

How can you
reach higher ed?
Look inside!

acuta
2010

Planning Guide

Winter Seminar:	<u>New Orleans, LA</u>
Annual Conference:	<u>San Antonio, TX</u>
Summer Seminar:	<u>San Francisco, CA</u>
Fall Seminar:	<u>Metro DC</u>

The Association for Information Communications Technology Professionals in Higher Education presents four unique marketing opportunities for the coming year. • Offering access to decision-makers at campuses across North America and beyond, ACUTA provides a forum for interaction with those who purchase services to meet the voice, data, and video demands of hundreds of colleges and universities.

Seminars

Each ACUTA seminar focuses on two topics of high importance to higher education information communications technology professionals. Topics are chosen by the member volunteers of the Program Committee and approved by the Board of Directors.

Winter Seminar

January 24–27 • New Orleans, LA • Sheraton New Orleans

Track 1. IP Utopia: Where Are We?

While the move to an all IP-based communication infrastructure is looming over all of us, we're not all there—yet. This track will focus on IP communications, including the future of the desktop telephone, video applications (e.g., security, building automation), interoperability challenges, bandwidth and infrastructure requirements, communication applications, and financial models.

Track 2. Managing Change in an IT World

With all of the changes that occur to an organization's infrastructure each day, how well are you managing? Does your organization engage in a change management process? Or, do you engage in "change discussions?" What tools are you using to record these changes or to facilitate the discussion? How do you balance the need for implementing changes quickly and efficiently with the need for approval? This track will focus on what some organizations are doing to track changes to the infrastructure and what tools are available to assist organizations.

Summer Seminar

July 18–21 • San Francisco, CA • The Palace Hotel

Track 1. Wireless – The New Paradigm

With wireless speeds approaching the hundreds of Mbps speed, what impact will this have on your campus? Will organizations begin dismantling their wired infrastructure in favor of wireless? How will you charge back for wireless? In this track we'll discuss these and other topics including a distributed antenna system (will this replace the current WiFi environment?), fixed mobile convergence, WiMax, security, and policies that affect mobile users.

Track 2. Green IT – Green Fields

This track will focus on everything green. What are organizations doing to conserve power use not only in the data center, but campus wide? Organizations are implementing telecommuting policies, data center policies, technologies that conserve power, and more in order to "go green".

Fall Seminar

October 24–27 • Metro DC • Sheraton Premier at Tysons Corner

Track 1. Who's in Charge of the Network?

Research computing, P2P applications, SaaS, IP communications: All of these things continue to require an increasing amount of bandwidth. Prices for Internet services have dropped, but the demand continues to increase and strain IT budgets. Users will consume all the bandwidth you give them!

What are organizations doing to tame the increasing thirst for bandwidth? This track will focus on all aspects of network management including security, traffic shaping, caching, and performance monitoring.

Track 2. IT Services for Free? Financial issues surrounding IT

The economic downturn is no excuse for strained IT budgets – we've always had to fight for every dollar we need. There is a growing trend that network services should be treated as a utility. How do you quantify the services your organization provides? This track will focus on financial issues IT organizations face. Chargeback models, core services versus non-core services, cell phone stipends – all of us face these challenges.

We'll discuss how to deal with them, what other organizations are doing, and strategies for the future.



ACUTA 39th Annual Conference & Exhibition

April 18-21, 2010 (Exhibit Dates: April 18-20)
 JW Marriott San Antonio Hill Country Resort & Spa
 San Antonio, Texas * Nelson Wolff Exhibit Ballroom

