

2019 / CALIFORNIA

B2B MARKETING EXPO

OCTOBER
2 & 3
2019

LA Convention Center

INNOVATION
AWARDS

PRODUCT
LAUNCHES

LIVE
DEMOS

EXCLUSIVE
SHOW
OFFERS

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NETWORKING
FEATURES

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YOUR KEY TO THE FUTURE OF B2B MARKETING

300
INNOVATIVE
SUPPLIERS

250
INDUSTRY-LEADING
SPEAKERS

200
INTERACTIVE
MASTERCLASSES

10,000
BUSINESSES TO
NETWORK WITH

welcome

We could not be more excited to welcome you to the B2B Marketing Expo 2019, the only marketing event you need to attend in California! Our exhibitors are primed, our speakers are ready, and we're all set to takeover the Los Angeles Convention Center on October 2nd & 3rd to deliver you two days of innovation, education and unmissable industry insights.

You can expect to take full advantage of an incredible 300 suppliers providing all the latest technologies, strategies and breakthroughs that are transforming our performance as marketers, while also gaining invaluable advice from the teams behind some of the world's biggest and most successful brands! Nowhere else can you enjoy over 250 seminar sessions from the likes of Nike, IBM, Microsoft, Google, Social Chain and PWC, and have access to a full program of expert-led masterclasses, all for free... and this is just the tip of the iceberg.

Pair this with countless opportunities to network with thousands of like minded marketers, a chance to witness the future of the industry with the B2B Marketing Expo awards and more show-exclusives than you can possibly imagine, and we're certain you'll leave with that new product, connection or piece of advice that will take your marketing strategy into the stratosphere!

Step into the B2B Marketing Expo 2019, this is going to be a show like no other.





04. **keynotes**

Discover when and where you can catch your marketing heroes at this year's show.

08. **highlights**

Spoiled for choice with so much going on? We've got you covered with a comprehensive list of show highlights.

10. **masterclasses**

These run on a first come, first served basis, so take a look and get booked in via the website.

12. **awards**

We'll be celebrating the innovators making waves at the very forefront of the industry, so be sure to join us.

14. **partners**

Take a look at a full list of our amazing 2019 partners and supporters.

16. **schedule**

Plan your day with our full seminar schedule, to make sure you don't miss that speaker you've been waiting all year to see.

26. **exhibitors**

With so many incredible suppliers to choose from, we're here to help you work out which ones will benefit you most.

34. **floorplan**

Save yourself some time by locating and planning your route to the exhibitors you want to meet, prior to arriving at the show.

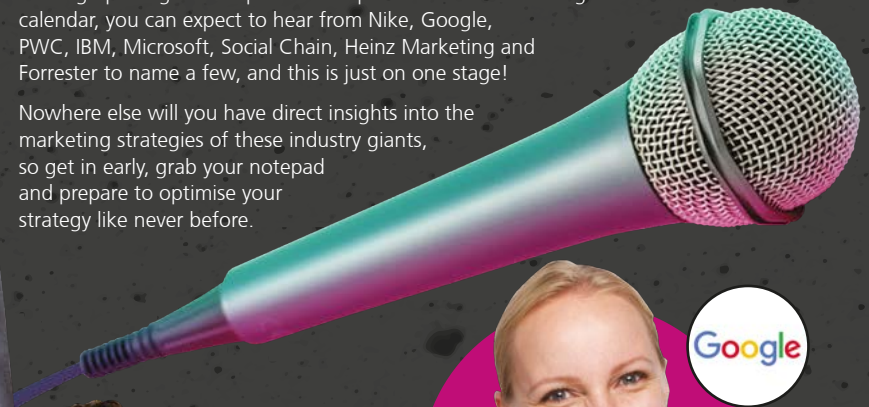


keynote speakers

We pride ourselves on bringing together the world's biggest and most influential brands as keynote speakers at the show, so that they can educate you on their ascension to the forefront of marketing greatness... and this year is certainly no exception!

Making up the greatest speaker lineup on the 2019 marketing calendar, you can expect to hear from Nike, Google, PwC, IBM, Microsoft, Social Chain, Heinz Marketing and Forrester to name a few, and this is just on one stage!

Nowhere else will you have direct insights into the marketing strategies of these industry giants, so get in early, grab your notepad and prepare to optimise your strategy like never before.



VIP, Awards and Panel Session Headline Host

Jeetendr Sehdev

NEW YORK TIMES BESTSELLING AUTHOR & CELEBRITY BRANDING AUTHORITY

Described by Variety as "The best in the business" and Harper's Bazaar as "the most relevant voice of the social media era," Jeetendr Sehdev is a media personality, the world's leading authority on celebrity branding and the author of the New York Times best-selling sensation, *The Kim Kardashian Principle*. A trailblazer in marketing insights, he is a sought-after advisor to top international companies.



Noelle LaCharite

AI Evangelist
MICROSOFT

What Do Businesses Need to Know About Building for Voice?

In this talk, Noelle highlights her journey into skills development, the creation of her top performing skills and the critical things brands need to know about how to build voice experiences and reach millions through Amazon Echo and Alexa.

WEDS | KEYNOTE THEATER 1 | 11:00 AM



Masha Finkelstein

MarTech Evangelist
GOOGLE

Is Data Our Friend or Foe?

In this seminar session Masha will explore the marketers rather complicated relationship with data. While the benefits of being "data-driven" are widely discussed, achieving a truly successful end-result doesn't come easy- leaving many marketers stuck somewhere between feelings of love and hate. Sharing her own experiences and expertise, Masha will discuss the common pitfalls of data-driven marketing, encouraging the audience to examine their own practices and consider how they can improve results for themselves and their business.

THURS | KEYNOTE THEATER | 11:45 AM



Laura Ramos

VP, Principal Analyst
FORRESTER

Empathetic Content: The Key To Building Lasting Customer Relationships

Dramatic demographic and behavioral changes have given rise to a new type of B2B customer, one who acts more like a digital consumer than a professional buyer. Armed with technology and access to data, these B2B consumers easily avoid engaging with sellers until late in the purchase process. Educating, entertaining, and engaging them is now a marketing imperative -- your content must appeal to their more demanding needs or risk losing out to fast-moving competition. Forrester's Laura Ramos explores the new content requirements in the customer-centered age and how empathetic content is now essential to winning buyers' attention, serving their needs, and retaining their business long term.

WEDS | KEYNOTE THEATER | 2:45 PM



CONDÉ NAST

Adam Hua

SVP, Business Development + Channel Marketing
CITIZENNET, A CONDÉ NAST COMPANY



BAFTA

Chantal Rickards

CEO
BAFTA



savilleproductions

Rupert Maconick

Executive Producer
SAVILLE PRODUCTIONS

Hosted by:

Jeetendr Sehdev

Panel Debate



Mastering the Art of Branded Content

This exclusive panel session will give you access to the incredible insights of Chantal Rickards, Rupert Maconick and Adam Hua as they discuss how and why Marketers should master the art of branded content. Hosted by New York Times Bestselling Author & Celebrity Branding Authority Jeetendr Sehdev you can expect an entertaining, straight talking discussion from some of the most successful thought-leading individuals in the world. The panel will discuss:

What is branded content? Why should B2B and B2C Marketers be concerned in harnessing it and how should they do so?

How do you balance Art and Science when it comes to branded content? What are the common pitfalls? What are the key strategies for success? How is success measured?

How does branded content fit into the marketing landscape of the future? What are the panelists predictions?

THURS | KEYNOTE THEATER | 3:30 PM



WALL STREET JOURNAL

James Gardner

Senior Director, Customer Intelligence
THE WALL STREET JOURNAL



Yogesh Shah

Director of Sales
IRESEARCH SERVICES

Tech in the C-Suite

Innovation stemming from new disruptive technologies like 5G, AI, robotics and blockchain has forever changed the dynamic in the C-Suite.

Understanding the business priorities and points of view of both CEOs and CIOs can deliver a unique advantage when collaborating with them on technology solutions for their company.

WEDS | KEYNOTE THEATER | 12:30 PM



Matthew Lieberman

CMO
PWC

Bringing Digital Transformation to Life

Faced with the challenge of bringing a 160+ year-old company into the digital age, PwC set out to break down silos, bring technology into every aspect of the business and adopt a go-to-market mindset set on empowering the individual and providing top-tier client experience. PwC's CMO, Matt Lieberman will discuss how PwC's digital transformation came to life within marketing, and how the marketing function can be a force for change across a business.

THURS | KEYNOTE THEATER | 12:30 PM



Tim Degner

Lead Design Strategist
NIKE

Data Storytelling

Tim's talk will explore the endless design solutions for displaying and interpreting data. He will utilize one data set with 35+ unique approaches to visually represent the information. Tim will also explore layering in relevant contextual data to help audiences better understand the whole picture. He'll lastly explain his process & methods for creating these designs.

THURS | KEYNOTE THEATER | 2:45 PM



Paul Bellantone, CAE

President and CEO
PROMOTIONAL PRODUCTS
ASSOCIATION INTERNATIONAL

Delivering a Lasting Impression: The Power of Promotional Products

Take a journey through the promotional products industry. Attendees will hear the story of the promotional products industry, including what the users and buyers of promotional products have to say. The session will also cover the current top industry products and programs trends, along with outlining consumer and buyer research statistics.

THURS | KEYNOTE THEATER | 11:00 AM



Darryl Prail

Chief Marketing Officer
VANILLASOFT

The Day Marketing Held Sales Accountable

Virtual Causeway needed their marketing program spend to generate as many marketing qualified leads (MQL) as possible, and they needed those MQLs turned into sales qualified leads (SQL). The problem was that sales rejected over half of their MQLs, resulting in excess marketing program spend, lead flow shortfalls, intra-departmental conflict, and an overall questioning of marketing's effectiveness and contribution. Learn how Virtual Causeway overcame this by implementing an effective sales engagement strategy.

WEDS | KEYNOTE THEATER | 3:30 PM



Jamie Mendez

Director, Channel Marketing
IBM

Accelerate Your Growth Through Channels

Market dynamics fueled by broad digital transformation has changed how clients discover, purchase and consume solutions. Clients want the same simple, subscription based options they experience as a consumers available in addition to the traditional models in place to support their businesses. They want solutions, not technology. By enabling new partnering models through new and changing engagement models vendors can accelerate their ability to drive innovation, deliver solutions, create new revenue opportunities and through enhanced value create to meet and exceed client expectations.

WEDS | KEYNOTE THEATER | 1:15 PM



Margaret Molloy

CMO
SIEGEL+GALE

World's Simplest Brands Workshop

The workshop will focus on how organizations can use simplicity to articulate their purpose, deliver a clear value proposition and create simple employee experiences to build a more valuable brand. There will be a full room discussion before revealing the actual results from Siegel+Gale's annual World's Simplest Brands study.

THURS | KEYNOTE THEATER | 2:00 PM



Dhillan Bhardwaj

Founder
RATCHETT CLOTHING

How Authentic Brands Make Millions

"In an age where evolving technologies seem to make marketing tactics increasingly complicated can brands achieve success by just being true to themselves?"

In this interview, New York Times Bestselling Author, Jeetendr Sehdev interviews Dhillan Bhardwaj, who became a millionaire at the age of 16 by designing clothes in his parent's garage. Dhillan's organization, Ratchet clothing, has since gained celebrity clientele including Rhianna, Miley Cyrus and Taylor Swift an engaged community on social media. Dhillan's lessons in entrepreneurship are sure to leave you with a new perspective on how authentic brands can transform business success."

