PRESENTED BY
PartsBase

LEVERAGING DATA & ANALYTICS

PBEXPO
AVIATION TECHNOLOGY INNOVATIONS

INTEGRATING AVIATION, AEROSPACE, AND DEFENSE
WITH TECHNOLOGY AND B2B E-COMMERCE SOLUTIONS

MARCH 18 - 19, 2020 | MIAMI BEACH, FL
“BE PREPARED TO BE PUNCHED IN THE FACE WITH KNOWLEDGE AND EXCITEMENT...”

“...PBEXPO WAS SIGNIFICANTLY DIFFERENT THAN MOST... IT JUST GOT ADDED TO MY ‘MUST ATTEND’ LIST.”
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01 / ABOUT PBEXPO
PBExpo would like to welcome the entire aviation community, including aerospace, military, general, business, and commercial aviation to the third annual show.

02 / DEMOGRAPHICS
PBExpo is an open venue to all companies who buy, sell, manufacture, or repair aircraft parts and those involved in B2B or B2C e-commerce and technology solutions.

03 / 2019 KEYNOTE SPEAKERS
Kick off each day at PBExpo with inspiring keynote presentations with talks on innovation, technology, and key trends within the aviation industry.

04 / VENUE INFORMATION
Navigate your way through this year’s venue and check out a preview of our booth and vendor locations to optimize your exposure to all of the amenities of our show.

05 / 2019 PANELS
We value the insight and experience of professionals in the field, and we want to give you the chance to pick their brains with direct and stimulating discussion about our community.

06 / SPONSORSHIP INFO
Sponsors of PBExpo will have a unique opportunity to gain exposure to over 30,000 PartsBase users, and their customers, including buyers and sellers in the aviation/aerospace and defense parts supply chain.

07 / EXPOSURE
PBExpo will provide additional branding and marketing value by showcasing your products and services across all verticals of the aviation/aerospace communities.

08 / BE AN EXHIBITOR
The show is a unique opportunity to showcase your brand and gain exposure to a qualified audience who is ready to make purchasing decisions.
ABOUT PBEXPO

PBEXPO is presented by PartsBase, the foremost e-commerce technology leader in the Aviation, Aerospace, and Defense industry. With over 20 years of experience in developing cutting edge business tools, PartsBase has been a pioneer in the e-commerce sector and reaffirms its commitment to innovation in Aviation with PBExpo.

PBExpo showcases Aviation B2B trends of today and the future by providing opportunities for open discussion, debate, and ways to advance technologies for business efficiency. From educational sessions and keynote presentations, to an extensive exhibit hall and networking events; attendees, and exhibitors will have ample opportunity to learn about new technologies in the industry, new business processes, e-commerce solutions for day-to-day business and supply chain solutions.

PBExpo has thousands of attendees and exposure to over 7,500 PartsBase member companies. PartsBase seeks to continually help members and industries in advancing their businesses and efficiencies.
DEMOGRAPHICS

PBEXPO attendees and exhibitors hold a wide array of roles and responsibilities within the industry, as evidenced by the organizations to which they belong.

2019 EXHIBITOR AND SPONSOR SNAPSHOT

316 Aviation Company, Inc.
A.S.A.P. Semiconductor
AC Shares Aviation Group, Inc.
Aircraft Inventory
Alta Vista Aviation Group
ArcBest
AVI Trading
AvroTechnik
Beach Aviation Group
B&W Aviation
Brooks & Maldini Corporation
Brown Helicopter
Card Connect
Cross-Check Aviation
CTG
Dassault Falcon Jet Corp.
DI Squared, LLC
Duncan Aviation
Eaton
Envision Blockchain
Exodus Aviation
Fenix Aerospace
GECAS Materials
General Airframe Support
Global Parts.Aero
HEICO
Ikonics
Innovare Technologies
Jana
Kinect Consulting
KLX Aerospace Solutions
LEE Aerospace
Magic
March Aviation, Inc.
MEKCO Group
Mint Software Systems
MNX Global Logistics
Nascent Corporation
National Aero Stands, LLC
Nexeo Solution
NomNom Data
Regional One
Reliable Jet Maintenance
RMA Technologies
SeeBurger
Shannon IASC
SmartBrief
SoloDev
Strategic Alternate Sourcing
Program
Toluca Jet Center
U.S./S.A. Business Council
Vision Aeronautics
Volo Direct
Xtreme Aviation Services