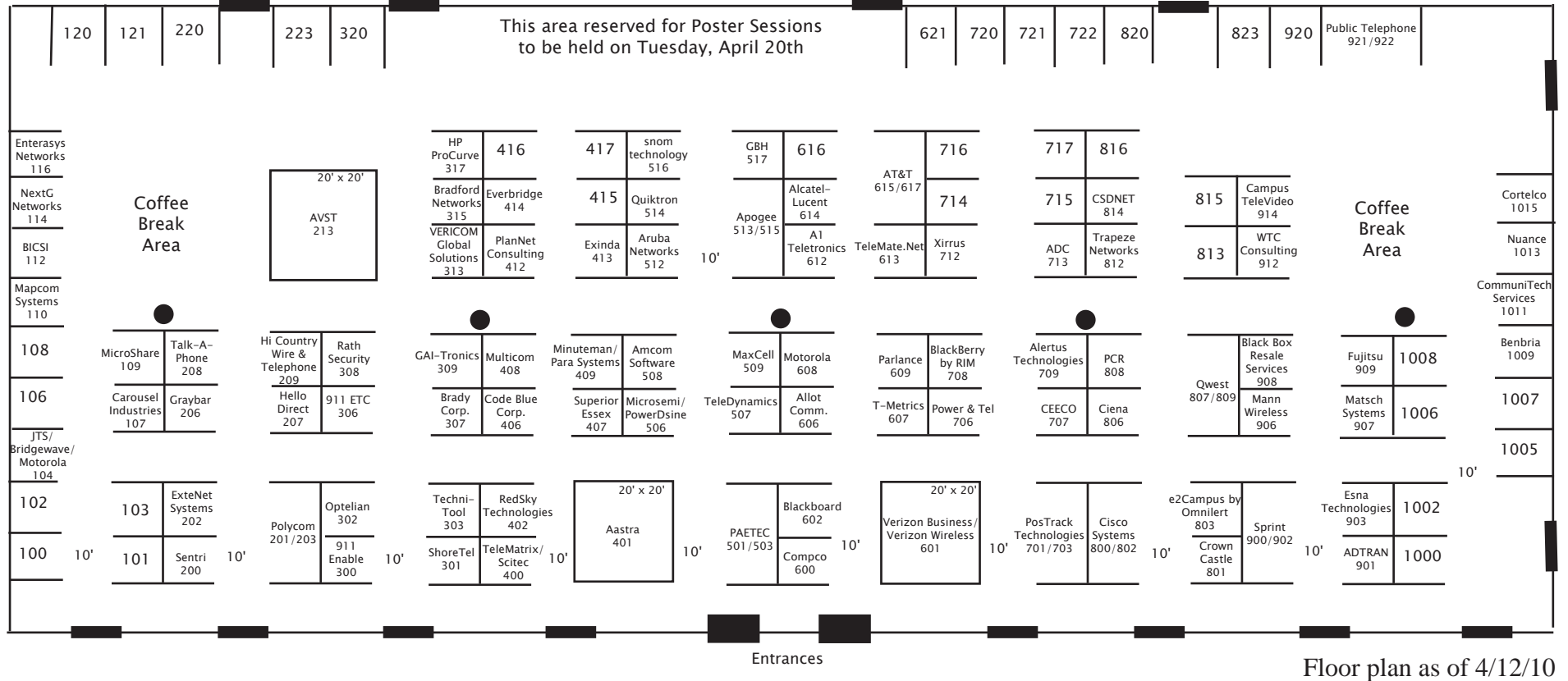


Exhibit Agenda	
Exhibitor Move-In/Set-up	Show Hours
Sat, April 17.....12:00 pm - Midnight	Sun, April 18.....6:00 - 9:00 pm
Sun, April 18.....6:00 am - 4:00 pm	Mon, April 19.....9:30 - 10:45 am
	Mon, April 19.....2:00 - 4:00 pm
Tear Down	Tues, April 20.....9:15 - 10:30 am
Tues, April 20.....4:00 pm - 11:00 pm	Tues, April 20.....2:00 - 4:00 pm

Notes:

- Booths are 10' by 10' except where noted
- Ceiling height is 26'
- Tentative: Pending Fire Marshall approval
- Drawing not precisely to scale

■ Denotes fire exits

● Denotes column

NOTE: This building is still under construction as of March, 2009. Specs are subject to change.

Meet Your Customers at ACUTA Events

Over the years, ACUTA has continuously been on the top of our priority list of 'must do' events. ACUTA provides my management team with unmatched peer networking opportunities, valuable information sharing sessions and the opportunity to interact with an engaged vendor membership. As universities and colleges face an uncertain economic climate, participation and involvement in ACUTA will be even more important. There are few professional events that match the value we get from our ACUTA membership.

