

The background features a dark navy blue field with a series of thin, wavy, parallel lines in shades of blue and purple that sweep across the frame from the bottom left towards the top right. Scattered throughout the background are numerous small, semi-transparent circles in various sizes, primarily in shades of blue and purple, creating a sense of depth and movement.

IAOP OWS26

April 28-30, 2026 | Chicago, Illinois

ABOUT IAOP & EVENTS

IAOP® is a global community, with collaboration at its core, that drives exceptional business and societal outcomes through outsourcing, sourcing and GBS. It's the leading professional association for organizations and individuals involved in transforming business through collaborative partnerships.

IAOP hosts the world's best-known and most highly-respected executive conferences and forums on collaborative partnerships. Every IAOP event is first and foremost about learning and networking, and its programs are designed by the leaders in the field – IAOP's global community.

OWS, IAOP's annual global gathering, is where outsourcing customers, providers, advisors and academics come together. Game-changing ideas are shared. The latest trends and opportunities are identified. Hundreds of millions of dollars in business deals are initiated and made.

First produced in 1998, the OWS Conference Series has been held more than 40 times on five continents and is renowned for the quality of its speakers and the depth and breadth of its educational programs.

6 REASONS TO SPONSOR OWS26

Unrivaed Exposure: By becoming a sponsor, your brand will be prominently displayed and recognized throughout the conference. This exposure will extend to marketing collateral, conference materials and online platforms, allowing you to reach a wide audience of global participants and industry leaders.

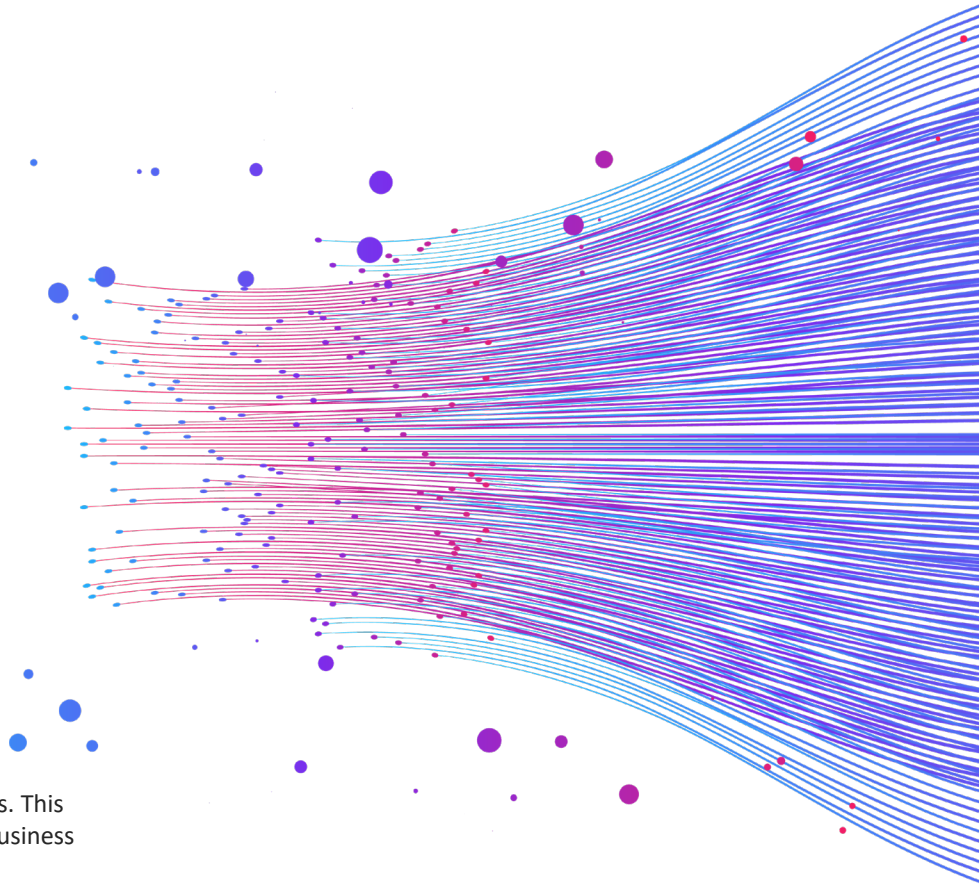
Targeted Audience: Our conference attracts professionals from various sectors, including finance, technology, real estate, legal, manufacturing, and more. Sponsoring the event provides an opportunity to engage with key decision-makers and industry experts, creating valuable connections and potential partnerships that can drive your business forward.

