# SPONSORSHIP OPPORTUNITIES 2017-2018



Consortium for School Networking 1325 G St, NW, Suite 420, Washington, DC 20005 COSN.Org

Increase visibility of your products and services with edtech leaders responsible for district technology buying decisions

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### Who we are

CoSN (Consortium for School Networking) is the only national professional association dedicated exclusively to serving and supporting education technology leaders. We are internationally recognized and respected as a source of credible information and a strong advocate for educational technology issues and policies.

As a sponsor you will be part of this vibrant association tapping into unique opportunities and connecting with the CoSN community all year long and at our events. Our sponsorships are geared to providing companies with:

- Stronger understanding of education technology trends and initiatives impacting school systems and how to address these trends
- Valuable marketing opportunities designed to reach district technology leaders responsible for purchasing decisions
- Increased visibility and brand awareness throughout the K-12 education technology community

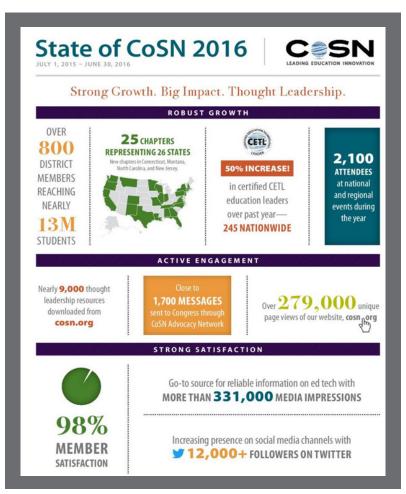
CoSN provides four annual sponsorship packages: Platinum, Gold, Silver, and Bronze. There are also stand-alone sponsorship opportunities: Leadership Initiatives, Annual Conference, regional CTO Clinics®, Awards, Certification, Advocacy, and International Activities.

CoSN (Consortium for School Networking) is the only national professional association dedicated exclusively to serving

Platinum, Gold, Silver, and Bronze Sponsors receive additional benefits:

Increased visibility on an expanded sponsor page with ability to share company thought leadership resources

- Monthly conference calls with senior staff to provide updates on what is happening at CoSN, answer specific questions, and describe new offerings
- Opportunity to share information about education-related (non-product pitch) company webinars and resources in the CoSN eNews reaching approximately 12,000 readers every other week



We are also ready to assist you with customized sponsorship packages to meet your marketing needs. Contact Irene Spero, Chief Strategy Officer, irene@cosn.org.

### Sponsorship Packages

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# CoSN 2018 Annual Conference

CoSN sponsors can build connections with key decision makers and gain visibility at our Annual Conference, the premier event for school system education technology leaders. The CoSN 2018 Annual Conference Exponential Change: Designing Learning in the 4th Industrial Revolution, will take place from March 12-15 in Washington, DC. The conference brings together close to 1,000 school system North American technology leaders with 75% of the attendees having decision making authority in their districts. Almost two thirds of the attendees in 2016 reported that they learned about a new product or service at the CoSN 2016 Annual Conference by meeting with sponsors.

#### POD IN @INNOVATION CENTRAL (\$2,500)

CoSN has created a new approach to bring our educator members and private sector partners together... @InnovationCentral integrates open space with dedicated time for thought provoking conversations. No more chopped up blocks of time for exhibit hours. No shipping your booth. Just provide the graphics you want for your Pod, and it will be ready on your arrival.

We strongly believe that the connections between our educator members and the corporate sector should occur throughout the year – not just at conference time. For this reason only CoSN corporate members will be eligible to participate in @Innovation Central

- Pod in @InnovationCentral and opportunity to distribute company literature at Pod
- Listing on the conference website, program and mobile app
- One complimentary conference exhibitor registration
- Pre and post conference list with mailing address information

#### **EXECUTIVE BRIEFINGS (\$4,500)**

Hold a 90-minute facilitated focus group or briefing for a new product release or to gain feedback on current products during the CoSN Annual Conference. The Winter Group and CoSN will work with your company on recruiting, moderating, coordinating and reporting for this briefing. Choose the type of format that makes the most sense – focus group, competitive review or product demo.