WEDS | KEYNOTE THEATER | 4:15 PM



Oliver Yonchev

Managing Director
SOCIAL CHAIN

The Six Lessons of Social Influence

Influencer marketing is the most 'overpriced' and 'underpriced' attention in same sentence. What are the fundamental things all businesses should know about influencer marketing to ensure the 'Wild West' of media is navigated effectively?

WEDS | KEYNOTE THEATER | 10:15 AM



Matt Heinz

President
HEINZ

How to Build a More Predictable Sales Pipeline

Are you confident that your sales & marketing efforts will continue to reliably fill your sales pipeline?

In this session, you'll learn the strategies and best practices to develop, build, implement and scale a marketing-driven sales pipeline development program, including how to:

- Plan and scale marketing efforts to accelerate sales velocity top of funnel
- Generate incremental sales from targeted customers at the bottom of the funnel
- Reliably forecast quarterly revenue streams with more visibility
- Implement a thoughtful approach to demand generation and sales strategy.

THURS | KEYNOTE THEATER | 1:15 PM



Ardath Albee

CEO & B2B Marketing Strategist
MARKETING INTERACTIONS

Content that Helps Buyers Navigate the Dark Underbelly of Buying Decisions

Many B2B companies lament the fact that their biggest competitor is the status quo, the resistance to change, the choice to stick with the way they've always done it. This is often because we drop the ball. Don't get me wrong. B2B marketers and sales reps do a great job proving value and helping prospects build the business case and ROI for their solutions. But it's still not enough to get the decision to buy done. Why not? Because even if your prospects see value and believe in the business case and ROI, that's only half the battle. The frustration and complexity of selling change internally is the dark underbelly of buying decisions. Fill this mid-funnel gap in your content marketing strategy and you will see more buyers able to make buying decisions in your favor. In this session, you'll learn: How to use content to create stakeholder conversations that drive momentum.

What types of content help make "change" more acceptable. How to de-risk the decision to buy and enable sales reps to win more often.

WEDS | KEYNOTE THEATER | 11:45 AM



Tiffani Bova

Customer Growth
and Innovation Evangelist
SALESFORCE

Panel Debate

Silos: The Kryptonite of Business Growth Why Marketing Leaders Are Best Positioned to Address

Silos to a company are what kryptonite is to Superman, depriving a company of its power to grow and thrive at its full potential. And make no mistake, it starts at the top. The executive team can be a silo in itself, potentially creating an overflow of silos below.

So, what's the good news? It's in marketing's control. That's right – Marketing. Whether large or small, when silos are a pervasive problem within a company, marketing leaders are in the best position to address and strategize corrective action for resolving the company-wide fractionalization.

The silver bullet is that the most effective rallying point is the customer's well-being, and Marketing is steward of customer intelligence. Centering attention on customers' needs as the shared mindset tends to resolve or prevent a lot of silo tendencies. And through implementation of organizational learning and collaboration, a unified culture and empowered company environment emerges yielding better experiences for employees and customers. The extra perk is marketing teams and budgets are freed up. Process interruption and setbacks are minimized.

Attend this SoCal ANA B2B Keynote Panel Debate to hear views and gain insights on company silo challenges and solutions (the anti-kryptonite).

WEDS | KEYNOTE THEATER | 2:00 PM



Lynn Hunsaker

Chief Customer
Officer
**CLEARACTION
CONTINUUM**



Jake Dacillo

Founder
DACITECH

highlights

live awards

Take your industry knowledge beyond the present and into the future, as we recognize the innovators who are paving the way towards the technological world of tomorrow.

influencer marketing

Reap the power of social media by tapping into specialist influencers, and begin to build your presence, one post at a time.

EXCLUSIVE show offers

Who doesn't enjoy a discount? At this year's event you'll receive exclusive offers from a multitude of exhibitors. Don't miss out; these are only available at the show!

speakers

We pride ourselves on bringing together the greatest and most influential speakers in the industry. Whatever your desired topic or piece of advice, you're sure to find it at the show!

data & analytics

Measure, manage and analyze your marketing performance to maximize its effectiveness and generate ROI.

masterclasses

Our masterclasses allow you to apply the latest marketing solutions to real-world scenarios. Don't just settle for the theory, discover the outcome!

brand

Distinguish your company from your competitors; aim to create a lasting impression on your customers by optimizing your brand and communication skills.



direct marketing

Optimize your ability to communicate directly with your customers through the use of multiple channels.



AI

(artificial intelligence)

Experts in Artificial Intelligence will be on hand to reveal how you can use the latest AI advancements to transform your strategy for years to come.

ABM

(account based marketing)

Address the needs of your client organizations by connecting with all stakeholders. Build strategies based on account awareness and align your marketing with your sales.

content

Learn how to stimulate maximum interest from your audience for your product or service, by using digital content marketing to your advantage.



networking

Join a network of over 20,000 proactive marketing and sales professionals; heed their advice and learn from their mistakes, as you strategize for your business's future, one connection at a time.



AR

(augmented reality)

Immerse your customers in the heart of your marketing campaigns with the very best in AR products and services.



digital

In the midst of the digital age, learn how you can utilize martech strategies as a cost effective means of driving your revenue.



product launches

Discover the latest products that will make your strategy pop! The show will see the exclusive launch of several pioneering products, set to alter the marketing industry.



masterclasses



The DNA of Tomorrow's Companies

Based on demand from the UK this masterclass is not to be missed! Serial entrepreneur and keynote speaker Stuart Alldis is making his debut in the United States, presenting workshops dedicated to helping businesses grow and succeed both online and offline.

Drawing on his vast experience in both the corporate and SME markets, Stuart will demonstrate how to tackle the common challenges of modern businesses head on. From building brand loyalty to creating engagement with your prospects and customers, to utilizing digital marketing more effectively, this masterclass will equip you with the tools needed to operate a successful business in tomorrow's world.

Whether you are a business owner, CEO, VP or marketing professional this masterclass is for you. Book your place today to take your business to the next level.

AT A GLANCE:

- What makes successful organizations stand out
- Building brand loyalty
- Using digital more effectively
- How to create customer engagement

About the sponsor

CDA is a creative digital agency specializing in design, software development and marketing. We are an organization that values creativity, innovation, partnerships, sustainability, customer service, quality and people.

We believe in helping organizations get results by understanding design, software solutions and digital marketing. We value simplicity, avoiding complexity and jargon.



Scaling Your Brand's Visual Content

How can brands begin to simplify creative processes while still maintaining quality and consistency? Learn about the tools and technology major brands are using to create cost-effective and engaging visual branded content at scale.

Now more than ever, marketers and creatives are being asked to create more meaningful and personalized content in a shorter amount of time. However, the antiquated creative brief process combined with the demand for content across multiple channels is straining the marketing and creative ecosystem. While brands have more options than ever before to create content, many are not set up to create content at scale.

Our experts, Kristen Sanger (Sr. Director, Contributor Marketing), Christie McLean (Manager, Contributor Network), and Elizabeth Houde (Manager, Growth Initiatives) will discuss the tools and strategies adopted by major brands to create successful brand marketing campaigns and how you can ensure a consistent brand experience across all content deliverables and distribution channels.

AT A GLANCE:

- How to scale content across multiple channels
- Which channels to prioritize for maximum engagement
- The types of content that resonate with customers
- Streamlined creative briefs and overall creative process
- Crafting your brand's visual guidelines

About the sponsor

Shutterstock, a global technology company, offers a creative platform for high-quality licensed images, music, footage, editorial photography, and custom content creation to advertising agencies, media organizations, and businesses around the world. Shutterstock's collection now exceeds 200 million images, with 150,000 new assets added daily.



Lead Generation Masterclass

Are your leads real? Are your leads quality? Learn about email security bots and ABM marketing techniques for new customer discovery, at scale.

Gregg Medaglia, CEO, and Mark Nachlis, Head of Sales and Marketing, at Silicon Valley-based B2Lead LLC share insight into the B2B lead generation world and what it takes to generate quality leads. With decades of lead generation experience behind them, the B2Lead team is not short on information or opinions.

Two different masterclasses on quality lead generation. Learn how B2Lead identifies email security bots, their impact on lead generation and campaign reporting. Learn how ABM techniques can be used at the top-of-funnel and for new customer discovery, at scale.

AT A GLANCE:

- Email Security Bots, their impact, and detection
- The impact of bots on marketing automation reporting, lists, sales results and ROI
- Click Farms and Fake TM vs. Legitimate Lead Generation
- Engagement Reporting and how it takes leads to the next level.
- How in-bound content strategy can work with ABM
- Determine where a reader is in the buyer's journey to accelerate your outreach.

About the sponsor

Headquartered in Silicon Valley, with offices in the US and Canada, B2Lead is a global leader in B2B lead generation and content syndication. We help publishers, agencies and enterprise clients "tell their story" to their specific B2B audience. We share white papers, on-demand webinars, research and infographics to engage contacts and deliver quality, qualified leads.



Increase Inbound Lead Conversions

97% of landing page traffic abandons registration forms. In this session you will experience LIVE how some of the largest technology brands are enhancing the visitors' content experience and converting more higher quality leads.

Learn from Geoff Rego, Co-Founder and CEO of Hushly along with James Kessinger, Chief Marketing Officer at Hushly as they demonstrate live on stage, how enterprise customers are leading with value instead of a form to increase conversions.

Hushly can be live in minutes, doesn't require a developer, and doesn't change your workflow. At the end of the masterclass session you have an option to see what an enhanced user experience looks like on one of your landing pages.

AT A GLANCE:

Attend this session to experience and learn how to accelerate pipeline with intent and personalization:

- Convert from Un-Gated Content
- Increase Top of Funnel Conversions
- Increase Bottom of Funnel Conversions
- Increase Mobile Conversions
- Increase Conversions w/ Intent & Personalization
- Increase Funnel Velocity w/ Content Bingeing

About the sponsor

B2B Marketers' use Hushly's software for incremental lead conversions on their landing pages and to increase content amplification of any assets. Only business leads delivered at a fraction of your current cost.

Hushly—a simple, yet powerful marketing platform delivered as a SaaS solution that integrates with any web or landing page – with no programming required.



AI and the Future of Work

AI is the fourth industrial revolution and 84% of companies know that they need to invest in AI to have a competitive advantage. But how do we actually use AI in our day-to-day processes while delivering a personalized human touch to each buyer? Learn how to integrate Intelligent Virtual Assistants into your organization to drive greater workforce productivity and job satisfaction. Build higher performing teams by automating the repetitive, routine tasks and freeing up people to do what they do best - build trusted relationships, perform the higher-value tasks that require more complex decision making and emotional intelligence to drive forward progress.

AT A GLANCE:

In this masterclass, you'll learn how industry practitioners are leveraging AI assistants to:

- Ensure every lead throughout the funnel is touched;
- Proactively manage pre-event outreach and post-event follow-up;
- Find the needles in the haystack of your dormant leads; and
- Increase the volume and quality of MQLs handed over to sales

About the sponsor

Conversica is the leader in AI Assistants for business. By automating routine business conversations, and personalizing interactions at scale, Conversica augments a company's workforce allowing humans and AI Assistants to work harmoniously together.



Becoming Your Company's Key Growth Engine

Marketers recognize the value in continually broadening and refining our arsenal of knowledge, skills, and access to efficient and effective tools and resources. Exclusively devoted to advancing the B2B Marketing profession, no organization understands this better than ANA Business Marketing.