Thought Leadership & Networking: OWS features renowned speakers who are industry experts. As a sponsor, your company will have the chance to showcase its expertise by participating on the program itself or addressing the audience during a hosted social event. This will position your brand as a thought leader and enhance your reputation in the industry.

Brand Alignment: Aligning your company with IAOP and OWS demonstrates your commitment to fostering innovation, collaboration, and business growth. It sends a powerful message to your stakeholders, clients, and competitors that your organization actively supports and invests in advancing the global business landscape.

Tailored Benefits: We understand the unique needs of our sponsors, and we offer customizable sponsorship packages designed to maximize your return on investment. From exclusive branding opportunities and demo spaces pre- and post-conference support, we can work closely with you to ensure your specific goals are met.

Long-Term Impact: The connections and relationships forged at our conference have a lasting impact. By sponsoring our event, you will have the chance to nurture and strengthen these connections long after the conference concludes. This can lead to collaborative projects, joint ventures, and increased business opportunities down the line.



WHO ATTENDS

A strategic redesign...

In 2023, OWS made its home-base Chicago and was redesigned to include a higher percentage of buyers and be a more intimate gathering, with seating limited to 200 delegates, including the C-Suite, Decision-Makers, VPs, Directors, Vendor Managers, Sales & Marketing Teams, Academics and other professionals working on the buy-side of strategic partnerships as well as service providers, advisors & consultants across industries and functions.

From SMEs as well as the names you know like...

Allstate Insurance, Alorica, American Express, Ancestry.com, AppOrchid, AstraZeneca, Asurion, AT&T, Avasant, Baker McKenzie, Best Buy, Blue Cross Blue Shield, Boeing, Boston Scientific, Boston University, Bristol-Myers Squibb, Canon, Capgemini, CBRE, CGI, Citi, Colliers International, Comcast, Deloitte Consulting, Discover Financial, Disney, DocuSign, Duke Energy, Duke University, EY, Facebook, Fannie Mae, GE Capital, General Motors, Goodyear, Google, GoDaddy, Guardian Life, HBC, HCL, HCSC, Hess, Hotwire.com, HP, Humana, IBA Group, Indeed, Infosys, Intel, Intetics, ISS, Manulife Financial, Johnson & Johnson, KellyOCG, Kimberly-Clark, Kirkland & Ellis, KPMG, Kraft Foods, Mattel, Meta, McDonald's, McGraw-Hill Companies, Merck, MetLife, Microsoft, Molson Coors, Nike, Northern Trust, PepsiCo, PETCO, Pillsbury, Pfizer, Pitney Bowes, PNC Bank, Pratt & Whitney, P&G, Prudential, Qantas Airlines, Rio Tinto, Scalehub, SEBPO, SirionLabs, Snapchat, Sprint, State Farm, Sutherland, Teleperformance, The Hartford, Thomson Reuters, T-Mobile, TransUnion, USAA, Union Bank, Viacom, Vee Technologies, Vodafone, Walmart, Walgreens, Washington Gas, Wells Fargo, Webhelp, Western Union, Whirlpool, Wipro, Yeti, Zurich Insurance and more!

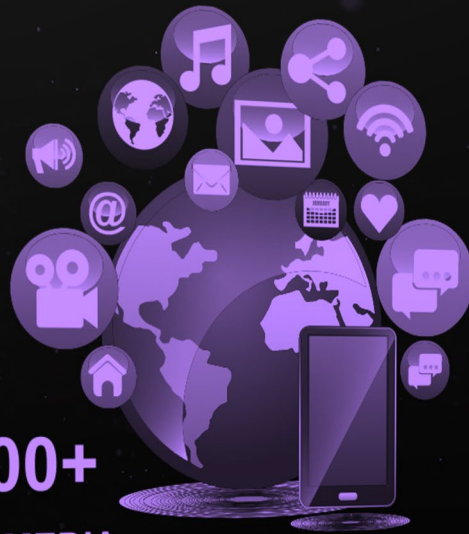
OWS delegates represented over 40 countries including:

