

 **OilComm**TM
Conference & Exposition

**Driving the Future
of Communications**

December 6 – 7, 2017

Houston Marriott Westchase
Houston, TX

www.OilComm.com

@OilComm | #OilComm



INTRODUCING:



Co-located with:  **OilComm**TM

Look inside for more information! >



**2017
PROSPECTUS**

Contact Anastasia Bisson at +1-530-363-3506 or email abisson@accessintel.com for more information about exhibiting, advertising, and sponsorship opportunities at OilComm

OilCommTM

Conference & Exposition



THE BIG PICTURE

Through ups and downs of the oil and gas environment, OilComm has continued to serve the community, providing a venue where communications professionals can discuss the issues they face in their daily operations. At OilComm, buyers and end-users can connect with vendors and service providers that can help bring their existing networks to a more efficient and effective state.

AS THE MARKET EVOLVES, SO DOES OILCOMM.

New Convention Location – OilComm makes the move back to the Houston Marriott Westchase in 2017. The location makes it easier for the oil and gas community to attend with its proximity to the Energy Corridor and free parking at the hotel.

Expanding the Knowledge Base – To serve the entire community, we are bolstering the advisory board to build new relationships as well as improve and adapt our content with the time.

Building the Decision-maker Reach – In the past few, volatile years, there has been turnover in the oil and gas market. We recognize that a fresh database is the best way to ensure that the right attendees are present, and that exhibitors are finding the customers they need.



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FleetComm

December 6 – 7, 2017

Houston Marriott Westchase | Houston, TX

www.FleetCommConference.com

WHAT: FleetComm is a two-day conference addressing the communications challenges for the sea and land transportation communities, including commercial maritime, cruise lines, leisure vehicles, cargo fleets and more.

WHO: IT professionals, engineers and fleet managers of maritime, trucking and enterprise companies who are in charge of communications and networks for their vehicles and ships.

WHY: Rugged and remote communications are a necessity in an array of environments and vital to business operations for many companies. While the challenges may differ, the technology and products needed to create and sustain an effective network are often the same. We're building a program that is tailored to the unique capabilities of this market, and bringing more buyers to you on the show floor.

HOW: By working directly with the community through an Advisory Board, we can get an insider's view to the issues that need to be discussed, and discover future trends to explore during roundtables and open forums. FleetComm will partner with industry associations and publications to bring the end-user audience to the Conference.



BONUS

FleetComm attendees will have access to the OilComm Show Floor, and to OilComm Networking events!

For more information or to book your booth space, contact Anastasia Bisson, Sales Manager, at +1-530-363-3506 or abisson@accessintel.com

Who will you meet at OilComm?

Here's a sneak peek at who attended last year:

