



CONFERENCE & EXPOSITION

BUILDING THE NETWORKS OF TOMORROW

2018 PROSPECTUS

October 3 – 4, 2018

Houston Marriott Westchase | Houston, TX

For more information on exhibit and sponsorship opportunities, contact David Muirhead at dmuirhead@accessintel.com or 484-869-2378!



www.OilComm.com ♦ #OilComm ♦ #FleetComm

What is OilComm and FleetComm?

TECHNOLOGY BUYERS UNDER ONE ROOF!

OilComm and FleetComm is where energy, transportation, and maritime communities come together to learn, collaborate and connect with communications and technology providers. Both the conference program and exposition are designed to serve those who want to improve their process (and career) by utilizing new technology solutions in our increasingly connected world.

PEER-BUILT PROGRAM!

The OilComm and FleetComm conference program is created by an Advisory Board comprised of energy, maritime and transportation professionals who understand the challenges that the era of big data and automation bring. Board members recognize that disruptive technologies are rapidly changing these industries landscapes, and their insights help is to build out a two-day program that introduces attendees to new high-performance technology that meet demands today AND tomorrow.

NETWORKING OPPORTUNITIES!

The program is supplemented with networking opportunities, including daily themed receptions, where managers, directors, and executives can build relationships and share new ideas. Attendees walk away with tools they can implement immediately, as well as ideas on how to build their strategies for the years to come.

CONNECT WITH 1,000+ AT OILCOMM AND FLEETCOMM, OCTOBER 3-4, 2018 AT THE HOUSTON MARRIOTT WESTCHASE IN HOUSTON, TEXAS.



The Power of Tradeshows!

Exhibiting at tradeshows provide opportunities that no other marketing channel can provide. Face-to-face meetings, ability to meet with a large number of prospects and customers in a short amount of time, exposure to a wide variety of companies, capability to demonstrate products and services with multiple customers – that’s just the tip of the iceberg!

EXHIBITIONS FOSTER BUSINESS RELATIONSHIPS

Business relationships are evolving in response to dynamic economic and digitally transformative times. Marketers are striving to differentiate their companies from the competition through engagement with existing and prospective customers.

According to CEIR, the Center for Exhibition Industry Research, exhibiting at business-to-business tradeshows rank highest among companies for the following objectives*:

- Engaging with existing customers
- Relationship management of key accounts,
- Engaging with prospective customers

MORE THAN HALF OF THE COMPANIES SURVEYED STRUGGLE WITH COMPREHENSIVELY MARKETING TO THEIR TARGET AUDIENCES BOTH IN TERMS OF REACHING SPECIFIC INDUSTRY SECTORS AND TARGET JOB TITLES.

MORE THAN 85% OF COMPANIES RATE TRADESHOWS HAS HIGHLY VALUABLE IN REACHING THESE AUDIENCES.

EXHIBITIONS HELP COMPANIES ACHIEVE SALES AND MARKETING OBJECTIVES

Tradeshows are in a position to help support a company’s efforts to identify and nurture leads and enhance the chances for a sales conversion. Here are the top objectives that companies surveyed said tradeshows achieve*:

- Building, expanding brand awareness
- Brand awareness reinforcement
- Targeted industry promotions
- New product promotions and launches

ON AVERAGE, A LEAD FROM A TRADESHOW IS CHEAPER AND CLOSERS FASTER THAN A LEAD OBTAINED FROM ANOTHER MARKETING CHANNEL.

Tradeshows can be a powerful tool in your marketing strategy, and we’re ready to be your partner when it comes to reaching communications professionals in the oil & gas and transportation communities!

**CEIR Report: 2016 Changing Environment of Exhibitions Study*

The Power of OilComm and FleetComm!

Having OilComm and FleetComm under one roof gives attendees an opportunity to collaborate and discover new solutions and new capabilities from sources they don't have access to on a regular basis. With great success at OilComm and FleetComm 2017, we are expecting over 1,000 professionals in 2018 who are looking to gather information, compare products on the show floor and meet with new and existing vendors!