Australia, Belgium, Brazil, Bulgaria, Belarus, Canada, Chile, China, Colombia, Costa Rica, Czech Republic, Denmark, Egypt, El Salvador, France, Guatemala, Germany, Ghana, Hungary, India, Ireland, Israel, Jamaica, Japan, Kenya, Malaysia, India, Mexico, Netherlands, Nicaragua, Nigeria, Norway, Philippines, Poland, Serbia, Singapore, South Africa, Spain, Sri Lanka, Sweden, Trinidad & Tobago, United Arab Emirates, Ukraine, United Kingdom, United States and Uruguay.

OWS DATA



IAOP REACH



75,000+
SOCIAL MEDIA
FOLLOWERS

75,000+
SOCIAL MEDIA
FOLLOWERS

A GLOBAL NETWORK



IAOP has members in 50+
countries on 6 continents

Source: IAOP Membership Data 2023

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AHEADTALK

Be the Voice of What's Next –
On the Main Stage at OWS26



IAOP **OWS26**

Inspired by the power of TED Talks, **AHEAD Talks** are bold, 30-minute keynote sessions designed to ignite ideas and lead conversations on emerging technologies, workforce transformation, and the future of business services. These high-impact presentations are delivered from the main stage to the full audience—an exclusive group of decision-makers and key influencers shaping the global sourcing ecosystem.

If your organization is driving real innovation—and your senior executive has a message that will challenge and inspire—this is your opportunity to lead from the front.

Sponsorship includes:

- Keynote slot for your AHEAD Talk, delivered by a senior executive (non-sales)
- One full-access Summit pass for your speaker
- Prominent logo placement across all related promotions (website, digital, onsite, and social)
- Multi-channel promotion of your session through IAOP's social platforms
- Recording of your session
- Post-event social media sharing of your session link
- Featured speaker spotlight in *PULSE* Magazine
- A special discounted registration link to share with your customers

Stand on the OWS26 main stage. Inspire the best in the business. Shape what's next.

All AHEAD Talk speakers and topics are subject to IAOP approval to ensure non-commercial, thought-leading content.

Global Partner Rate: \$8,500
Corporate Member Rate: \$10,500
Non-Member Rate: Not Available

INNOVATION STATION

Put Your Innovation Front and Center



OWS26 isn't a typical tradeshow—and that's by design. With no exhibit hall and an intentionally intimate setting of senior executives and influential leaders, **Innovation Stations** are your exclusive opportunity to stand out.

Offered in limited quantity, these branded, high-visibility stations give sponsors a powerful platform to showcase cutting-edge technologies, services, tools, and solutions that are shaping the future of business and sourcing. Positioned in a high-traffic area, these stations encourage meaningful conversations and hands-on discovery—not drive-by swag collection.

Sponsorship includes:

- A branded 6ft display table for two full days in a prime networking zone
- Monitor, power, and Wi-Fi access to demo your innovations live
- Custom table runner with your company logo
- Two vertical signs (24"w x 70"h or similar – sponsor provides artwork)
- Prominent logo placement on all related event materials, including the OWS26 website and IAOP social channels

Spotlight your solutions. Start real conversations. Make your mark at OWS26.

Global Partner Rate: \$3,500
Corporate Member Rate: \$4,500
Non-Member Rate: \$6,500

LEADERSHIP SESSION

Showcase Real Impact: Case Study Session



To learn more about
this opportunity,
email Nikki Dembicki at
nikki.dembicki@iaop.org.

Leadership Sessions at OWS26 offer a premier platform to spotlight how your organization is driving meaningful business transformation—through the voice of your clients.

These 45-minute sessions feature in-depth case studies co-presented by senior executives from both your organization and your client's. They're designed to walk attendees through the client's challenges, the strategic solutions delivered, and the measurable business outcomes achieved—no fluff, no pitches, just real results.

