



Flash Memory Summit

17th ANNUAL CONFERENCE & EXHIBITION

AUGUST 8-10 2023

SANTA CLARA CONVENTION CENTER

2023
EXHIBITOR & SPONSOR
PROSPECTUS

OVERVIEW

Flash Memory Summit (FMS) is the premier industry show and the largest Solid State Storage event in North America. For more than 15 years, the industry has gathered in Santa Clara, California, the heart of Silicon Valley, to unveil new products, learn from futurists and visionaries, network with colleagues and explore evolving markets at FMS.

Building on the success of 2022, FMS23 will be expanding to an all-inclusive storage and memory summit welcoming all emerging storage and memory solutions. From 3-D flash, wearables, automotive, media and entertainment applications, flash on the memory bus, PCIs/NVMe SSDs, to the all-flash data center, FMS will have them all.

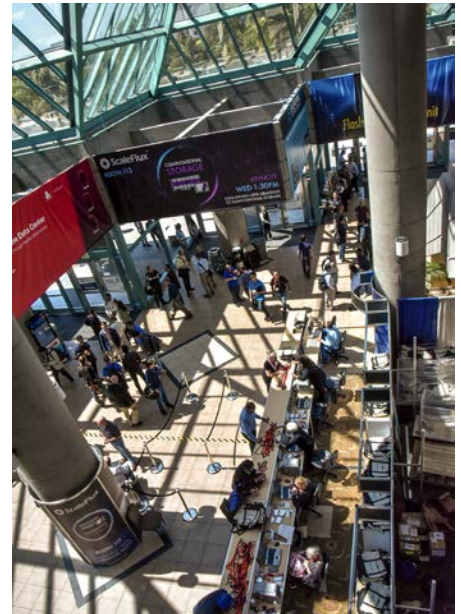
FMS attracts companies producing storage systems, subsystems, devices and components along with specialists in consumer electronics, computers, automotive, communications, test equipment, industrial and process control, and instrumentation.

And FMS has global appeal, drawing exhibitors and sponsors from around the world. As one attendee aptly stated, "Flash is a big community, and FMS is the right show."

High-level keynoters, huge exhibit hall, and a truly robust technical program are the hallmarks of the FMS experience.

Engage with the industry's ecosystem. Expand your brand visibility. Compete for awards. Grow your network. Develop new relationships. Learn about the latest technologies and product offerings. Join FMS2023.

Please take a moment to review the unique marketing and networking opportunities on the following pages. Our sales staff is available to answer your questions. Whether you're an existing sponsor or exhibitor, or thinking of participating for the first time, join us in August 2023 at the 17th Annual Flash Memory Summit!



Elevate your brand

Showcase a new product

Establish new partnerships

Launch a new company

Compete for industry awards

Get great on-site media coverage

Hold in-depth meetings with industry leaders

Discover new customers

Meet with industry analysts

Sales Contact

Kat Pate, VP Sales
505-238-3208
sales@flashmemorysummit.com



Networking is a vital component of FMS that connects the Solid State Storage industry ecosystem together. Sponsors are front and center at these popular and well-attended events. Here are just a few of the networking opportunities found exclusively at FMS.

TUESDAY EVENING RECEPTION

The much-anticipated Grand Opening Reception takes place in the Summit's vast Exhibit Hall the first evening of FMS. This is an excellent opportunity to view the latest products, see live demonstrations, and network with a broad spectrum of industry professionals — all the while enjoying great food!

"Of the three days, we had twenty customer meetings and subsequent follow-up. Excellent ROI."

FMS Sponsor

August 8-10 2023

Santa Clara
Convention Center

Exhibit Hall Hours

Tuesday Aug 8 • 3:00pm - 7:00pm
Wednesday Aug 9 • Noon - 7:00pm
Thursday Aug 10 • 10:00am - 2:30pm

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BEER, PIZZA, AND CHAT WITH THE EXPERTS

This Tuesday evening networking event is our FMS signature event. It is a huge success year after year. It provides over forty informal "roundtables" for discussing a large variety of industry topics with industry experts.

FMS THEATER

The pitch party is in full swing! Sponsoring companies have the opportunity to promote their product(s) on the FMS Theater stage. Highlights include opportunity drawings, parting gifts, new products, hiring announcements, and unique ways to interact with attendees, all in the Exhibit Hall at FMS Theater.

BEST OF SHOW AWARDS

On Wednesday evening, the Best of Show Awards will be presented at FMS Theater. This is a great photo opportunity with both traditional and social media coverage. Most recipients display their awards in their booths immediately after the ceremony. FMS Best of Show Award entry is open only to sponsors and exhibitors.