OVER
1000
UNIQUE COMPANIES
ATTENDED IN 2019

INDUSTRY CATEGORY
70% Supplier/Parts Distributor
15% MRO
10% Industry/Business
3% Military & Government
2% Air Transport

PROFESSIONAL LEVEL
70% C-Level
16% Other
8% Directors
6% Purchasing Managers

PURCHASING
55% Buy or Approve
21% Recommend/Specify
13% Influence/Specify
11% Other
2019 KEYNOTE SPEAKERS

REYNALDO ROCHE  
DIRECTOR, GLOBAL MRO OPERATIONS,  
BUSINESS PERFORMANCE AND ANALYSIS  
DELTA TECHOPS

BRIAN GRACELY  
DIRECTOR OF PRODUCT STRATEGY  
RED HAT

DENISE WAACK  
DIRECTOR OF IT SUPPLY CHAIN TECHNOLOGY  
UNITED AIRLINES
2019 KEYNOTE SPEAKERS

MASSIMO “MAX” MORIN
AWS TRAVEL, HEAD OF WORLDWIDE BUSINESS DEVELOPMENT
AMAZON TRAVEL

KEVIN MEAD
VP OF BUSINESS DEVELOPMENT
KINECT CONSULTING
2019 PANELS

CRISIS ON THE HORIZON
THE SKILLED LABOR SHORTAGE IN AVIATION & AEROSPACE

FEATURING
+ United Airlines
+ Broward College of Aviation
+ FEAM Maintenance
+ Synapse MX
+ Mint Software Systems

PREDICTIVE MAINTENANCE TECHNOLOGIES

FEATURING
+ Delta TechOps
+ Jazz Airlines
+ Capgemini
+ O’Neil
+ Jana Corporation

GROWING PARTS DEMAND & OEM/ AFTERMARKET

FEATURING
+ Beep Analytics
+ Tronos Aviation Consulting
+ Envision Blockchain
+ Regional One
2019 PANELS

IMPROVED SUPPLY CHAIN MANAGEMENT

FEATURING
+ United Airlines
+ Honeywell
+ Supplier City Solutions
+ Qlik

CYBER SECURITY & THE CONNECTED AIRCRAFT

FEATURING
+ Trend Micro
+ Sallie Mae
+ Lan Infotech
+ Nascent Corporation
+ CFISA

DEVELOPING CULTURES OF INNOVATION

FEATURING
+ Vincent Hunt, Nascent Corp, Executive Director of Client Acquisition and Strategic Partnership
EXPOSURE

PBEXPO is an open venue to all companies who buy, sell, manufacture, or repair aircraft parts, or those involved in B2B or B2C e-commerce and technology solutions. PartsBase members, as well as the entire aviation community, along with industry leaders in aerospace, technology, military, general business, and commercial aviation sectors will make up the attendees.

30,000 END USERS

- OEM 8%
- MRO/OVERHAUL SHOPS 14%
- GOVERNMENT AGENCY 2%
- FBO 8%
- DISTRIBUTOR 23%
- GOVERNMENT CONTRACTOR 2%
- AIRLINE/REGIONAL 6%
- CHARTER SERVICE/CORP 13%
- BROKER 13%
- CONTRACT MANUFACTURER 11%

OVER 200 COUNTRIES

- 66% NORTH AMERICA
- 16% EUROPE
- 8% ASIA
- 6% SOUTH AMERICA
- 3% AUSTRALIA
- 1% AFRICA
BE AN EXHIBITOR

BOOTH RATES

10’ X 10’
STANDARD INLINE
$3,250

10’ X 10’
PREMIUM CORNER
$3,750

400 SQUARE FEET (MINIMUM)
PREMIUM ISLAND
$40/FT²

10’ X 20’
PREMIUM END CAP
$7,500

BOOTH BUNDLE
(10’ X 10’ ONLY)

Back again for 2020! PBExpo is offering a Booth Bundle to all 10’ x 10’ exhibitors. See package inclusions below. Substitutions or changes (including carpet/drape color) cannot be accepted. This package is only available for purchase at the time of booth selection. If you choose to not purchase the package at this time, all items (plus more) will be available in the PBExpo Exhibitor Kit (available in late 2019).