Highly regarded and consistently well-attended, Leadership Sessions deliver the kind of peer-led learning today's sourcing professionals are seeking: credible, experience-based, and packed with insight.

Sponsorship includes:

- A dedicated 45-minute session to present your case study
- Two full-access Summit passes for your speakers (1 sponsor, 1 client)
- Featured branding on all related event marketing (website, agenda, signage, social)
- Promotion of your session across IAOP's digital and social platforms
- Recorded video of your session
- Post-event sharing of your session via IAOP's channels
- Special discounted registration link for you to share with your clients and network

Use this exclusive opportunity to lead by example, elevate your brand, and connect directly with decision-makers at OWS26.

To maintain the integrity of these sessions, all speakers must be senior-level and content must be approved by IAOP.

Global Partner Rate: \$8,500
Corporate Member Rate: \$10,500
Non-Member Rate: Not available

PRIVATE BREAKFAST

Lead the Morning Conversation



To learn more about
this opportunity,
email Nikki Dembicki at
nikki.dembicki@iaop.org.

Start the day with purpose—and the right people.

At OWS26, where nearly every buy-side attendee is decision-maker or key influencer, these invitation-only breakfast sessions offer a rare chance to engage in meaningful dialogue with a hand-selected audience. With just two sponsorships available, these curated gatherings are ideal for sparking high-value conversations around the issues that matter most to your business and your stakeholders.

Set the agenda. Shape the conversation. Build real connections over breakfast.

Sponsorship includes:

- A private, 1-hour breakfast session for up to 10 participants in a dedicated conference room
- Personalized invitations to targeted Summit attendees, sent directly from IAOP CEO Debi Hamill
- A welcome introduction by Debi Hamill to open your session
- One full-access pass for your speaker or facilitator
- Standard A/V setup for any presentation materials
- High-profile logo placement, including the OWS26 website, social media, and on-site signage
- A special discounted registration link to share with your clients or contacts

With limited availability and high impact, this is your opportunity to host a conversation that counts. Secure your spot now.

Global Partner Rate: \$6,500
Corporate Member Rate: \$8,500
Non-Member Rate: Not available

COCKTAIL RECEPTIONS



Imagine this: the sessions wrap, the conversations continue, and all eyes are on you. As the exclusive sponsor of the OWS26 Reception, your brand will take center stage at the Summit's premier social event. This is more than a networking opportunity—it's a curated experience that brings together the industry's most influential leaders in a relaxed, celebratory atmosphere. With your name behind the evening, you'll be recognized as a true connector—one that understands relationships are where business begins.

1. Opening Night Reception Sponsor

Set the tone for what's to come. Align your brand with the energy, anticipation, and early connections that kick off the Summit.

-OR-

2. Closing Night Reception Sponsor

Leave them with something to talk about. Your brand becomes the final touchpoint, associated with reflection, celebration, and future possibilities.

Sponsorship includes:

- The opportunity to welcome guests and briefly introduce your organization
- Custom cocktail napkins and tabletop signage featuring your logo
- Prominent brand exposure on all event marketing—digital, print, and onsite
- A special discounted registration link to invite your colleagues and customers
- Option to host a raffle or giveaway, with the winner announced by your team during the reception

Global Partner Rate: \$10,500
Corporate Member Rate: \$12,500
Non-Member Rate: Not available

SOCIAL EVENTS



To learn more about this opportunity,
email Nikki Dembicki at
nikki.dembicki@iaop.org.

Get Ready for an Unforgettable Experience in Chicago! We're curating exclusive group events that highlight the very best of Chicago, offering a perfect blend of excitement and networking opportunities for Summit delegates. These tailored experiences, set against the backdrop of Chicago's iconic landmarks, will continue the networking momentum in a relaxed and engaging atmosphere after the on-site conference cocktail receptions conclude.

As a sponsor, you'll have the unique opportunity to connect directly with delegates, introduce your organization, and receive the pre-registration list for targeted follow-up.

Here are just a few of the dynamic possibilities:

- Brewery Tour & Tasting
- Topgolf Outing
- Navy Pier Centennial Wheel VIP Gondola Buy-Out
- Wrigley Rooftop (during a game)
- Escape Room Challenge
- SPIN Ping Pong Social Club

Investment starts at \$5,500 USD. Secure your spot now to elevate your brand and make lasting connections in an unforgettable setting!