A GROWING AUDIENCE YOU WANT TO MEET! HERE'S A SNAPSHOT OF 2017:

- 1,270 total registrants
- 893 total verified attendees
- 73 exhibiting/sponsoring companies
- 46 experts, thought-leaders and power players leading the sessions

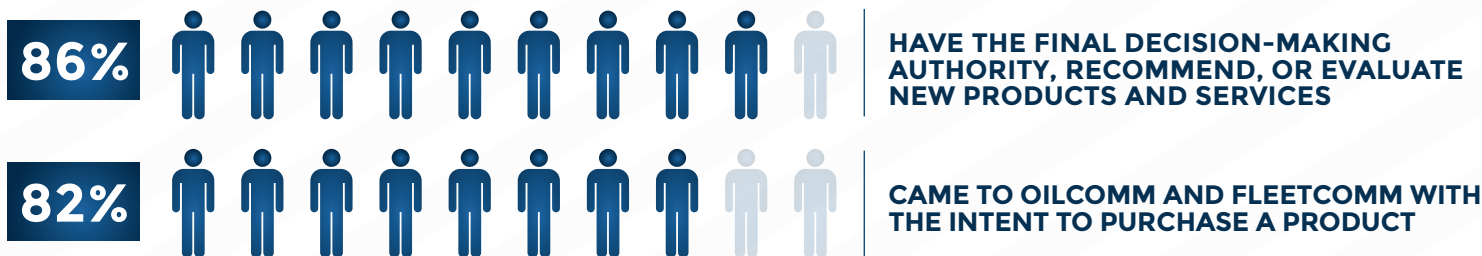


OILCOMM AND FLEETCOMM EXHIBITORS VALUE THE EVENT AS PART OF THEIR MARKETING STRATEGY! HERE'S WHAT THEY HAD TO SAY ABOUT 2017:



Let's dive a little deeper

DID YOU KNOW THIS ABOUT YOUR CUSTOMERS?



2 OUT OF 3 PEOPLE SPENT BOTH DAYS ON THE EXPOSITION FLOOR

1 OUT OF 2 PEOPLE ATTENDED OILCOMM AND FLEETCOMM TO SEE THE NEWEST TECHNOLOGIES FOR ENERGY AND FLEET COMMUNICATIONS

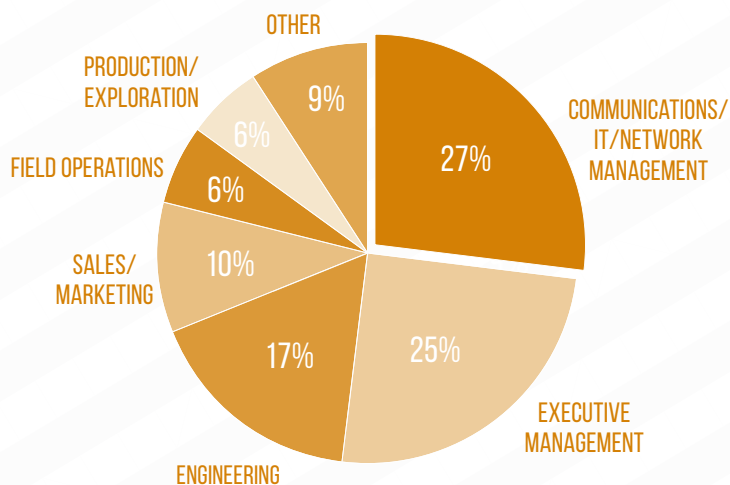
2 OUT OF 5 PEOPLE ATTENDED THE EXPOSITION FOR THE FIRST TIME IN 2017

ACCORDING TO THE 2017 PRE-CONFERENCE SURVEY, THE TOP TEN PRODUCTS/SERVICES PROFESSIONALS WERE LOOKING FOR WERE:

- Telecommunications
- Satellite Networks
- Broadband Technology
- IP Networking
- Cellular
- IT/Computer Hardware/Software Equipment & Services
- WiFi
- Satellite Operator/Carrier
- Network Management - Hardware, Software
- Automation Systems/Safety Equipment

13% OF VERIFIED ATTENDEES TRAVELED FROM OVER 19 COUNTRIES OUTSIDE OF THE UNITED STATES!

ATTENDEES' JOB TITLES



The titles and organizations you want to meet!