#### CRYSTAL CONFERENCE SPONSORSHIP (\$7,500)

- A 90-minute Executive Briefing
- Informal networking opportunities in @InnovationCentral (includes pod), CoSN's version of the exhibit hall
- · Opportunity to distribute literature to conference attendees in @InnovationCentral at your pod
- Pre and post-registration lists for follow-up contacts (one time use)
- Extensive branding at the conference as a Crystal Sponsor
- Two complimentary conference registrations
- Logo placement as a Crystal Sponsor on conference website and marketing materials

#### FORUM FOR LARGE SCHOOL DISTRICTS (\$7,500/Exclusive to one Sponsor)

Sponsor the forum session focusing on the unique challenges confronting large school districts. As a sponsor, you will meet with the panelists prior to the forum, introduce the speakers, and moderate the discussion. You will also receive one conference registration.

#### CHAPTER LEADER INSTITUTE DINNER (\$5,000 Exclusive for one sponsor/or \$2,500 each for two sponsors)

Host a dinner and guest speaker for CoSN Chapter Leaders during the Annual Conference (date to be determined). As a sponsor, you will attend the dinner, offer welcoming remarks, and network with leaders from our state chapters throughout the evening. You will also have the opportunity to attend the State Chapter Meeting.

#### MEETING ROOM RENTAL (\$1,000/day)

Reserve a room during the conference to meet with current and potential customers and to network in an informal and relaxed setting. We will work with the hotel to reserve a spot and ensure that it is held at a time that does not conflict with other activities. Space is very limited and will be assigned on a first come, first serve basis.

#### NEXTGENERATION AND DIVERSITY LEADERS (\$10,000)

CoSN is working to recognize and support aspiring CTOs and increase the racial, ethnic and gender diversity of members. At the CoSN Annual conference we will invite and recognize selected Next Generation and minority leaders to attend a "boot camp" starting with a social event. The focus will be on describing the essential skills for technology leadership, tips on professional advancement and ways to increase diversity. Sponsorship will support registration and one night of lodging for the participants.

As a sponsor, you will be able to meet and spend time with the invitees listening to and gaining an understanding of the challenges they face, participate in the social event and planning sessions, and receive an attendee list for follow up. You will also be branded on the event and all announcements for the "boot camp."

#### INTERNATIONAL SYMPOSIUM (\$10,000)

CoSN is committed to a global dialogue focused on the strategic uses of technology for the improvement of teaching and learning in elementary and secondary schools. In partnership with UNESCO, CoSN will convene the 2018 International Symposium focusing on digital citizenship. The Symposium will bring together thought leaders from across the U.S. and around the world to explore issues, learn from each other and determine how they can ensure student success in their individual learning communities.

Sponsors will receive important benefits:

- Ability to give brief welcome remarks during the Symposium or lead a table discussion
- Opportunity to provide a scholarship for a VIP to attend the Symposium
- Access to the international VIP attendees during the Symposium and at a special dinner for these guests and the CoSN Board of Directors
- · Two complimentary conference registrations for staff to network and continue the dialogue
- Visibility and branding with acknowledgement on all relevant marketing materials, announcements, invitations, website and program book
- Electronic copy of the symposium pre-registration and attendee lists for one-time use

#### THIRD ANNUAL CETL® SUMMIT (\$15,000)

CoSN will be convening the third CETL Summit in recognition of our members who have earned their certification and continue to be an essential force in shaping technology use in K-12 school districts. The Summit will be a day and a half starting with a social event and continuing with an interactive and in depth problem solving session on the skills needed to be an effective district technology leader. The findings of the Summit will be documented in an easy to use format, distributed widely and posted on the CoSN website.

As a sponsor, you will be able to meet and spend time with the invited CETLs listening to and gaining an understanding of the challenges they face, participate in the social event and planning sessions, receive an attendee list for follow up. You will also be branded on the event and all announcements for the Summit.

#### COSNCAMP® (\$6,000)

CoSNCamp, our version of an "un-conference," is a place for people and their ideas to congregate in an informal setting. Sponsorship will help you engage in dialogue with educators and dig deeper on items of mutual interest. You will also receive visibility with attendees and specific branding and the chance to follow-up after CoSNCamp ends. We welcome your creativity in the planning of CoSNCamp.

