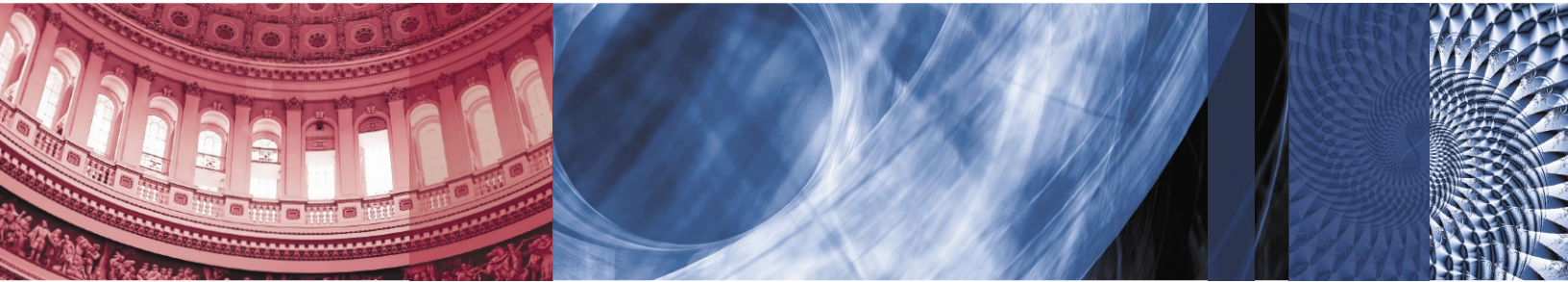


Gartner

IT ChannelVision: Government Edition 2007



IT ChannelVision: Government Edition, formerly Government Solution Summit, is designed to provide government Technology Providers the opportunity to engage with Tier I and Tier II Federal, State & Local Integrators and participate in the next wave of Government IT contracts. The proven format is ideal for conducting in-depth partnership meetings, product presentations, idea exchange and networking. Take advantage of the only industry Event entirely focused on helping you build market alliances and market share in the Government IT channel.

Target Audience: Tier I and Tier II, Integrators including Prime Contractors, Large Systems Integrators, Large and Mid-Tier VARs; Small and Disadvantaged Businesses; and other Solution Providers and Recommenders focused on the Federal, State & Local IT marketplace.

Market Opportunity

According to Gartner, Federal IT spending will reach \$76.1 billion by 2010. The market has grown explosively over the past four years, more than doubled since 2002. Combined with the rapidly expanding State & Local Government market, IT spending will now eclipse \$120 billion – making it the second largest vertical market in the US (first is financial services).

Embracing New Changes and Challenges

The Government marketplace is undergoing significant change. With the new IT requirements in Homeland Security, defense, Justice and Health and Human Services continue to drive new technology initiatives, new fiscal pressures and election year politics will create new operational and technology priorities. Consequently, the Government IT market is increasingly defined by Technology providers able to capture new market share from competitors, rather than simply grow with the rising tide of IT spending. The key issues moving forward are clear: the winners will be defined by who has the best team and the most important relationships to acquire new Federal, State & Local IT business.



Leading Gartner Analysts Featured at IT ChannelVision: Government Edition

Rishi Sood
Research Vice President
Gartner

Event Chair, Gartner Analyst and Research VP along with many other leading Gartner analysts, will be speaking on the technology and business trends and issues driving the \$120 billion Government IT market.

Among the topics expected to be addressed at the Event are:

- Federal Government Market Overview
- State & Local Government Market Overview
- Defense Market Trends
- Government Healthcare
- Many Other Key Topics on Government IT Spending, Channel Opportunities and Partnering Strategies

itchannelvision.com/gov

Gartner

IT ChannelVision:
Government Edition
2007

“What’s unique about this event is the opportunity to really understand from Gartner what’s important in the coming years from a partner and manufacturer standpoint.” – Greg Hewitt, Partner Manager, Public Sector Programs, Business Objects.

“Re-energized State & Local Government sectors are experiencing 6.8% growth with IT spend expected to reach \$52 billion by 2008. The Federal market also continues to expand with IT spend forecasted at \$76.1 billion by 2010. Now is the time to initiate new relationships and capitalize on the continued growth of the second largest vertical market in the US.”