- Associate Project Manager, **Access Midstream**
- IT Facilities & Construction, **Access Midstream**
- Enterprise Cyber Architect, **Aera Energy LLC**
- COO, **Alamo Resources, LLC**
- Manager, Wireless & Field Communications, **Anadarko**
- Director, Global Enterprise Computing, **Anadarko Petroleum Corporation**
- Automation Communication, **Apache Corp**
- Network Engineer, **Aramco Services Company**
- Chief Operating Officer, **Atascosa Exploration**
- Senior Communications Engineer, **Atlas Energy**
- SCADA Manager, **Atmos Energy**
- Senior Manager - IT Infrastructure, **Atwood Oceanics**
- Real-Time Drilling Monitoring Analyst, **Baker Hughes**
- Sr. Operation Coordinator, **Baker Hughes**
- IT Program Manager, **Barnett Engineering & Signaling Laboratories, LLC (BESL)**
- Chief Electrical and Telecom, **Bechtel corp**
- Operations Manager, **Americas Bechtel Corporation**
- IT Manager, **Bennu Oil & Gas LLC**
- Senior Project Manager, **Berkana Resources Corporation**
- C&I Engineer, **BG Group**
- Supervisor, **BHP**
- Instrument and Automation Engineer, **BHP Billiton**
- Sr Network Architect, **Black Elk Energy**
- Lead Comm Specialist, **Boardwalk Pipelines**
- Instrumentation and Control Engineer, **BP**
- Technical Authority - SCADA and Instrumentation, **BP America**
- Production Superintendent, **Cabot Oil & Gas**
- Global Product Manager, **Cameron**
- IT Manager, **Cameroon Oil Transportation Company**
- Project IT Manager, **CB&I**
- Manager, Network Planning & Design, **CenterPoint Energy**
- Team Lead, Networking Planning & Design, **CenterPoint Energy**
- i-field Engineer, **Chevron**
- Manager, **Enterprise ICS Cybersecurity Assurance, Chevron**
- Control Specialist, **Chevron Pipeline**
- System Analyst, **Columbia Pipeline**
- System Analyst SCADA, **Concho Resources**
- Field Wireless Analyst, **Conocophillips**
- SCADA Manager, **Contango Oil & Gas Co.**
- Communications Manager, **DCP Midstream**
- Director of IT, **Devall Towing**
- Automation Specialist, **Devon Energy**
- Specialist Engineer – **Electrical, Diamond Offshore Drilling, Inc.**
- Manager, OT Networks, **Enable Midstream**
- SCADA Engineer, **Enbridge**
- SCADA/OCC Manager, **Encana USA**
- Network & Systems Operations Manager, **eni Petroleum**
- Sr. Network Analyst, **Ensco**
- Director of Communications, **Enterprise Products**
- Automation Tech, **EOG Resources**
- Manager of Network and Telecom, **EQT Corporation**
- IT Director, **Expanse Energy**
- IT Advisor, **ExxonMobil**
- Manager Controls and Diagnostics, **Fairbanks Morse Engine**
- Principal Engineer, **Fluor Corporation**
- Technician, **Fugro**
- Division Order Analyst, **Gaither Petroleum Corporation**
- Category Specialist - IT, **Halliburton**
- Network Solutions Architect, **Halliburton**
- Network Advisor, **Hess**
- Network Engineer, **Hilcorp Energy**
- Senior Remote Network Engineer, **Hunt Oil Company**
- CSE/Telecom Sr. Technical Advisor, **KBR**
- IT Project Manager and Systems Analyst, **Kirby Corporation**
- Vessel Support Supervisor, **Kirby Corporation**
- Electrical Engineer, **Koch Pipeline Company**
- Sr. Director of IT; CIO, **Kosmos Energy**
- Director Information Technology, **KPC Pipelines LLC**
- Director IT, **Lime Rock Partners**
- Managing Director, **Maersk**
- Cyber Security Advisor Mobility, **Marathon Oil**
- VP, SCADA, **Metanoia**
- Sr. Network Engineer, **Modect**
- Data Security Manager, **National Oilwell Varco**
- Satellite Network Manager, **National Oilwell Varco**
- Network Engineer, **NESCO**
- Network Engineer, **Noble Energy**
- Director, Information Systems, **Oasis Petroleum**
- Automation Consultant, **Occidental Petroleum Corp**
- Procurement Manager, **Odebrecht Industrial Inc**
- IT Director Enterprise Architecture, **Pacific Drilling**
- Industrial Control Network Solutions, **Panduit**
- Manager Engineering Compliance , **Paragon Offshore**
- IT Area Manager, **Petrobras America Inc.**
- Communications Tech Sr, **PHI, Inc**
- Sr. Communications Specialist, **Phillips 66**
- Lead Project Manager, **Pioneer Natural Resources**
- SCADA Supervisor, **Rosetta Resources**
- Quality Engineer, **Rowan**
- Sr Production Engineer, **Sanchez Oil & Gas**
- Project Manager, **Saudi Aramco**
- Global Supplier Manager – Telecom, **Schlumberger**
- DMS Technical Services Project Manager, **Schlumberger**
- Communications Lead, **SHELL**
- Sr. Innovation Advisor, **Shell**
- Technical Supervisor, **Shell Pipeline Company**
- RTO Engineer, **Sigma Cubed**
- Director, Field Data Services, **Southwestern Energy**
- Director - IT Strategic Planning, **Spectra Energy**
- IT Procurement Consultant, **Statoil Gulf Services LLC**
- Systems & Infrastructure Manager, **Stone Energy Corporation**
- Manager, Special Projects, **Sun West Engineering**
- Project Procurement Manager, **TOTAL**
- CIO, **Vantage Energy Services**
- Sr. Manager Network, **Williams Companies**
- Principal Telecommunications Engineer, **Wood Group Mustang**
- Principal Designer, **Worley Parsons**
- Sr. Radio Communications Analyst, **XTO Energy**

OILCOMM AND FLEETCOMM 2017:

REACHING THE RIGHT BUYERS FOR YOU

OilComm 2017 addresses challenges for communications and network professionals in the oil and gas industry as they travel down the road to recovery. New for 2017, the co-located program FleetComm, explores the capabilities of the commercial, cargo and leisure fleet communities on sea and land that rely on reliable, efficient and effective networks. The marketing plan for 2017 will employ a combination of strategic efforts that will drive the right customers to the show floor.

Who are we targeting?

Year-round, we are building our existing relationships and cultivating new ones to constantly build a database of qualified end-users who are searching for new products and technologies to handle the ever-growing data that flows out of their organization's daily operations.

