



TELECOM COUNCIL CARRIER CONNECTIONS



October 17–18, 2018

Juniper Aspiration Dome, Silicon Valley, CA

SPONSORSHIP PROSPECTUS

TC3 Summit is not a traditional trade show or conference but a 2-day, executive level, working summit focused on connecting producers and consumers of innovation across the communications industry.



It was exhilarating to connect with thought leaders from the triumvirate of VCs, startups and service providers.

— Manager, Global Products & Solutions
at Verizon, TC3 2017



verizon✓





“

TC3 is a fabulous place to interact with the communications industry, challenge each other, vet hype vs. reality, and establish new connections.

—Strategy Planner, Network Transformation
at Intel, TC3 2017



WHO WE ARE

Through our Service Provider Forum, ComTech Forum, IoT Forum and Investor Forum monthly meetings and annual events, we connect global communication service providers and vendors with innovations that are pushing the industry forward—by putting telcos, vendors and investors from across the globe together in the same room with startups, demos, and entrepreneurs. Each year since 2001, our forums have introduced over 2000 executives from 750 communication companies including 60 carriers across 30 meetings.





CONNECT WITH YOUR MARKET

Nothing is more important than reaching the right audience. TC3 Summit not only brings the right audience to the room, but through our interactive sessions and facilitated MatchMaking, TC3 starts the conversation.

- Showcase technology with a Demo Table
- Be a thought leader onstage
- Network with the ecosystem & customers
- Meet 1-on-1 with prospects in our MatchMaker

“

The TC3 Summit provided a great opportunity for us to meet with key telco stakeholders from USA, Asia, and Europe. The attendees were second to none and the organization was sharp, accurate and professional.

— BCSG, TC3 2015



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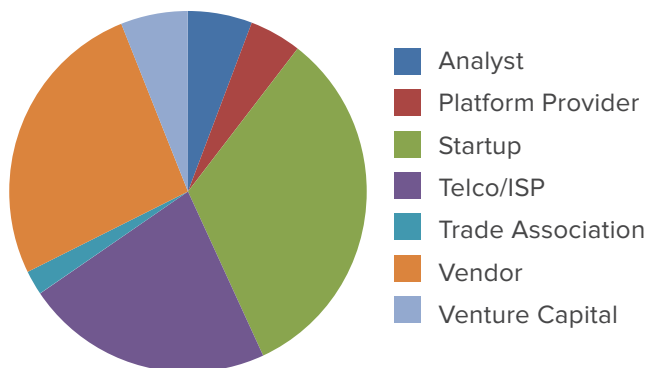


“ TC3 is the best matchmaking, connection forming, industry informing event we’ve attended. Brilliant.
— Director at Beringar, TC3 2017
Beringar ”

INDUSTRIES REPRESENTED

With 350 delegates focused on innovation, including 100+ execs from global telcos, TC3 is the premier event for innovators and innovation seekers from the US, Europe, Asia, and IMEA.

Participation by Industry Segment





“ TC3 is a great event for meeting with carriers, technology vendors, and investors. Attendees are here with a purpose—to meet and pursue business opportunities.

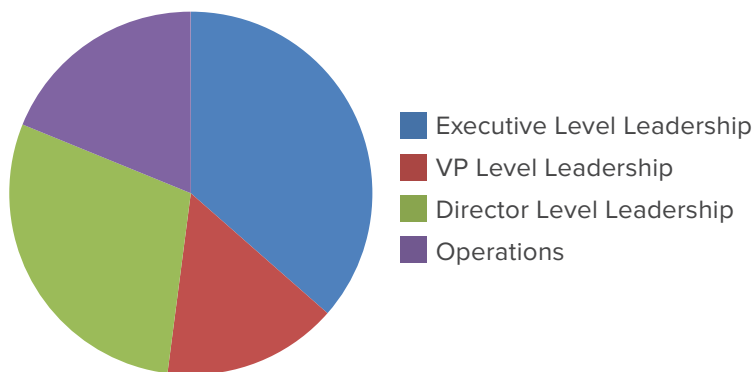
— Chief Marketing Officer at NetNumber, TC3 2014



DECISION MAKERS

TC3 is a working Summit where every attendee is focused on business goals. Whether it is to find partners, discover innovation, solidify their position in the market place, or market a product, our audience is open and collaborative.