SoCal ANA B2B has organized eight dynamic masterclass sessions focused on growth, kicking off with insights empowering you to win online, demystifying the whole SEO thing. The next session provides your first peek into brand new data from a global study that can help you understand the connected customer and transform your business. For SMB attendees, you will learn how to sharpen your marketing plan from complexity into simplicity. Corporate marketers will gain new strengths and insights into the human dimension of digitalization and marketing, future-proofing your marketing leadership skillset. You will be encouraged & inspired to think like a business leader (with marketing experience) and get a seat at the table with the top leaders in your organization. SoCal ANA B2B's Masterclass concludes with a session for marketers in the technology solutions space. You will discover the latest trends & opportunities in ABM personalization.

About the sponsor

SoCal ANA B2B connects you with the kind of knowledge, people, and programs that make achieving your B2B company objectives more efficient and effective. No other organization delivers the same level of commitment to the information, resources, and networking needs of business marketing executives.

We're All in On Driving Growth for You, your brand, our marketing industry.

SEE PAGES 23 - 25 FOR SCHEDULE
LIMITED SPACES AVAILABLE! BOOK ONLINE!

innovation awards

4 prestigious judges. A host of cutting-edge nominees. 1 lucky winner. This is what's in store during each of our live awards sessions at this year's show, and you can witness it all!

Sit back and discover the future of the marketing sector, as our exhibitors pitch and compete live on the show floor to our panel of expert judges!



Stay tuned via our website to discover who our 2019 awards finalists are!

b2bmarketingexpo.us/awards

Agency of the Future

This award recognizes the fundamental role that agencies play in the way digital technology is changing the marketing landscape. It is open to agencies delivering services in B2B or B2C sectors - from full service and direct, digital and internet agencies to advertising, media and PR agencies. Finalists will be agencies demonstrating a future-proof strategy for their clients; delivering proven creativity and innovation to generate success for their clients.

Best Marketing Management Tool

This award recognizes the power that managing and unlocking data has in increasing collaboration and driving business growth. The award is open to businesses which provide products or services that support the implementation of GDPR, or overall relationship, asset and data management. Finalists will be providers - that are either leaders in their field or providing new, fresh approaches - of CRM, data management, content management software, analytics and email/marketing automation platforms.

Best Tech Innovation

This award is open to businesses delivering a marketing product or service to the B2B or B2C sector which has groundbreaking potential for change - from artificial intelligence, augmented and virtual reality, apps, animations and video to e-commerce solutions and web-design services. Finalists will offer a product or service that is technology-based and either a leader in its field or new & innovative; supporting and creating digital transformation across any sector.

Best Offline Marketing

This award is open to businesses who cut through digital noise using offline marketing tactics, technology or non-technology based. From inspiring branded merchandise and innovative print solutions to experiential print, 3D print and outdoor advertising products or services, finalists will offer a new innovative solution or have a proven track record of success.

**LAUNCHING 2020 AT THE
LA CONVENTION CENTER**



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We're All In On Driving Growth
for you, your brand, our marketing industry

We connect you with the kind of knowledge, people, and programs that make achieving your B2B company objectives more efficient and effective. No other organization delivers the same level of commitment to the information, resources, and networking needs of business-to-business marketing executives.

Visit us at

SoCalANAB2B.org

partners & supporters

The B2B Marketing Expo in the United States has curated some invaluable partnerships with massive associations and the most reliable marketing giants in the industry. These leading publications, organizations and associations are responsible for the phenomenal growth in our industry. We'd like to give an enormous thank you to our partners who have been by our side every step of the way.

Our partners set the industry standard for professional development and masterful publication; from the ANA, a massive association dedicated to expediting the professional growth of the intuitive marketer to the VR/AR association designed to foster collaboration between innovative companies and people in the VR and AR ecosystem, the B2B Marketing Expo is powered by a diverse collection of the leading associations in America.

HEADLINE PARTNER



**BUSINESS
MARKETING**
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2019 / CALIFORNIA

B2B MARKETING EXPO

Our award finalists will be announced on our website at www.b2bmarketingexpo.us & winners will be revealed live at the show! Stay tuned for the who, what, when & where.

Year after year of unprecedented success & action-packed shows filled with incredible keynote speakers, captivating panel debates & all-encompassing masterclasses, the B2B Marketing Expo continues to set the standard for marketing expos world wide. Never miss out on all of these fantastic features by simply following @B2BCalifornia on Twitter and searching #B2BMarketing19 on all social media to receive live updates on everything happening from one end of the event to the other.

With over 200 masterclasses to choose from, we'll make sure you don't forget about every session you've signed up for!

Discover who else is at the show and arrange that meeting you've been waiting for.

Be the first to know when and where our product launches take place on the show floor.

Receive live alerts via Instagram, Twitter or Facebook directly to your phone to ensure you don't miss your favorite keynote speakers.

KEYNOTE THEATER | WEDNESDAY

SPONSORED BY



Oliver Yonchev, Social Chain
The Six Lessons of Social Influence

10.15AM - 10.45AM



Noelle LaCharite, Microsoft
What do Businesses Need to Know About Building for Voice?

11AM - 11.30AM



Ardath Albee, Marketing Interactions
Content that Helps Buyers Navigate the Dark Underbelly of Buying Decisions

11.45AM - 12.15PM



James Gardner & Yogesh Shah, Wall Street Journal
Tech in the C-Suite

12.30PM - 1PM



Jamie Mendez, IBM
Accelerate Your Growth Through Channels

1.15PM - 1.45PM



Tiffani Bova, Lynn Hunsaker and Jake Dacillo, ANA SoCal B2B
Silos: The Kryptonite of Business Growth - Why Marketing Leaders Are Best Positioned to Address

2PM - 2.30PM



Laura Ramos, Forester
Empathetic Content: The Key To Building Lasting Customer Relationships

2.45PM - 3.15PM



Darryl Praill, Vanilla Soft
The Day Marketing Held Sales Accountable

3.30PM - 4PM



Dhilian Bhardwaj and Jeetendr Sehdev, Ratchett Clothing
How Authentic Personal Brands Make Millions-Jeetendr Sehdev interviews Dhilian Bhardwaj

4.15PM - 4.45PM

KEYNOTE THEATER | THURSDAY

SPONSORED BY



Paul Bellantone, PPAI
Delivering a Lasting Impression: The Power of Promotional Products

11AM - 11.30AM



Masha Finkelstein, Google
Is Data our Friend or Foe?

11.45AM - 12.15PM



Matthew Lieberman, PWC
Bringing Digital Transformation to Life

12.30PM - 1PM



Matt Heinz, Heinz Marketing
How to Build a More Predictable Sales Pipeline

1.15PM - 1.45PM



Margaret Molloy, Siegal & Gale
World's Simplest Brands Workshop

2PM - 2.30PM



Tim Degner, Nike
Data Storytelling

2.45 - 3.15PM












Jeetendr Sehdev, Chantal Rickard, Rupert Maconick & Adam Hua, BCMA
BCMA Panel Debate hosted by Jeetendr Sehdev "Mastering the Art of Branded Content"

3.30 - 4PM

THEATER 2 | WEDNESDAY

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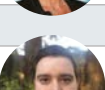
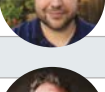
VLG

	Laurie Beasley, Beasley Marketing Meeting Maker Marketing Campaigns: How to Connect Sales with Anyone	10.15AM - 10.45AM
	Lars Helgeson, Green Rope CRM & Marketing: Perfecting the Customer Journey	11AM - 11.30AM
	Madhu Gulati, Marrina Decisions 5 Strategies to Scalable Email Marketing Operations	11.45AM - 12.15PM
	Hayley Ferrante and James Leedom, Alyce A New Age of Direct Mail: How to Develop Campaigns and Prove Your Impact	12.30PM - 1PM
	Talar Malakian, Salted Stone The Millennial B2B Buyer Persona: Finding the Right Opportunities & Pain Points	1.15PM - 1.45PM
	Nicolas Vandenberghe, Chili Piper How Leading Companies Use Revenue Operations to Transform Inbound	2PM - 2.30PM
	Alessandro Fard, Create Ape Be a Proper Villain: The UX/UI Guide to Mobile Design	2.45PM - 3.15PM
	TBA, Ovation TBA	3.30PM - 4PM
	Kyle Brown, B2B Network Business Networking	4.15PM - 4.45PM

THEATER 2 | THURSDAY

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VLG

	Scott Donnell, XO Agency Strategy Is An Easy Thing To Waste	11AM - 11.30AM
	Dave Mering, Mering Using Emotion to Build a Competitive Edge	11.45AM - 12.15PM
	Nishant Agarwal, Unbound Marketing AI Evolution and its Impact to the Future of Marketing	12.30PM - 1PM
	Denise Roberson, Jodi Creating Brand Value and Competitive Advantage through Purpose and Sustainability	1.15PM - 1.45PM
	Michael Wisby, Two Trees PPC Top 4 Things You're Missing From Your Google Search Campaign	2PM - 2.30PM
	Scott Marvel, Daily Planet Communicating With Heart	2.45PM - 3.15PM
	Dan Golden, Be Found Online Winning on LinkedIn - Aligning Sales & Marketing Teams	3.30PM - 4.00PM

* Content and speakers are subject to change. The digital show guide and seminar timetable will be updated online prior to the show, so please check www.b2bmarketingexpo.us for the latest information.

THEATER 2 WEDNESDAY

THEATER 2 THURSDAY

THEATER 3 WEDNESDAY

THEATER 3 | WEDNESDAY

SPONSORED BY



	SEGMENT®, BANKcode™ Why They Buy - The Secrets, Science, System, and the Solution	10.15AM - 10.45AM
	Frederick Vallaeys, Optmyzr Five Ways to Make Google Ads Work For You	11AM - 11.30AM
	Ian Evenstar, Unicorporated UNF*** Your Brand	11.45AM - 12.15PM
	Charm Bianchini, Lean Data Revenue Operations: The Secret to Successful B2B Marketing	12.30AM - 1PM
	Larysa Zakirova, INFUSEmedia, Inc. How to Build A Winning Client Success Team in a B2B Company	1.15PM - 1.45PM
	Jp Wallhorn, Syntx ReactJS with WordPress - A Game Changer for SEO & Data Intelligence	2PM - 2.30PM
	Alex Sandoval, MOI Global Content 3.0: The Next Evolution of Content in B2B	2.45PM - 3.15PM
	Garrett Jestice, Lucidpress Brand Templating: The Secret to Doubling Your Creative Team's Output in Half the Time	3.30PM - 4PM
	Marcelo Castro, Market Logic Battle-Tested Tactics to Befriend Brand-Curators and Revenue-Generators	4.15PM - 4.45PM

THEATER 3 THURSDAY

THEATER 3 | THURSDAY

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	Daniel Glickman, Wave Video 10 Proven Video Marketing Success Tactics	11AM - 11.30AM
	Sky Cassidy, Mountain Top Data What's Next in B2B Direct Marketing Data?	11.45AM - 12.15PM
	Santiago Montoya, Four19 Agency You Don't Have 2 Times for a First Impression or More than 3 Seconds for a Second Visit	12.30PM - 1PM
	Kal Wiggins, Epic Design Labs 5 Ways to Optimize Ecommerce for B2B	1.15PM - 1.45PM
	Michael Batalha, Emercury How To Increase Your Email Marketing ROI in Today's Landscape	2PM - 2.30
	Greg Carpenter, Troparé Inc. Redefining B2B Marketing & Sales: How to Actionably Unify and Enable an Organization Boggled Down by Disparate Data	2.45PM - 3.15PM
	Colin Hogan, Demon Duck B2B Video Doesn't Need to Be Boring	3.30PM - 4PM

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THEATER 4 | WEDNESDAY

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BRUCE CLAY.