*Joseph E. Harrington
Director, Network Services
Boston College*

The exhibits are a constant source of fresh ideas. I always return to campus with innovative ideas from a new or familiar vendor. I consider the vendors to be important partners in our quest to provide the best and most reliable services to our campus.

*David C. Wirth
Manager of Operations
OIT-Telecommunications Services
Princeton University*

With the tight travel budget, it is more important now than ever to choose the best conference to go to, which is ACUTA for me. ACUTA Annual Conference offers a variety of topics that are relevant to my campus. I get to visit with other schools and vendors and pick their brains on issues that I am dealing with. This "One-Stop Shopping" concept gives me the best value for my investment.

*Riny Ledgerwood
Director, Comm. & Computer Services
San Diego State University*

The availability of so many vendors in one space is terrific. Being able to meet with any number of representatives face-to-face in a relaxed atmosphere is of great value. Whether I want general information about a product or I need the details, it's all there.

*Terry Meredith
Southern Illinois University at Edwardsville*



Exhibitor Benefits

Marketing Tools

- Pre- and post-event attendee lists
- Attendee list on mailing labels
- Company listing on attendee list
- Company listing on website with free hot link
- Written acknowledgement in brochure

Exhibit Hall Promos

- Opening reception in exhibit hall
- Exclusive exhibit time daily
- Coffee breaks held in exhibit hall
- Exhibit hall doorprizes
- Signature cards for doorprizes

Your Exhibit Booth

- 8'x10' or 10'x10' floor areas
- 8' rear, 3' side drape for in-line booths
- One-line company identification sign
- Free session-only passes
- Free exhibit hall passes for customers

Sponsor Benefits

Marketing Tools

- Pre- and post-event attendee lists
- Attendee list on mailing labels
- Company listing on attendee list
- Company listing on website with free hot link

Sponsorship Exposure

- Prominent signage at sponsored events
- Complimentary attendance at sponsored events
- Video presentations (coffee breaks only)
- Door prizes announced at booth (coffee breaks only)
- Banners permitted and give-away tables provided
- Logo on exhibit entrance unit (Conference only)
- Speaking opportunity at some events
- Your brochures in attendee portfolios
- Thank-you announcement
- Written acknowledgement in brochure

Attendee Profile



ACUTA Attendees Make and Influence Decisions



67% Senior Management
Director, Manager, CIO

26% Technical Staff
Supervisor, Program Specialist, Administrator, Analyst, Engineer, Technician, Consultant

8% Executive Administration
President, Vice President, Chancellor, Dean, Provost

Estimated Attendance
Seminars..... 80+ Campuses
150-175 Attendees
Conferences.... 200+ Campuses
475-500 Attendees

Typically, **20-25%** of the campus representatives at ACUTA events are first-time attendees. Your opportunity to make new contacts is excellent.

From a recent survey, we learned that among attendees at the 2008 ACUTA Conference:

- 62% have titles of director, manager, or CIO
- 96% control or influence purchase decisions
- 96% expect to meet current vendors
- 96% expect to meet new or potential vendors
- 98% consider time spent in the exhibit hall valuable or extremely valuable

76% indicate that they spent at least 4 hours in the exhibit hall.

ACUTA Attendees Come from Far and Near

Event	Northeast	Southeast	Midwest	West	Canada/Other
Past 3 Seminars St. Louis • Boston • Palm Springs	33%	13%	38%	13%	3%
2006 - 2008 Conferences San Diego, CA • Hollywood, FL • Las Vegas	19%	24%	34%	21%	2%

In addition to an invaluable source for market intelligence, ACUTA has proven to be a great venue for connecting with existing clients and new business. We have also found ACUTA to be an organization that truly cares about the needs of its corporate members and takes action to support their work.