Participation by Job Function





“ Year after year, the TC3 delivers outstanding content and connections within the ecosystem. This year, I had 40 high-quality meetings that are likely to result in meaningful outcomes.

— Managing Partner at Breakthrough Ventures
TC3 2017 ”

BREAKTHROUGH
VENTURE PARTNERS

SERVICE PROVIDERS

Representing 3B subscribers, Global Service Providers participate in TC3 Summit for 2 reasons: 1) to broadcast their priorities to the innovation ecosystem and 2) to discover new technologies, solution, and startups.

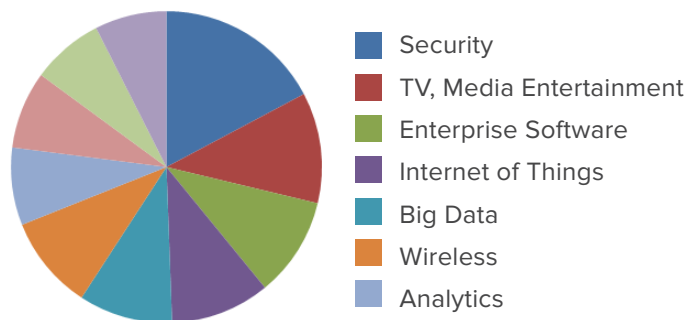




TECHNOLOGIES REPRESENTED

Whether on stage or at your Demo Table, TC3 Summit introduces cutting edge technology making it accessible to every attendee. No separate pavilions, no separate entry fees, no elaborate booths required. Innovation is shared, handled, discussed and advanced at TC3.

Top 10 Demo Innovations from 2017



“

The quality of the people, attendees and content at TC3 is fantastic. TC3 represents an outstanding venue to get innovation in front of the technology scouts and strategic investors within telecom.

— Co-Founder / CCO at Astrapi Corporation, TC3 2016



”

Wed, Oct 17

AM Service Provider Forum Spotlight

Telco Technology Roadmaps
Startup Pitches
Success Stories
Case Studies

Topics Include:

Analytics, Security, Cloud Services, AI,
Subscriber Mgt, Retail, NetOps

PM ComTech Forum Spotlight

Vendor Innovation Priorities
Startup Pitches
Case Studies
Fireside Chats

Topics Include:

5G, Transformation, NFV/SDN,
Infrastructure, Last Mile, HetNet,
Mobile Edge, PoCs

Demo Tables open during all breaks

Private Meeting Sessions for MatchMaker Delegates

5-7pm 11th Annual SPIFFY AWARDS Ceremony & Reception

Thurs, Oct 18

AM IoT Forum Spotlight

IoT Innovation Roadmaps
Startup Pitches
Case Studies
Fireside Chats

Topics Include:

IIoT, Security, LoRA, NBIoT, LPWan, Asset
Tracking, Machine Learning

PM Automotive Spotlight

OEM Innovation Priorities
Technology Pitches
Startup Reviews

Topics Include:

Connected Car, Smart Cities, V2x,
Infotainment, Drones

Demo Tables open during all breaks

Private Meeting Sessions for MatchMaker Delegates



For a startup in the IoT space, like ours, we got great insights in our target market, valuable leads, feedback on our technology and exciting partnership opportunities... what else do you want :)

— Business Development Mgr at Flatout Technologies

TC3 2014



TOPICS & CONTENT

TC3 highlights the most important tech trends and innovation segments in communications, reflecting the innovation priorities of our Forums and members:

- **Network** Technology and Infrastructure
- **Communication** and Digital Transformation
- **IoT** platforms, products and services
- **Automotive** solutions and connected car

TC3 sponsors shape sessions to reflect their innovation targets.