Delegation Sponsor

Bring Your Network. Elevate Your Brand.



The Delegation Sponsorship is designed for organizations that want to make meaningful connections and maximize visibility at OWS26—a highly curated gathering of ~200 senior executives, decision-makers, and key influencers.

This unique sponsorship offers you the opportunity to host a small delegation, blending your internal leaders with valued clients or prospects in a way that strengthens partnerships and sparks new conversations.

Sponsorship Includes:

- 2 complimentary full-access passes for your company representatives
- 2 additional passes for clients or prospects from buy-side organizations (*exclusively for end-user delegates*)
- Your logo featured on the OWS26 website and select event materials
- A virtual booth to connect with attendees online and extend your brand beyond the physical event

Ideal for firms looking to deepen relationships, spotlight collaboration, and make a strong impression—without the need for a traditional exhibit space.

\$10,500 USD This sponsorship offers a powerful way to bring a small delegation to the conference, build relationships, and increase visibility with key industry players.

BRANDING OPPORTUNITIES



Combine and save! Take 2 or more Branding Sponsorships and save 20%!

Mobile App

Put your brand in every attendee's pocket. The official OVS26 mobile app is the hub for schedules, speaker info, gamification, announcements, and more. As the exclusive sponsor, your brand will be featured throughout the app and beyond.

Fee: \$5,500 USD

Notepads & Pens

One organization will have the opportunity to have their logo imprinted on the pen and notepads distributed to all Summit delegates. The inside front cover of the notepad is a full page sponsor ad. In addition, sponsor also receives logo recognition on Summit website and appropriate on-site materials.

Fee: \$4,500 USD

Conference Tote Sponsorship

One organization will have the opportunity to have their logo imprinted on a reusable fold-up tote distributed to all Summit delegates. Logo recognition on Summit website and appropriate on-site materials.

Fee: \$3,500 USD

Lanyard Sponsorship

One organization will have the opportunity to have their logo imprinted on the name badge lanyard distributed to all Summit delegates. Logo recognition on Summit website and appropriate on-site materials.

Fee: \$3,500 USD

Custom Water Bottles

Get your name top of mind as delegates stop to refresh themselves with a reusable water bottle with your logo prominently displayed at strategic locations in the conference space. Plus, logo recognition on Summit website and appropriate on-site materials.

Fee: \$4,500 USD

Registration Coffee Bar & Refreshment Breaks

Coffee is important! Two hours of exclusive visibility as the sponsor providing it to Summit delegates on Tuesday 7:00am – 9:00am, plus sponsorship of all Summit refreshment breaks. On-site signage included, plus, logo recognition on Summit promotional pieces, sponsor web pages, and appropriate collateral. Includes single-use cups and napkins branded with your company logo and snacks feature a Chicago favorite – Garrett's popcorn.

Fee: \$5,500 USD

DON'T JUST TAKE OUR WORD FOR IT

“OWS is a great opportunity to engage with other providers, advisors, and customers on issues that matter to all of us who do business across our organizational boundaries. It is the best forum in our industry for a 3-dimensional consideration of the key issues that will advance the art of cross organizational service delivery.”

~Stephen Sheahan, IBM

“This was my first time attending and really impressed with the speakers who presented that were from all over the world but yet the information they spoke to I could relate and apply to my supplier relationships.”

