EXHIBIT AT **OFC** 2015

THE WORLD'S LARGEST OPTICAL NETWORKING AND **COMMUNICATIONS EVENT**

CONNECT WITH A GLOBAL AUDIENCE OF 13,000 BUYERS

Exposition: 24-26 March 2015 • Los Angeles Convention Center • Los Angeles, California, USA













OFC-BUILD YOUR BUSINESS WITH 13,000 BUYERS

OFC ATTENDEES ARE INTERESTED IN YOUR PRODUCTS

OFC IS THE WORLD'S LARGEST AND MOST PRESTIGIOUS **EVENT DEDICATED TO OPTICAL NETWORKING AND** COMMUNICATIONS.

Exhibit at OFC 2015 and be part of the **ONE event** that defines the market and brings together the thought leaders and solution providers that drive the industry. Representing a range of products—from optical components and devices to systems, test equipment, software and specialty fiber this is where your customers and prospects come to make their purchasing plans.

OFC IS YOUR OPPORTUNITY TO:

CONNECT WITH BUYERS whose diverse needs range from optical networking, ROADMs, WDM, optical interconnects, FTTx, systems, test and measurement, SDN, ONFU, to datacenters.

MEET DECISION MAKERS who are ready to evaluate products and make buying decisions.

GET QUALITY LEADS from the highest quality, most targeted buying audience in the industry.

BUILD YOUR COMPETITIVE ADVANTAGE and get quality face time with the industry's leading buyers as they search for new technologies and explore products and services for three full show days.

> "As always, OFC is a highlight of the year for Finisar. It is the place to be in the industry."

> > Victoria McDonald, Finisar

"OFC is becoming the main show of the year for network architecture. so we're very happy with our investment in the show."

Leonard Luna, Cisco

EXHIBITING AT OFC IS A GREAT VALUE.

With a solid and expanding base of 13,000 attendees from all sectors of the market—from data center end users and service providers and carriers, to systems and component vendors—OFC represents the entire supply chain and truly provides a marketplace where the industry learns, connects, networks and closes deals.

MORE BUYERS--No other event boasts so many buyers from around the globe.

- 13,000 attendees
- 64 countries represented in 2014
- 27% of the attendees are based outside of the US
- 99% of attendees visited the exhibits
- Nearly 90% of all OFC attendees spend 4 7 hours on the show floor and 25% spend over 10 hours visiting with exhibitors.

THE RIGHT KIND OF BUYERS—Over and over, exhibitors report that exhibiting at OFC exceeds their expectations. They get great traffic at their booths, but more importantly, they meet high-level buyers and go home with quality leads that turn into sales.

- 25% of attendees are C-Level!
- 90% of all attendees have a role in purchasing decisions.

THE RIGHT MARKET--The optical networking and communications market achieved \$31.2 billion in revenue in 2012, enabling the global communications services market of \$3.5 trillion, according to estimates provided by OIDA and from TIA's 2013 ICT Market Review and Forecast. Meet your customers at OFC.





Contact the OFC Business Development Team today for availability & custom packages.

YOUR MARKET REPRESENTED

Buyers consider OFC a "must attend" event to see the latest trends and cutting edge-solutions for their businesses.

INDUSTRIES REPRESENTED:

- Network/Communications Service Provider
- Internet Service Provider
- Content Provider
- Data Center
- Systems/Network Equipment Manufacturer
- Components or Device Manufacturer
- Test Equipment Manufacturer
- Fiber and Cable Supplier
- Enterprise
- Government Agencies
- Academia
- Investment/Venture Capital
- Contract Manufacturer
- Metro and Long Haul Carriers

PRODUCT AREAS INCLUDE:

- Optical Networking Equipment or Design
- Gigabit Ethernet
- SDN, NFV, and Networks
- Active and Passive Components
- Test and Measurement or Manufacturing Equipment
- Optical Packet Switches
- Optical Interconnects and Transceivers
- 100Gb/s Hardware
- Hardware including Switches, ROADMs, VCSEL, etc.
- Transport and Metro Technologies and Hardware
- Wavelength and Spatial Division Multiplexing
- Integrated and Silicon Photonics
- FTTX
- Materials and Services
- Lasers and Light Sources
- Cable or Specialty Fiber
- Data Center/IT Products/ Datacom
- And, much more!



- Executive Management (CEO, CFO, etc.)
- Executive Technical (CTO, CIO, Chief Scientist)
- R&D Director/Manager
- Network/Systems Engineer
- Network Architect
- Researcher/Scientist
- Marketing/Sales/Product Development Director/ Manager
- Technician
- Purchasing Director/Manager





THE INDUSTRY'S LEADING NEWSMAKER

2014 MEDIA HIGHLIGHTS

- More than 110 of the industry's key press and analysts attended.
- Publications and Analyst Groups attending included: JPMorgan, Light Reading, Lightwave, Ovum, San Francisco Examiner, Wall Street Journal and many more.
- Exhibiting companies made 160+ announcements.
- Generating 3,900+ news articles, OFC reaches an audience of nearly a billion.



MAKE SURE YOUR COMPANY IS PART OF THE LARGEST EVENT IN THE INDUSTRY

Whatever your marketing strategy, OFC has options and flexibility to meet your goals and objectives. From traditional booth space to meeting rooms, a solution can be created to meet your needs.

