



2026 PROSPECTUS

Find Your Path, Multiply Your Pipeline

Sheraton Downtown Denver
Denver, Colorado

August 10-12, 2026



Contents

Page 3: 2026 Highlights

Pages 4-6: Sponsorship Package Comparisons

Page 7: Exhibitor Booth Comparisons (*NEW 20x20 booth option!*)

Page 8: Hosted Buyer Sponsorships

Page 9: Hosted Buyer Overview

Page 10: A La Carte Sponsorships

Find Your Path, Multiply your Pipeline

2026 Prospectus Highlights



Total Attendees
1500+



Audience Personas
Key Decision Makers &
Industry Professionals

"For anyone serious about advancing the cause of connectivity, Mountain Connect is the place to be and be seen." - **J. Brent Legg**

"Mountain Connect is more than just another industry event; it's a convening of leaders committed to closing the digital divide" - **Gary Bolton**

"A not-to-miss event! Adtran has been a proud partner of Mountain Connect for years because it convenes operators, community leaders, and ecosystem partners who are advancing broadband in the US" - **Ashley Brown**

2025 Sponsors

NOKIA



GraybaR

Calix

PANDUIT



NEW Pipeline Valued Sponsorships

1

Hosted Buyer

Access to ISPs
actively purchasing
network
infrastructure and
services

2

Braindate

Unique concierge
lounge where you
pick the topics and
attendees

3

Main St. + High St.

A redesigned exhibit hall
featuring a Main Street
and High Street layout for
easier navigation, stronger
vendor visibility, and
natural networking zones

4

Roundtables

Host a roundtable for
stronger connections
and facilitating
industry problem-
solving topics

2026 Sponsorship Comparisons

	Conference Host	Coporate	Meal Sponsor	Exhibitor Reception	Platinum	Gold	Emerald	Bronze	Collaborator
Pricing	\$50,000.00	\$40,000.00	\$25,000.00	\$20,000.00	\$10,000	\$7,500	\$5,000	\$4,000	\$3,000
Availability	1	1	2	2	8	10	12	Unlimited	Unlimited
Pre-Event Marketing									
Logo placement in event emails	X	X	X	X	X	X	X	X	X
Logo and website link promotion	X	X	X	X	X	X	X	X	X
Promotion on social medial websites	X	X	X	X	X	X	X	X	X
Access to attendee list	X	X	X	X					
Post Event Attendee List	X	X	X	X	X	X	X	X	X
Conference Access Experience									
Room block reserve (two nights)	2 VIP suites	1 VIP suite	1 VIP suite	1 suite	1 Room	1 Room			
Conference passes	15	12	10	10	6	4	4	2	1
Morning Keynote	X (first day)	X (2nd day)							
Meal Keynote			X						
Facilitation of one prime slotted session			X	X	X	X			
10% Discount registration code for prospects/guests	X	X	X	X	X	X	X	X	
Discount for additional employee registrations	20%	15%	15%	10%	10%	10%	10%	10%	

2026 Sponsorship Comparisons cont.

	Conference Host	Corporate	Meal Sponsor	Exhibitor Reception	Platinum	Gold	Emerald	Bronze	Collaborator
Pricing	\$50,000.00	\$40,000.00	\$25,000.00	\$20,000.00	\$10,000.00	\$7,500.00	\$5,000.00	\$4,000.00	\$3,000.00
Availability	1	1	4	2	8	10	12	Unlimited	Unlimited
On-Site Marketing									
Gift inclusion in conference bag	X		X						
Logo inclusion on conference give-away		X							
Insert in conference bag (one page)	X	X	X	X					
Co-branded Welcome Banner	X	X							
General Session Ballroom Banner			X						
General Session Ballroom table advertising			X						
Welcome Reception banner		X							
Hotel Entrance Window Clings (4 windows)	X								
Registration Desk wall cling		X							
Exterior entrance window clings	X								
Hosted Beer/Wine bar with hors d'oeuvres				X					
Logoed cocktail napkins				X					
Hosted beverages/snacks - Exec. Briefing Room									
Logoed cocktail napkins									
Banner in Executive Briefing Room									
Conference center WiFi					X				
Conference onsite emails (300 character limit)					X	X			
Banners located at Beverage Stations					X				
Broadband 101 Passes for prospects					2	2	2	2	
Booth Discount	15%	15%	15%	10x20 incl.	10%	10%	5%	5%	

