invitation at 20% off the current registration fee at the time of registration
- Two (2) customer gift passes (full conference). Passes provide access to keynotes, breakout sessions, and the
 evening event.
- 10' x 10' exhibit space including turnkey set-up (standard furniture and monitors), Wi-Fi Internet access, and electricity

Pre-Event Marketing Benefits

- · Recognition of sponsorship level on conference Website
- Pre-event list of attendees by company name only
- Access to marketing kit (includes event e-mail invite template, Web and e-mail signature banner, and sponsor-issued press release template)

On-site Marketing Benefits

- Logo recognition of sponsorship level on large video screens during opening General Session
- Sponsorship level on signage in key areas of event
- Logo and Sponsor information on mobile app (URL to company Website, company description, booth location and ability to upload two (2) pieces of collateral)
- NEW: Inclusion in SuccessConnect Las Vegas Virtual Event (brand and content visibility)
- NEW: Opportunity to participate in the mobile app event gamification that is used to drive additional traffic to sponsor booths and other show floor elements

All online and print communications, collateral, promotional items and presentation content are subject to SAP's review and approval for this event. All sponsorship benefits are subject to deadlines.

Only sixteen (16) Silver-level sponsorships will be offered in 2018 and are subject to availability.



Bronze Sponsorship Package

\$18,000 (14 available)

The Bronze Sponsorship Package is a minimal investment package that will include a demo pod, full conference passes, and a variety of other benefits. The number of available Bronze packages is limited and will be granted on a first-come, first-served basis—so don't delay in securing your Bronze package today.

BRONZE SPONSORSHIP BENEFITS INCLUDE

On-site Presence

- Four (4) full-conference passes. Additional full conference passes for customers, prospects and additional employees can be purchased or sent by invitation at 20% off the current registration fee at the time of registration.
- One (1) customer gift pass (full conference). Passes provide access to keynotes, breakout sessions, and the evening event.
- Stand alone demo pod that includes a printed sign of your logo/ graphics, one chair, and monitor for demo/presentations.

Pre-Event Marketing Benefits

- · Recognition of sponsorship level on conference Website
- Pre-event list of attendees by company name only
- Access to marketing kit (includes event e-mail invite template, Web and e-mail signature banner, and sponsor-issued press release template)

On-site Marketing Benefits

- Logo recognition of sponsorship level on large video screens during opening General Session
- Sponsorship level on signage in key areas of event
- Logo and Sponsor information on mobile app (URL to company Website company description, booth location and ability to upload two (2) pieces of collateral)
- NEW: Inclusion in SuccessConnect Las Vegas Virtual Event (brand and content visibility)
- NEW: Opportunity to participate in the mobile app event gamification that is used to drive additional traffic to sponsor booths and other show floor elements

All online and print communications, collateral, promotional items and presentation content are subject to SAP's review and approval for this event. All exhibitor benefits are subject to deadlines.

Only fourteen (14) Bronze Sponsorship packages will be offered in 2018 and are subject to availability.



SuccessConnect Ancillary Brand Opportunities

Want more exposure at SuccessConnect in Las Vegas? We are pleased to offer an array of additional branding elements and marketing opportunities to help boost your visibility among leading HCM industry experts, business leaders, key customers, and prospects. The ancillary brand opportunities may only be purchased by partners who already hold a conference sponsorship.

WELLNESS AT THE WORKPLACE SPONSORSHIP \$50,000 (1 available)

Wellness in the workplace is a topic gaining more and more in importance. SuccessConnect Las Vegas will host a workplace wellness area where attendees can learn about possiblities to include wellness components into the everyday work day. This is also where attendees come to relax, enjoy a healthy smootie, join a meditation class, or enjoy a massage.

Sponsorship includes:

- Extensive brand visibility in the workplace wellness area at SuccessConnect Las Vegas
- · Additional counter in workplace wellness area for extra visibility and added opportunity to capture more leads
- Sponsor to be included in all communications where the workplace wellness area is referenced (e.g. conference Website, mobile app, e-mails to registrants)
- Option to provide a branded wellness goodie bag to all attendees stopping by at sponsor's counter in the workplace wellness area (give-aways to be pre-approved by SAP SuccessFactors; production and shipment at sponsor's cost)

EVENING CELEBRATION AT THE PARK

\$60,000 (4 opportunities available)

Catch all attendees' attention as one of four Evening Celebration sponsors at several restaurants at "The Park". For further information on the restaurants, please contact your sponsorship manager.

Sponsorship includes:

- Exclusive sponsorship of one (or more) restaurant at "The Park"
- Extensive branding of chosen restaurant (for more information on branding opportunities, please reach out to your sponsorship manager)
- Own VIP area for max. 20 persons
- Opportunity to bring branded items (e.g. cocktail napkins, cups, etc.)
- · Opportunity to "brand" a cocktail
- Inclusion as the Evening Celebration sponsor in all communications where the Evening Celebration is referenced (e.g. Website, mobile app, pre-conference e-mails to all attendees, pre-event press release, etc.)



COFFEE BAR SPONSORSHIP

\$15,000 (1 opportunity available)

The barista coffee bar is the place on the show floor where attendees meet, refuel, and network. Catch everyone's attention as the coffee bar sponsor.

Sponsorship includes:

- · Logo visibility on signage around the coffee bar
- · Logo inclusion in coffee menu
- Opportunity to create a brand-related coffee speciality
- · Opportunity to bring branded items, e.g. cups, sugar packs, t-shirts for bar staff

VITAMIN BAR SPONSORSIP

\$15,000 (1 opportunity available)

The vitamin bar is the place to kick back and enjoy a healthy, home-made juice. Catch everyone's attention as the vitamin bar sponsor.

Sponsorship includes:

- Logo visibility on signage around the vitamin bar
- · Logo inclusion in juice menu
- Opportunity to create a brand-related juice speciality
- · Opportunity to bring branded items, e.g. napkins, cups, branded shirts for bar staff

DIGITAL SIGNAGE

\$10,000 (3 opportunities available)

This sponsorship grants prime visibility in key high-traffic areas of the event. Sponsor branding will alternate with general conference information during the complete duration of the conference.

CHARGING STATIONS

\$10,000 (2 opportunities available)

Select this sponsorship to have your company logo and message displayed on one of the charging stations. Signage to be produced by SAP SuccessFactors.

DIVERSITY AND LEADERSHIP LUNCHEON

\$25,000 (1 available)

The Diversity and Leadership Luncheon is a uniquely valuable gathering at SuccessConnect. We are offering exclusive official sponsorship for this event, with expected attendance at approximately 400 for 2018.

Sponsorship includes:

- 2-minute Intro / Introduction of Speaker
- Logo listed as official luncheon sponsor on Website, in mobile app and at actual event
- Ability to add a gift (at sponsor's cost)





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