PUBLIC TECHNOLOGY INSTITUTE

A DIVISION OF FUSION LEARNING PARTNERS

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Because Innovation Begins with Learning

PUBLIC TECHNOLOGY INSTITUTE BUSINESS PARTNERSHIP PROGRAM

Be more than a vendor - become a partner! Our partners engage with government technology leaders to revolutionize civic technology for the benefit of efficient and effective service delivery across the nation.

The **Public Technology Institute (PTI)**, a division of Fusion Learning Partners, is offering a unique partnership program for select private sector industry partners to position their companies as thought leaders and solutions partners. PTI's Business Partnership Program provides opportunities for year-round strategic consulting, engagement and visibility with thousands of government technology leaders across the country.

About PTI

The Public Technology Institute is the only national organization dedicated exclusively to supporting local public sector IT leaders and their teams across all jurisdictions and organizations. We exist to elevate and empower local government technology professionals by offering expert, tailored consulting engagements, a suite of education certifications and certificates, professional learning and networking events, timely and impactful content, and a powerful membership community that helps them stay connected and lead with impact.

We're more than a training resource or an event host. PTI is a nationwide force helping the local government IT field solve problems, grow professionally, and connect with others doing the same work across the country.

Our community includes:

- An engaged and growing national community of senior public sector IT leaders with over 300 members and 500 alumni graduates!
- Up to 100 senior public sector IT leaders each year actively participating in the nationally-recognized CGCIO™ certification program.
- A contact list of over 8,000 government IT leaders and professional across the county.
- Over 60 publications sent out per year to over 8,000 contacts.
- Over 500 attendees per year at the annual GOVIT Leadership Summit & Symposium and up to 30 executive leaders convening at PTI's Annual Executive Summit.

For more information, contact: ckohn@fusionlp.org

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BUSINESS PARTNERSHIP DESCRIPTION

Business Partnerships are valid for up to a twelve-month period (depending on date of registration/ payment) between January and December of each year. As a PTI Business Partner, your company will have the opportunity to help develop content and share lessons learned, participate in educational programs and the annual GOVIT Leadership Summit & Symposium, and offer other industry resources that are both strategic and vendor neutral.

The following three tiers of partnership include a variety of opportunities to showcase your company's thought leadership, innovative solutions and customer success stories. Detailed descriptions of these benefits can be found on pages 3 & 4 and a Benefits-at-a-Glance can be found on page 5.

Consulting Partner ($15,000)

Our premier level provides the most comprehensive benefits to highlight your company's expertise and leadership by having a prominent and engaging presence at PTI's national leadership meetings, education programs, annual GOVIT Leadership Summit & Symposium, webinars, written content and membership activities. This is an ***exclusive***, invitation-only opportunity for ***three*** companies that represent diverse industry expertise, and have demonstrated success partnering with local government, a reputation for innovative thought leadership and broad national reach.

Solutions Partner ($10,000)

As a Solution Partner, your company will receive a wide range of speaking, content development and visibility benefits throughout the year with PTI's educational programs, annual GOVIT Leadership Summit & Symposium, webinars, written content and membership activities. This level of partnership is limited to twenty (20) partners taken on a first-come, first-served basis.

Supporting Partner ($5,000)

Our entry level partnership provides your company with a variety of opportunities throughout the year to participate, engage with and be visible to the national PTI community and a broader audience through the annual GOVIT Leadership Summit & Symposium, webinars, written content and membership activities. There are an unlimited number of Supporting Partner opportunities available during the year.

Annual Sign-Up Period

New and renewing Business Partnerships will be recognized and receive benefits for one calendar year from receipt of payment. Payments must be received within 30 days of registration in order to secure the partnership option selected and begin receiving partnership benefits.

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DETAILED DESCRIPTIONS OF BENEFITS (See also Benefits-at-a-Glance on Page 5)

Active Membership on the PTI Leadership Council (Consulting Partners Only)

The Council is THE national advisory body for all PTI programs, certifications, membership services, events and more. The Council is made up of 12 government technology leaders and 3 Consulting Business Partners. At monthly meetings and beyond, council members share their insights, identify emerging trends (technology, management, leadership), and share effective approaches to the management and leadership of the IT organization in local government. This is an excellent opportunity to position your company as a thought leader and strategic advisor, as well as build key relationships with influential government technology leaders.