*Chad Schumacher
PosTrack Technologies*



ACUTA Exhibit/Sponsorship Rules and Regulations

1. Application & Fees

Exhibit booth and sponsorship costs are listed in the events checklist within the Call for Exhibitors & Sponsors. A minimum advance payment fee of 50% of the total booth and/or sponsorship cost must accompany this application. When invoiced, the remaining balance shall be due and paid no later than the date of the event. Letters of agreement received less than 45 days prior to the event must be accompanied by 100% payment of event fees. Exhibitors and sponsors with outstanding balances due on any ACUTA invoice at the time of the event under consideration may be prohibited from participating until payments are made. Said prohibition does not constitute cancellation for either party, hence no refund of advance fees. Letters of agreement will be accepted in order of receipt. In the case of conflicting, simultaneous submissions, ACUTA reserves the right to determine the final assignment. If the requested booth/sponsorship is unavailable, the applicant will be advised of alternate selections available. If none of the alternate selections are acceptable to the applicant, the cancellation policy set forth below will apply. If there are no alternate selections of like size and/or cost available, the applicant will receive a full refund (no administrative fees imposed).

2. Cancellation Policy

Cancellation or rescheduling of the event by ACUTA will result in a full refund (no administrative fees imposed) for any fees paid to ACUTA by the sponsor or exhibitor. Cancellation by the sponsor or exhibitor must be received in writing and will result in a refund of received fees based upon the following schedule: Received 60 days or more prior to event start date: full refund*; received 59 to 45 days prior to event start date: 50% Refund*; received 44 days or less prior to event start date: no refund. *There is a non-refundable administrative fee of \$200 per 8'x10' seminar booth, \$400 per 10'x10' equivalent conference booth, and the greater of \$100 or 20% of total sponsorship fees. Sponsors or Exhibitors who have not paid but cancel 61 days or more prior to the event start date are responsible only for the administrative fees as noted above; less than 60 days prior to the event start date are liable for 50% of their event fees plus administrative fees; less than 45 days are liable for the full event fee. Any open invoices after a cancellation must be paid in full within 45 days after receipt. Unpaid liabilities will be treated as an outstanding balance due, and the exhibitor or sponsor may not be allowed to participate in future ACUTA events until payment is made. ACUTA reserves the right to resell/reassign booth spaces and/or sponsorships upon receipt of written cancellation. Letters of agreement not fully paid by the event start date are subject to cancellation and/or re-assignment at ACUTA's discretion, without refund and with liability for the balance due. If any booth space remains unoccupied at 4:00 p.m. on the opening day of the event or any time thereafter, ACUTA reserves the right to assign that space for any other use, without refund and with liability for the balance due.

3. Liabilities and Restrictions

ACUTA may provide an unarmed security guard; however, ACUTA assumes no responsibility or liability for loss or damaged equipment, equipment failure or nondelivery of equipment. Exhibitor shall be fully responsible to pay for any and all damages to property owned by ACUTA, the hotel, or its owners or managers, which results from any act or omission of exhibitor. Neither ACUTA nor the hotel nor their agents or representatives will be responsible for any injury, loss or damage that may occur to an exhibitor or to an exhibitor's employees or property from any cause whatsoever. Exhibitors shall obtain, at their own expense, adequate insurance against such injury, loss or damage and agree to name ACUTA as additional insured. ACUTA shall not be liable for any injury whatsoever to property of an exhibitor or to persons conducting or otherwise participating in the conduct of the exhibit or to invitees or guests of the exhibitor. The applicant assumes full responsibility and liability for the actions of its agents, employees or independent contractors, whether acting within or without the scope of their authority and agrees to indemnify, defend and hold harmless ACUTA, the hotel, and its owners, managers, officers, directors, agents, employees, subsidiaries, and affiliates from responsibility or liability resulting directly or indirectly, or jointly, from other causes which arise because of the actions or omissions of its agents, employees or independent contractors, acting within or without the scope of their authority. The applicant agrees to abide by all applicable local ordinances, state and federal laws, hotel regulations, and all valid and legal requirements of the show management company. The applicant further agrees to abide by all ACUTA exhibit and sponsorship guidelines hereby incorporated in this agreement.

4. Location of Exhibits

All measurements and booth layouts shown on the floor plan are as accurate as possible, but ACUTA reserves the right to make such modifications and change booth assignments as may be necessary to adjust the floor plan at any time to meet the requirements of the city, hotel or ACUTA.