~Gabriela_Diaz, BCBS

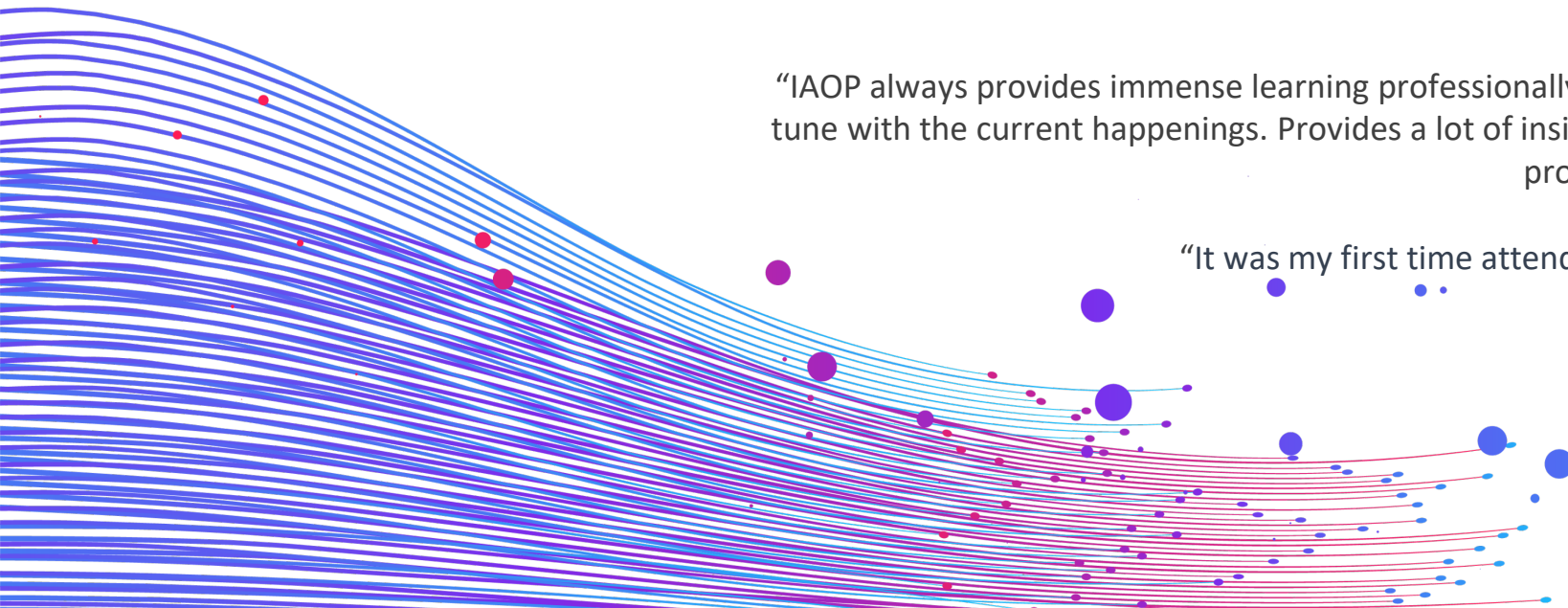
“If you want a single event where you can interact with experts and colleagues from across industries and find out how companies are addressing the latest trends and risks in outsourcing, this is it! I came away from #OWS with new ideas in cybersecurity, impact sourcing, and communicating quality across cultures that I can immediately share and apply.”

~ Mary Lewis, COP, T-Mobile

“IAOP always provides immense learning professionally and personally. The topics delivered are very in tune with the current happenings. Provides a lot of insights and collaboration opportunities to supplier, providers and all stakeholders.” *~Ruchi Gupta, HGS*

“It was my first time attending and it was an invaluable experience to listen and talk with fellow folks who work in the field.”

~ Craig Chance, Marriott Vacations Worldwide



SPONSORSHIP AGREEMENT

Contact Information

Company Name (as it will appear in materials) _____
Address _____
City _____ State _____ Zip _____
Phone # _____ Website _____
Sponsor Contact Name _____ Title _____
Mailing Address (if different from above) _____
City _____ State _____ Zip _____
Direct Phone (required) _____ Fax _____
E-mail (required) _____

Sponsorship

☐ Yes, sign us up as a Sponsor

Sponsorship Event(s) or Item(s) Requested _____

Notes _____

Total Sponsor Amount \$ _____

Sponsorship availability and total amount entered will be confirmed by IAOP before processing.

Payment Information

Select one:

- ☐ Please send me an invoice.
☐ Check (made payable to IAOP) # _____
☐ Credit Card: ☐ MasterCard ☐ Visa ☐ AMEX

Name on credit card _____

Credit card # _____

Exp. _____

Authorizing signature _____

Date _____

I agree to IAOP's OWS Sponsor Terms and Conditions.