FleetComm – Information Technology/Networks, Engineering, Operations, Customer Experience Management, Captains, Fleet Managers at commercial marine companies, freight forwarders, leisure maritime companies, trucking companies, shipping and logistics, and more.

OilComm – Information Technology, Network Management, Engineering, Operations, Project Leads, C-Level Executives at oil and gas companies, engineering/procurement/construction companies, rig owners, drilling contractors and more.

How are we reaching them?

Fostering new contacts and new relationships is about more than just acquiring a name. We understand that the message to them must be on point, addressing the challenges they encounter and exploring the capabilities they strive to achieve. We will deliver the information and solutions they need to make educated business decisions, and help their organizations enter the next chapter of operational efficiency. The marketing campaign will include:

- Comprehensive marketing campaign with multiple touch points to cut through the clutter and raise OilComm and FleetComm to top of mind.
- On-point messaging to oil and gas companies, cargo fleets and cruise lines to ensure the message speaks directly to them.
- Partnerships with industry publications and associations, trusted sources of knowledge in the oil and gas, commercial marine, leisure maritime and cargo fleet marketplace.

Why will they come to OilComm and FleetComm?

Business professionals have consistently ranked trade shows as one of their top go-to sources when looking for market knowledge or sourcing new products and technology. OilComm and FleetComm provide this face-to-face venue and create a unique environment for the audience:

- OilComm and FleetComm exclusively cover data, networks and communications so every conversation, every exhibitor and every session focuses on what our audience wants to know, making it easier to justify attendance.
- Bringing together the oil and gas, commercial maritime, leisure maritime and cargo fleet audiences under one roof allows them to collaborate and discover new solutions and new capabilities from sources they don't have access to on a regular basis.
- Instead of just focusing on "how does this technology work", we're exploring "how does this technology work for me? The conversation expands beyond the technical to allow managers, directors and c-level executives to build their strategies for the coming years.

PLUS!

Discounted and free passes through OilComm and FleetComm partners – OilComm and FleetComm exhibitors, speakers, advisory board members, and media and association partners will be able to offer their members, readers, colleagues, teams and prospects discounted and free passes to attend OilComm and FleetComm.

For more information, visit www.OilComm.com or www.FleetCommEvent.com

What do you get with your booth?

OilComm is your turnkey solution to meet decision makers!

Exhibiting allows you to build your brand awareness and leaves a brand impression with current customers, prospects, media, suppliers, and other professional organizations.

OilComm provides you with the opportunity to showcase your company in your space on the Exposition show floor, but it goes beyond that.

With your booth space, you receive:

- 1 Full Conference Registration with access to both OilComm and FleetComm programs (a \$400 value!) and 4 Booth Personnel Passes with every 100 NSF of exhibit space
- Furniture Package (\$500 value!) that includes two chairs, a skirted 6-foot table and a wastebasket.
- Personalized microsite that includes your company name, booth number, company description and product categories
- Company listing in the Official Onsite Program Guide that is handed out to every attendee and referred to throughout the year
- Marketing tools to help you promote your company, including:
 - Free tool to create personalized banner ads with your logo & booth number to post on your website
 - Free posting of your Press Releases on www.OilComm.com with consideration to be distributed in an edition of OC News
 - Customized HTML email invitations to send to your top clients and prospects
 - Free personalized expo passes in print and PDF for free registration to the Exposition for your customers, compliments of you!

BONUS!

At the Houston Marriott Westchase, the Exposition Hall is carpeted, so you are not required to order carpet or other floor covering!

**Contact Anastasia Bisson, Sales Manager, at +1-530-363-3506
or email abisson@accessintel.com to secure your space today!**

SPONSORSHIPS

Enhance Your Exhibiting Experience with a Sponsorship at OilComm

Sponsorships will increase your overall traffic, generate more leads, and position your brand as an industry leader at the conference and long after the conference comes to a close. With each exhibiting companies vying for the buyer's attention, you need to separate your company from your competitors and increase your visibility. Take the opportunity to highlight your brand through investing in a sponsorship!

OilComm works with you to build your brand with sponsorships in all shapes and sizes.

Some companies choose to sponsor an event at the conference, some focus on building their brand awareness through online efforts, and others want that give-away item that everyone takes home from the conference and uses throughout the year. There are many different options when it comes to showcasing your brand and OilComm works with you to find an option that is effective and conveys your company's message to your qualified decision-makers.