FMS RAFFLE

Thursday afternoon, FMS Theater will host the 17th Annual FMS Raffle. This close-out event has great prizes and is well-attended, which of course thrills exhibitors and sponsors.



WHO ATTENDS FMS?

Engineers & Developers 45%

Marketing & Sales 28%

Software Developers 6%

Executives 8%

Other 13%



SPONSORSHIPS

Sponsorships are designed to enhance your corporate strategy. Sponsorship-specific Value Added Options are listed with each package. See page 5 for additional Promotional Options.

Executive Premier Sponsors (Tuesday Keynote) MUST have a Staffed Booth on the floor to qualify for SCCC/Hyatt meeting rooms. (Space is limited)

Executive Premier Sponsorship Package

\$85,000 *Limited availability*

- 22'x40' exhibit space configurable as open booth, meeting room, or theater
- Fifteen 3-Day (Tues/Wed/Thurs) Conference Passes
- Premium keynote presentation slot (Tuesday if available)
- Website banner ad
- SCCC large mural banner
- Keynote speaker acknowledgement on SCCC and Hyatt electronic signage
- One selection from Value Added Option list

Premier Sponsors (Wednesday, Thursday Keynotes) MUST have a Staffed Booth on the floor to qualify for SCCC/Hyatt meeting rooms. (Space is limited)

Premier Sponsorship Package

\$75,000 *Limited availability*

- 22'x20' exhibit space configurable as open booth, meeting room, or theater
- Ten 3-Day (Tues/Wed/Thurs) Conference Passes
- Preferred keynote presentation slot (Wednesday if available)
- Website banner ad
- Keynote speaker acknowledgement on SCCC and Hyatt electronic signage
- One selection from Value Added Option list

Executive Premier and Premier Sponsorship Value Added Option — select one

(subject to availability)

Greyed selections are taken

- Registration Sponsorship:** your logo on registration counter kick panels
- Signage Sponsorship:** your logo on all printed hallway and directional signs
- Exhibit Hall Signage Sponsorship:** your logo on exhibithall aisle signs
- Conference Bags Sponsorship:** your logo imprinted on swag-bags
- Keynote Venue/AV Sponsorship:** acknowledged on Keynote interlude slides
- Beer, Pizza and Chat with the Experts Sponsorship:** your logo on event signage
- Wi-Fi Sponsorship:** your logo on splash page
- Window clings** in SCCC lobby
- Badge Lanyards** (provided by sponsor)
- Center Row Escalator Cling** in SCCC lobby
- Theater Sponsor - Clear wall Window Clings and Stage Left Banner and overhead sign with logo**

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Platinum Sponsorship Package \$40,000

- 22'x20' exhibit space
- Five 3-Day (Tues/Wed/Thurs) Conference Passes
- Website banner ad
- **Value Added Option — select one**

(subject to availability)

- Your logo on Exhibit Hall aisle signs
- One-year Website Sponsorship
- Your logo on SCCC electronic indoor signage
- One day Luncheon Sponsor (specify day on contract)
- Press Room Internet Sponsorship
- Breakfast/Lunch Sponsorship (4 available)
- Back cover ad on FMS Pocket Guide
- Window clings in SCCC lobby
- Column wrap panels in hallways: 4 panels

Gold Sponsorship Package \$30,000

- 10'x20' exhibit space
- Four 3-day (Tues/Wed/Thurs) Conference Passes
- **Value Added Option — select one**

(subject to availability)

- Your logo on SCCC electronic indoor signage
- Reception Beer Sponsorship
- Your logo on media station kiosk panels
- Website Sponsorship
- Branding of one 65-minute session
(does not include speaker) (restrictions apply)
- FMS Pocket Guide ad, full page (3 available)
- Column wrap panels in hallways: 2 panels
- Press Room Sponsorship

Bronze Sponsorship Package \$20,000

- 10'x10' exhibit space
- Three 3-day (Tues/Wed/Thurs) Conference Passes
- **Value Added Option — select one**

(subject to availability)

- Your logo on SCCC electronic indoor signage
- Web banner ad
- Press Room Drinks/Snacks Sponsorship: 1 day
- Column wrap panel: 1 panel
- Swag bag insert (sponsor-supplied item)
- Morning or Afternoon Refreshment Break Sponsorship

Exhibitor/Sponsor Add-On Promotional Options

(subject to availability)

\$5,000 each

- Website Sponsorship
- Luncheon Sponsorship
- Beer Station Sponsorship

\$3,000 each

- Swag bag insert (provided by exhibitor/sponsor)
- Exhibit Hall Entertainment Sponsorship
- SCCC indoor electronic signage ad
- Window clings



Our sales team is available to assist in creating a Sponsorship consistent with your goals and budget.

