Flash Memory Summit
17th ANNUAL CONFERENCE & EXHIBITION
AUGUST 8-10 2023
SANTA CLARA CONVENTION CENTER
flashmemorysummit.com

2023
EXHIBITOR & SPONSOR
PROSPECTUS

ALL ABOUT MEMORY & STORAGE
**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.**


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

**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?**

<table>
<thead>
<tr>
<th>Category</th>
<th>Percentage</th>
</tr>
</thead>
<tbody>
<tr>
<td>Engineers &amp; Developers</td>
<td>45%</td>
</tr>
<tr>
<td>Marketing &amp; Sales</td>
<td>28%</td>
</tr>
<tr>
<td>Software Developers</td>
<td>6%</td>
</tr>
<tr>
<td>Executives</td>
<td>8%</td>
</tr>
<tr>
<td>Other</td>
<td>13%</td>
</tr>
</tbody>
</table>

**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

**Sales Contact**
Kat Pate, VP Sales
505-238-3208
sales@flashmemorysummit.com
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 exhibit hall 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
- FMS23 Keynote Room Banner

August 8-10 2023
Santa Clara Convention Center

Sales Contact
Kat Pate, VP Sales
505-238-3208
sales@flashmemorysummit.com
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 SC offense indoor signage
  □ Reception Beer Sponsorship
  □ Your logo on media station kiosk panels
  □ Website Sponsorship
  □ FMS Pocket Guide ad, full page (1 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 SC forensic 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.

NEW THIS YEAR
Exhibits-Plus Pass
Entrance to: Exhibit Hall; Grand Opening Reception; Beer, Pizza & Chat with the Experts; All-Industry Reception; Open Sessions; Keynotes
Thru June 30, 2023 $  25
After June 30, 2023 $  50
Onsite $ 100

Registration Opens May 2023 flashmemorysummit.com
EXHIBITING

Exhibit Space Rates

- **10’x10’** ........................................... $6,000
- **10’x20’** ........................................... $12,000
- **22 x 20’** .......................................... $25,000

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

August 8-10 2023
Santa Clara Convention Center

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

2022 Exhibitors & Sponsors

Advantech
Advantest America
AIC
AMD
Amphenol
Avery Design Systems
BittWare
Biwin Storage Technology
Cadence
Celestica
Chelexio
Codelucida
Dolphin IS
DriveSavers
EasyCo
Ellisys
FADU
FCIA
FlexLogix
Graid Technology
GYTech
Highpoint Technologies
IBM
IEEE-CNSV
Infinidat
Innolisk USA
Innogrit
Intel
IP-Maker
Ironwood Electronics
ISSI
Kalray
Kioxia
Macronix
Marvell
MazLinea
MemVerge
MicroChip
Mobiveti
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 SSI
Starwind
StorPool
Super Micro Computer
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

2023 EXHIBITOR & SPONSOR PROSPECTUS
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 ____________________________