	John Michael Wiyat, Kilograph The Power of VR Visualizations to Market Your Projects	11AM - 11.30AM
	Bruce Clay, Bruce Clay SEO - Ask Me Anything	11.45AM - 12.15PM
	Kevin Dean, Manobyte The ROI of Sales and Marketing Automation	12.30PM - 1PM
	Deepak Kumar, Vyakar Inc. B2B Lead Management and Pipeline Acceleration	1.15PM - 1.45PM
	Joshua Goldfein, Mercury Digital Agency Agile Marketing: The New Sales Cycle and The Changing Role of Marketing	2PM - 2.30PM
	Neal Stein, NetSuccess Everything You Need to Know About SEO	2.45PM - 3.15PM
	Jeff Nevarez, TechXperts How to Pick a Good SEO Company: The Expectation & Short-falls	3.30PM - 4PM
	Ally Spinu, USA Link System SIX ERRORS IN MARKETING: Common Mistakes Your Brand Should Avoid	4.15PM - 4.45PM

THEATER 4 | THURSDAY

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BRUCE CLAY.

	Bob Selfridge, TMM Data Have the Full Picture? Make Unified Data Central to Your Marketing Strategy	11AM - 11.30AM
	Peter Cholnoky, E-Hawk Block Fake Leads, Bots, and Fraud Sign-Ups	11.45AM - 12.15PM
	Qamar Zaman, Kiss PR Brand Storytelling - Why it Matters	12.30PM - 1PM
	Michael Dennis, Interact One Building Qualified Online Leads with Limited Resources	1.15PM - 1.45PM
	Ryan Miller, Engine23 Ecommerce Agency No Excuses Marketing: Five eCommerce Initiatives from 2019 you can Knock Out Tomorrow	2PM - 2.30PM
	Lee Ali, Expo Stars Interactive Ltd How to Grow Your Business Through An Effective Live Marketing Strategy	2.45PM - 3.15PM
	Rainer Heckmann, ContentServ From B2B to D2C How to Orchestrate the New Age Ecommerce Supply Chain	3.30PM - 4PM

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THEATER 4 WEDNESDAY

THEATER 4 THURSDAY

THEATER 5 WEDNESDAY

THEATER 5 | WEDNESDAY

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James Isilay, Cognisim
Revenue AI: The Science of B2B Sales

11AM - 11.30AM



Armando Guerrero, Ntootive Digital
Consumer Mindset & Brand Growth For Culturally Relevant, Purpose-Driven Marketers

11.45AM - 12.15PM



Sean Hakes, Altitude Agency
How to Find the Best SEO Partner

12.30PM - 1PM



Kurtis Wankier & Kenny Eliason, Neon Brand
Strategizing, Automating, and Optimizing Your Marketing Strategy

1.15PM - 1.45PM



Scott Navratil, Aviaro
AI and Mobile Messaging - Is Your Business Ready?

2PM - 2.30PM



MeShell Baker, NASP
The Disruptive Force that is Destined to Change Your World

2.45PM - 3.15PM



Bruce A. Brien, Hive9, Inc.
Building Marketing Plans with Balance and Integrity

3.30PM - 4PM



Fares Ghattas, LA Luxury Network
Luxury Affinity Marketing

4.15PM - 4.45PM

THEATER 5 | THURSDAY

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DESIGN | PRINT | DISPLAY



Nick Fugaro, Vivastream
Your event data sucks. Or maybe you're simply not leveraging it correctly

11AM - 11.30AM



Ryan Fenn, Chiirp
124,000 Leads, 98% Connection in 30 Seconds, 90% Engagement

11.45AM - 12.15PM



Daryl McNutt, Tapclicks
Charting the Course: Mapping the Omnichannel Customer Journey

12.30PM - 1PM



Raz Choudhury, Sam AI Inc
Penetrating Major Accounts With Trust Networks & Conversational AI

1.15PM - 1.45PM



Devon Cox, Massini
The Sabermetrics of B2B Selling - Advanced Statistics

2PM - 2.30PM



Robert Green, Fluid Rank
What The Fork Is A Flywheel - Inbound & Down

2.45PM - 3.15PM



Adrian Velicescu, Standard Vision
The Convergence Between ART and BRANDS in the Built Environment

3.30PM - 4PM

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THEATER 5 THURSDAY

THEATER 6 | WEDNESDAY

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THEATER 6 WEDNESDAY

	Rick Middlemass, MeShell Baker, Faryt Kahlil and Kristine Kuhlman, NASP Panel 1/2 Why Modern Sales and Marketing Requires an Emotional Experience Hosted by The National Association of Sales Professionals	11AM - 11.30AM
	Jenna Banks, Brand Spirit Marketing your Brand in 3D: Current Trends and High-Impact Strategies	11.45AM - 12.15PM
	Brandon Lee, Funnel Amplified Nothing's Changed, It's Just Different	12.30PM - 1PM
	Chelsea Perry and Allie Fernando, Kajabi and Printfection How Kajabi Creates Revenue and Raving Fans with Branded Swag	1.15PM - 1.45PM
	Chris Schreiber, BrandCast Driving More Revenue Through Webification	2PM - 2.30PM
	Ryan Brock, Metonymy Media The Writer's Guide to Managing Content Marketing Writers	2.45PM - 3.15PM
	Jeremy Hudgens, Genius Monkey Why 80% of Marketers are Failing with Display, and How to Fix it Fast!	3.30PM - 4PM
	Ruben Dua, Dubb Leveraging Video for Business Growth	4.15PM - 4.45PM

THEATER 6 | THURSDAY

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THEATER 6 THURSDAY

	Andrew Newby & Sam Knox, Institutional Investor Custom Research Lab Global Research, Local Engagement: How to Take Full Advantage of Your Research and Thought Leadership Investments	11AM - 11.3AM
	Dan Burreto, Demand Dogs AI, Intent and Purpose	11.45AM - 12.15PM
	Ian Gerard, Adder Mobile Technologies Analytics for the Real World: How to do OOH Attribution	12.30PM - 1PM
	Pedro Alves, Ople Get your Return on AI today	1.15PM - 1.45PM
	Scott Armstrong, Brainrider Aligning your Content & Tactics to the Buyer's Journey: Practical Ways to get Better Pipeline Results	2PM - 2.30PM
	Jay Bean, FreshLime Data Powered Marketing for Local Business Growth	2.45PM - 3.15PM
	TBA TBA	3.30PM - 4PM

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CALL & CONTACT CENTER EXPO



CALL & CONTACT
CENTER EXPO

THE **ULTIMATE EXHIBITION** FOR THE
CUSTOMER ENGAGEMENT INDUSTRY

21ST & 22ND OF OCTOBER
LAS VEGAS CONVENTION CENTER

WEDNESDAY TIMETABLE

The DNA of Tomorrow's Companies

11:00 AM

12:30 PM

2:00 PM

3:30 PM

THURSDAY TIMETABLE

The DNA of Tomorrow's Companies

11:00 AM

12:30 PM

2:00 PM

3:30 PM

WEDNESDAY TIMETABLE

Reinventing the Creative Brief
to Scale Visual Content

11:00 AM

Scaling Branded Content

1:30 PM

Creating Your Visual
Brand Guidelines

2:30 PM

THURSDAY TIMETABLE

Reinventing the Creative Brief
to Scale Visual Content

11:00 AM

Scaling Branded Content

1:30 PM

Creating Your Visual
Brand Guidelines

2:30 PM

WEDNESDAY TIMETABLE

Are Your Leads Real or Bots? **11:00 AM**

ABM Principles at the Top-of-Funnel **12:00 PM**

Are Your Leads Real or Bots? **1:00 PM**

ABM Principles at the Top-of-Funnel **2:00 PM**

Are Your Leads Real or Bots? **3:00 PM**

ABM Principles at the Top-of-Funnel **4:00 PM**

THURSDAY TIMETABLE

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ABM Principles at the Top-of-Funnel **4:00 PM**

WEDNESDAY TIMETABLE

Increase Your Inbound Lead
Conversions 51%. Guaranteed!

11:00 AM**12:00 PM****1:00 PM****2:00 PM****3:00 PM****4:00 PM****THURSDAY TIMETABLE**

Increase Your Inbound Lead
Conversions 51%. Guaranteed!

11:00 AM**12:00 PM****1:00 PM****2:00 PM****3:00 PM****4:00 PM**

WEDNESDAY TIMETABLE

AI and the Future of Work **11:00 AM**

A Marketer's Guide to #SelfCare
Using Intelligent Virtual Assistants **12:00 PM**

Maximize Your Trade
Show ROI Using AI **1:00 PM**

AI and the Future of Work **2:00 PM**

A Marketer's Guide to #SelfCare
Using Intelligent Virtual Assistants **3:00 PM**

Maximize Your Trade
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Show ROI Using AI **4:00 PM**

WEDNESDAY TIMETABLE

The High-Performance Website **11:00 AM**
How to Overtake Your Competitors

The Connected Customer:
Creating New Buyer Experiences **12:30 PM**
A Data-Driven Perspective on How to
Delight Today's Discerning Customers

Cracking the Complexity
of Simplicity **2:00 PM**
Mastering Your Plan-On-A-Page SMB Marketing Strategy

Customer Trust **3:30 PM**
The Essential Human Dimension of Digitalization
& Marketing of the Future – Part 1

THURSDAY TIMETABLE

Silo-Bridging **11:00 AM**
The Essential Human Dimension of Digitalization
& Marketing of the Future – Part 2

The Essential Mindset of
a Growth Marketer **12:30 PM**
Focusing on Growth Through the Lens of a Marketing Leader

Team Wisdom **2:00 PM**
The Essential Human Dimension of Digitalization
& Marketing of the Future – Part 3

The Art of Tech Psychographic Data **3:30 PM**
Latest Trends and Opportunities in Personalization for ABM

exhibitors

1338Tryon Booth 1612

1338Tryon was born from a simple idea. Promotional Marketing matters. Businesses rely heavily on branded merchandise to extend their brand and engage their audiences. From developing a tradeshow t-shirt to a custom welcome package for executive level clients, 1338Tryon places the customer experience at the center of all client engagements.

**503-278-6746
1338tryon.com**

Abe Studios LLC Booth 1501

Creative problem solving is the key to unlocking the greatest discoveries of the 21st century. We have mastered the art of mass production, but we have barely uncovered the surface of what we can build with our minds. Welcome to the creative economy!

**312-857-5540
abestudios.com**

Abex Exhibits Booth 1535

38 Years of Expertise. Today, ABEX exhibits can be found wherever trade shows and events take place in over 60 countries on every continent. Abex not only acts as a custom exhibit house with the ability to manufacture and produce an exhibit all under one roof and with a short turnaround, but also offers one of the broadest lines of portable displays and counters for conventions and expos in just about any industry.

**800-537-0231
abex.com**

Adder Booth 1700

Adder is a car wrap advertising and out of home analytics and attribution platform. Utilizing location data and gig-economy drivers, Adder's vehicle ads can go where no other Out of Home ads have gone before. Adder also helps billboard and other OOH media owners manage their inventory with their data-driven analytics platform, delivering verified impressions, conversions, dwell times, and more!

**502-742-5605
adder.io**

After Winners, LLC Booth 1036

After Winners services small and medium businesses, IT firms and marketing agencies with automated lead generation software. The solution has proved successful for small and medium retailers, and now the company offers white label reseller plans to onboard marketing agencies and IT firms looking for the best lead generation software and services to serve their small and medium business customers.