Sponsorship includes the following benefits:

- Acknowledgment with logo on all appropriate electronic media, conference website, signage, program book, and Guide book
- Opportunity to organize a "spark session" to get input on development ideas
- Two complimentary conference registrations



# Unique Opportunities

#### VIRTUAL FOCUS GROUPS (\$4,000)

Modeled after the Executive Briefings held at the Annual Conference, these virtual briefings can be scheduled throughout the year at your convenience. Virtual Focus Groups provide opportunities to discuss, showcase, or test products and services with selected CoSN educator members by phone or via webinar. CoSN will work with the Winter Group to set up these virtual focus groups, facilitate the discussion, and provide follow-up information.

#### COSN CONVENES (\$10,000 per session)

Each CoSN Convenes session will bring together experienced CoSN educator members from across the country and corporate clients. The conversation will be orchestrated so that companies receive timely, expert feedback, a deeper understanding of the needs of educators and school systems, and information they can use to drive and differentiate their product in the edtech marketplace.

CoSN will be responsible for all logistics associated with the 21/2 hour session such as securing space, contracting and paying the facilitator, inviting and compensating the participants, working with the company on the agenda, and sending out digital invitations and background materials for the meeting. Panels are planned for October 12 & 13, 2017 in Washington, DC and April 18, 2018 in San Diego, CA.

The benefits to a company are significant:

- Targeted conversations with practitioners who can advise on test concepts before coming to market.
- Important and timely feedback on product development, pricing and use
- Strong future relationships with the educators on the panel

## Regional CTO Clinics

CoSN partners with state leaders to establish state chapters to better meet the needs of district-level technology CTO/ClOs. We currently have chapters in AL, CO, CT, FL, GA, IL, IN, IA, LA, MA, MO, MN, MT, NH, NJ, NM, NY, NC, Nortwest (OR and WA), OH, PA, TN, TX, VT, VA, and WI. In conjunction with our chapters, CoSN provides strong regional professional development opportunities through our joint CTO Clinics. Each CTO Clinic is a high-level executive event bringing together senior district-level technology decision makers, superintendents, associate superintendents, business officers, and others interested in cutting-edge technology leadership. The dates and locations for 2017-2018 are still being finalized; last year, clinics were held with registration ranging from

#### TIER ONE SPONSORS (\$5,000) will receive the following benefits:

- 30-minute sponsor session OR exclusive sponsorship of one of the meals/keynote speakers (1 breakfast, 2 lunches, 1 dinner/reception), including ability to make brief comments OR opportunity to address all attendees
- Table top exhibit/information table to distribute marketing and informational materials and to network with attendees
- Acknowledgment of sponsorship on all appropriate electronic and print marketing materials, conference website, conference signage, and program book and/or mobile app
- Two handouts at the registration/check-in table
- 100-word organizational profile and logo in conference program book and/or mobile app
- Electronic copy of the pre-registration and final attendee lists for one-time use
- Two complimentary clinic registrations

#### TIER TWO SPONSORS (\$2,000) will receive the following benefits:

- Table top exhibit/information table to distribute marketing and informational materials and to network with attendees.
- Acknowledgment of sponsorship on all appropriate electronic and print marketing materials, conference website, conference signage, and program book.
- One insert for the attendee conference bags handout at the registration/check in table
- 100-word organizational profile and logo in conference program book and/or mobile app
- Electronic copy of the pre-registration and final attendee lists for one-time use
- One complimentary clinic registration

# Recognize & Develop Effective Leadership

CoSN is committed to building and supporting effective district technology leadership. We have several sponsorship opportunities for companies who are equally committed to leadership in our education communities.

#### LEADERSHIP INITIATIVES (\$12,500 per intiative)

CoSN's educator-focused, vendor-neutral Leadership Initiatives center on the key edtech issues faced by school districts. As a sponsor, you will participate in the advisory panel for the initiative, interact with the educator members of that group and receive branding on the initiative website and all marketing materials.

