"CopTech is, without a doubt, the best event we've done in 17 years of police trade shows and meetings! Absolutely fantastic!"



# WHERE POLICE BUYERS COME WHEN THEY'RE READY TO BUY

#### COP TECH FORUM

The Sourcing Event for Police IT, Technology, and Mobility DECEMBER 1-3, 2021 • Fort Lauderdale, Florida

WWW.COPTECH.COM

## YOU GO TO POLICE SHOWS, BUT THEY'RE UNCERTAIN YOU JUST NEVER KNOW IF YOUR BUYER WILL BE THERE. MAYBE. MAYBE NOT.





# NO MORE HIT OR MISS RESULTS HERE'S A WHOLE NEW WAY TO MEET POLICE TECH BUYERS, GUARANTEED

# IMAGINE THIS: TWO DAYS AT A RESORT FOR GUARANTEED SALES APPOINTMENTS



# WITH A PREQUALIFIED GROUP OF POLICE BUYERS WHOSE BUDGET TO SPEND HAS BEEN VERFIED

# 4 REASONS WHY COPTECH HELPS YOU SELL LIKE NO OTHER EVENT CAN

The unique CopTech format is face-to-face selling, by appointment, with prequalified buyers and no distractions.



# We identify the agencies buying your technology.

We pre-screen and invite only police agencies ready to buy: AI, Video/Data Storage, Laptops, Mobile Devices, Drones, Body Cams, Training/Personnel Software, LPR, CAD, GIS, Data Security, and more.



## You'll be meeting with the agency's tech buyer.

Every delegate must qualify: 1. Their agency must be planning a specific IT/tech purchase, 2. They must tell us how they'll fund their purchases (budget, grant), 3. The attendee must be the agency decision-maker or a key influencer.



## Buyers have specifically asked to meet with you.

Before the event, you'll see a detailed profile of every delegate You tell us who you'd like to meet with, and the agencies do the same. We build you a custom schedule of appointments to meet your most interested prospects.



# You have plenty of time to present, demo, sell.

You'll present to small groups of buyers, with no competitors in the room. You also have a day of one-on-one appointments for more deep-dive conversations. In between, you and your prospects eat, drink, and laugh together, turning every moment here into valuable selling time.

# **YOU CHOOSE WHICH AGENCIES TO SEE, SO** YOU KNOW EXACTLY WHO YOU'LL BE MEETING WITH



### Your Schedule of CopTech Forum **Buyer Appointments**

Buyer Appointments for: Velox Technologies

Deputy Chief of Police, Minneapolis Police Department

9:00- 9:20 am

8:30- 8:50 am

9:30- 9:50 am

10:00- 10:20 am Commander, Information Technology

10:50 am Director of Police Administration,

Chief of Police

City of Tyler, TX

Chief Deputy, Operations & Technology, Madison County Sheriff's Office

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NO WONDERING WHO MIGHT SEE YOU **THERE ARE NO BOOTHS** JUST GUARANTEED BUYER MEETINGS

# YOU'RE THE SPEAKER TO A ROOM FULL OF BUYERS GATHERED TO HEAR YOU GIVE A PRESENTATION



# THE NEXT DAY, YOU'RE MATCHED UP FOR YOUR **PRIVATE APPOINTMENTS ONE-ON-ONE** WITH INTERESTED BUYERS

www.COPTECH.com (800) 746-9646

# EVERY MINUTE OF YOUR TIME IS PRODUCTIVE LUNCH, DINNER, DRINKS WE TURN FUN TIME INTO SELLING

# **EVEN AT MEALS, WE SEAT YOU WITH THE PEOPLE YOU WANT TO SEE**IT'S INTERACTION NO OTHER EVENT CAN MATCH

DECEMBER 1-3, 2021 FT. LAUDERDALE, FLORIDA

# VENDORS SAY "COPTECH BEATS EVERYTHING ELSE WE DO!"





- <sup>6</sup> We're at CopTech every year. They've just been insanely successful! You got us in front of the right people buying the right products. So much better than a traditional trade show.<sup>27</sup>
  - Director of Marketing, Getac
- <sup>44</sup> CopTech works. We come back because we see volume sales of our mobile mounting products that we can trace directly back to CopTech."

- Director, Sales & Mktg, RAM Mounting Systems





Fantastic. This is a great event! We'll leave here with at least eight or nine real buying prospects, which is outstanding!<sup>?</sup>

- VP of Sales, Orion Communications



"This has been a great event. You're actually paired with the people who want to talk to you. We've been able to spend real one-on-one time with buyers. "

- Co-Founder, EmFinders

<sup>44</sup> I would recommend CopTech to anybody! You build relationships here. It's much better than just standing around at a trade show handing out literature.<sup>29</sup>

- Sales Manager, Corona Solutions





We've been doing police trade shows for 17 years. I cannot remember any experience that's been better than this with any other trade show or conference. We will certainly be back to CopTech Forum."

- President, Net Transcripts

# "WE FIND VENDORS AT COPTECH" THAT'S WHAT PD'S SAY



- I came to CopTech to find license-plate readers and video for the patrol cars. I saw vendors here, I brought them in, and we bought the products. CopTech allowed me to find what we needed.
  - Chief of Police, Ann Arbor, MI
- <sup>44</sup> Just a few weeks after the last CopTech, we brought in four different vendors we saw here for field trials in our cars. We came back to CopTech, this time with a bigger group so we could take back even more."