5. Eligible Exhibits

All exhibits must be related to communications technology products and services. ACUTA has the sole right to determine the eligibility of any company or product for inclusion in the event. Registered exhibitors shall not assign or sublet any part of the booth space, and shall not advertise or display any goods other than those manufactured or distributed in the regular course of its business. Use of booth space is restricted to the organization whose name appears on the exhibit application.

6. Booth Standards

Each exhibitor is entitled to a reasonable sightline from the aisle regardless of the size of his exhibit. Exhibitors with larger space should be able to effectively use as much of the total floor space as possible as long as they do not interfere with the rights of others. Exhibit booths will be sold in increments according to the official floor plan. The standard equipment provided to the exhibitor by ACUTA will consist of a cloth backwall 8 feet high and side dividers 3 feet high, plus a 7" x 44" sign featuring the exhibitor's company name. No construction or built-up exhibit, including signs, shall exceed the overall height of the backwall, unless approved by ACUTA. Display boards and other equipment more than 3 feet in height must not extend more than 3 feet out from the booth backwall in regular aisle locations. No part of an exhibit should be more than 12' in height without express written approval from ACUTA. Twenty-four hour general security and general aisle cleaning are provided.

7. Regulations

All materials in the exhibit area must be fireproof and/or conform to all fire department regulations. Exhibitors will abide by all applicable local ordinances, state and federal laws, hotel regulations, and all valid and legal requirements of the show management company.

8. Booth Personnel

The exhibit area is open to registered attendees of the conference and personnel of exhibiting companies (minimum age 16). Everyone must obtain a name badge to gain entrance to the exhibit area. The term "representative" refers to all employees or greeters assigned booth duty during the normal hours of the exhibits. All registered representatives must wear the official ACUTA exhibitor's badge while working in the booth. Exhibitor badges for all representatives shall bear the company name of the contract exhibitor.

9. Entertainment & Food

The exhibitor agrees not to sponsor group functions such as sporting events, tours, film showings, speeches or other activities during the convention and exhibition hours that would in any way interfere with delegate attendance at regular ACUTA activities or entice visitors away from the exhibition. The exhibitor must clear with ACUTA staff any intended group functions. In-booth food and drink preparation is prohibited.

10. Circulation & Solicitation

Distribution by the exhibitor of any printed matter, souvenirs, or other articles must be confined to the space assigned. No undignified manner of attracting attention will be permitted. All aisle space belongs to ACUTA. No exhibit or advertising matter will be allowed to extend beyond the space allotted to the exhibitor. Exhibitors may not enter other booth areas, nor remove any materials therefrom except after proper self-identification and receipt of explicit permission from the affected exhibitor. In the event that an exhibitor engages in on-location transactions, the exhibitor will be responsible for complying with all federal, state, and local laws that may pertain to such sales.

11. Photographs, Films, Sound Devices and Lighting

No photographs or videotapes shall be taken in the exhibit hall without the prior consent of ACUTA or the subject exhibitor. If moving pictures, loud speakers or sound devices are used, the exhibitor agrees to comply with union requirements for the operation of the equipment. Equipment will be permitted only if tuned to conversational level and if not objectionable to neighboring exhibitors. Operating equipment that emits excessive noise must be run intermittently for specific demonstrations only. ACUTA reserves the right to restrict the use of glaring lights or objectionable lighting effects.

12. Sponsorships

Sponsorships will be reserved on a "first-come, first-served" basis, based on the receipt of a properly executed application and advance payment fee from a vendor requesting sponsorship of specific event. Sponsorships will not be advertised in ACUTA printed material unless proper funds are received prior to publication of the material. Sponsorship of an event includes the right to provide material for ACUTA to distribute in registration packets at that specific event. All material to be placed in registration packets must be delivered to the hotel/seminar site no later than the Thursday preceding the Sunday registration for that event. Sponsorships will be listed in the event agenda and will be prominently noted at the event. Sponsors of coffee breaks will be recognized by an ACUTA official at the time of the coffee break but no time will be made available for speaking. Sponsors of all other functions will be given an opportunity to speak during that function or at an appropriate time. The presentation should be brief and not require audio visual equipment. ACUTA will provide a microphone and podium. ACUTA establishes sponsorship rates based upon estimated attendance and the average cost of events. ACUTA does not warrant attendance at a specific event, nor does the Association assume any liability for failure of equipment, delivery, or similar conditions. ACUTA recognizes that on occasion additional vendor representatives may wish to be present during the time frame of their sponsored event, such as a lunch or dinner. An event registration fee is not required for those vendor representatives (limit 5) IF their presence at the ACUTA seminar/conference is limited primarily to the function that the vendor is sponsoring.



