



# PUBLIC TECHNOLOGY BUSINESS PARTNERSHIP

Partnerships have their rewards. Fusion's Public Technology Business Partnership offers a unique twelve-month opportunity to position your company as a thought leader and solutions partner with tangible benefits. The Public Technology Business Partnership, featuring a full suite of program offerings from Fusion's Public Technology Institute (PTI), provides a unique annual opportunity for in-depth, year-round engagement and visibility with thousands of government technology leaders across the country.



## About PTI

Since 1971, PTI has been a strong and vocal proponent for the advancement of government technology by offering thought leadership, content, consulting services, professional credentialing programs and other professional development and networking events aimed at assisting local/state tech executives to improve the management of IT service delivery, security, operations and infrastructure. It is the only national organization delivering technology and professional development programs, events and services to cities and counties.



## About Fusion

Fusion Learning Partners is an independent nonprofit organization that serves the public and civic sector with events, programs and services that inspire innovation for the greater good. We convene, connect and engage people and organizations so that they can discover innovative solutions to complex social problems. We are Minnesota-based organization with national reach and a focus on serving government technology leaders, technologists and functional staff with professional development programs, research and content delivery and consultation services.

# SCOPE OF PARTNERSHIP ACTIVITIES

Over a twelve month period, Fusion’s Government Technology Business Partners will have the opportunity to help develop content and share lessons learned, participate in professional development programs and events, and offer other resources that are both strategic and vendor neutral. Partners can choose between the following three tiers of partnership benefits that included both content development and delivery, as well as engagement and visibility opportunities.

**Solutions Partner**  
\$10,000

**Consulting Partner**  
\$5,000

**Content Partner**  
\$2,500

		<i>Content Development &amp; Delivery</i>
<div style="writing-mode: vertical-rl; transform: rotate(180deg);">Included for Solutions Partner</div> <div style="writing-mode: vertical-rl; transform: rotate(180deg);">Included for Consulting Partner</div> <div style="writing-mode: vertical-rl; transform: rotate(180deg);">Included for Content Partner</div>		Strategize with PTI staff periodically to identify 3 to 5 business partner priority areas or focus topics and possible outcomes. Then, working with staff, integrate business partner priorities into a program to address these priorities over the coming year.
		Provide a <b>30-minute “elective” webinar presentation</b> aimed at both graduates and current students of PTI’s Certified CIO courses (topic and date to be agreed upon by partner and PTI).
		Add “reflections/insight” that are included in the published analysis of PTI’s annual <b>State of City/County IT and Local Government Cybersecurity Programs</b> national surveys.
		Provide content and expertise for case-study in applications for <b>two stand-alone Fusion/PTI Branded webinars</b> .
		With staff and local government member officials, develop infographics or short reads that address new or pressing topics. Members are also invited to work with staff drafting PTI Best Practice Briefs.
		Join government technology leaders and participate in the development of the <b>AI and Cyber Summit and the GovIT Leadership Summit &amp; Symposium</b> (annual events). Note: this is separate from sponsorship opportunities where members will receive priority placements as well as member discounts on sponsorships.
		Provide monthly featured articles (12 articles total) for GOVIT Hub 365 (topic to be agreed upon by partner and PTI)
		Identify topics to be addressed in the update of the popular textbook <b>CIO Leadership: Emerging Trends and Practices</b> , and submit one chapter for inclusion. In addition to providing real-world experiences to the technology official, the textbook is used in several university continuing education/public administration programs.
		Offer their insight into the local government tech community via interviews as part of the <b>Sharkbytes.Net</b> podcast series.
		One time per year opportunity for a personalized consultation and market view/presentation (if travel is required, travel expenses are not included)
		Receive \$500 discount to participate as a student in either the Certified Government CIO (CGCIO) and Certified in Government Tech Leadership (CGTL) credential programs offered by PTI and Rutgers University Center for Government Services. As the name implies, both professional credentials focus on leadership in the public sector but are open and valuable to business partners.
		Receive a 10% discount to participate as a sponsor at list all events (can’t be used with any other discounts)
		Recognition and logo as a <b>Government Technology Business Partner</b> in PTI TechMatters Newsletters at PTITechnologyMatters.com

**FOR MORE INFORMATION OR TO BECOME A PARTNER**  
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