- Operational Support, San Diego Police





- \*\* This is the way of the future. They matched vendors with our needs. This will give me the chance to see what can be implemented in my police department."
  - Chief of Police, Petersburg, VA

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"I've been to IACP, I've been to CopsWest. The format of CopTech is completely different, and I think it's just great. You get the information you need, to find which vendors can help your dept."

- Technical Services Mgr, Kern Co. (CA) Sheriff

\*\* This was very useful for me. Much better than if I were to try and make it around to hundreds of booths, spend 30 seconds at each of them and miss most of them.\*\*

- Chief of Police, Topkea, KS





I had high expectations, and they were exceeded. The time spent here has been very useful. They matched us up with the vendors I wanted to see, and the manner in which it's presented is completely unique."

- Captain, Support Svcs, Douglas County (CO) Sheriff

#### CALL US AT (800) 746-9646

#### HEAR WHAT PARTICIPANTS SAY AT WWW.COPTECH.COM

# DO THE NUMBERS: IF YOU'RE LOOKING FOR REAL R.O.I., THIS IS FOR YOU

## GUARANTEED MEETINGS NO HIDDEN COSTS, NO SHRINKING AUDIENCES, AND NO UNCERTAIN RESULTS

TRADE SHOW ATTENDANCE IS DOWN.

TRADE SHOW EXPENSES ARE UP.

TRADE SHOW RESULTS ARE UNCERTAIN.

#### TRADE SHOW COSTS

Exhibit Space Only: \$2,500 - \$12,000 or more

ADD Booth and Shipping: 3,800 - \$15,000 add'l

Labor, Drayage, Setup: \$2,900 - \$10,000 add'l

AD PC Projector, Screen: \$600 add'l

ADD Hotel Rooms, 2 staffers: \$1,500 add'l

ADD Meals, Taxis, Entertainment: \$1,500 add'l

Real Cost of Trade Show: \$ 11,000-\$ 40,000

#### **COPTECH FORUM COSTS**

Complete Fee: \$15,000 includes everything

No Booth or Shipping Costs

COPTECH ATTENDEES SHOW UP.

COPTECH FORUM HAS NO HIDDEN EXPENSES.

> COPTECH RESULTS ARE REAL!

No Labor, Drayage or Setup Costs

PC, Projector, Screen Included

Hotel Rooms Included, 2 rooms

Meals, Transfers, Events Included

Real Cost of CopTech: \$ 15,000 Complete

DECEMBER 1-3, 2021 FT. LAUDERDALE, FL

No extra cost.

WWW.COPTECH.COM (800) 746-9646

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## ASK OUR CUSTOMERS, OR YOURS! COPTECH IS A "MUST ATTEND" EVENT

Just a few of the customers we're proud to serve. Trademarks of their owners.



# **COPTECH ATTENDEES: THEY'RE CIOs, LEADERS, BUYERS**

			Sworn Officers	Population
Director, Information Svcs	Chicago Police Dept.		12,000	2,800,000
Chief of Bureau of Tech. Svcs	Chicago Police Dept.		12,000	2,800,000
Captain, Unit Commander	LA County Sheriff's Office		10,000	9,800,000
Commander, IT Systems	Los Angeles Police Dept.		9,000	4,000,000
CIO	California Highway Patrol		7,000	38,000,000
Information Resource Manager	Houston Police Dept.		5,200	7,100,000
CIO	Washington DC Metropolit	an Pol	ice 3,800	600,000
Information Technology Mgr.	Dallas Police Dept.		3,600	1,280,000
Commander, ITS Bureau	Miami-Dade Police-Sheriff		2,700	2,700,000
Director of IT	Baltimore Police Dept.		2,500	620,000
Lt. Colonel	Memphis Police Dept.		2,500	650,000
Director of Mobile Technology	Harris County (TX) P.D.		2,340	4,500,00
Info Systems Administrator	San Diego Police Dept.		2,000	1,400,000
Lieutenant Colonel	Illinois State Police		1,850	12,800,000
CIO	Hillsborough County (FL) Sh	neriff	1,800	1,450,000
Cmdr, Technology and Fleet	Austin Police Dept.		1,800	951,000
CIO	Orange County (CA) Sheriff		1,800	3,100,000
State Interoperability Director	Maryland State Police		1,700	6,000,000

Commander, Technology	Atlanta Police Dept	1,700	500.000	
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Assistant Chief	Jacksonville Sheriff's Office	1,700	820,000	
Director of Technical Svcs.	Prince George's County (MD) PD	1,500	890,000	
Assistant Director	Cleveland Dept Public Safety	1,600	470,000	
Lieutenant	Indianapolis Police Dept.	1,575	840,000	
Director, IT and Dir, Detective IT	Fairfax County Police	1,370	1,150,000	
Director, Info Support Division	Montgomery County (MD) PD	1,230	1,000,000	
Dir, Info Sys and Cybersecurity	Connecticut State Police	1,125	3,550,000	
Assistant Chief	El Paso Police Department (TX)	1,100	650,000	
CIO	Georgia Dept of Public Safety	900	10,600,000	
Director, Technology Unit	Tampa Police Dept.	950	388,000	
Lieut, Business Technology	Minneapolis Police Dept.	840	420,000	
IT Director	Polk County Sheriff's Office (FL)	800	550,000	
Cmdr, Technology & Logistics	Tucson (AZ) Police Dept.	800	995,000	
Captain, Planning Div.	Tulsa Police Department (OK)	780	400,000	
IT Manager	Durham Police Department (NC)	510	300,000	
CIO	City of Fort Lauderdale	500	180,000	
CIO	Kansas Highway Patrol	475	2,900,000	

DECEMBER 1-3, 2021 FT. LAUDERDALE, FL

Sworn Officers

Population