Participation in PTI's Executive Retreat (Consulting and Solution Partners Only)

The Retreat is an intimate, invitation-only convening of senior technology leaders, visionaries, and decision-makers from the public sector. Designed to foster strategic dialogue, bold thinking, and meaningful connections, PTI's Executive Retreat offers a unique platform for leaders to explore emerging trends, share insights, and shape the future of public sector technology. ***An additional $2,500 sponsorship fee is required and space is limited to four individuals from four partners - first come, first served.***

Submissions to PTI Publications (Consulting and Solution Partners Only)

PTI regularly produces a number of publications including GOVIT 365 newsletter and published analysis of PTI's annual State of City/County IT National Survey and Local Government Cybersecurity Programs National Survey (distribution list of over 8,000), and the PTI membership newsletter (distribution list of over 200 gov tech leaders). Your company can showcase its knowledge and successful experience partnering with the public sector in these highly regarded and well-read publications.

Host a webinar discussion (Consulting and Solution Partners Only)

PTI offers a series of webinars throughout the year attended by PTI members and non-members. Your company has the opportunity to host one 45 minute webinar with a customer discussing a current or recent engagement.

Guest speaker and/or discounted enrollment in CGCIO™ (Consulting and Solution Partners Only)

The Certified Government Chief Information Officer (CGCIO™) is a nationally recognized and sought after certification, backed by Rutgers University Center for Government Studies, which builds the executive skills needed to lead with influence, sell strategies, and navigate the complex political and generational dynamics of today's local government landscape. Students in the 12 month, cohort program represent current and aspiring CIOs and other public sector leaders. Consulting and Solution Partners have the opportunity to participate as a guest speakers in one assigned class during the scheduled program. In addition, Consulting Partners receive guaranteed enrollment for one staff member at a discounted rate per partnership year in the program, and Solution Partners can enroll one staff member at a discounted rate per partnership year based on application approval and space availability.

PTI Membership Engagement (All Levels)

PTI membership connects local government IT professionals at all levels across all jurisdictions with the people, conversations, and ideas that matter most. Through our community, we provide real-time answers, trusted peer connections, and leadership growth throughout the year. Depending on the level selected, PTI Business Partners can connect with PTI members in the following ways:

- Partner Spotlight Email (Consulting & Solution Partners only) – one promotional email produced by your company and sent by PTI on your behalf to all PTI members. Promotional emails can spotlight a product, service, case study and/or an event.
- Partner Showcase (All Levels) - one article, white paper or promotional material posted to the Business Partner showcase area of the PTI members only portal.

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DETAILED DESCRIPTIONS OF BENEFITS (See also Benefits-at-a-Glance on Page 5)

Participation in the annual GOVIT Leadership Summit & Symposium (All Levels)

The GOVIT Leadership Summit & Symposium, the longest running national conference for the public sector, presents a unique opportunity for your business to gain a competitive edge. The event brings together over 500 SLED leaders and their teams from jurisdictions and agencies across the county for over two days of highly engaging learning sessions and curated networking opportunities. Participating in the Summit & Symposium gives your company a seat at the table to gain critical insights and strengthen relationships with decision makers from across the country.

Depending on the Business Partnership level selected and the add-on sponsorship package purchased, opportunities for thought leadership, engagement and visibility at this premier event include:

- Participate on a main stage panel discussion with SLED IT leaders, host a Fireside Chat discussion and facilitate a roundtable discussion (Consulting Partners Only) ***An additional $5,000 sponsorship fee is required.***
- Present a breakout session proposal – only 12 submissions will be selected (Consulting & Solution Partners)
- Participate in "Speed networking" with top level state and local gov tech leaders (Consulting & Solution Partners – limited spots available – first come, first served)
- Host a branded, private meeting table in a dedicated sponsor area of the main ballroom to facilitate networking (All levels – limited spots available – first come, first served)
- Receive a complimentary pass or passes to attend the event (All levels – number of passes provided depends on level of partnership)
- Sponsor select activities or events at the annual GOVIT Leadership Summit & Symposium for an additional fee, i.e. receptions, lunches, lanyards, etc. Sponsorship opportunities and their associated cost will be announced prior to the event and will be available on a first come, first serve basis. (Supporting Partners only)
- Provide branded give-away items at the annual GOVIT Summit & Symposium (All levels)
- Recognition as a PTI Business Partner with company name, linked logo and contact information listed on the annual GOVIT Leadership Summit & Symposium webpage, event mobile app and digital signage at the event (All levels)
- Receipt of attendee opt-in list for the annual GOVIT Leadership Summit & Symposium (All levels)

Discounted enrollment in PTI's suite of certificate programs (All Levels)

In addition to the CGCIO™ certification, PTI offers shorter certificate programs on topics including **Foundations of IT Leadership** and the **Certified Digital Services Professional certificate**. All Business Partners receive discounted rates to enroll staff in these programs.