- <u>Empowered Superintendent</u> helps superintendents and aspiring superintendents build their knowledge, skills, and confidence as effective technology leaders. A new series of resources provides superintendents with highlighted information on key issues they confront.
- <u>Leadership for Mobile Learning</u> enables district leaders to overcome barriers and implement policies to effectively use mobile devices for the improvement of teaching and learning. The website is being reorganized to make it easy for districts to find information necessary for utilizing mobile technologies.
- <u>Smart Education Networks by Design (SEND)</u> focuses on well-designed networks and district network planning to support new demands for technology in a school district. The initiative resources include infographics, checklists, questions to ask a vendor, as well as plans for network timeline and monitoring.
- <u>Protecting Privacy in Connected Learning</u> helps inform district leaders of the importance of balancing technology and data use with the need to protect student privacy. A new Toolkit for district leaders features information on complying with laws and regulations, tips for working with vendors and highlights steps districts should take to ensure the privacy of student data
- <u>Digital Equity Action Agenda</u> works to close the access gap for learning no matter where students are. The initiative will continue building its web presence, launch the 2nd Annual Digital Equity Video Challenge, and release a new interactive toolkit featuring schools, districts and communities committed to improving equity,
- <u>SEND: Cloud</u> offers resources to help district technology leaders understand cloud computing and analyze how using cloud resources as IT-as-a-service supports their goals. The new website will feature tools overviewing cloud, pricing issues and migration tool.
- <u>Cybersecurity</u> provides tools to protect networks and information security. Leadership Initiatives. The initiative has been refreshed with new templates, resources, guides and steps to ensure that a district has protections in place.

#### Sponsorship Benefits for Leadership Initiatives:

- Participation on the advisory committee for the initiative helping to shape direction and focus by identifying best practices, tools, resources, webinars, presentations, and case studies
- · Visibility with links from the Initiative website to your company website
- Branding on all initiative presentations and marketing materials at conferences and events

#### NATIONAL AWARDS (\$15,000)

CoSN annually recognizes outstanding leaders who use technology to transform learning in significant ways with the Withrow CTO of the Year and Team Awards.

Named for Frank Withrow, a longtime pioneer and champion of technology in K-12 education, the Withrow CTO of Year Award recognizes an individual CTO or equivalent in a U.S. K-12 school district, consortium of school districts, or education agency who is a true technology champion.

The Team Award recognizes a team in a school district, consortium of school districts, or educational service agency whose impact on technology's role in transforming learning has been significant.

#### Benefits of an Awards Sponsorship:

- High visibility at the CoSN Annual Conference with a representative helping to present the Award at a plenary session
- · Acknowledgment on all appropriate materials and in the conference program book
- Two complimentary conference registrations for staff
- Meeting with award recipients
- · An electronic copy of the conference pre-registration and attendee lists for one-time use only

# Recognize & Develop Effective Leadership cont'd

#### ANNUAL LEADERSHIP SURVEY (\$8,000)

The survey provides valuable information about how education leaders are leveraging technology to achieve engaging learning environments and paints a picture of potential changes in the field. CoSN will conduct the 6th Annual Survey in 2017 to capture technology trends, challenges, and priorities. The survey provides important information about your customers, particularly in terms of district budgets, personnel, location, and size, and has generated considerable coverage in its first two years.

Sponsorship benefits includes:

- Help in planning the survey instrument
- Branding on the survey publication and recruitment which reaches over 100,000 impressions
- Quote in the press release and acknowledgement on all dissemination efforts
- Branding on the CoSN website with a click through URL

### Certification

#### CERTIFIED EDUCATION TECHNOLOGY LEADER (CETL ® ) (\$35,000)

CoSN developed the <u>CETL®</u> certification program for K-12 school district technology leaders. Those who pass this rigorous exam demonstrate they have the knowledge and skills to lead and advance education technology in their school systems. CoSN is seeking partners who recognize the importance of having skilled and knowledgeable ed tech professionals in our nation's schools

#### Benefits to Partners:

- The CETL certification program will significantly improve the knowledge base of education technology leaders and their decision-making abilities.
- CETL certification strengthens the education technology marketplace by empowering CETLs to pursue more informed purchasing and implementation strategies. It is the first aspirational designation for senior education technology leaders in the world. Those seeking and holding this designation bring strong leadership and a clear vision of how technology can profoundly transform the learning environments in their school districts. Because it is a key strategic goal of CoSN, the certification generates substantial publicity and awareness.