***Return Completed
Agreement and Signed Terms
and Conditions to:***

IAOP

Attn: Nicole Dembicki
2600 South Road, Suite 44-240
Poughkeepsie, NY 12601

Phone: +1.845.452.0600 ext.100

Fax: +1.845.452.6988

Email: nikki.dembicki@iaop.org



TERMS AND CONDITIONS

Payment Policy

All contracts must be paid in full 45 days prior to the event (March 16, 2026). If full payment is not received by the deadline, IAOP reserves the right to resell or repurpose the sponsorship at its discretion. Non-payment will be treated as a cancellation by the Sponsor, entitling IAOP to recover liquidated damages as outlined in the Cancellations/Refunds section.

Cancellations/Refunds

Cancellations must be made in writing (e-mail or fax is accepted); they cannot be taken over the phone. Cancellations will be effective upon receipt of written notice. Any Sponsor canceling on or before February 1, 2026, will receive a full refund. Any Sponsor canceling space after this date forfeits 50% of the cost of the sponsorship. Any company canceling after March 1, 2026, forfeits the entire cost of the sponsorship (no exceptions).

Insurance

IAOP shall not be liable for loss or damage of any article of equipment or property of Sponsor that Sponsor may suffer during the sponsored event, including but not limited to the installation or removal of exhibits, by reason of robbery, fire, accident, or any other destructive cause. Sponsors are responsible for securing their own insurance coverage.

Indemnification and Waiver

Sponsor agrees to indemnify, hold harmless, and defend IAOP and their respective members, officers, directors, agents, and employees ('indemnities') from and against any and all liabilities, damages, actions, losses, claims, and expenses (inclusive of attorney's fees) on account of personal injury, death, or damage to or loss of property or profits arising out of or contributed to by any act, omission, negligence, fault, or violation of a law or ordinance by the Sponsor or its employees, agents, contractors, patrons, and invitees. Sponsor hereby waives any claims that may arise against any of the indemnities for losses or damages covered by valid and collectible insurance. Such waiver precludes the assignment of any claim by subrogation or otherwise.

Protection of Facilities and the Public

The Sponsor shall ensure that the exhibit facilities are not used by any employee, patron, contractor, or invitee: (a) for any illegal purpose; (b) in conflict with any applicable law, ordinance, rule, or regulation of any governmental authority; (c) in any manner that could violate the insurance or increase the rate of insurance on the facilities; (d) in any manner that constitutes any waste or nuisance; (e) in any manner that causes any injury to the facilities; or (f) in violation of any applicable rule or regulation issued by management of the exhibit facilities.

Facilities Rules

The Sponsor agrees to comply with all rules and regulations prescribed by the exhibit facility management and meet the requirements of local authorities, and obtain, at their own expense, any necessary permits, licenses, or equipment, should any be required for the particular individual displays or the particular exhibit of the Sponsor.

Violations

If the Sponsor defaults in the performance of any term of this contract (inclusive of payment of fees, maintenance of insurance, and compliance with any and all rules and requirements concerning the use of the exhibit facilities), IAOP, at its option, may immediately terminate this contract. Upon such termination, the Sponsor's rights and privileges under this contract shall terminate, and IAOP shall have the right to take possession of the opportunity or space occupied by the Sponsor and to remove all persons and goods, without any liability whatsoever to the Sponsor. In addition, IAOP is entitled to pursue appropriate remedies, including the recovery of attorney's fees and costs.

Union Labor

Sponsors shall be bound by all contracts in effect between service contractors and labor organizations.

Cancellation of Show

If the show is canceled due to circumstances beyond IAOP's control, payments will be returned to Sponsors on a priority basis, after deducting incurred show expenses, an administrative fee, and overhead charges.

Amendment to Terms and Conditions

Any and all matters or questions not specifically covered by the terms and conditions contained herein shall be subject to the sole discretion of IAOP. IAOP may, in its sole discretion, make reasonable changes, amendments, or additions to these terms and conditions. Any such changes shall be binding on the Sponsor equally with the other terms and conditions contained herein.

I agree to IAOP's OWS Sponsor Terms and Conditions.

Sponsor Name (printed) _____

Sponsor signature _____

Date _____