**909-600-0355
afterwinners.com**

Alpha Card Compact Media LLC Booth 1130

Talk to us about #creatingengagement and adding value to your communications using our Z-folding and Infinity cards. We bring you clever, printed, folded products that create engagement between your audience and content by unwrapping a portable, retainable, tactile and compelling experience.

**407-622-9056
alpha-cards.com**

Altitude Agency Booth 1331

Altitude Agency is a Colorado-based digital marketing firm with an experienced team ready to expand your digital footprint, ultimately resulting in new business. Your company will benefit from the personalized, hands-on approach that distinguishes Altitude from other agencies.

**303-500-5836
altitudeagency.com**

Alyce Booth 1436

Alyce is the AI-powered platform that redefines direct mail, swag and gifts with its scalable, sustainable, hyper-personalized approach to account-based marketing. Alyce builds real, human relationships that deliver up to twice the named account penetration versus traditional approaches.

**888-861-6608
alyce.com**

AnyPromo Inc Booth 1430

Your logo goes here! Looking for a way to make your next event/trade show a hit? You've come to the right place. We help companies and organizations just like yours make their internal and external events more memorable. We will print your logo on just about anything we can get our hands on.

**877-368-5678
anypromo.com**

APSS Media Booth 1904

We at APSS Media believe in connecting hearts and minds through their preferred channels of communication. We have gained expertise in local and international B2B Demand Generation by executing 300+ campaigns per month and generating 60K+ qualified leads per month.

**415-508-5753
apssmedia.com**

Aviario Booth 1854

Aviario takes business messaging and improves on it through innovative and patented artificial intelligence. Our mission is to provide Affiliates & resellers the opportunity to enable natural and effortless communication. AI messaging is the future of communications; stop by booth 1861 at the B2B Expo and discover how it can work for you.

**844-628-4276
aviario.com**

Axiom Designs and Printing Booth 1831

Axiom Designs and Printing is a Los Angeles based printing company specialized in full color offset and digital printing services. Our company works very hard to please our clients with presenting high quality work and making sure that all printing projects are completed within the given turnaround. Our major objective not only is to provide clients with the best printing and marketing results, but to stay in long term business relationships.

**747-888-7777
axiomprint.com**

B2Lead Booth 1646

Headquartered in Silicon Valley, with offices in the US and Canada, B2Lead is a global leader in B2B lead generation and content syndication. We help publishers, agencies and enterprise clients "tell their story" to their specific B2B audience.

**888-261-0353
b2lead.com**

Bakersfield Business Networking Group Booth 1329

Welcome to BBNG. We are a group of networking chapters that meets every week to share business ideas and leads. Our goal is simple: build business. This is an open group and everyone is welcome to attend. We are excited to be acknowledged for the business networking opportunities we've provided our members, the long term business relationships that we've created and the business profits that are generated through our networking.

**661-633-9200, 800-200-9935
bakersfieldbusinessnetworkinggroup.com**

B.A.N.K. code™ Booth 1930

Predict buying behavior in less than 90 seconds! B.A.N.K. is the only methodology in the world, scientifically validated to predict buying behavior in less than 90 seconds. With a specific focus on 'buyology', rather than psychology, the B.A.N.K. system is designed to increase your sales effectiveness up to 300%. Sales is not a numbers game, it's a people game. Why not win?

**310-344-7180
bankcode.com**

Be Found Online

Booth 1019

A digital marketing agency committed to impacting our clients, communities and each other. We are an international team of digital marketing experts helping each other, our clients, and our communities grow.

**877-553-6863
befoundonline.com**

Better Business Bureau Booth 1503

The Better Business Bureau (BBB), founded in 1912, is a private, nonprofit organization whose mission is to focus on advancing marketplace trust, consisting of 102 independently incorporated local BBB organizations in the United States and Canada, coordinated under the Council of Better Business Bureaus (CBBB) in Arlington, Virginia.

**408-278-7440
bbb.org**

Big Presence Booth 1408

Big Presence is a data-driven, digital marketing agency providing strategic sales & marketing consulting services to B2B corporate and ecommerce brands. We've helped launch new startups, help turn around struggling companies with new strategies and watched our clients reach acquisitions of up to \$500M at selling.

**949-825-7023
bigpresence.com**

Binary Pulse Booth 1655

Binary Pulse Studios produces purpose-built videos. Our team of strategists, creatives, technicians and storytellers help our clients nurture leads, move the sales process forward, and enable channel partners. In short, we make sales and marketing teams more efficient and successful. We have script-to-screen expertise that helps you get an idea off the drawing board and into distribution. We specialize in both live capture and animated videos.

**1-949-336-7400
binarypulsestudios.com**

Brainrider Booth 1350

Brainrider is a full-funnel B2B marketing agency focused on growing pipeline and driving revenue. Our team combines expertise in marketing automation, content, campaigns, web, design, and marketing technology to deliver tangible results and provide insights for continuous improvement.

**416-900-3310, 415-202-3092
brainrider.com**

Brand Spirit, Inc Booth 1835

Brand Spirit is a provider of branded gifts and promotional products that give back. Our keen focus on consumer product trends combined an unwavering commitment to providing an exceptional client service experience, all for an excellent value, makes us the partner of choice for marketers of many of the world. As leading brands. Let us help you create buzz and excitement for your next gifting project.

**877-804-7906
gobrandspirit.com**

Brandcast, Inc
Booth 1934

Brandcast is a cloud-based platform built for companies to create better websites, faster and to simplify the management of web content. Brandcast allows digital teams to execute the entire website workflow, Prototyping, design, content editing, and site management, from a single collaborative hub and without any dependency on development teams and without any limitations on design.

866-643-0547
brandcast.com

Branding Merchandise
Booth 1530

Branding Merchandise is a B2B brand management company, that has partnered with clients nationwide to deliver strategic branded merchandising programs & services for over 25 years. We print your logo on anything that can be printed (or not) that is utilized for retail sale, marketing, sales, HR & more.

503-680-0901
brandingmerchandise.com

Brandzooka
Booth 1601

Brandzooka is the new standard in advertising platforms. Enjoy self-service, purpose built software designed to elevate brands and agencies alike. Businesses worldwide are discovering the power of Brandzooka and how they can reach prime, targeted audiences across the web and connective TV without hefty minimum spends.

720-669-7915
brandzooka.com

Brenton Way
Booth 1604

Brenton Way is a full-service digital marketing agency that allows B2B clients to scale their growth through a variety unique inbound with outbound strategies. Effortlessly grow your bottom of the funnel lead generation, generate brand awareness with high-level content and utilize our modules to repurpose content into infographics, e-Books, and Videos, increase intent-driven traffic with natural SEO & PR, and dominate your SEM with intuitive AI bidding initiatives to maximize ROAS.

(760) 657-2597
brentonway.com

Bruce Clay
Booth 1576

Since January 1996, Bruce Clay Inc. has been helping websites rank in search engines. Founder and president Bruce Clay programmed the first webpage-analysis tool. He created the Search Engine Relationship Chart which earned 300,000 downloads in the first month. And he wrote and taught on how to optimize websites to be found in search. BruceClay.com became a trusted source for how-to information in this new field of search engine optimization (SEO).

866-517-1900
bruceclay.com

BTS TV Media**Booth 1325**

BTS TV Media is a Strategic Digital Agency that provides marketing solutions for businesses in order to optimize growth. We specialize in high converting video production, photography, social media management, and paid digital advertising.

619-402-1888
wearebtstv.com

Candibell
Booth 1505

A seamless ordering experience, first of its kind in E-Commerce With our patent-pending technology, Candibell models and predicts when a product is depleting, and issues reorder automatically without customer initiation. A manual order can be placed effortlessly at anytime with a quick button press. Orders go directly to your store for fulfillment.

857-222-3138
candibell.com

CDA**Booth 1341**

CDA is a creative digital agency. We are a team of designers, developers, copywriters, and strategists who source ideas, develop concepts, and create bespoke digital products. Working with systems such as WordPress and Magento, our team are experts in building eCommerce platforms and brochureware websites that are compatible with your goals; delivering seamless user experiences on systems that deliver real results and return on investment.

203-780-0808
creativigitalagency.co.uk

CHETU INC
Booth 1801

Chetu offers custom software development & analytics reporting services to the marketing automation industry. The company is a premiere long-term, back-end developer, housing elite programmers with expertise in targeted messaging programming including cloud based, on-premises, and mobile platform CMS software solutions for search engine optimization management. Chetu develops robust marketing automation software solutions for lead generation such as lead scoring & nurturing platforms, plus PPC, analytics, SEO Web design, & conversion optimization technology.

954-342-5676
chetu.com

Chiirp**Booth 1513**

Text messaging is quickly becoming the communication platform of choice for businesses. With 97% open rates it dominates email. It opens up a line of communication that is personal and engaging. Your leads and customers would much rather be texting and we want to show you the many strategies we use to capture more leads, connect automatically, and close more sales.

801-753-9312
chiirp.com

Chili Piper**Booth 1032**

Founded in 2016, Chili Piper is a pioneer in Buyer Enablement. The tech firm delivers innovative solutions to help businesses help their buyers. Its scheduling platform is used by Square, Intuit, Twilio and more than 300+ thought-leading companies for multiple use cases, from connecting prospects to sales reps instantly upon submitting a form to automating their onboarding process.

919-454-7823
chilipiper.com

Cognism Limited**Booth 1813**

Cognism is a marketing acceleration platform powered by patented AI technology. It provides B2B marketing teams with a blend of real-time company, people and event data, to help them improve targeting and increase conversion rates.

646-971-9264
cognism.com

ContentServ Corp
Booth 1251

Contentserv enables retailers and brands to develop groundbreaking product experiences by fully exploiting the potential offered by advanced technologies. Our vision is to make the daily lives of marketers and product teams easier by providing them with an advanced, complete, business-focused platform emphasizing time to value.

619-736-7469
contentserv.com

Conversica**Booth 1025**

Conversica is the leader in AI Assistants for business. By automating routine business conversations, and personalizing interactions at scale, Conversica augments a company, workforce allowing humans and AI Assistants to work harmoniously together. The flagship Conversica Sales AI Assistant helps companies find and secure customers more quickly and efficiently by automatically contacting, engaging, qualifying and following up with leads via natural, multi-channel, two-way conversations.

888-778-1004
conversica.com

Create Website Service
Booth 1030

From idea and strategy to professional design and interactive media, we provide outstanding and creative design and integration along with research, analysis and professional approach towards your marketing goals. Our SEO-friendly website design will place your business ahead of everyone else and attract more visitors and referrals for the outstanding user experience and professional presence that we design and develop for you with our exclusive website design services at Create Website Service.

888-700-3118
createwebsiteservice.com

CreateApe**Booth 1451**

CreateApe is a creative digital agency offering comprehensive solutions to your most pressing problems. With over 15+ years in the UX/UI design space, we know how to elevate your user's experience. And to translate that into real metrics you can actually see: More Clients & Bigger Sales.

949-754-4191
createape.com

Daily Planet Productions**Booth 1256**

Daily Planet Productions is a full service design & production studio. Whether it's a 30 second broadcast spot, a series of web videos, or a brand logo design, we want to help bring your concept to life. We began in 1980 with a mission to help brands tell their unique stories and sell their products, all while creating a positive impact in our community and the world. We have won 3 Emmy Awards and 5 Telly Awards for our work with leading brands.