As a partner, your company will demonstrate its commitment to transforming our schools into 21st century learning environments and receive the following benefits:

- · Branding on certification-related presentations and marketing materials at conferences and events nationwide
- Branding on materials specifically designed for district superintendents, school boards, HR departments, and senior school
  administration teams. These materials will include information on how the CETL certification can be used in the hiring
  and professional development of district technology staff members and how a CETL-certified staff will ensure that school
  districts are implementing technology to transform learning environments
- Links from the certification page on the CoSN website to your company's website
- Recognition as a Silver Conference Sponsor with significant benefits at CoSN's Annual Conference





# Supporting Advocacy Efforts

CoSN maintains a strong and effective voice in policy formation and implementation to ensure the strategic use of technology at the federal level by:

- Promoting advocacy efforts to ensure that policymakers hear from educators through CoSN Advocacy Network
- Focusing on adequate funding for education technology under federal legislation, strengthening the critical E-Rate program, and laying out a vision for how technology can transform our schools

#### MONUMENTAL IMPACT: ADVOCACY DINNER AND AUCTION

To support CoSN's advocacy efforts and raise awareness of the necessity of funding for technology in our nation's schools, CoSN holds the Monumental Impact: Dinner and Auction for Advocacy each year during the Annual conference and will be held this year on March 13, 2018 in Washington, DC.

Sponsorship options at all levels are structured to optimize the value of your invest-

#### WASHINGTON MONUMENT SPONSOR (\$10,000 – Limited to two companies)

- Recognition at CoSN conference with the opportunity to offer brief remarks to the attendees
- Designation as lead sponsor of event and listing on CoSN website advocacy pages for upcoming year
- Priority view seating at one table (10 seats)
- · Four tickets to attend the VIP Reception and a special public acknowledgement during the event
- Sponsor recognition via company listing in the auction program
- Logo placement on website, mobile app, and signage for the auction

#### CAPITOL SPONSOR (\$5,000)

- Priority view seating at one table (10 seats)
- Two tickets to attend the VIP Reception
- Sponsor recognition via company listing in the auction program
- Logo placement on website, mobile app, and signage for the auction

#### **ADDITIONAL OPPORTUNITIES\***

•	Reception Appetizers	\$4,000	
•	Transportation	\$4,000	*All additional sponsorships include one ticket to the VIP Reception, one
•	VIP Reception	\$4,000	dinner ticket, sponsor recognition via company listing in the auction pro-
•	Reception Wine	\$3,500	gram and logo placement on website, and signage at the auction.
•	Dinner Wine	\$3,500	
•	Dinner Dessert	\$2,500	
•	Auction Program	\$1,700	
•	AV	\$1,000	

## Promoting Global Exchange

CoSN is committed to a global dialogue focused on the strategic uses of technology for the improvement of teaching and learning in elementary and secondary schools. Each year, CoSN invites delegates from abroad to attend the Annual K-12 CoSN Conference and organizes an International Symposium. In addition, CoSN has led delegations to Europe (2002), Australia (2004), Scandinavia (2007), Scotland and the Netherlands (2009), London and Paris (2011), South America (2011), Portugal (2013), Singapore (2015), India (2015) and Ireland (2016).

Opportunities on next page.

# Promoting Global Exchange cont'd

#### COSN DELEGATION TO NEW ZEALAND; OCTOBER 19-28, 2017

CoSN is planning a senior level delegation to New Zealand from October 19-October 28, 2017. The delegation will be an exciting professional advancement opportunity allowing the participants to discover, learn and experience the innovative ICT policies and practices that are occurring in New Zealand and explore its applicability to US education.

We will be focusing on the following questions:

- How has New Zealand worked to balance a highly decentralized system while achieving high standards for all students?
- What approaches are used to involve the community in the learning process?
- How has New Zealand rebuilt schools to support digital transformation for students, teachers and administrators?
- What are the policies that are helping to transform school in New Zealand?

Information obtained during the visit will be broadly disseminated to the U.S. education technology community via a delegation website, blogging, webinars and a report summarizing our findings and experiences. Our goal is to share the information collected and enable human and organizational linkages.

#### Sponsorship Opportunities:

We are seeking sponsorships to keep costs at an affordable level for CoSN leaders. The benefits of sponsorship are significant and include:

- Participation by a sponsor representative in all the meetings and briefings (travel and lodging for the representative are not included and can be arranged as part of the EF group rates)
- · High-level access and interaction with CoSN leaders and key decision makers from New Zealand
- Branding on all reports, toolkits, webinars and public dissemination activities regarding the trip.
- Each sponsor will also be invited to host a dinner for the delegation with any local or company representatives you designate. In addition, sponsors may provide additional scholarships for educational leaders unable to cover their fees.