– Gartner Research

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RESERVE YOUR PRIVATE BOARDROOM APPOINTMENTS:

MARY FOGARTY (Companies A-B & Named Accounts)
603.471.4227 or mary.fogarty@gartner.com

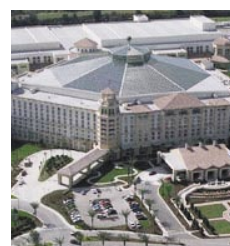
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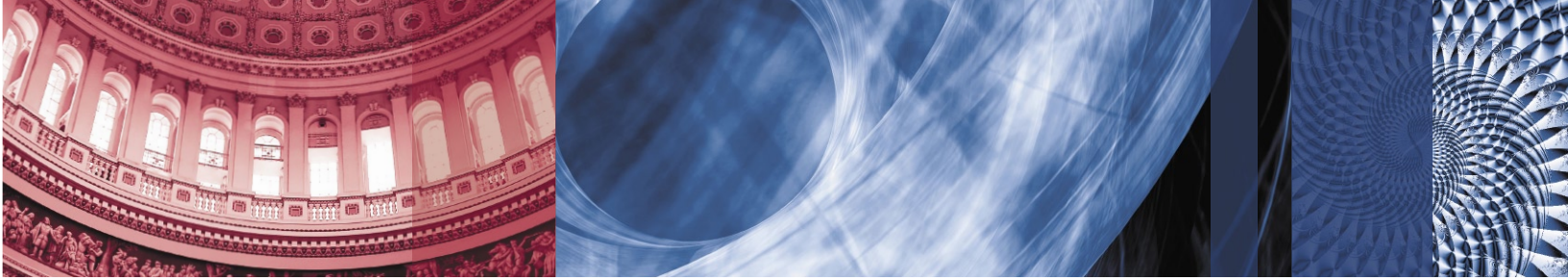
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**GOVERNMENT SOLUTION
SUMMIT 2007**

November 28-30, 2007

Gaylord Palms Resort
& Conference Center
Orlando, Florida





The Gartner Vision Events Format: Proven to Build Channel Partnerships

- **Guaranteed Private Boardroom Appointments** give you uninterrupted presentation time to targeted groups of Government Integrators interested in your product and service offerings.
- **Pre Scheduled One-on-One Meetings with Integrators** using Gartner's unique online Self Scheduling System. This tool allows both Technology Providers and Integrators to request meetings before and during the event with who they most want to see. These meetings are also a great follow up to your boardroom presentations, and are the best method to build individual relationships and turn contacts into customers.
- **Gartner Analyst One-on-One Meetings** with Technology Providers are another uniquely valuable feature, giving you a private face-to-face meeting with a Gartner Analyst to discuss your specific Government market initiatives and opportunities.
- **Technology Provider-Only Presentations** from industry experts will help you gain critical strategic knowledge on channel management and relations in the public sector.
- **Gartner Content Sessions** enable you to hear about the latest Government IT research, market trends, and channel-related issues from top thought leaders.
- **Channel Announcements** provide you with the high-impact platform of a theater-style presentation to the entire audience at once.
- **Solutions Central™** is the exciting, interactive setting for your live product demonstrations and face-to-face meetings.
- **Networking Program** includes structured events designed to help you enhance your relationship-building, culminating with the "Best of IT ChannelVision: Government Edition" Awards.
- **Sponsorship Opportunities** enable you to boost your visibility and mind-share in the Government IT channel before, during and after the Event.

This unique Event invites and hosts only pre-qualified Government IT Solution Providers. The highly structured agenda gives you access to your best customers and prospects in pre-scheduled presentations and One-on-One meetings. Our proven event model enables you to sell and retain customers through a format that is built upon client feedback as their preferred method to learn, analyze, compare and decide about new technologies and existing partners.

November 28-30, 2007

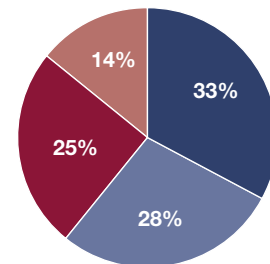
Gaylord Palms Resort & Conference Center
Orlando, Florida

"Outstanding Event! Government Solution Summit helped put TeamQuest on the map with many key federal Solution Providers. For Example, 11 of 13 attendees in one of our boardrooms want TeamQuest to come to their office to talk with them. That's a tremendous return on our investment. As a small, niche company, we were able to achieve visibility and meet with a critical mass of solution providers in one place at one time"

— **John Arnold**, TeamQuest Corporation

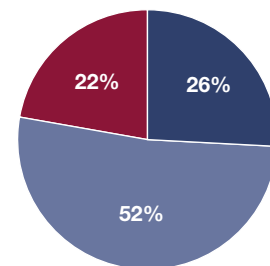
Audience Demographics 2006

Titles of Attendees



- 33% CXO, President, Owner
- 28% Vice President
- 25% Director
- 14% Manager

Sr. Federal Government Decision-Makers



- 26% Prime Contractors (>\$500M)
- 52% Large & Mid-Tier VAR's (\$10M - \$500M)
- 22% Small Disadvantaged Businesses (<\$10M)

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