



7th Annual

Demand Response & Distributed Energy Resources World Forum 2020

October 12-14, 2020 • Los Angeles, CA

Sponsorship and Exhibition Opportunities

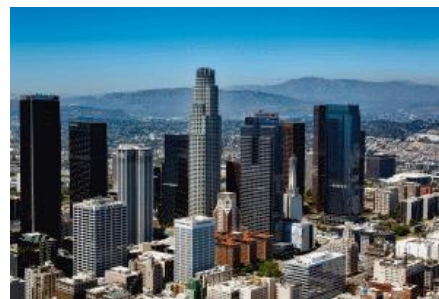
www.drworldforum.com

Utilities around the world are under increasing pressure to accommodate energy efficiency, control load, and integrate distributed energy resources such as renewables. These factors plus an urgent need to control greenhouse gasses are driving new requirements for energy resiliency, sustainability, and power quality -- all of which impact the traditional utility business case. For utilities to thrive in this changing market, they must embrace greater network agility and work with customers to maximize value for all stakeholders in the value chain.

Organized by the Smart Grid Observer, the **7th Annual Demand Response & Distributed Energy Resources World Forum**, October 12-14, 2020 in Los Angeles, CA brings together stakeholders from across the DR / DER industry and internationally to examine the latest technology advances, case studies, and business strategies for optimizing demand response, energy efficiency, DER integration and control, and demand side management programs. The event will help utilities and C&I end users realize the full economic benefits of incorporating these capabilities into their operations, and leveraging the next-generation smart grid to optimize performance.

The conference is designed to executives at the following types of organizations:

- Large wholesale renewable energy generators -- wind and solar
- Energy professionals at municipal, investor-owned, and rural utilities
- Energy managers at commercial and industrial end-user organizations
- Regional transmission system operators
- Curtailment service providers
- Building energy management (BEM) companies
- Regulators and government policy makers
- DR aggregators
- IT and software providers
- Smart grid technology providers and network operators
- Communications network service providers and vendors
- Financial and venture capital professionals
- Consultants and system integrators
- Researchers, analysts, and university professionals



Sponsorship of the World Forum ensures that your company's technology expertise and thought leadership is highlighted to a targeted group of executive decision makers within a range of energy provider and end user organizations interested in effective demand response programs, energy efficiency, and distributed energy resources management.

Sample Attendee Feedback



"Excellent dialog and exchange of thought. I liked the forward thinking and discussion of future directions."

- *Jack Peterson, Manager-Energy Operations Support, Southern California Edison*

The event was well organized and extremely informative. I have already recommended it to colleagues.

- *Leigh Holmes, Manager of Utility Programs, EnerNOC*

Good, well-organized event. Gave a good picture of today and tomorrow, and the issues and challenges. Good, relevant presentations with little or no advertorial presentation.

- *Terry Casey, CEO Europe, Intellistar*

It was very interesting and I learned a lot. This is absolutely the best in the U.S. so far.

- *Magnus Linden, Senior Consultant, Energy Markets Group, Sweco Energuide*



"Very good selection of topics and speakers from different backgrounds and stakeholders. Excellent organization. Thank you!"

- *Dr. Toni Goeller, General Manager, MINcom Smart Solutions*

"Great contacts, presentations and information. Very useful!"

- *Charles (Ted) Witham, West Region Sales Director, Enpoint Automation, Cooper Power Systems by Eaton*

Previous Sponsors



Previous Attendees Include:

A.G. Global Capital	Energate	Pacific Gas and Electric Company
Akin Gump Strauss Hauer & Feld LLP	Energy Solutions	Pacific Northwest National Laboratory
Alstom Grid	EnergyHub	PECO
American Honda Motor Co	Enerliance	Pelican Wireless Systems
AutoGrid Systems	EnerNOC	PJM Interconnection
Azbil North America R&D, Inc.	Enertech Search Partners	PlugShare
BC Hydro	EnTouch Controls	Powerit Solutions
Boice Dunham Group	Environmental Defense Fund	Puget Sound Energy
Bonneville Power Authority	EPRI	QualityLogic
Braeburn Systems LLC	Exponent	REGEN Energy
BRIDGE Energy Group	FATE Consortium	Reliant (NRG)
Bright Footprint	FreeStyle NRG	Sacramento Municipal Utility District
BuildingIQ	Galvin Electricity Initiative	SAIL Capital Partners
California Independent System Operator	Greenlots	San Diego Gas & Electric
California Public Utilities Commission	HDR Consulting LLC	Santa Clara University
CEIVA Energy	Hitachi, Ltd.	Schneider Electric
Chaing Mai University	Honeywell	Siemens
City of Anaheim	Hydro-Quebec	Silver Spring Networks
CleanSpark	Idaho Power Company	Skipping Stone
CleanTech OC	Industrial Technology Research Institute (ITRI)	SoCalGas
Clearesult	Inergy Systems	Southeast University
CLP Power Hong Kong Limited	Intellastar US	Southern California Edison
Comcast	Johnson Controls	Sumitomo Electric
Comfort Analytics	Joule Assets	Sweco Energuide
Comverge	Kisensum	Tendril
Consolidated Edison	KS-SOLUTIONS	Tensile Capital Management LLC
Cooper Power Systems by Eaton	Landis+Gyr	Thayer School of Engineering at Dartmouth
cyberGRID GmbH	Lavastorm	The University of Kitakyushu
DE Solutions, Inc.	Lawrence Berkeley National Lab	Tokyo Electric Power Company
DEFG	MelRok	U.S. Department of Commerce
Digital lumens	MINcom Smart Solutions GmbH	Universal Devices
Duke Energy	MISO	University of California-Irvine
ecobee	Mitsui USA	Virtual Peaker Inc.
EcoFactor	Navigant	Walmart
Ecova	NEDO	WIPRO Technologies
EDF R&D	Nexant	Xtensible Solutions
Tsinghua University, China	OMNETRIC Group	
Electricity Consumers Resource Council	Open Access Technology International, Inc.	
Emerson Climate Technologies	Open Energi	
Enbala Power Networks	OpenADR Alliance	
	PA Consulting Group	