Exhibit at OilComm and FleetComm 2018 and showcase your company in front of 1,000+ oil & gas, maritime, and transportation professionals who are looking for the latest communications technology, products, and services they can implement in their organization's operations.

Here's a sneak peek of who attended last year:

Manager, SCADA Systems, **Air Liquide**
 Staff ITS Administrator, **Anadarko Petroleum**
 Wireless Network Engineer, **Anadarko Petroleum**
 Field Communications Supervisor, **Anadarko Petroleum**
 Sr ITS Field Support Analyst, **Anadarko Petroleum**
 Logistics and Distribution Manager, **Ascon Ltd**
 Director Production Technology, **Baker Hughes**
 Product Leader - Digital and Services, **Baker Hughes**
 VP, **BEC Technologies**
 Tech Lead - Mexico, **BHP**
 Manager Technology Engineering, **BHP**
 Specialist Technical Engineer, **BHP**
 Technology Business Partner D&C, **BHP Billiton**
 Telecom Engineer, **BHP Billiton**
 Technology Manager, **BHP**
 Control & Automation Engineer, **BP America Inc.**
 Segment Engineering Technical Authority/
 Team Lead, **BP America Inc.**
 Instrumentation & Protective Systems
 Engineer, **BP America Inc.**
 Senior Project Lead Architecture -
 Connectivity, **BP Energy Company**
 Director, BR&L - **Houston Rail**
 SR IT Manager, **C&J Energy**
 IT Architecture Manager, **C&J Energy**
 IT Network Lead, **C&J Energy**
 SR IT Network Engineer, **C&J Energy**
 Vice President, Global Connectivity &
 Shipboard Technology Operations, **Carnival Corporation & PLC**
 Project IT, **CB&I**
 IT Program Manager - Americas, **CB&I**
 IT Pros Manager, **CB&I**
 Conflation Manager, **CenterPoint Energy**
 RF Engineer, **Chevron**
 Network Engineer, **Chevron**
 MCP Network and IT Infrastructure Engineer,
Chevron
 IT, **Chevron**

RF Engineering Architect, **Chevron**
 Network Design Engineer, **Chevron**
 RF Engineer, **Chevron**
 Global Fleet Category Manager, **Chevron**
 IT Business Analyst, **Chevron**
 Network Engineer, **Chevron**
 Team Lead, Global Data Network Operations,
Chevron
 Project Manager, **Chevron**
 Team Lead, Global Data Network Operations,
Chevron Information Technology Company
 Comm Tech, **DCP Midstream**
 Manager Data Communications, **DCP Midstream**
 Network Engineer II, **Enbridge**
 Application Specialist, **Enbridge**
 Specialist, **Enbridge**
 Planner, Financial, **eni Petroleum**
 Drilling & Completion Engineering Manager,
eni Petroleum
 Regional ICT Manager (Americas), **Eni US Operating Co.**
 Sr. Network Analyst, **ENSCO**
 CEO, **Entegra**
 Network Architect, **Enterprise Products**
 Sr Communications Engineer, **Enterprise Products**
 Communications Technician, **EP Energy**
 Communications Specialist, Principle, **EP Energy**
 Regulatory Specialist, **ExxonMobil**
 Senior Telecom Engineer, **ExxonMobil**
 Senior Telecoms Specialist, **ExxonMobil**
 Project Manager, **ExxonMobil**
 Telecommunication Engineer, **ExxonMobil**
 Computer Scientist, Cyber Task Force, **FBI / Houston**
 Project Engineer, **Fluor**
 Strategic Manager, **GE Power**
 Director, **GVW Energy**
 Remote Comms Mgr., **Halliburton**
 CTO, **Hammons Construction**
 IT Manager, Networks, **Hess Corporation**
 Network Engineer, **Hess Corporation**
 Director, Advanced Monitoring, Diagnostic
 and Operations Services, **Luminant Power**