EXHIBITING

Exhibit Space Rates

10'x10'\$6,000

10'x20'\$12,000

20'x22' spaces sold with Platinum or above Sponsorship

Exhibitor Benefits

- Web listing: link to your URL
- FMS Best of Show Award entry
- Pre-registered Press and Analyst List

On-Site Benefits

- 3-day (Tues/Wed/Thurs) conference passes (negotiated quantities)
- Complimentary 3-day main Speaker Passes
- Discounted Tutorial Passes for additional staff

Post-Show Benefits

- Complete attendee list
- Conference Proceedings
- Early resign and first right of refusal of booth space

Media Opportunities

Flash Memory Summit is among the most well-attended conferences by expert advisors, analysts, and journalists.

Media opportunities begin before the conference with pre-Summit releases distributed by the FMS media team, and FMS welcomes your related press releases for website posting.

Our communications team performs media and analyst outreach to ensure they register and attend FMS. A press registration list is provided to sponsors and exhibitors periodically during pre-registration,

During the summit, an on-site press liaison team assists with media requests. The spacious FMS Press Room is available for media and analyst meetings and is staffed to help with your requests. Contact Press@flashmemorysummit.com.

"In the memory space FMS is the top conference. It's very well attended, especially at executive levels."

FMS Sponsor

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2022 Exhibitors & Sponsors

Advantech
 Advantest America
 AIC
 AMD
 Amphenol
 Avery Design Systems
 BittWare
 Biwin Storage Technology
 Cadence
 Celestica
 Chelsio
 Codelucidia
 Dolphin IS
 DriveSavers
 EasyCo
 Ellisys
 FADU
 FCIA

FlexLogix
 Graid Technology
 GYTech
 Highpoint Technologies
 IBM
 IEEE-CNSV
 Infinidat
 Innodisk USA
 Innogrit
 Intel
 IP-Maker
 Ironwood Electronics
 ISSI
 Kalray
 Kioxia
 Macronix
 Marvell
 MazLinear
 MemVerge
 MicroChip
 Mobiveil

NCI Logic Analyzers
 NEO Semiconductor
 Netlist
 Neuroblade
 Ontrack Data Recovery
 OpenCAPI Consortium
 Pliops
 Prodigy Technovations
 PVT LDT
 Realtek
 Samsung
 ScaleFlux
 SCSI Trade Association
 SD Association
 Seagate
 Serial Cables
 Silicon Motion
 SK hynix
 SNIA SSSI
 Starwind
 StorPool

Super Micro Computers
 TechInsights
 Teledyne-LeCroy
 TenaFe
 Ulink
 UNH-IOL
 UniTest
 Viavi Solutions
 Viking Enterprise Solutions
 Viking Technology
 Weebit Nano
 Western Digital
 Winbond
 Wisetek
 Xperi
 Yageo
 Yangtze Memory
 Yole Group



Primary Contacts (please print clearly)

Company _____ PO# _____

Primary Contact _____ Title _____

Telephone _____ Email _____

Graphics Guru _____ Email _____

Booth Captain _____ Email _____

Billing/Accounting Contact (required)

Name _____ Title _____

Address _____ City _____

State/Province _____ Country _____ Zip / Postal Code _____

Telephone _____ Fax _____ Email _____

● Sponsorship Level

- Executive Premier** w/ 22'x40' exhibit space. . . \$85,000
- Premier** w/ 22'x20' exhibit space \$75,000
- Platinum** w/ 22'x20' exhibit space \$40,000
- Gold** w/ 20'x10' exhibit space \$30,000
- Bronze** w/ 10'x10' exhibit space \$20,000

Sponsorship Option Selection _____

À la Carte Option(s) & Cost(s) _____

● Exhibit Space Only Halls B, C & D

- 10'x10' \$6,000
- 10'x20' \$12,000

Space Number Preference

1st Choice _____ 2nd Choice _____ 3rd Choice _____

Notes _____

Sponsorship Total (including Promotional Options) \$ _____

Exhibit Space \$ _____

3-Day Pass Quantity _____ **Total Cost** \$ _____

Adjustments \$ _____

APPLICATION TOTAL \$ _____

This Application becomes a legally binding agreement when accepted by an agent of Flash Memory Summit. Total payment is due within 30 days of signing. Cancellations must be submitted in writing by March 1, 2023 to qualify for refund. Refunds are subject to a 25% administrative fee. No refunds after March 1, 2023.

Sponsoring/Exhibiting Company

Name (please print) _____

Signature _____

Date _____

Flash Memory Summit Representative

Name (please print) _____

Signature _____

Date _____