BUNDLE INCLUSIONS

+ (1) 6’ Table (Color: Black)
+ (2) Side Chairs
+ (1) 10’ x 10’ Carpet (Color: Black)
+ (1) Wastebasket
+ Nightly Cleaning
+ (1) 5 amp electrical outlet (placed in back of booth)
+ (1) WiFi connection (will connect 1 device)

COST
$950 (30% SAVINGS!)
SPONSORSHIP INFO

INCREASE YOUR VISIBILITY AND DRIVE TRAFFIC TO YOUR BOOTH!

PBEXPO exhibitors with sponsorship and marketing opportunities experienced an average of **55% MORE LEADS** generated than those who did not purchase an opportunity.

PARTSBASE HAS OVER **30,000** GLOBAL END USERS

ADVERTISING OPPORTUNITIES
- Attendee Registration and Housing
- Confirmation Email Ads
- Pre and Post Meeting Customized eBlasts

CONVENTION CENTER & EXHIBIT HALL
- Coffee Stations
- Window Step and Repeat (Medium)
- Window Step and Repeat (Large)
- Coffee Stations
- Column Wraps
- Exhibit Hall Entrance
- Exhibitor Lounge
- Aisle Hanging Signs
- Meter Boards
- Media Boards
- Recharge Stations

DIGITAL ONLINE AND MOBILE
- Mobile App
- PartsBase Billboard
- PartsBase Banner
- Email Blast (Pre or Post)
- Big Stage Spotlight

NETWORKING EVENTS
- Networking Events
- Welcome Reception

MERCHANDISE & PROMOTIONAL
- Convention Pen
- Convention Tote Bag
- Customizable Product
- Lanyard
- USB Flash Drive
- Water Bottle

PARTSBASE HAS OVER **30,000** GLOBAL END USERS
# Sponsorship Packages

## Platinum

- **20 x 20 SQ. FT BOOTH**  
  Carpet and Electric VIP Suite Access

- **1 MEDIA BOARD AND 2 METER BOARDS**  
  8-Month Banner & Billboard

- **6 EMAIL BLASTS**

- **PROMO INSERT INTO TOTE BAG**

**$20,000**

## Gold

- **10 x 20 SQ. FT BOOTH**  
  Carpet and Electric VIP Suite Access

- **1 MEDIA BOARD AND 1 METER BOARD**  
  6-Month Banner & Billboard

- **3 EMAIL BLASTS**

**$15,000**

## Silver

- **10 x 10 SQ. FT BOOTH**

- **10 COMPLIMENTARY DRINK PASSES**  
  PBExpo Booth Bundle

- **1 MEDIA BOARD**  
  3-Month Online Billboard

**$8,000**

## Bronze

- **10 x 10 SQ. FT BOOTH**

- **5 COMPLIMENTARY DRINK PASSES**  
  PBExpo Booth Bundle

- **LOGO INCLUSION ON ALL MARKETING**  
  3-Month Online Banner

**$5,500**
This year, PBEXPO is heading to MIAMI BEACH! Enjoy mingling with the aviation and aerospace community while taking in the tropical vibes of beautiful South Florida!

The expo will be held at the state-of-the-art MIAMI BEACH CONVENTION CENTER! Located just 12 miles away from the Miami International Airport, this facility is located near the beautiful beaches, fine dining, and 5-star resorts.

The convention center is located at:
1901 Convention Center Drive
Miami Beach, FL 33139

Please visit miamibeachconventioncenter.com for more information, including parking maps, accessibility, and restaurants/hotels/attractions.
FEEL THE ENERGY!
THANK YOU FOR YOUR CONSIDERATION.