312-640-7447
dailyplanetltd.com

Demand Dogs LLC
Booth 1360

Demand Dogs is an AI driven, data and marketing services company that helps our clients reach their target audience. We utilize our internal AI (Siren) to track intent, clean our data, and provide real-time analytics so that our clients get the most out of their marketing dollars. Also, for every program/campaign we run, we donate a portion of our earnings to local animal shelters. At Demand Dogs, we go one step further than traditional algorithmic targeting.

750-052-4554
demanddogs.com

Demand InfoTech PVT LTD.**Booth 1347**

Demand InfoTech utilizes counterfeit consciousness to find, standardize, and file information from 1850 unstructured and non-institutionalized sources. e have a killer approach towards the effective and leading cause of Demand Generation Strategy. Our team of experts looks right ahead in sponsoring research by creating demands and leads.

0917875430927

Demo Duck
Booth 1840

Demo Duck has spent the past eight years producing video content for hundreds of businesses small and large, new and old, local and abroad (including GEICO, Canon, and Northwestern Mutual). We're not just a plug and play vendor - our seasoned team guides you through the process end-to-end, approaching each project strategically through scoping and concepting, as well as giving meaningful direction along the way.

312-487-1414
demoduck.com

Diablo Media**Booth 1351**

With over 12 years experience, Diablo Media is the premier Performance Marketing agency. Our founders have worked in the Cost-Per-Action (CPA) space before there was even a name for this model. Top to bottom our company is built with an emphasis on performance and a seamless balance of old-school marketing tactics combined with creative innovation.

303-305-4052
diablomedia.com

Directing Design, Inc.**Booth 1026**

Directing Design SEO Company is focused on helping companies utilize the power of the internet. They have been providing advice and guidance to clients representing various professional trades and industries since 2000. They believe that a good SEO strategy is the backbone to any digital marketing campaign and have defined four steps to create an effective online presence: evaluate foundations, research, implement and optimize, and reporting.

405-474-2555
directingdesign.com

DMANC/ Beasley Direct
and Online Mkt**Booth 1303**

Beasley Direct and Online Marketing is a full-service agency focused on lead generation and creating sales opportunities. We're also problem solvers. We get you more leads and sales and help you measure it and implement it all.

408-782-0046

Dubb**Booth 1947**

Dubb is an all-in-one video sales and marketing platform that lets you create, share, host and track video of all formats to help grow your business. Do you want to be like the 10K+ people who use Dubb to boost their business with easy video communication?

213-309-7051
dubb.com

E-Hawk**Booth 1354**

Block fake leads and fraud sign-ups. Our cloud API identifies phishers, bots, spammers, and fraudsters so you can filter out the junk. The service also tracks which campaigns and lead sources deliver the most qualified prospects, so companies can maximize their lead generation investments.

518-290-6725
e-hawk.net

EBQ**Booth 1450**

Since 2006, EBQ has helped thousands of companies delight their customers through every phase of the buyer, journey. EBQ is an outsourced sales and marketing firm that provides fully managed teams specializing in Data, B2B Appointment Setting, Marketing, Sales, and Customer Experience.

512-637-9696
ebq.com

**Emercury
Booth 1508**

Emercury helps marketers, entrepreneurs, and business owners with nurturing their leads to customers, converting more sales to existing customers, and educating your customers to increase retention through our easy to use email marketing automation platform.

201-575-4426, 855-323-7287
emercury.net

**Engine 23
Booth 1038**

Engine23 eCommerce Agency was founded in 1999, our passion is to help eCommerce businesses thrive in the tough online marketplace. We are a specialty firm of eCommerce and Magento experts providing development, UX design, marketing and advertising services, and industry connections. Our development team regularly architects and develops bespoke solutions that enable eCommerce businesses to fully leverage their own success.

844-562-4368
engine23.com

**Epic Design Labs
Booth 1470**

We are a team dedicated to helping companies grow and achieve their goals using data to make the best decisions. We build websites that convert and use inbound marketing strategies to expand our clients' reach.

503-536-7350
epicdesignlabs.com

**Equalweb
Booth 1924**

The annual Report of the Global Economics of Disability states that with an estimated population of 1.3 billion, people with disabilities (PWD) constitute an emerging market the Size of China, with over \$8 trillion in annual disposable income. With the aging Boomer population (a group with the biggest share of the national wealth) adding to this number daily, smart management need to put accessibility as one of the first consideration or they run the risk of negative brand impact and loss of potential revenue.

202-629-9034
equalweb.com

**ExpertFile Inc
Booth 1426**

ExpertFile is changing the way organizations position their expertise to boost revenue and reputation. Our award-winning SaaS solution and online expert search engine helps better present your organization, as expertise online, making it more discoverable.

800-693-9126
expertfile.com

**Expo Outfitters
Booth 1247**

Expo Outfitters is a full service exhibit house providing clients with everything needed to design, produce, and manage a trade show display. Our design, fabrication, printing, labor and storage services are all in-house, ensuring a seamless experience at the most competitive prices. We are a team of builders, designers, marketers, technologists, and business professionals with a passion for fun.

858-578-0356
expooutfitters.com

**Featherlite Exhibits
Booth 1613**

Featherlite Exhibits is a full service exhibit house that has been recognized as an industry leader in the design and fabrication of low mass, high impact trade show display systems since 1964. All displays are designed to provide an efficient, stream-lined approach to exhibiting, and because every element of manufacturing happens under one roof in a United States facility, you can always expect a superior product.

880-229-5533
featherlite.com

**FluidRank
Booth 1035**

With the world moving very quickly around your customers, we believe that user experience and innovation are essential to creating value. Setting yourself apart in our competitive digital age is imperative. More than 50 billion devices are predicted to be connected together by 2020. Because of this, it is critical to harness this potential and stay connected - in front of, and relevant to your target audience.

404-479-1746
fluidrank.com

**Four 19 Agency
Booth 1574**

As passionate creatives and digital pioneers, we are a great ally for creating marketing strategies that combine creativity and technology, to achieve global connections with people, in order to influence, impact and change lives in a positive way. Our goal is to be an agency where our employees and clients can feel at the comfort of their home.

800-844-4620
four19agency.com

**FreshLime
Booth 1254**

FreshLime is a conversational marketing and customer engagement platform that utilizes artificial intelligence to provide local businesses with a deeper understanding of their customers so they can maintain customer relationships that drive business growth. The platform automatically captures customer, marketing, transactional and other data to build unique customer profiles for the business.

800-266-8960
freshlime.com

**Funnel Amplified
Booth 1651**

FunnelAmplified provides closed loop integrations for all of your digital selling and sales enablement efforts. You can seamlessly connect branded and curated content from your Marketing team with the digital and video sales efforts of your Sales team. Close the loop with lead capture capabilities for every social selling activity.

404-351-1774
funnelamplified.com

**Genius Monkey
Booth 1941**

Genius Monkey is a digital advertising technology firm with an advanced full-service marketing platform designed for today's real-time programmatic advertising and tracking needs. Our media and device agnostic systems are only the base of our performance success. Since 2009 Genius Monkey has been developing advertising tools and software for the digital advertising and marketing industry, while building deep relationships with great partners to bring you the best of the best of ad tech.

801-699-6414
geniusmonkey.com

**GreenRope
Booth 1809**

Finally, a CRM that does it all. GreenRope is the all-in-one CRM that accelerates growth by driving awareness, generating leads, and increasing conversions. Leverage advanced automation, predictive analytics, and artificial intelligence (AI) with an intuitive, easy-to-use interface. GreenRope integrates sales, marketing and customer service into one platform, making it easy for you to align your team and deliver better, more complete customer experiences.

442-333-7577
greenrope.com

**HALO Branded Solutions
Booth 1400**

Halo Branded Solutions takes a collaborative approach to promotional marketing; mixing forward-thinking branding options and industry expertise to meet each client's needs. Our partnerships with corporate America has resulted in successful merchandise stories, event-driven promotions, and recognition programs.

888-496-6568
halo.com

**Harness LLC
Booth 1339**

Harness is the industry's first Continuous Delivery-as-a-Service platform that automates the entire CD process, uses machine learning to protect you when deployments fail, and equips you with enterprise-grade security every step of the way. Continuous Delivery has never been so simple.

801-839-7538
harness.io

**Hive 9
Booth 1756**

Hive9 is a leading provider of Marketing Performance Management Solutions for enterprise marketers. Marketing Performance Management encompasses marketing planning and calendaring, marketing financial management and budgeting, as well as marketing performance measurement and insights, eliminating the need to ever start planning in spreadsheets again.

512-354-7751
hive9.com

**Image Cube
Booth 1600**

Image Cube unlocks the power of your image through printing and direct mail. We specialize in complete printing, promotional products, apparel and efficient direct mail services. To businesses with a local, regional or nationwide footprint who are looking to streamline their print and fulfillment source, we are your reliable marketing support company. With Image Cube you can enjoy unparalleled customer service, increased productivity, more efficient operations and reduced costs. Your image is our mission.

866-899-2823
imagecube.com

**IMAGEN Agency
Booth 1554**

IMAGEN is a complete promotional marketing agency for organizations large and small. We understand all the work you do carefully crafting, positioning, and guarding your organization's brand, and we bring that same care to your promotional marketing materials. Our goal isn't just to sell you a product, it is to make your organization look great with amazing branded merchandise.

626-593-9618
imagenagency.com

**Impressionwise
Booth 1650**

Founded in 2008, Impressionwise is the recognized authority in real-time email verification and data cleansing services. Our threat intelligence has helped protect clients for over a decade, and is designed for email senders of every type. Our email verification service uses a multi-layered approach to identify areas of concern within your data, validate all email addresses, and protect your sender reputation against a wide range of email-based threats, resulting in a highly deliverable and safe list of emails.

866-506-8235
impressionwise.com

**INFUSE Media
Booth 1555**

Ranked #54 in Inc. 5000 Fastest Growing Private Companies in America in 2018, INFUSEmedia is revolutionizing B2B demand generation by guaranteeing marketers the highest quality, 100% accurate leads.

617-459-4500
infusemedia.com

**inSurge
Booth 1608**

Bridging the gap between your business and LinkedIn. inSurge is here to help you get the most out of LinkedIn in every department of your business, generating you more leads and revenue for your sales departments and even supporting your recruitment drives target your perfect demographic

800-124-4333
insurge.digital

**InteractOne
Booth 1819**

We are InteractOne. We build, maintain and market great eCommerce experiences. Since 1998, InteractOne has been helping B2C and B2B clients compete online in order to reach their eCommerce goals. Now more than ever, B2B clients are looking to replicate the B2C online buying experience that has become the standard in eCommerce shopping.

513-469-3345
interactone.com

**iPresent
Booth 1531**

iPresent is a powerful Sales Enablement platform, empowering conversations every step of the way and bridging the gap between marketing and sales teams. Content can be fully controlled by marketing through our comprehensive content management system, then instantly pushed out to sales teams via the beautiful, customizable app.

855-947-7373
ipresent.com

**iResearch Services
Booth 1635**

We are a marketing-first agency with over 10 years of experience in thought leadership & content distribution. We pride ourselves as experts in data gathering and lead generation. Recognized as one of the Top 10 research and lead generation firms globally. iResearch has global offices in the US and UK, with a workforce of 500+ employees.

408-786-5100
iresearchservices.com

**Island Technologies
Booth 1908**

Island Technologies is a creative and dynamic technology consultancy serving all levels of clients, including residential customers, independent business owners, and corporate clientele.