APPLICATION FOR EXHIBIT SPACE AND/OR SPONSORSHIP FOR 2010 EVENTS

Annual Conference San Antonio, TX • April 18-21

Winter Seminar New Orleans, LA • Jan. 24-27

Summer Seminar San Francisco, CA • July 18-21

Fall Seminar Metro DC • Oct. 24-27

EXHIBITS

Single In-line Booth	10'x10'	<input type="checkbox"/> \$2,750	<input type="checkbox"/> 3,075
Double In-line Booth	10'x20'	<input type="checkbox"/> \$5,500	<input type="checkbox"/> 6,150
Triple In-line Booth	10'x30'	<input type="checkbox"/> \$8,250	<input type="checkbox"/> 9,225
Island Booth	20'x20'	<input type="checkbox"/> \$10,150	<input type="checkbox"/> 11,350
	20'x30'	<input type="checkbox"/> \$14,600	<input type="checkbox"/> 16,400

	Member	Nonmem
8'x10'	<input type="checkbox"/> \$1,550	<input type="checkbox"/> 1,700
8'x20'	<input type="checkbox"/> \$3,100	<input type="checkbox"/> 3,400
8'x30'	<input type="checkbox"/> \$4,650	<input type="checkbox"/> 5,100

	Member	Nonmem
8'x10'	<input type="checkbox"/> \$1,550	<input type="checkbox"/> 1,700
8'x20'	<input type="checkbox"/> \$3,100	<input type="checkbox"/> 3,400
8'x30'	<input type="checkbox"/> \$4,650	<input type="checkbox"/> 5,100

	Member	Nonmem
8'x10'	<input type="checkbox"/> \$1,550	<input type="checkbox"/> 1,700
8'x20'	<input type="checkbox"/> \$3,100	<input type="checkbox"/> 3,400
8'x30'	<input type="checkbox"/> \$4,650	<input type="checkbox"/> 5,100

Publications Table \$400 400

\$200 200

\$200 200

\$100 100

PORTFOLIO STUFFERS

\$850

\$325

\$325

\$325

San Antonio Booth # Choices

1st _____ 2nd _____ 3rd _____

For details, visit www.acuta.org/ex-spon/sponsorships.pdf
Call for date-specific availability

SPONSORSHIPS

* May also be co-sponsored

*Breakfast	_____ @ \$4,500	Indicate quantities or date preference
*Lunch	_____ @ \$5,800	
Coffee Break	_____ @ \$1,500	
*Hospitality Suite	_____ @ \$2,950	

_____ @ \$1,500
_____ @ \$1,900
_____ @ \$750
_____ @ \$1,250

_____ @ \$1,500
_____ @ \$1,900
_____ @ \$750
_____ @ \$1,250

_____ @ \$1,500
_____ @ \$1,900
_____ @ \$750
_____ @ \$1,250

Internet Access	<input type="checkbox"/> \$9,000
1st-Time Attendees Orient.	<input type="checkbox"/> \$1,400
Portfolios	<input type="checkbox"/> \$8,500
Handout Website	<input type="checkbox"/> \$2,000
*Note Pads (4 events)	<input type="checkbox"/> \$3,000
Souvenir Pins (4 events)	<input type="checkbox"/> \$4,600
Badge Holders (4 events)	<input type="checkbox"/> \$4,500
Meeting Pens (4 events)	<input type="checkbox"/> \$3,000
*Keynote Session	<input type="checkbox"/> \$10,000
*General Session	<input type="checkbox"/> \$7,500 (Up to 2 available)
*Banquet Reception	<input type="checkbox"/> \$2,000
*Conference Opening	<input type="checkbox"/> \$2,000
Conference at a Glance	<input type="checkbox"/> \$1,500

