

A Global look at best practices in the wine industry & innovative uses of information technology July 18, 2006 The Meritage Hotel Napa, CA

Presenting Sponsor:



Organizing Sponsor:



Wine Industry Symposium Group

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Wine Business Monthly Wines & Vines

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SYMPOSIUM SUMMARY:

The Wine Industry Technology Symposium (WITS)

In 2005, a group of wine industry and technology professionals joined forces to create the Wine Industry Technology Symposium (<u>www.wineindustrytechnologysymposium.com</u>). The purpose of **WITS** is to address the unique technology needs of the wine industry. Until now, there has not been a dedicated forum in which to do this.

WITS is dedicated to bringing the World's leading wineries, distributors and retailers together with some of the World's leading technology experts to foster learning and discussion. Panels of experts will discuss specific examples and case studies involving winemaking, vineyard management, wine club and consumer sales, operations, financial management, sales and distribution, channel management, and national accounts.

The Wine Industry Financial Symposium, an industry-led group dedicated to furthering financial education within the wine industry, is the organizing sponsor of WITS. eSkye Software [ESKYE], Microsoft [MSFT] and IBM are some of the leading technology companies sponsoring this year's event. It will be held on July 17, 2007 at the Meritage Resort in Napa, California.

AGENDA:

On the web

SPONSORSHIP OPPORTUNITIES:

- Presenting Sponsor \$50,000
 - Everything in Platinum, presenting recognition and co-Chair of event
- Platinum Sponsor \$25,000
 - o Presenting Sponsor recognition everywhere
 - o Logo on website
 - Logo in event marketing materials
 - o Ad in seminar guide
 - All day showcase space for major sponsors
 - o 10 free registrations
 - Free exhibit at technology showcase
 - o 5 free VIP/speakers dinner tickets
- ➢ Gold Level \$12,500
 - Logo on website
 - o Logo in event marketing materials
 - o Ad in seminar guide
 - All day showcase space for major sponsors
 - o 6 free registrations

- Free exhibit at technology showcase
- 3 free VIP/speakers dinner tickets
- Silver Level \$7,500
 - o Logo on website
 - o Logo in event marketing materials
 - o Ad in seminar guide
 - o All day showcase space for major sponsors
 - 4 free registrations
 - o Exhibit at technology showcase
 - o 2 VIP/speakers dinner tickets
- ➢ Bronze Level \$5,000
 - o Logo on website
 - o Logo in event marketing materials
 - o Ad in seminar guide
 - All day showcase space for major sponsors
 - o 2 free registrations (value: \$345 per)
 - o 1 VIP/speakers dinner ticket (value \$165 per)

TECHNOLOGY SHOWCASE:

The Technology Showcase @WITS is an opportunity for some of the leading technology providers to demonstrate and show their solutions in a hands-on environment with WITS attendees. It is the only specifically designated time, within the symposium, in which vendors can commercially demonstrate their offerings. It also gives the wine, distributor and retailer attendees the direct opportunity to explore the latest technologies. The winery attendees are invited to share some of their wines during the technology showcase to foster a unique networking environment.

- Technology Exhibit Space \$2,500
 - o 2 free registrations
 - o 6 ft. table & 2 chairs
 - o Recognition in seminar guide
 - o Wine Business Monthly article