818-832-2310
islandtechnologies.net

**IT Data Union
Booth 1915**

IT Data Union provides premium solutions to marketers in need of Business and Technology listings. Marketers often need the most efficient and updated lists of decision makers across various Industries and that's where we come in. Through our proprietary data solutions, we offer the latest and updated contact details of decision makers, executives and top-level management along with other crucial demographics such as Employee size, Sales, SIC Code, and Primary Industry, in addition to the Technologies being used in-house.
678-719-0050
itdataunion.com

**ITWorldsMedia
Booth 1805**

ITWorldsMedia is a leader in the B2B Marketing industry having over 10 years of success in helping our clients reach new and engaged users. We specialize in email marketing, telemarketing, data appending and appointment setting campaigns and with our two operations center (Pune, India and Cebu, Philippines) we have the resources to take on any and all allocations.
508-861-7590
itworldsmedia.com

**Jadi Communications
Booth 1440**

Jadi Communications is a woman-owned, full-service marketing, advertising and digital services agency. Jadi's strengths lie in its team of highly seasoned marketing and advertising veterans that bring a wealth of 20+ years of B2B expertise to our clients. Our services include branding, strategy, traditional advertising (including graphic design, television, video, print and interactive), award-winning web and mobile design, web marketing, digital marketing, purpose-driven marketing, social media, and media planning and buying.
949-494-8900
jadicom.com

**JangoMail
Booth 1235**

JangoMail is not your typical, cookie-cutter email service. It's the evolution of mass email to highly targeted communications that get results, based on the shopping habits and unique personal preferences of your target audience. The best part? JangoMail gives you enterprise level control at every price point.
800-854-1526
jangomail.com

**Kiss PR
Booth 1963**

KissPR is a leader in Dallas SEO services, national SEO projects including website design and development for small business owners. We also specialize in high-value lawyer SEO through our lawyer SEO and lawyer marketing platform. We use the Scrum methodology and project management in design and SEO.
972-437-8942
kisspr.com

**LA Stadium &
Entertainment District
Booth 1330**

LA Stadium & Entertainment District at Hollywood Park (LASED) is an unprecedented and unparalleled sports and entertainment destination being built in Inglewood, CA, by Los Angeles Rams Owner/Chairman E. Stanley Kroenke.
424-396-6891
lased.com

**LeadTip, Inc (Hushly)
Booth 1141**

Hushly, is a simple, yet powerful SaaS marketing platform that turns abandoners to hand raisers, before they leave your site. B2B Marketers, use Hushly to increase lead conversions, increase content engagement, and increase their lead quality all at a fraction of their current acquisition cost.
408-981-6840
hushly.com

**LeanData Inc,
Booth 1754**

LeanData helps companies improve the buyer experience, accelerate time-to-revenue and increase operational alignment. The LeanData Revenue Ops GTM strategies including inbound, outbound, account-based, channel and other go-to-market motions to accelerate productivity and growth.
leandatainc.com

**LED Biz Signs
Booth 1825**

LED Biz Signs has perfected the combination of light, messaging and ease of use to create a platform for instantaneous and memorable communication of your brand. Your audience will recognize you as a qualified and valuable brand, even before having direct knowledge of your services or product. By illuminating your messages, we create flawless visibility with maximum positive and memorable impact on your target audience.
339-222-5134
ledbizsigns.com

**Lemay.ai Inc
Booth 1925**

Lemay.ai is a specialized consultancy providing bespoke artificial intelligence, machine learning, and deep learning solutions (AI/ML/DL). We focus on the development and rapid deployment of these technologies in fintech, natural language understanding, and research and development.
855-536-2924
lemay.ai

**Lucid Software, Inc
Booth 1630**

Lucidpress empowers non-designers to create and distribute marketing collateral all on their own (without going off brand). Lockable templates protect your brand while allowing anyone to make small design tweaks and customizations, easing the workload off your creative team. Say goodbye to rogue branding forever with Lucidpress, the brand templating platform trusted by over 5 million users worldwide.
801-358-8751
lucidpress.com

**MachBizz Marketers PVT.Ltd
Booth 1609**

Machbizz helps you engage with the right people in the right places at that critical time when they're looking for your perfect solution to their business challenge. MachBizz will syndicate your content across an online network of sites typically relevant to your solution offerings. With our Lead Engage360, we make your decision making process more effective.
646-591-9271
machbizz.com

**Manobyte
Booth 1708**

Transform your business with revenue growth optimization from ManoByte. We help your company leverage digital content, technology, and business process best practices to boost lead generation, optimize your sales pipeline, and effectively manage indirect and channel sales partner networks.
616-228-1072
manobyte.com

**Marketlogic
Booth 1547**

MarketLogic is a nimble marketing agency driven by the principle of Ideas meet Results. We apply insight-based strategies backed by data, analytics, and market research, deployed through creative campaigns that capture the imagination of our audience. Extending reach and amplifying content at scale is central to our vision.
305-513-8980
mymarketlogic.com

**Marrina Decisions
Booth 1413**

One of the most time consuming, yet highly valuable, aspects of the marketer role is Email Production. Our dedicated team of experienced email and landing page professionals at Marrina Decisions, along with our well tested development and QA processes, creates impactful responsive email campaigns. Marrina Decisions is an ESP-Agnostic Agency focused on full-service email program management and advanced email strategy.
408-502-6765
marrinadecisions.com

**Massini Group
Booth 1918**

Massini Group is helping you explore your data universe. Imagine a world where sales, marketing, and BI were aligned. Difficult, right? It is possible, and Massini Group has over 20 years of experience helping global corporations achieve it. This is a group of data scientists, analysts, and data-junkies with a passion for helping large companies tap into their unknown data universe.
503-640-9800
massini-group.com

**Mercury.one
Booth 1255**

Mercury provides end-to-end WordPress solutions; from strategy and planning to website design, development, and beyond. We have services and solutions for small to mid-size businesses, enterprise organizations, and non-profit WordPress Help Center (wphelp.center) - Comprehensive support for your WordPress website, no matter where it's hosted or who built it. Focus on your business. Let us take care of your website.
800-447-2216
mercury.one

**Meet Hugo
Booth 1919**

Grow your business with Meet Hugo. Sit back as Meet Hugo helps find you the best prospects and opportunities and delivers them straight to you. Take the legwork out of growing your business.
0173-360-2112
meethugo.com

**Merchant Chimp
Booth 1334**

Merchant Chimp understands the needs of small business owners. Fostering an entrepreneurial spirit with our merchant customers, our sales agents, our business partners and our employees has been a part of our DNA for years. With this in mind, we provide a suite of affordable, user-friendly solutions that make running their business easier, more efficient and more profitable.
888-955-9888
merchantchimp.com

**MeringCarson
Booth 1337**

As an advertising agency our focus is simple: move people. Our fundamental reason for being is our ability to do work that moves people to take action and drive positive business outcomes.
916-441-0571
meringcarson.com

**Metonymy Media
Booth 1250**

Metonymy Media is an agency of creative writers dedicated to helping businesses and organizations communicate effectively for growth and success. We help our clients understand their audiences, capture their attention through creative work, and turn readers into growth opportunities.
317-731-2025
metonymymedia.com

**Mocomtech Co., Ltd.
Booth 1428**

From our early days as an optical company we had a vision of creating superior, industry-leading projection screens. We integrated our lens technology into projector screens that enabled us to create a new and innovative optical screen. We strive to develop new technologies and now we holdover 100 international patents in the US, UK, and more.
822-739-9968
mocomscreens.com

**MOI Global
Booth 1261**

The Manual of Ideas started out more than a decade ago focused on content. As we went out to gather and generate uniquely differentiated content for value-oriented investors, we came to appreciate the tight-knit value investing community that had been developing for many years thanks to a strong nucleus formed by the Berkshire Hathaway annual meeting.
650-249-9838
moiglobal.com

**Mountain Top Data
Booth 1519**

MountainTop Data helps marketers spend more time marketing and less time digging through data. We provide data cleaning and verification services, targeted B2B marketing list, Data Appending, and email campaign delivery management services. The data experts at MountainTop Data are here to help you clean up your databases, find new customers, and target the right people.
818-252-8140
mountaintopdata.com

**National Association of
Sales Professionals
Booth 1305**

The National Association of Sales Professionals was created for people who are serious about their sales career. People who want to grow. People who understand that their time is the most precious thing they have.
248-890-2163
nasp.com

**Neon Brand
Booth 1740**

NeONBRAND is a strategic digital marketing firm that specializes in SEO, social media management, custom web design, traditional marketing, and business consulting. Our clients do well online we work hard month after month to get them the exposure they deserve. Kenny and Kurt, are experienced entrepreneurs that focus their team on developing marketing plans that generate a true ROI, which results in satisfied clients.
702-706-6366
neonbrand.com

**Net Success USA
Booth 1776**

With a global presence and a dedicated team of experienced SEO professionals, Net Success USA has become one of the fastest growing internet marketing companies in the world.
800-736-0081
netsuccessusa.com

**Neuron, LP
Booth 1044**

Neuron is a leading San Francisco-based UX, product design, and branding agency. Led by a group of hands-on partners, we work at the intersection of design, technology, and strategy to create award-winning digital products that people love. We are proud to have contributed to the success of a number of world-class companies including: Ford Models, Vivint Home Security, General Motors, and many more.

415-347-1985
neuronux.com

**New Jupiter Media
Booth 1355**

Since 2005, New Jupiter Media has been helping businesses of various sizes and verticals grow their results-driven digital marketing strategy and advertising profitability. Our clients include large enterprise corporations, mid-tier companies, and small businesses. No matter the size, New Jupiter Media is dedicated to building lasting client relationships by helping businesses succeed one click at a time.

855-257-6059
NewJupiterMedia.com

**Ntootive Digital
Booth 1031**

Ntootive is a digital advertising and technology company whose mission is to help publishers, marketers, and agencies grow revenue by creating efficiency, speed and effectiveness through the application of innovative data-driven solutions.

702-780-8888
ntootive.com

**OK Manufacturing
Booth 1317**

We enhance your brand! As the premium American manufacturer of specialized and custom vending equipment, we have manufactured thousands of our quality machines for Promotional Agencies, Event/ Experiential Agencies and several worldwide retailers including Sam's Club, Old Navy, Sketchers, Callaway Golf and the GAP. Our vending equipment can be used as a sales, marketing or advertising tool.

888-858-8363
vendingmachinefactory.com

Ople.ai**Booth 1551**

At Ople, we have developed an Artificial Intelligence platform that acts, thinks, and learns like a Data Scientist. Our software supports every step of the Data Science process from problem formulation to predictions so business leaders can make strategic AI-driven decisions within minutes, not months.

702-630-7263

Optmyzr**Booth 1518**

Optmyzr is the PPC expert toolkit. The company, is an award-winning turnkey pay-per-click management suite is designed around the critical needs of today, PPC professional. With barrier-smashing AI and machine learning power, Optmyzr goes far beyond the core automations found within Google, Bing and other search tools.

650-300-2212
ople.ai

Ovation PR**Booth 1151**

In the world of image and taste makers, the competition is fierce. It takes a special agency, well versed in the public relations and marketing arena, to help you rise to the top and be heard by your audience. Ovation customizes the best approach when it comes to making your statement.

202-248-5003
ovationpr.net

Photobooth Supply Co**Booth 1900**

The Ultimate Marketing Tool. We provide affordable photobooths that help grow your business by increasing lead and social interactions.