One Lead Sponsorship is available at \$20,000 (includes two representatives to participate in the delegation and in all the meetings and briefings (travel and lodging are not included and can be arranged as part of the EF group). Additional sponsorships are available at \$10,000.

### **Meet our Current Sponsors**

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**FileWave** 

**GOLD** 

AT&T

Google

HMH HP

Pearson

SchoolDude

Sunesys

**SILVER** 

Amazon Web Services

**BRONZE** 

iBoss Security

Promethean

Ciena

Apple

Brocade

CDW.G

Cisco

CISCO

ClassLink Cradlepoint

Dell

**Encore Technology Group** 

Fortinet

**IBM** 

**IDENTITY AUTOMATION** 

itsLearning

JAMF Software

Juniper Networks

Kajeet

Lightspeed Systems

McGraw Hill

Microsoft

Safari Montage



### Hear what our sponsors are saying...

"FileWave is excited to continue its partnership with COSN as they celebrate their 25th anniversary this year. Any organization that is able to stay in this field for this length of time is not only is a great accomplishment, but also comes with great responsibility to both customers and the community alike.

With all the changes happening from year-to-year, or even month-to-month, in education, FileWave feels COSN provides our organization the ability to stay at the forefront. This partnership not only ensures that we continue to provide what institutions need today, but also allows us to continue to strengthen partnerships with State and District leaders to provide for the future. "

--Stephen Mirante, VP of Sales & Strategic Relations, FileWave Multi-Platform Management

"CoSN does amazing work to support and connect with technology leaders nationwide. There is no better way to connect to the CoSN community than to sponsor and get engaged at the highest level you can."

--Lillian Kellogg, Vice President, ENA

"With the mission to inform, advocate, collaborate, and celebrate education technology leaders and their priorities, CoSN's footprint on the industry is unique, impactful, and powerful. McGraw-Hill Education reaches out to CoSN when looking for innovative solutions to drive its business operations and public policy development, and believes CoSN's impact can be felt by education technology partners and the education industry as a whole."

--Heath Morrison, Senior Vice President of Government Affairs and Education Policy, McGraw Hill Education

"CoSN has been a fabulous partner to Cisco over the years. Our participation in the CoSN SEND initiative will help schools across the country to implement the right technologies in the right ways to help them transform for the future. CoSN's leadership in this area is truly a value-add as they bring relevance, credibility, and concrete approaches to our education leaders."

--Renee Patton, US Public Sector Director of Education, Cisco

"I have worked with CoSN for many years. They are a fantastic organization and are really a good choice for investing your limited corporate sponsorship dollars. They include corporate sponsors in all of their meetings--even their Board has corporate members. They advocate openly for good education / technology policy and provide an excellent set of resources online for everyone's use. Their events are a great place to meet CTOs and learn what's going on in the world of educational technology. I highly recommend making a commitment as a CoSN corporate sponsor and then engaging with the great folks in the Organization."

--Gary Mainor, SVP, Assessment & Instruction, Pearson

"CoSN and itslearning's participation in CoSN activities is more than a business relationship; it is a partnership. We believe CoSN is one of our nation's most well-respected thought leadership organizations for educational leadership. While we are positioned as a software platform for K12 Schools, we also share a grander vision to enable educational transformation. A key goal for us is to contribute and learn from the community of outstanding technology leaders and help support the development of "human capacity" to support innovation in the K12 arena. We share a common bond with CoSN's laser focus on creating engaging environments for teachers, students and parents – both in and out of the classroom."

--Bailey Mitchell, Chief Academic Officer, itslearning, inc.

"Being a CoSN corporate member and sponsor provides JAMF the opportunity to engage as a partner with our customers and the larger educational community. The CoSN organization and its members are the best source of thought leadership on educational technology issue, trends, and needs available. As a corporate member and sponsor we share the responsibility to participate in productive dialog and contribute appropriately to improve the educational experience for all students."

--David J. Saltmarsh, M.Ed., CETL, Global Educational Evangelist, JAMF Software

"CoSN has been a tremendous association to work with. They are a rare breed these days amongst professional development organizations in that they actively include industry for direction, input and knowledge. I feel the members of CoSN have benefitted through these interactions as much as we have, an honest win-win for all."

--Chris Oskuie, Brocade

