Exhibitor & Sponsor Brochure

www.descartes.com/usergroup
Descartes (Nasdaq:DSGX) (TSX:DSG) is the global leader in providing on-demand, software-as-a-service solutions focused on improving the productivity, performance and security of logistics-intensive businesses. Customers use our modular, cloud-based solutions to route, schedule, track and measure delivery resources; plan, allocate and execute shipments; rate, audit and pay transportation invoices; access global trade data; file customs and security documents for imports and exports; and complete numerous other logistics processes by participating in the world’s largest, collaborative multimodal logistics community. Our headquarters are in Waterloo, Ontario, Canada and we have offices and partners around the world.

The mission of the Descartes Global User Group is to provide an opportunity for users of Descartes solutions to learn more about both Descartes and our Partner solutions, network with other customers to share best practices and give feedback on future product direction. Evolution 2017 is a customer-driven event. Descartes’ Global User Group Steering Committee, comprised of annually elected representatives from customer companies, sets the direction of the event and collaborates with Descartes’ product management team to develop the program. Achieving logistics and supply chain excellence is an important strategic focus for Descartes’ 11,000+ customers and partners located in more than 170 countries around the world. Descartes Evolution 2017 is a forum for Descartes users and partners to share the solutions knowledge and operational best practices that are driving today’s world class supply chains.

Descartes’ Global User & Partner Conference, Evolution 2017, is taking place from Tuesday, March 28 to Thursday, March 30 at the Hilton West Palm Beach, 600 Okeechobee Boulevard, West Palm Beach, Florida, 33401, USA
Exhibitor Packages

As an exhibitor and sponsor of Descartes’ Global User & Partner Conference, Evolution 2017, you have the opportunity to benefit from excellent visibility and exposure to Descartes customers, United by Design Partners, Descartes Sales, Product Management and Executive Team. Business development opportunities at the conference include logo placement on key conference materials, a centrally located exhibit space, opportunity to set one-on-one meetings and options for pre/post conference mailings.

Platinum $17,500
- 4 Full Conference Badges
- Logo placement and “Platinum Sponsor” acknowledgement on conference registration site and on Descartes’ Global User Group Website
- Premium Logo placement throughout the conference with top partner positioning on all conference materials
- Co-Sponsor of Welcome Dinner – includes signage and acknowledgement during Dinner
- Sponsor of one meal function: breakfast or lunch
- User Group Event Application Sponsor
- Showcase your company and technology with premium exhibit positioning
- Co-Sponsor of the Technology Fair and Networking Reception, including signage
- Opportunity to include marketing collateral/product literature in conference registration package to be given to Descartes Evolution 2017 attendees (content subject to approval)
- One email communication to attendee list prior to or after the event (will be sent by Descartes on behalf of sponsor, content subject to approval)
- Attendees will receive a USB drive branded with your logo and loaded with your promotional materials along with the conference presentations
- Exhibit space: One skirted tabletop space, one exhibitor sign and one live electrical power strip
- Inclusion of sponsor logo in exhibit passport to help stimulate traffic for sponsors to engage in conversation around products and services offered
- Participation in Monday evening Partner Appreciation & Networking event

Gold $10,000
- 2 Full Conference Badges
- Logo placement throughout the conference, on registration site and Descartes’ Global User Group Website
- Co-Sponsor of the Technology Fair and Networking Reception, including signage
- Sponsorship of one meal function: breakfast, lunch or break (based upon availability)
- Opportunity to include marketing collateral/product literature in conference registration package to be given to Descartes Evolution 2017 attendees (content subject to approval)
- Exhibit space: One skirted tabletop space, one exhibitor sign and one live electrical power strip
- Inclusion of sponsor logo in exhibit passport to help stimulate traffic for sponsors to engage in conversation around products and services offered
- Participation in Monday evening Partner Appreciation & Networking event

Silver $6,000
- 1 Full Conference Badge
- Logo placement throughout the conference, on registration site and Descartes’ Global User Group Website
- Exhibit space: One skirted tabletop space, one exhibitor sign and one live electrical power strip
- Inclusion of sponsor logo in exhibit passport to help stimulate traffic for sponsors to engage in conversation around products and services offered
- Participation in Monday evening Partner Appreciation & Networking event

A la Carte Sponsorship Opportunities

Motivational Speaker Sponsor ........................................ $12,500
Golf Sponsor ............................................................. $10,500
Wi-Fi Sponsor .......................................................... $8,000
Branded Hotel Room Keys ........................................... $8,000
Water Bottles ............................................................ $6,500
Shoe Shine Booth ...................................................... $4,500
Lanyards ................................................................. $4,000
Branded Stress Ball ..................................................... $3,500
Notepads ................................................................. $3,500
Break Sponsorship ..................................................... $2,500
Branded Pens ........................................................... $2,000
Main Stage Sponsored Prize Giveaway, Sponsor/Exhibitor Plug .................................................. $750

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How to Participate...

If you are interested in exhibiting at Descartes Evolution 2017 or require additional information, please contact: Chris Varney, Vice President, Global Alliances and Channels, Descartes Systems Group, (t) +1.519.572.4564, (e) cvarney@descartes.com

Exhibitor Benefits At-a-Glance

<table>
<thead>
<tr>
<th>Benefit</th>
<th>Platinum</th>
<th>Gold</th>
<th>Silver</th>
</tr>
</thead>
<tbody>
<tr>
<td>Logo placement &amp; acknowledgement on event registration site and Descartes website</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
</tr>
<tr>
<td>One skirted tabletop space, one exhibitor sign &amp; one live power strip</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
</tr>
<tr>
<td>Inclusion of marketing collateral/product literature in registration package</td>
<td>✓</td>
<td>✓</td>
<td></td>
</tr>
<tr>
<td>Sponsor of one meal function: breakfast or lunch</td>
<td>✓</td>
<td>✓</td>
<td></td>
</tr>
<tr>
<td>Sponsor of one meal function: breakfast, lunch or break (based upon availability)</td>
<td></td>
<td>✓</td>
<td></td>
</tr>
<tr>
<td>Co-Sponsor of Welcome Dinner – includes signage &amp; special acknowledgement during dinner</td>
<td>✓</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Co-Sponsor of the Technology Fair and Networking Reception, including signage</td>
<td>✓</td>
<td>✓</td>
<td></td>
</tr>
<tr>
<td>Opportunity to send one email to attendee list (sent by Descartes on your behalf)</td>
<td>✓</td>
<td>✓</td>
<td></td>
</tr>
<tr>
<td>Branded USB with your promotional materials along w/conference presentations</td>
<td>✓</td>
<td>✓</td>
<td></td>
</tr>
<tr>
<td>Participation in Exhibit Passport</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
</tr>
<tr>
<td>Participation in Tech Fair evening event</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
</tr>
<tr>
<td>Exclusive invitation to Partner &amp; Sponsor pre-conference social event</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
</tr>
<tr>
<td>Evolution event registrations</td>
<td>4</td>
<td>2</td>
<td>1</td>
</tr>
<tr>
<td>Opportunity to add on À la Carte Sponsorship</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
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</table>