Senior Solutions Specialist, **Microsoft**
 Quality Systems Director, **Moran Shipping**
 Engineer, **National Oilwell Varco**
 Satellite Network Engineer, Global Network
 Support, **National Oilwell Varco**
 Data Security Manager, **National Oilwell Varco**
 Project Manager, **National Oilwell Varco**
 Manager, **National Oilwell Varco**
 Senior Analyst, **Noble Energy Inc.**
 IT Program Manager, **Noble Energy Inc.**
 Manager, **NRG Energy**
 Director of Information Systems, **Oasis Petroleum**
 Director of Communications & Applications
 Development, **Oceaneering**
 Business Development Manager,
Oceaneering
 Network Operations Manager, **Oceaneering**
 CEO, **Olaks Oil and Gas Resource Ltd.**
 President, **Petro Lucrum, Inc**
 Engenheiro de Telecomunicações,
PETROBRAS
 Lead Innovation Project Manager, **Pioneer Natural Resources**
 Enterprise Architect, **Pioneer Natural Resources**
 Senior Writer, **Schlumberger**
 Network Engineer, **Schlumberger**
 Telecoms Control Systems Engineer, **Shell**
 Service Assurance Manager, **Shell**
 Project Manager Latin America, **Siemens**
 Principal Business Developer, **Siemens**
 Radio System Manager, **Texas Department of Transportation**
 Chief Information Security Officer, **Texas Homeland Security and Services**
 President, **TPSC Rail**
 Security Technical Specialist (Perimeter/
 Facility Security), **U.S. Department of State**
 Director of Global Package Mobility
 Solutions, **United Parcel Service (UPS)**
 Senior Vice President Maritime Affairs, **West Gulf Maritime Association**
 Director, Maritime Affairs, **West Gulf Maritime Association**

Bringing energy, maritime, & transportation communities to your booth

OilComm and FleetComm employ an integrated global marketing campaign consisting of multi-media messages to thousands of attendee prospects. From direct mail to email to print and digital advertising... more than 1 million impressions are made during the marketing campaign. OilComm and FleetComm works for you and is committed to bringing you the right buyers!

WHAT OTHER EFFORTS DOES OILCOMM AND FLEETCOMM USE TO DELIVER END-USERS TO YOUR BOOTH?

MICRO-SITES

OilComm and FleetComm create individual micro-sites for exhibitors, board members and speakers to create a welcoming and personalized experience for participants.

GROUP DISCOUNTS

Group registration plans offer discounted rates for end-user companies, making it easier for their employees to attend the event. This year, we'll have a dedicated Attendee Sales Manager that spends her time reaching out to the companies you want to meet with to extend these discounts and secure their registrations, travel, and hotel.

FORWARD FACING MEETINGS

Each year, the OilComm and FleetComm team meets with drilling contractors, integrators, commercial maritime, shipping logistics, oil and gas companies of all sizes, as well as service providers to fully understand what they are looking for when they choose to attend. The companies and associations we will meet with are Anadarko, Chevron, Shell, BP, CenterPoint Energy, West Gulf Maritime Association, The Transportation Club of Houston, Energistics, and many more!

CONTENT ADVISORY BOARD

The content in the conference is driven by the OilComm and FleetComm Advisory Board. The advisory board will meet several times to discuss changes in the industry, how it translates to OilComm and FleetComm and what topics the program would cover that will make the most impact in the daily operations of attendees.

WHO DOES OILCOMM AND FLEETCOMM PARTNER WITH?

Cruise Industry News

Energistics Energy Standards

Gulf Oil & Gas

Maritime Reporter

Mind Commerce

North American Shale

Ocean News & Technology

Offshore Engineer

OGGN

Oilman

POWER Magazine

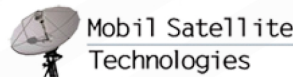
Professional Mariner

Via Satellite

West Gulf Maritime Association

Who exhibits at OilComm and FleetComm?

HERE ARE SOME OF THE COMPANIES WHO HAVE ALREADY SECURED THEIR SPOT ON THE OILCOMM AND FLEETCOMM EXPO SHOW FLOOR!



WHAT TYPES OF COMPANIES SHOULD EXHIBIT AT OILCOMM AND FLEETCOMM?

- Satellite Service Providers
- Wireless Service Providers
- Equipment Manufacturers
- Integrators
- Case Manufacturers
- Consulting Services
- Network Management
- Hardware/Software
- Technology Providers
- Data Analytics Companies
- Antenna Manufacturers
- And more!