949-444-2752
photoboothsupply.com

Phvntom**Booth 1454**

If you can think it, our team can achieve it. The world of business is a rapidly-changing landscape of technology. Many companies have struggled to stay afloat while their customers flock to the Internet for more convenience and a better experience. We witnessed this problem occurring across many industries and realized that other businesses could use our help.

208-863-6027
phvntom.com

Printfection**Booth 1209**

B2B marketers from InVision, Zendesk, and HubSpot use Printfection, swag management platform to create and send branded swag to anyone, anywhere. Boost lead gen by sending branded gifts to prospects. Ship badass welcome kits to customers or new hires. Order amazing swag for all your events in one place. We handle everything: swag creation, storage, shipping, and reporting.

303-459-7990
printfection.com

**Promotional Products
Association International****Booth 1912**

Founded in 1903, the Promotional Products Association International is the world's largest and oldest not-for-profit association serving more than 15,500 corporate members of the \$24.7 billion promotional products industry which is comprised of more than 40,500 businesses and a workforce of more than 533,000 professionals.

888-426-7724
ppai.org

Purplepatch Services LLC**Booth TBC**

Purplepatch Services is a Silicon Valley-based Content Marketing Agency that works with B2B product and services companies to help create powerful Buyer-Aligned Marketing Programs. We work with clients to research and build buyer personas, content planning aligned to buyer journeys, and a digital engagement program that leverages meaningful content delivered to the right buyer persona at the right buyer journey point.

408.743.4424
purplepatchservices.com

Realfiction**Booth 1539**

Realfiction is a Danish company producing the technological artifact, Dreamoc, for experiencing HD 3D holographic motion graphics. Realfiction was established in October 2008, and is now represented by a worldwide reseller network with partners in more than 25 countries and territories.

457-020-6490
realfiction.com

Salted Stone**Booth 1654**

Salted Stone has offered award-winning marketing, sales, and customer success solutions and consultation services since 2008. We work with businesses across nearly every industry and stage of maturity to craft scalable strategies, break down barriers to success, and skyrocket growth.

626-415-9090
saltedstone.com

SAM AI, INC**Booth 1870**

SAM.AI was put together with over 17 years of expertise in app building and digital marketing. We started this company to help address the needs of the very businesses that help our economy. With advances in AI, Automation, and Visualization incorporated into SAM - we think we can have a direct impact in helping these small giants win.

800-726-2140 ext. 702
sam.ai

Search Logic**Booth 1856**

Searchlogic is a machine that was built to drive sales. Our stack of services is comprised of all the necessary tools to set new records and make you the hero.

503-313-7275
searchlogic.com

Senuto**Booth 1550**

Senuto lets you plan, monitor, and optimize marketing activities in Google. Senuto is an SEO analytics platform and know-how consultancy. Get more data and easily improve your search engine ranking through data-driven content marketing. Use machine-learning algorithms to rank higher!

44 020 7193 6453
senuto.com

Shutterstock, Inc**Booth 1851**

Shutterstock, a global technology company, offers a creative platform for high-quality licensed images, music, footage, editorial photography, and custom content creation to advertising agencies, media organizations, and businesses around the world. Shutterstock, our collection now exceeds 200 million images, with 150,000 new assets added daily.

866-663-3954
shutterstock.com

Simple Story**Booth 1024**

We are Simple Story, an award-winning video marketing agency made up of artists, marketers, advertisers and storytellers. We design story-driven messages that help our clients, the heroes of their stories, reach their audiences and inspire action. Since founded in 2011, we have produced thousands of animated and live-action videos for various companies across several industries.

877-513-2422
simplestoryvideos.com

SoCal ANA B2B**Booth 1641**

Since 1922, ANA Business Marketing (ANA B2B, formerly BMA) has been the business marketer's first line of defence in the continuously changing business marketing environment. Exclusively devoted to advancing the B2B marketing profession, SoCal B2B, executive roundtables, panel discussions, and strategy workshops provide the necessary knowledge, resources, professional development, and peer networking opportunities that Southern California B2B marketers need.

949-854-0449
socalbma.org

StandardVision LLC**Booth 1135**

StandardVision designs, manufactures, integrates and operates the most innovative digital monuments in the world. We transform places previously defined by static building materials into dynamic technology platforms that offer people an immersive experience with architecture.

323-222-3630
standardvision.com

Syntx**Booth 1455**

Syntx is an award winning boutique agency with the goal to disrupt the consulting market. We want to build a better web, show other business owners how they can optimize their business and explode their sales. Our unique and dedicated approach is to first and foremost understand your business needs and goals.

805.244-6590
syntx.io

TapClicks**Booth 1618**

TapClicks, Inc. is the leading marketing performance platform for digital and media agencies and their SMB, B2B enterprise and consumer brand clients. Its pre-integrated, unified platform includes agency orders, marketing workflow, performance analytics, client reporting and data centralized across a wide range of marketing and advertising tools.

866-775-4184
tapclicks.com

TechXperts**Booth 1431**

TechXperts are the leading IT experts in the DFW area in paperless and cloud systems for small business platforms. We provide computer repair, various IT technical services for small to medium businesses. Technical services such as computer virus repair, networking, paperless office, mobile office, and business software integration are just a few to name.

817-330-9865
techxperts.guru

The Futures**Booth 1424**

The Futures empowers business owners, entrepreneurs, and marketers to achieve more. We are able to take care of your design, marketing, and promotional needs, without you having to leave your desk or directly from your phone. A hassle-free way to build your company image, with a great level of service, at a fantastic price.

44 7544776806
thefutures.io

The VR/AR Association**Booth 1404**

The VR/AR Association (VRARA) is an international organization designed to foster collaboration between innovative companies and people in the VR and AR ecosystem that accelerates growth, fosters research and education, helps develop industry standards, connects member organizations and promotes the services of member companies.

949-275-8828
thevrara.com

TLK Fusion Inc**Booth 1512**

TLK Fusion is a full-service outsourced CMO, headquartered in Toluca Lake, CA that focuses on bringing together the multiple elements of marketing all under one roof. With expertise in Digital Marketing, Social Media Management, Distribution, Celebrity & Influencer Alignments, and Public Relations, our clients find value in the multitude of services that we provide.

818-2084582
tlkfusion.com

**TMMDData
Booth 1419**

TMMDData's Marketing Data Unification Platform provides digital marketing teams with self-service data integration, blending, and preparation tools to support marketing automation, attribution, and campaign management goals. TMMDData drives next-level results with tools to centralize and scale campaign tracking setup, standardize cross-channel taxonomy, avoid data gaps, and automate direct imports to analytics and BI tools.

855-554-3282
tmmdata.com

**Troparé Inc.
Booth 1219**

Troparé Inc. Empowers and Connects Your Data Driven Marketers + Field Sales Workforce. Built to overcome the challenges of working with disparate data, Troparé Inc. Marketing Data Management Studio (MDMS) and Field Sales Technology streamline and empower marketing and sales professionals to operate more effectively and efficiently.

949-201-0577
tropare.com

**Two Trees PPC
Booth 1438**

Bringing transparency and honesty to the digital marketing landscape. Two Trees PPC is a Certified Google Partner and Sacramento-based marketing agency that specializes in digital advertising. Two Trees strives to help businesses with good sound advice and no-nonsense simple solutions, solutions that help their clients spend less advertising dollars in the long run.

916-318-3459
twotreesppc.com

**UnboundB2B
Booth 1042**

UnboundB2B is a marketing agency, headquartered in San Francisco California, caters to Enterprise and Technology companies across the globe to improve ROI on their marketing spend and shorten sales cycle with its market insight and demand generation services. UnboundB2B lead generation solution comprises of full funnel, scalable solution for sales and marketing.

408-763-5612
unboundb2b.com

**UNINCORPORATED
Booth 1134**

UNINCORPORATED is an LA-based branding agency focused on web design, ad creative, and digital marketing. We help brands grow their business by improving the way they think, communicate, and execute. We are proud to offer a full range of creative services that support our client, creative, branding, and marketing efforts.

310-818-3639
unincorporated.pro

**USA Link System
Booth 1950**

We are a provocative creative agency located in Glendale, CA, focused on imagining and building highly-interactive digital user experiences that push the limits of design and development. Thinkers. Doers. Agents of change. A full-service digital marketing agency with a passion for ingenuity and innovation in every medium, from SEO, social media and printed and digital campaigns to the development of applications and websites. We focus on the user experience and bring the maximum value to the businesses who hire us.

800-908-6782
usalinksystems.com

**VanillaSoft
Booth 1335**

VanillaSoft, the industry, most successful sales engagement platform, helps sales development teams engage over 15,000,000 contacts every month. Used standalone, or in combination with existing traditional CRM systems, VanillaSoft empowers sales reps to respond to new leads faster, interact with leads more consistently, across more channels, and generate more qualified sales opportunities.

866-763-8826
vanillasoft.com

**Vidyard
Booth 1318**

Vidyard provides B2B Marketers with an easy to use platform that turns video viewers into customers. Transform your videos into lead generation machines. Create more sales-ready opportunities with all the tools you need to engage, qualify and convert your prospects. Discover how each video impacts revenue and how they perform across your website, YouTube, Facebook and more, & all from one central dashboard.

800-530-3878

**Vivastream
Booth 1657**

Vivastream is an innovative, practical event data analytics platform that enables organizations to maximize the value of their event data, by streamlining disparate data to reveal critical, actionable customer insights. For more information please email Nick Fugaro: nfugaro@vivastream.com

732-687-0957
vivastream.com

**VLG Marketing
Booth 1229**

Your target audience is tired of marketing, advertising, influencers - the whole shebang. Gated content drives them crazy. They want to self-educate, but your corporate website is full of information they don't need. They are impatient and bored. So, how do you combat all these forces fighting for facetime? You go direct, be genuine, and hit them with touch points that will be remembered for months and years, not minutes or days.

972-792-9550
wefightboredom.com

**Vyakar
Booth 1850**

50 to 70 percent of leads sent from marketing to sales never receive sales follow up - The Pedowitz Group Companies lose \$15 Million annually due to bad data - Gartner Harnessing and maintaining Sales/Marketing data from multiple is hard and inefficient. This leads to mismanaged leads, lost revenue and pipeline delays. Vyakar offers a SaaS platform for B2B sales and marketing enterprises to better manage their leads and run advanced marketing segmentation by combining various data management streams such as records linking, dedupe, clean-up, append, assignment, segmentation etc under one umbrella. We offer classic IT value proposition.

844-321-5323
vyakar.com

**Wave.video
Booth 1240**

Wave is an online video editor with a mission to make video creation easy and accessible to everyone. Try Wave.video for free and create sharp videos even if you don't have any design experience, professional equipment or production budgets!

508-233-0155

**XO Agency
Booth 1447**

XO Agency is a next generation marketing firm offering full-service brand, digital and marketing strategy solutions. We combine the best of agile development, design sprinting, and client collaboration to make your brand evocative, authentic, and digitally-relevant.

720-296-0116
xoagency.com

**Ziffity Solutions LLC
Booth 1409**

Ziffity is a new age Digital agency focused on serving the connected world using Technology, Design and e-Marketing services. Our solutions include B2B/B2C eCommerce, Magento services, Akeneo PIM, AEM, AI Chat Bots, Machine Learning, DevOps, QA Testing, Experience Design [Web/Mobile] and Digital Marketing. Our goal, culture, process, thinking and people are all aligned with providing fast-paced Digital Transformation Solutions. These solutions are driven by our deep knowledge, proprietary tools and passion to make a difference for our customers

415-692-5513
ziffity.com

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