2026 Sponsorship Comparisons cont.

	Conference Host	Corporate	Meal Sponsor	Exhibitor Reception	Platinum	Gold	Emerald	Bronze	Collaborator
Pricing	\$50,000	\$40,000	\$25,000	\$20,000	\$10,000	\$7,500	\$5,000	\$4,000	\$3,000
Availability	1	1	4	2	8	10	12	Unlimited	Unlimited
Golf Tournament									
Title Sponsorship									
Lunch Sponsorship		X							
Foursomes included	2	2	1	1	1	Twosome	Twosome		
Logoed golf giveaway				X					
Welcome Banner	X								
Welcome Banner on Driving Range		X							
Hole Sponsor signs included	2	2	1	1	1	1	1	1	
Post Conference Marketing									
Promotion on Social Media Outlets	X	X	X	X	X	X	X	X	X
50-word description in post event thank you email	X								
Advertising continued post conference	X	X	X	X	X	X	X	X	X

2026 Exhibitor Booth Comparisons

	Superior	Deluxe Booth	Standard
Size	20' deep x 20' wide	10' deep x 20' wide	8' deep x 10' wide
Pricing	\$13,500	\$8,500	\$5,500
Availability	5	12	56
Pre-Event Marketing			
Logo placement in event emails	Prominent	Large	X
Logo and link on website	Prominent	Large	X
Promotion on social medial websites	X	X	X
Access to attendee list	X	X	X
Conference Access Experience			
Conference passes	5	3	2
On-Site Marketing			
Promotion during event on Mountain Connect social media channels	X	X	X
Logo inclusion in Conference App	Prominent	Large	X
Priority Booth placement	X	X	

2026 Hosted Buyer Sponsorships

	Premier Host	Preferred Host	Core Host	Lounge Sponsor	Reception Sponsor	Welcome Gift Sponsor (High-end w/logo)
Pricing *	30,000	24,000	\$18,000	\$15,000	\$20,000	\$10,000
Availability	3	6	10	1	1	1
Hosted Buyer Meetings**	10	8	6			
Pre-Conference Buyer First-look	X					
Priority Matching Consideration		X				
Curated Matchmaking	X	X	X			
Hotel Rooms (2 nights)	4	3	2	1	2	1
Conference Registrations	4	3	2	2	3	2

* Must be a Conference Sponsor to qualify
** Meetings are buyer-approved and pre-scheduled

Hosted Buyer Sponsor Overview

Hosted Buyer Selection Criteria & Sponsor Control *Principles*

- ISP employment with purchasing authority or direct influence
- Active Network build plans (*within 6 months*)
- Defined budget or funding source
- Clear solution categories of interest
- *Buyers opt-in to all meetings*
- *Buyers may decline any meeting request*
- *No forced, surprise, or onsite pressure meetings*
- *Industry vertical limitations will be established to encourage broad Hosted Buyer choice amongst Sponsors*

NOTE that the above principles will be heavily enforced.

2025 A La Carte Sponsorships

Sponsorship		Price per Item
Hotel Key Card	1	\$6,000
Lanyard Sponsor	1	\$4,000
Conference bag	1	\$5,000
Mobile app	1	\$5,000
6 Large Plaza Exhibit Columns (All 4 panel sides branded)	6	\$3000/Each Column
2 Columns Flanking Plaza Escalators (All 4 panel sides branded)	2	\$4000/Each Column
Plaza Ballroom Door Surround Wall Cling (door surround) 150 square feet	1	\$6,000
Plaza Escalator Overhang	1	\$3,000
4 Full sides of Plaza Lobby/Concourse Escalator Glass	2	\$7500/Each Side
Elevator Clings (28 sq ft)	6	\$2000/Each Door
BrainDate Lounge Sponsor - NEW (package details furnished upon request)	1	\$25,000
Wellness Lounge Sponsor - NEW (package details furnished upon request)	1	\$7,500
Exhibit Hall LED Screen Sponsor - NEW (package details furnished upon request)	1	\$12,000
Golf Tournament Title Sponsor	1	\$5,000
Golf Tournament Lunch Sponsor	1	\$3,500
Golf Registration Gift Sponsor	1	\$2,500
Golf Hole-in-One Sponsor	1	\$1,000
Golf Hole Sponsor	18	\$350