<input type="checkbox"/> \$2,500
<input type="checkbox"/> \$650
<input type="checkbox"/> \$1,800
<input type="checkbox"/> \$1,000
(Included)
(Included)
(Included)
(Included)

<input type="checkbox"/> \$2,500
<input type="checkbox"/> \$650
<input type="checkbox"/> \$1,800
<input type="checkbox"/> \$1,000
(Included)
(Included)
(Included)
(Included)

<input type="checkbox"/> \$2,500
<input type="checkbox"/> \$650
<input type="checkbox"/> \$1,800
<input type="checkbox"/> \$1,000
(Included)
(Included)
(Included)
(Included)

GROUP SPONSORSHIPS (Limit 10 sponsors per Conference, 5 per Seminar)
Be a contributing sponsor to any of these events.
Call Amy Burton (859/278-3338 x240) for details about special benefits.

	Annual Conf.	Winter Seminar	Summer Seminar	Fall Seminar
Sunday Reception	\$1,000	\$750	\$750	\$750
Monday Night Event	NA	\$1,000	\$1,000	\$1,000
Tuesday Banquet	\$2,000	NA	NA	NA

Purchase space in the Daily News and the onsite brochure to be distributed at the Conference.

Conference Onsite Brochure	<input type="checkbox"/> Back Cover: \$875	<input type="checkbox"/> Inside Front Cover: \$825	<input type="checkbox"/> 1/2 Page: \$575	<input type="checkbox"/> 1/4 Page: \$375
Conference Daily News	Sunday	Monday	Tuesday	Wednesday
	<input type="checkbox"/> 1/8 pg (\$150)	<input type="checkbox"/> 1/8 pg (\$150)	<input type="checkbox"/> 1/8 pg (\$150)	<input type="checkbox"/> 1/8 pg (\$150)
	<input type="checkbox"/> 1/4 pg (\$300)	<input type="checkbox"/> 1/4 pg (\$300)	<input type="checkbox"/> 1/4 pg (\$300)	<input type="checkbox"/> 1/4 pg (\$300)
	<input type="checkbox"/> 1/2 pg (\$500)	<input type="checkbox"/> 1/2 pg (\$500)	<input type="checkbox"/> 1/2 pg (\$500)	<input type="checkbox"/> 1/2 pg (\$500)

1 Mark your choices above.

2 Read terms & conditions; sign & date below.

"We apply for the exhibits/sponsorships marked above, and do hereby agree to all terms and conditions, rules and regulations as explained elsewhere in this document."

Signature _____
Date _____
Print/Type Name _____
Title _____
Company Name _____

3 Send application and payment to:

Amy Burton, ACUTA
152 W. Zandale, Ste. 200, Lexington, KY 40503-2486
Phone 859 / 278-3338 • Fax 859 / 278-3268
E-mail: aburton@acuta.org

You will receive an exhibitor/sponsor information kit.

Company Liaison

(Person in charge of exhibit/sponsorship, to whom instructions should be sent.)

Title _____

Address _____

Phone _____ E-mail _____

Billing Address

Attention to _____

Address _____

Phone _____ Fax _____

E-mail _____

Credit Card: Am Ex Visa MasterCard Exp. date _____

Number _____

Total Amount Charged \$ _____ Verif. # _____

Name on card _____

Signature _____

For additional information, contact:

ACUTA
The Association for Information Communications
Technology Professionals in Higher Education

Amy Burton
Manager, Membership Marketing & Corporate Relations

Jeri A. Semer, CAE
Executive Director

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www.acuta.org



Are You an ACUTA Corporate Affiliate?

ACUTA Corporate Affiliates receive discounts on attendance, special consideration for booth selection, and many other benefits. For information about how you can become a Corporate Affiliate, contact Amy Burton, ACUTA Manager of Membership Marketing and Corporate Relations, at 859/278-3338, ext. 240 or e-mail aburton@acuta.org. Visit our website at www.acuta.org.