Demand Response & DER World Forum 2020 Sponsorship Packages

Diamond Level Sponsor

Value: \$5,000

Program Benefits

- Participation within one conference session as a speaker and/or session chair (topic subject to review and approval by Program Advisory Group)
- Tabletop exhibit in networking break / luncheon area

Registration Benefits

- 5 complimentary conference passes
- 20% off additional registrations

Pre-Show Branding

- Highlighting of sponsor's session in email marketing campaigns
- Top-level logo positioning in Official Program Guide, event website, and email communications
- Corporate description with hyperlink on event website
- White paper or Executive Interview posted on event website and disseminated via media partners

On-Site Hosting and Branding

- Top-level logo positioning in Program Guide distributed to all attendees
- Lead positioning of logo in on-site banners and signage
- Dedicated floor-standing banner (provided by sponsor)
- Company information or insert included in registration bags

Post-Show Benefits

- Attendee List with contact information (provided one week following the event)
- Audio + PowerPoint webinar of sponsor's presentation hosted on Smart Grid Observer website for 3 months post-event



Platinum Level Sponsor

Value \$4,000

Program Benefits

- Participation within a conference session as a speaker or session chair (topic subject to review and approval by Program Advisory Group)
- Tabletop exhibit in networking break / luncheon area

Registration Benefits

- 4 complimentary conference passes
- 20% off additional registrations

Pre-Show Branding

- Logo positioning in Official Program Guide, event website, and email communications
- White paper posted on event Website
- Corporate description with hyperlink on event website

On-Site Hosting and Branding

- Prominent logo recognition in on-site banners and signage
- Logo on event program and registration materials
- Company information or insert included in registration bags

Post-Show Benefits

- Attendee List with contact information (provided one week following the event)



Gold Level Sponsor

Value \$3,000

Program Benefits

- Tabletop exhibit in networking break / luncheon area

Registration Benefits

- 3 complimentary conference passes
- 15% off additional registrations

Pre-Show Branding

- Logo positioning in Official Program Guide, event website, and email communications
- Corporate description with hyperlink on event website

On-Site Hosting and Branding

- Prominent logo recognition in on-site banners and signage
- Logo on event program and registration materials
- Company information or insert included in registration bags

Post-Show Benefits

- Attendee List (provided one week prior, and one week following the event)



Silver Level Sponsor

Value \$2,000

Program Benefits

- Tabletop exhibit in networking break / luncheon area

Registration Benefits

- 2 complimentary conference passes
- 15% off additional registrations

Pre-Show Branding

- Logo positioning in Official Program Guide, event website, and email communications
- Corporate description with hyperlink on event website

On-Site Hosting and Branding

- Prominent logo recognition in on-site banners and signage
- Logo in event program and registration materials
- Company information or insert included in registration bags

Bronze Level Sponsor

Value \$1,000

Branding Benefits

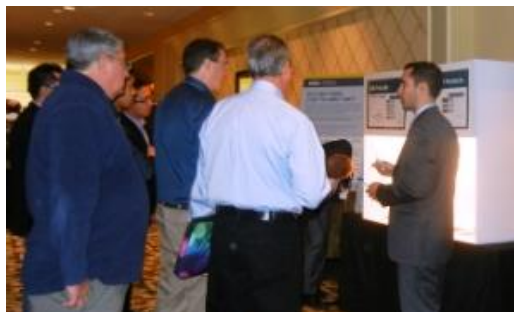
- 10% off registrations
- Logo positioning in Official Program Guide, event website, and email communications
- Corporate description with hyperlink on event website

On-Site Hosting and Branding

- Prominent logo recognition in on-site banners and signage
- Logo on event program and registration materials

Tabletop Exhibition

All coffee breaks and networking receptions at the World Forum will take place within a special Tabletop Exhibition Area, immediately adjacent to the main seminar room, where attendees can view the latest technology and services advances while interacting with fellow conference participants.



Each Tabletop Exhibit space features:

- One, 6 x 3 ' skirted table and two chairs
- Standard wall electrical outlet service
- Location in high-visibility and high-traffic area during the Summit
- Exhibitors may also use floor-standing literature displays or signage, adjacent to their tabletop

All Forum sponsors may participate in the Tabletop Exhibit.

Sponsorship Options Summary

Base Packages	Diamond \$5,000	Platinum \$4,000	Gold \$3,000	Silver \$2,000	Bronze \$1,000
Email highlighting sponsor's participation	x				
Audio + PowerPoint webinar of sponsor's presentation	x				
Dedicated floor-standing banner with company logo	x				
Participation within a conference session as speaker or session chair (topic subject to approval)	x	x			
White paper posted on event Website	x	x			
Attendee List (one week prior, and after the event)	x	x	x		
Company information or insert included in registration bags	x	x	x		
Tabletop exhibit in networking break and reception area	x	x	x	x	
Complimentary conference passes	5	4	3	2	
Discount on registrations	20%	20%	15%	15%	10%
Logo in Official Program Guide, event website, and all email marketing communications	x (top)	x	x	x	x
Corporate description with hyperlink on event website	x	x	x	x	x
Prominent logo recognition in on-site banners and signage	x (top)	x	x	x	x

To arrange your participation, please contact:

Daniel R. Coran, Program Manager

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