Online Opportunities

- Banner Advertising
- Company Listing
- Emails to the OilComm Database



Lead Generation

- Leads+ Access Package
- Conference Sessions
- Brews & Q's



Item Giveaways

- Conference Bag
- Delegate Padfolio
- Travel Mug



Experience Events

- Clay Tournament
- NASCAR Experience
- Nightly Receptions



Onsite Branding

- Banner/Column Wraps
- Registration
- Hotel Experience



Thought Leadership

- Conference Session
- Continental Breakfast
- Brews & Q's

Sponsorships work best when they are built with your needs, goals and budget in mind. Invest in your company's brand today by contacting Anastasia Bisson at +1-530-363-3506 or abisson@accessintel.com to discuss all available opportunities.

OilComm 2016 Highlights

Despite a tough year in the oil and gas industry, almost 800 professionals came to OilComm in 2016 to gather information, compare products on the show floor, and meet with new and existing vendors.

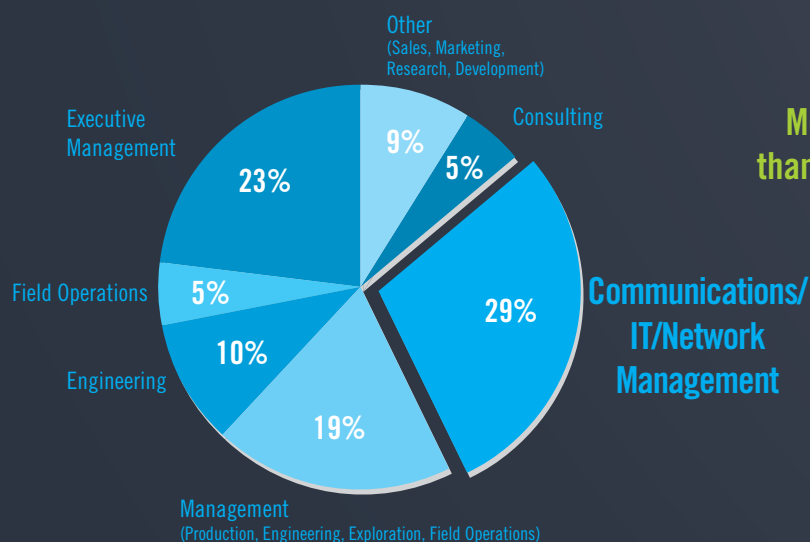
Here's a snapshot of OilComm 2016



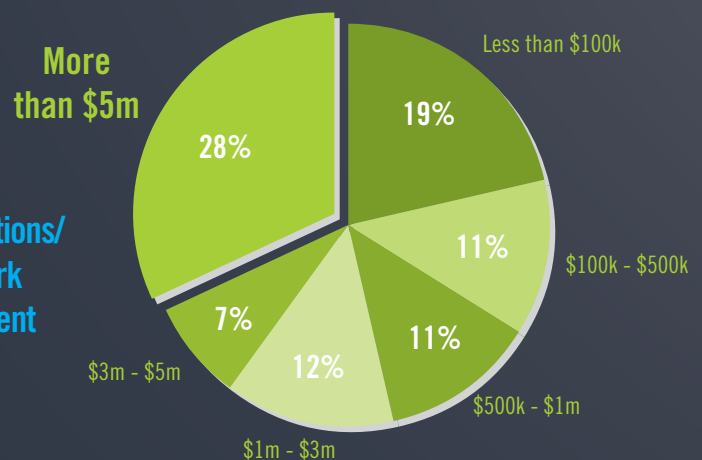
Did you know this about your customers?

- 58% attended to see the newest technologies for oil and gas communications
- 69% of OilComm attendees attend less than 3 events a year and feel OilComm is one of the top events for offshore and onshore communications solutions
- 25% attended the exposition for the first time in 2016
- 58% have attended OilComm Conference and Exposition for more than 2 years
- 57% plan to purchase products and services from an exhibitor on the show floor
- 87% of attendees have the final decision-making authority, recommend, or evaluate new products and services

Attendees' Job Titles



Attendees' Communications Budget



Decision-Makers Want To Meet With You!

OilComm fosters an environment that brings together buyers and sellers and allows them to interact in an educational and dynamic atmosphere. By providing two days of endless networking, new relationships are formed, current relationships are strengthened, and business is done.

Don't just listen to us! According to the 2016 post-show survey, here is what attendees liked most about OilComm:

"I had the ability to see new and enhanced products that may be useful in the oilfield."

"Excellent technical info!"

"Very organized and specific. Other large conferences like OTC are overwhelming."

"The ability to meet the industry leaders at OilComm in one place has exceptional value."

"Seeing the state of the art technology..."

"Meeting current customers, develop new customers and learn more about their needs."

"Because of the attendance vs.exhibitor ratio, a good amount of time was spent with each quality customer."

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