TOPIC TABLES

Focused on in-person connections and discussions, Topic Tables influence beyond the stage. You bring the market insights, we will bring like-minded delegates to learn and share ideas.





Particular kudos to the MatchMaker software, which makes the setting up of meetings easy and intuitive. You're the only conference I've been to who has figured out how to do this effectively, and it makes a HUGE difference in the time spent before the conference, planning meetings.

— Emerging Business Manager at Sprint



INTRODUCTIONS

With over 850 facilitated 15-minute meetings available, and access to the portal before the Summit to hone your elevator pitch, each meeting will be focused, be there 4 or 40! Sponsors enjoy early access to the portal, ensuring the best opportunity to meet your business goals.

2017 MatchMaker Key Statistics:

- ✓ 151 Companies Participated, 191 Delegates
- ✓ 853 Confirmed Meetings
- ✓ 90 Pre-Meeting Conversations
- ✓ 65% Meeting Requests Accepted





PREVIOUS ATTENDEES

Amazon, BD Partner Mngt
Arm, Dir M&A Integration
AT&T, Dir Innovation
Atheer, Strategy
Avira, Director IoT
BlackRidge Technology, SVP
British Consulate - Trade
BT VP Global Scouting
CableLabs / UpRamp, Mng Dir
China Mobile USA, GM
China Unicom, Sr VP
Comcast, VP BD
Comcast Ventures, Mng Dir
Convergence Partners, Chair
CUJO, CEO
Datera, Founder & CEO
Deutsche Telekom, SVP BD
Deutsche Telekom, Invest Dir
Dura-Line, SVP BD
Ericsson, Dir BD
enTouch Systems, VP BD
Facebook, Connectivity
Fujitsu, Dir R&D
Gadgeon Systems, GM

GE Ventures, Mng Director
Geolinks, Dir Strategy
Google, Head of BD
GSMA, CTO
Huawei, Strategic BD
InterDigital, EVP IoT
IoTium, Founder & CEO
Israel Economic Mission
JT Global, VP BD
Juniper Networks, Venture
LG, Sr Dir Partnerships
Mobilize, VP Strategic Sales
Mojio, CEO
N3 Innovation, CEO
Netrolix, CEO
Nokia, Innov Scouting Lead
NTT, Comware Mgr BD
NTT DOCOMO Ventures, Dir
Optelos, CEO & Co-Founder
Orange, Principal
Ozmo, Founder
Parallel Wireless, Chairman
Proseeder, BD Director
Qualcomm, VP

Rogers, VP Global Innovation
Rogers Ventures, Principal
Samsung, Innov Partnerships
Simgo, Dir Corp Dev
Skymind.io, Head of Growth
SoftBank, Dir BD,
SONY, Mng Dir
Sprint, Dir Strategic Initiatives
Swisscom, Innovation
Tata Communications, VP
Telefónica, Head New BD
Telstra Ventures, Mng Dir
Tieto, VP, North America
TIP, BD
Tracknet, CEO & Founder
T-Mobile, VP IOT & M2M
US Cellular, Partnerships
Ulterius Technologies, CTO
Verizon, VP Corp Strategy
Verizon Telematics, Strategy
Verizon Ventures, Director
Winnovation, Innovation Mng
Woodside Capital, Mng Dir
ZiFiSense, CEO

“ So many key people in one place!

— Director at TrueCall
TC3 2016

trueCall™
STOPS NUISANCE CALLS //





“ TC3 is a highly effective and efficient way to connect innovative technologies with global carriers. My time at this conference has delivered an extremely high ROI.

— VP Marketing & Business Development at Vigilant,
TC3 2015

Vigilent ”

SPONSORSHIP

Whether it's branded giveaways, stage time, sponsoring an element of our event, or something unique, we will work with you to bring your company's personality to our audience.

Past Sponsors Include



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BUSINESS IS GREAT

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BCSG

T-Mobile

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systems

MIRACL

OPTELOS

EnterpriseWeb





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October 17–18, 2018

Juniper Aspiration Dome, Silicon Valley, CA

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