Special Offer to Nonmembers: If you exhibit at an ACUTA event, then purchase a corporate affiliate membership within 90 days, the difference between member and nonmember exhibit fees will be applied to your initial membership dues.

ACUTA Exhibitors & Sponsors 2008-2009

1Call, A Division of AMTELCO ■ 2sms LLC ■ 3Com Corporation ■ 3n Global, Inc. ■ 911 Enable ■ 911 ETC, Inc. ■ Aastra ■ ADC ■ AdvanTel Networks ■ Amcom Software Inc. ■ Anixter ■ Apogee ■ Aruba Networks ■ AT&T ■ Avaya, Inc. ■ AVST: Applied Voice & Speech Technologies ■ Belden ■ BICSI ■ Bitek International Inc. ■ Bluesocket, Inc. ■ Bradford Networks ■ Callisto Communications ■ Campus TeleVideo ■ Cedar Point Communications, Inc. ■ CEECO ■ Ciena Corporation ■ Cisco Systems, Inc. ■ Cistera Networks ■ Class Connection ■ Code Blue Corporation ■ Colubris Networks, Inc. ■ Communication Resources, Inc. ■ CommuniTech Services, Inc. ■ Compco, Inc. ■ Connect-ED ■ CONNECTIONS, Telecom Cost Control ■ Conveyant Systems, Inc. ■ Cooper Notification ■ Corning Cable Systems ■ Cortelco ■ CosmoCom ■ Cross Telecom ■ D&S Communications Inc. ■ DCC (Dialogic Communications Corporation) ■ DiVitas Networks ■ e2Campus ■ Embarq ■ Endace Network Systems, Inc. ■ Extricom Inc. ■ Fujitsu Network Communications, Inc. ■ Gaggle.Net, Inc. ■ GAI-Tronics Corporation ■ GBH Communications, Inc. ■ Genesys ■ Graybar ■ Guardian Telecom Inc. ■ HP ProCurve Networking ■ IBM/VoiceRite ■ IgeaCare Systems Inc. ■ Inspiron Logistics Corporation ■ Interactive Intelligence, Inc. ■ Juniper Networks ■ Koi Computers Inc. ■ Lantegra ■ Level 3 Communications ■ Leviton ■ Mapcom Systems ■ Maxcell Group ■ MetaSwitch ■ Microsemi/PowerDsine ■ MiCTA ■ MIR3 ■ Mitel Networks ■ Multicom, Inc. ■ Mutare Software ■ NextG Networks ■ Nortel ■ NUANCE ■ Nuance Communications ■ Optelian ■ Optibase, Inc. ■ Optus, Inc. ■ OutPost Sentinel ■ PAETEC ■ Parlance Corp. ■ PenCell Plastics ■ PlanNet Consulting ■ PosTrack Technologies, Inc. ■ Professional Computing Resources, Inc. ■ Public Telephone ■ Qwest Communications ■ RAMTEL ■ Rave Wireless ■ RedSky Technologies, Inc. ■ Research in Motion Corporation ■ ReTele Communications ■ SEI, Inc. ■ Siemens Communications, Inc. ■ SMP Data Communications ■ Snake Tray ■ Snom Technology AG ■ SoTel Systems ■ Sprint ■ SS8 Networks, Inc. ■ Sumitomo Electric Lightwave Corp ■ Superior Essex, Inc. ■ T3 Telecom Software, Inc. ■ TAC Centre, Inc. ■ Talk-A-Phone Co. ■ Telecom Technology Resellers ■ TeleMatrix/Scitec ■ Telesource Services, LLC ■ Telpro, Inc. ■ T-Metrics, Inc. ■ Toner Cable Equipment, Inc. ■ Trapeze Networks ■ Trilithic ■ VALCOM ■ Vantage Technology Consulting Group ■ Verizon Business ■ Verizon Wireless ■ Video Furnace, Inc. ■ Voice Mobility ■ VoicePlus, Inc. ■ VoipLink Inc. ■ Walczak Technology Consultants, Inc. ■ Windstream Supply, Inc. ■ Winncom Technologies ■ WTC Consulting, Inc.