Other recognition, visibility and engagement opportunities (All Levels)

- Recognition as a PTI Business Partner with company name, linked logo and contact information listed on Business Partner page of the PTI website and the PTI member portal.
- Recognition as a PTI Business Partner prior to every live webinar with company name and logo listed on screen.
- Invitation to attend all live PTI webinars and receive the attendee opt-in lists.
- Recognition as a PTI Business Partner prior to every in-person certificate training program offered with company name and logo listed on screen.

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BENEFITS-AT-A-GLANCE (See also Detailed Descriptions of Benefits on Pages 3 & 4)

Consulting Partner	Solution Partner	Supporting Partner	Partnership Benefits
	Consulting Partner $15,000 - *3 Available*	**Solution Partner** $10,000 - *20 Available*	**Supporting Partner** $5,000 - *Unlimited*
✔			Active membership on PTI Leadership Council: participate in monthly meetings of PTI's national advisory council.
✔			For an additional $5,000 sponsorship fee, participate in the following speaking opportunities at the GOVIT Leadership Summit & Symposium: one (1) main stage panel discussion, one (1) main stage fireside chat, and one (1) breakout roundtable discussion.
✔			500 word "reflections/insight" column in the published analysis of PTI's annual national surveys.
✔	✔		For an additional $2,500 sponsorship fee, participate in PTI's Executive Retreat: an intimate, invitation-only convening of senior public sector technology leaders. **NOTE: Space is limited to four sponsors and one representative per sponsor - first come, first served.**
✔	✔		Certified Government CIO (CGCIO™) Certification: • Guaranteed placement and a 20% discount to participate in the CGCIO™ program **(Consulting Partners only)** • Invitation to apply for the CGCIO™ program. **(Solution Partner Only)** **NOTE: Acceptance of application is based on meeting the criteria and available space in the program. Accepted applicants receive a 20% discount on the tuition rate.**
✔	✔		Present a 45 minute educational breakout session at the GOVIT Leadership Summit & Symposium. - **NOTE: Only twelve (12) session proposals will be selected.**
✔	✔		Participate in the "Speed Networking" event at the GOVIT Leadership Summit & Symposium with top state and local leaders. **NOTE: Space is limited - first come, first served.**
✔	✔		Host One (1) 45 minute webinar discussion with a customer on a current or recent engagement.
✔	✔		Submit one (1) article for publication in PTI's monthly member newsletter. (300 contacts)
✔	✔		Submit one (1) article for publication in PTI's GOVIT 365 newsletter. (8,000 contacts)
✔	✔	✔	Receive a private, branded networking table at the GOVIT Leadership Summit & Symposium. **NOTE: Space is limited and this benefit is first come, first served.**
✔	✔	✔	One article, white paper or promotional material posted to the Business Partner showcase area of the PTI members only portal.
✔	✔	✔	Receive a 20% discount for the tuition fees of any of PTI's certificate programs, i.e. Foundations of IT Leadership, Certified Government Digital Services Professional, etc. **NOTE: Discount code can be given to multiple customers for use.**
✔	✔	✔	Recognition as a PTI Business Partner with company name, linked logo and contact information listed on the GOVIT Leadership Summit & Symposium webpage, event mobile app and digital signage at the event.
✔	✔	✔	Invitation to provide branded give-away items at the GOVIT Summit & Symposium.
✔	✔	✔	Receipt of attendee opt-in list for the GOVIT Leadership Summit & Symposium.
✔	✔	✔	Recognition as a PTI Business Partner with company name, linked logo and contact information listed on Business Partner page of the PTI website and the PTI member portal.
✔	✔	✔	Invitation to attend all PTI-hosted webinars, receive recognition at the start of the webinar and receive the attendee opt-in lists.
✔	✔	✔	Recognition at PTI sponsored trainings/events and receive the attendee opt-in lists.
✔	✔	✔	Receive complimentary passes to attend the GOVIT Leadership Summit & Symposium (Consulting & Solutions Partners receive 3, Supporting Partners receive 2). **NOTE: Space is limited and this benefit is first come, first served.**
✔	✔	✔	Opportunity to sponsor select activities or events at the GOVIT Leadership Summit & Symposium. (i.e. receptions, Wi-Fi, lunches, awards, lanyards, swag etc.) **NOTE: Event sponsorships and their associated costs will be announced prior to the event and will be available on a first come, first served basis.**

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