CONTACT DAVID MUIRHEAD AT DMUIRHEAD@ACCESSINTEL.COM OR 484-869-2378 TO DISCUSS OPPORTUNITIES FOR YOUR COMPANY!





What do I get with my booth?

EVERYTHING YOU NEED TO MEET DECISION MAKERS!

Exhibiting allows you to build your brand awareness and leaves a brand impression with current customers, prospects, media, suppliers, and other professional organizations.

OilComm and Fleetcomm provides you with the opportunity to showcase your company in your space on the Exposition show floor, but it goes beyond that.

WITH YOUR BOOTH SPACE, YOU RECEIVE:

-  **1 Full Conference Registration** with access to all OilComm and FleetComm sessions and 4 Booth Personnel Passes with every 100 NSF of exhibit space.
-  **Furniture Package** that includes two chairs, a skirted 6-foot table and a wastebasket.
-  **Company listing** in the Official Onsite Program Guide that is handed out to every attendee and referred to throughout the year.
-  **Marketing tools** to help you promote your company, including:
 - Free tool to create personalized banner ads with your logo & booth number to post on your website.
 - Free posting of your press releases on www.OilComm.com with consideration to be distributed in marketing promotions.
 - Free personalized expo passes to print and PDF format with free registration to the Exposition for your customers, compliments of you!
 - Free personalized microsite that includes your company name, booth number, and specialized VIP Code.

BONUS! AT THE HOUSTON MARRIOTT WESTCHASE, THE EXPOSITION HALL IS CARPETED, SO YOU ARE NOT REQUIRED TO ORDER CARPET OR OTHER FLOOR COVERING!



PERSONALIZED MICROSITE



PERSONALIZED BANNER ADS

How to stand out at OilComm and FleetComm

Sponsorships will increase your overall traffic, generate more leads, and position your brand as an industry leader at the conference and long after the conference comes to a close. With each exhibiting companies vying for the buyer's attention, you need to separate your company from your competitors and increase your visibility. Take the opportunity to highlight your brand through investing in a sponsorship!

OilComm and Fleetcomm works with you to build your brand with sponsorships in all shapes and sizes.

Some companies choose to sponsor an event at the conference, some focus on building their brand awareness through online efforts, and others want that give-away item that everyone takes home from the conference and uses throughout the year. There are many options when it comes to showcasing your brand, and OilComm and Fleetcomm works with you to find an option that is effective and conveys your company's message to your qualified decision-makers.



ONLINE OPPORTUNITIES

- Banner Advertising
- Enhanced Company Listing
- Emails to the OilComm and Fleetcomm Database



ITEM GIVEAWAYS

- Conference Bag
- Delegate Padfolio
- Travel Mug



ONSITE BRANDING

- Banner/Column Wraps
- Registration
- Hotel Experience



LEAD GENERATION

- Leads+ Access Package
- Conference Sessions
- Opening Keynote



EXPERIENCE EVENTS

- Hotel Bar experience
- Networking Breaks
- Nightly Receptions



THOUGHT LEADERSHIP

- Conference Session
- Opening Keynote



LET US BUILD A PACKAGE THAT FITS YOUR NEEDS!

Contact David Muirhead at 484-869-2378 to discuss your objectives and determine what sponsorships will best enhance your marketing strategy.

OilComm and FleetComm work for you

When you sign up to exhibit and sponsor at OilComm and FleetComm, you are signing up to be a part of the family. Our communities love this event, and we know you will too! OilComm and FleetComm will be back in 2018, creating the collaborative environment that our attendees and exhibitors have come to associate with OilComm and FleetComm.

EXHIBITING ALLOWS YOU TO **BUILD YOUR BRAND AWARENESS** AND LEAVES A **BRAND IMPRESSION** WITH CURRENT CUSTOMERS, PROSPECTS, MEDIA, SUPPLIERS, AND OTHER PROFESSIONAL ORGANIZATIONS.

HERE'S WHAT ATTENDEES SAID ABOUT THE 2017 EVENT:

"High quality exhibitors and attendees specific to vertical market. Great conversations with decision makers."

"OilComm is an excellent venue for users and vendors to dialogue."

"The location was great and the exhibitors were exceptional."

"Everyone was genuinely friendly and knowledgeable in their respective field."

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