EXHIBIT SPACE—MAXIMUM EXPOSURE

WHAT'S INCLUDED?

- One (1) Technical Registration per every 100 sq. ft. of exhibit space reserved.
- One (1) Technical Digest per every 100 sq. ft. of exhibit space reserved.
- Unlimited number of exhibit personnel badges for staff to work your booth.
- Unlimited Exhibits Pass Plus badges to distribute to your customers and prospects.
- Access to leading trade and international consumer media OFC will help facilitate your relationships with these leading trade and consumer publications.
- Customized HTML e-mail promotions available for your company's use to your client list through Exhibitor Invites.
- Company profile in the official OFC Buyers' Guide, website, and mobile application (benefits dependent on date of the signed contract).

WHAT'S YOUR INVESTMENT?

Booths less than 500 sq. ft.

\$43.00 per sq. ft. or \$4,300 per 10' x10'

Booths equal to or larger than 500 sq. ft. \$40.50 per sq. ft.

- All booths are subject to a \$300 fee per open corner, if applicable.
- The booth structure fee is based on 10'x10' units (metric equivalent of approximately 9 sqm).

CORPORATE VILLAGES—PRIVATE ROOMS IN THE EXHIBIT HALL TO HELP YOU CLOSE DEALS

Corporate Villages are hard-walled meeting rooms built on the exhibit floor for private meetings and demonstrations. Corporate Village spaces include all of the regular Exhibitor benefits listed on page 6 as well as a private hard-walled turn-key space with standard carpet, furniture and electric. Corporate Villages can also be customized.

WHAT'S YOUR INVESTMENT? Prices vary based on size, and are available for less than \$4,500. Call us for details.

EXHIBITION CENTER MEETING SPACE— OFF THE EXHIBIT FLOOR PRIVACY

This Meeting Space is off the exhibit floor. Limited rooms are available and are assigned on a first-come, first-served basis. Be off the floor but close to the action!

WHAT'S YOUR INVESTMENT?

Call us for details.

"We had a fabulous show.
There was a lot of traffic and people seem really excited to be at OFC. We made some great customer contacts."

Monica Monin, Corning

"7Pennies rented a Meeting Room at OFC 2014 for our Photonic Integrated workshop. OFC is the perfect place to host such an event, and the workshop was well attended—with registration exceeding 200 individuals. The workshop was successful because we were able to draw attendees who were already at OFC."

Alka Swanson, 7Pennies

RESERVE EXHIBIT SPACE



HOW TO RESERVE YOUR EXHIBIT—IT'S SIMPLE!

- 1 Visit: www.ofcconference.org/home/reserve-exhibit-space
- 2 Download the exhibit space contract.
- 3 Review the online floorplan and select your top three booths.
- 4 Email the contract to sales@ofcconference.org or fax to +1 202.416.1408.
- **5** Remit your non-refundable deposit. 50% due if contract signed prior to 1 October 2014 and 100% afterwards.

OR CONTACT US FOR PERSONALIZED SERVICE:

- Exhibits, Corporate Villages, Sponsorships & Advertising: +1.202.416.1988/sales@ofcconference.org
- Meeting Rooms: +1 202.416.1428/sales@ofcconference.org
- China Sales Office: +86.755.2583.4722/helenwen@wgs_china.com
- Japan Sales Office: +81.3.3269.3550/s_shiba@optronics.co.jp
- Press & PR: media@ofcconference.org

FACTS AT A GLANCE

EXHIBIT HOURS

- Tuesday, 24 March 10:00-17:00
- Wednesday, 25 March 10:00-17:00
- Thursday, 26 March 10:00-16:00

MOVE-IN HOURS

- Saturday, 21 March 08:00 to 17:00
- Sunday, 22 March 08:00 to 17:00
- Monday, 23 March 08:00 to 17:00



OPPORTUNITIES FOR ANY BUDGET

Sponsorships drive traffic, create a buzz, and separate you from the crowd. Stand up and Stand out! OFC promotional opportunities are built specifically to maximize your exposure, expand your brand, target your niche market, and drive traffic to your booth.

ADVANTAGES OF SPONSORING:

- Sponsorships not only extend your brand image, they drive buyers to your booth.
- Reach your target market with exclusive, customizable packages.
- Promote brand recognition through high visibility.
- Leverage these benefits to achieve returns on your marketing dollars.

Call us for a customized sponsorship package or choose from an established opportunity:

- Coffee Breaks
- Mobile Application advertising
- Buyers' Guide advertising
- Receptions
- Bag Inserts
- E-Center
- And, many more!

"OFC is one of the few shows where Service Provider industry leaders from around the world come to learn about the future of their networks and the future of their technology. Juniper Networks, being on the forefront of network innovation, wants to be at OFC where decisions about tomorrow's networks are being shaped."

Paul Obsitnik, VP Service Provider Systems Marketing Juniper Networks

JOIN THESE INDUSTRY LEADERS!

PREVIOUS OFC CORPORATE SPONSORS INCLUDE:









INTERNETWORKING









CORNING

































BE AN EXHIBITOR

































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PREVIOUS OFC EXHIBITORS INCLUDE:

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Fraunhofer IPMS Fujitsu Network Communications, Inc Fujitsu Optical Components Fujitsu Semiconductor Europe GmbH Fuiltsu Semiconductor

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OFC 2015

The future of optical networking and communications is here.







