



TOTAL FACILITIES

CHAMPIONING HIGH PERFORMING ENVIRONMENTS

29-30 MARCH 2017
INTERNATIONAL CONVENTION CENTRE SYDNEY
DARLING HARBOUR

**CONNECTING
AUSTRALIA'S LARGEST
COMMUNITY OF
FM BUYERS AND
SUPPLIERS**

TOTALFACILITIES.COM.AU

Grow your business AT TOTAL FACILITIES 2017

Total Facilities is Australia's only dedicated exhibition for FM and like-minded professionals and a central marketplace for facilities buyers and suppliers.

It's the largest and most established collaboration in the country for promoting networking, education and innovation for the FM industry – designed as a thriving hub to recognise and strengthen the future of the profession.

Our visitors are some of Australia's most influential professionals responsible for the efficiency and productivity of our living-working environments

– they come from a variety of building-related industries including facilities management, real estate, building and architecture, engineering, government, owners/strata corporation and more.

No other event of its kind delivers as many hard to reach decision makers integral to growing your business.

WHY EXHIBIT WITH US?



We can help you drive growth

Exhibiting at Total Facilities will put your company in front of over 2,000 high value professionals from a broad but relevant range of building-related industries and sectors. No other platform offers a more concentrated and targeted opportunity to reach key decision makers and expand your business into new markets.



We can launch your products to market

Visitors come to Total Facilities actively seeking solutions to drive business performance and increase the value of their facility assets and services. Total Facilities offers you a uniquely effective platform to launch your products and services and position your company as a strategic partner to the people who matter.



We know what we're doing

Exhibitions are our business. At Diversified Communications Australia, organisers of Total Facilities, we have the power and experience to create world-class events which connect business communities and maximise ROI. What's more we continue to develop strong ties with industry-leading organisations to deliver you added value and growth.



We have the best marketing teams

Our in-house marketing teams are experienced event marketers. We have the know-how to maximise channels to market and create award-winning marketing campaigns. Early involvement with Total Facilities will give you an exclusive opportunity to feature within our campaign and increase your exposure to Australia's FM industry.

\$50K

the average value of leads generated by 2016 exhibitors

80%

of visitors are likely to recommend, specify or purchase products seen at the 2016 show

10

the number of trade shows organised by Diversified Communications Australia

2

the number of EEAA awards won for the Most Outstanding Marketing Campaign in three years

Audience PROFILE

Top visitor industry sectors



Maintenance Manager

Facilities Manager

Operations Manager

Consultant

Architect/Designer

Property Manager

Building Owner

Top visitor job functions

Executive Management

Workplace Manager

Administrative & Contract Manager

Year-round INDUSTRY ENGAGEMENT

We engage the FM industry throughout the year with a sophisticated, integrated marketing campaign.



Email

20,385 email recipient database



Website

25,906 unique visits annually



Online advertising

522,697 impressions



Direct mail

23,116 reach



Print advertising

75,566 circulation



Telemarketing

7,696 calls



PR

250,000+ impressions

Who can EXHIBIT?

Total Facilities features the nation's largest and most diverse range of facility products and services.

Exhibitors showcase solutions to meet operational challenges across a variety of product and service categories including:



Cleaning & Maintenance



FM Services & Providers



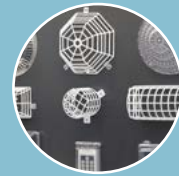
Software & Technology



Security



Fitout & Space Planning



HVAC/R



Health & Safety



Green FM



Waste Management

"Total Facilities is a valuable forum for networking with key professionals in the facility management industry - there is no other event on the same scale and that is why Billi consistently attends. Total Facilities provides us with the opportunity to cement relationships with existing clients and create relationships with new clients, which further grows and promotes our product in this space."

Hannah Way
Marketing // Billi

They also service a variety of market sectors including:



Commercial



Residential



Industrial



Data Centres



Education



Healthcare



Retail

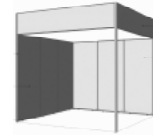


Government

How to GET INVOLVED

Total Facilities 2017 offers a number of high profile exhibiting and sponsorship opportunities. Take advantage of this leading platform to meet your sales and marketing objectives and engage in face-to-face interaction with the largest community of FM minds in Australia.

EXHIBITING



Stand rates

Space only*

Shell scheme*

3m x 3m = 9m ² (2 sides open)	\$4,965	\$5,640
6m x 3m = 18m ² (2 sides open)	\$9,285	\$10,635
6m x 3m = 18m ² (3 sides open)	\$9,340	\$10,690
6m x 6m = 36m ² (3 sides open)	\$17,980	N/A
6m x 6m = 36m ² (4 sides open)	\$18,090	N/A
9m x 6m = 54m ² (4 sides open)	\$26,730	N/A

Additional stand size options are available.

*Prices listed exclude GST

Prices listed include PL insurance, marketing package and corner loading (where applicable).
Shell scheme stand packages also includes carpet, walling, lighting and name board.

Sponsorship

Stand out from the crowd. Contact our Event Manager, Andrew Lawson about some of our highly visible and cost effective sponsorship and partnership opportunities - guaranteed to elevate your brand above your competitors.

Only a limited number available.

Perfectly positioned venue

Excitingly, Total Facilities 2017 is one of the first trade shows to open its door at the new International Convention Centre in Darling Harbour. Featuring a striking contemporary design, leading technology and multipurpose spaces, there is no better space to showcase your FM wares and experience this state-of-the-art facility.

TOTAL FACILITIES

CHAMPIONING HIGH PERFORMING ENVIRONMENTS

29-30 MARCH 2017
INTERNATIONAL CONVENTION CENTRE SYDNEY
DARLING HARBOUR

“What a terrific opportunity to meet potential new clients, rekindle some old & familiar faces whom we may not be in business with yet and also see those friendly folks who we interact with professionally on a day to day basis. Look forward to doing it all again next year in Sydney.”

Aaron Struhs

General Manager // Essential Safety Solutions Australia

CONTACT THE TEAM

Andrew Lawson

Event Manager

E: alawson@divcom.net.au

P: +61 (0)3 9261 4664

Jerrie Vise

Event Sales Executive

E: jvise@divcom.net.au

P: +61 (03) 9261 4518

Supported by

ar



Billi



FM
FACILITY MANAGEMENT

LOGICAL
BUILDING AUTOMATION

MYBOS

SECURITY INSIDER

TOTALFACILITIES.COM.AU