



1701 Pennsylvania Avenue, NW  
Suite 300  
Washington, DC 20006  
202.248.5411 Office  
202.351.0569 Fax  
www.ConVurge.org

33 North Dearborn Street  
Suite 1710  
Chicago, IL 60602  
312.223.1580 Office  
312.223.1590 Fax  
www.ConVurge.org

ConVurge Disclaimer: Out of respect for our clients' privacy, ConVurge has not included referential names on our website. To receive these names, please contact Jacki Van Hall.

## Private Sector:

"On behalf of my Partners I want to thank everyone at ConVurge for the excellent MobileGOV conference. ConVurge listened to our needs and more than met them. We look forward to attending their future conferences."

**~ President, New Energy Technologies, LLC**

"Our thanks to ConVurge for including CapWIN among the presentations at the MobileGOV. This was one of the most successful conferences we have attended in encouraging the kind of networking that is so important to technology development in the public sector."

**~ Executive Director, CapWin**

"SecureGOV 2006 is unique and one of those events that government officials the ones that cant get to regular conferences actually look forward to going to because they have an opportunity to discuss their fears with out the pressure of being pressured with sales and presentations from vendors. I am not just saying this from my standpoint but from what I have heard from Information officers say the same thing. It is a non pressure situation to talk about solutions without having to worry about being in a meeting or buying something."

**~ Director of Business Development, ISC2**

"SecureGOV provided AirDefense with a unique forum to spend one on one time with over a dozen government IT/security decision makers over a period of two days. It would have taken a considerable amount of time and effort for us to facilitate these meetings ourselves. The organizers worked hard to schedule individuals we wanted to network with. I strongly recommend SecureGOV to all security vendors interested in government customers."

**~ Chief Technology Officer, Air Defense**

"Some of the conversations that I heard were on target and I definitely appreciated the opportunity to sit in and hear what the government has to say as far as what issues and problems they are facing. I also enjoyed the opportunity to sit down with some key individuals from the department of defense such as John Hooder and Robert Lentz and gain an understanding of their prospective."

**~ IBM**

"I would like to thank you for inviting Authernative to Secure Gov 2006. It was a well-organized and useful marketing and educational event. I've got some good follow-up connections and look forward to explore these venues. I am pleased with services provided by all people on your team."

**~ CEO, Authernative**

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"SecureGOV 2006 provided me with intimate, personal meetings with decision makers that helped me understand their departments pressing concerns."

**~ VP Federal Operations, Secure Computing**

"The benefit of attending ArchitectureGOV 2006 is that it gave us the opportunity to talk to a lot of Federal agencies in a short amount of time. It eliminated the day-to-day travels and phone calls. Everybody is in one central location-it's very pleasant."

**~ Chief Enterprise Architect, Robbins-Gioia**

"ArchitectureGOV absolutely 100% opened doors for MEGA. We were able to close our 1st deal within 3 weeks of the event, and 3 deals within the first 4 months. We were able to go into several substantial contracts jointly as well."

"Overall, the event provides technical impressions and brings a social networking element instead of always being formal. You can build a relationship which is critical."

**~ VP, North & Latin American Operations, MEGA**

"We got about 50 phone sales calls a week about other industry events--each telling us they have the greatest one out there. I myself have been to a number of different events and have found ArchitectureGOV 2006 to be the best event I've ever been to. The event had the highest quality of attendee to vendor ratio, better than any other event that I've ever attended. ConVurge did a great job making sure that all our priority meetings were met and that we were able to meet with other people that we weren't scheduled to meet with. I would definitely come back next year!"

**~ GM, Systinet Federal, Systinet**

"Sessions with the thought leaders from different agencies allow us to learn what's going on with their technology and where they're going with their transition into information sharing and a lot of enterprise architecture"

**~ Director, Public Sector Strategies, BEA**

"This is our second year attending ArchitectureGOV and it's another successful event for us. There are three things we like as a vendor and focus on: 1. The nature of the topics is very key to our development of business with the federal government, 2. Intimacy, the small numbers and one-on-one sessions 3. Once you attend more than one event, you can come back and see the same folks, how they've developed, and continue to develop the business relationship which ultimately leads to doing business with these agencies."

**~ Federal Branch Manager, Information Builders**

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"The amazing part is the intimacy of the show. The meetings outside of the scheduled meetings were invaluable. There is definitely a high caliber of people attending. This saves us a tremendous amount of time. Within three days we accomplished what normally would have taken us 6 months."

~ **Chief Enterprise Architect, Phase One Consulting Group**

"I am very impressed with the format; this is a much more productive use of my time and resources."

~ **VP, Global Government, Sun Microsystems**

"There were just the right amount of people to speak with, it wasn't overcrowded at all, and we've received some great follow-up meetings already!"

~ **VP, Global Sales, Jobster**

"HrGOV 2006 allowed me to learn firsthand the Federal Government's pain points in implementing a pay for performance culture."

~ **Product Marketing Manager, SuccessFactors**

"This is by far the most effective way to do business, and I've tried everything; this has been the best investment we've made."

~ **CEO, President, Investigative Services Agency**

"By meeting with the senior leadership here and having them identify to us exactly who to follow up with, you have that ability to create a warm follow up with the reference from above."

~ **Vice President, Sales, Avaya**

"I think the opportunity for one on one and extended one on one meetings without the commotion of grabbing someone off the trade room floor is pretty unique."

~ **Director, Federal Programs, AirDefense**

"Most of the industry events you don't have this type of one on one discussion. At other conferences, you are amongst a cast of 100s or 1000s and there is no way to talk to someone who is either presenting or knowledgeable from a particular industry."

~ **Vice President, Verizon Federal**

"The most important thing I see from ConVurge is the fact that you get the opportunity to spend one on one time with decision makers, multiple times within a compressed time frame. It gives you the ability to understand and get reinforcement on both sides from the users needs and requirements and the ability to reinforce your offering and capabilities to meet those needs."

~ **Worldwide Sales Executive, IBM**

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"We had an opportunity with a particular agency that we were trying to move forward with and came to [NetworkGOV 2006] with one of the executives here and 6 months later turned it into a million dollar contract."

~ **Vice President, Federal Operations, CipherTrust**

"[SecureGOV 2005 was a] great opportunity to get real-time feedback from decision-makers and evaluators. [I appreciated] the ability to meet many more people than just the ten in the schedule. Good job arranging extra contacts!"

~ **Vice President, Federal Government Sales, Phoenix Technologies**

"[The ConVurge business] meetings give us access to the buying network of government officials which are normally hard to get in touch with. By doing so, it accelerates the buying process."

~ **Client Executive, Sogeti**

"This was an excellent forum/event to enable my organization to 'jump start' our sales efforts with government agencies."

~ **Senior Vice President, Sogeti**

"We are impressed with the quality of attendees. These people are truly willing to listen and share information. You know they are here for a reason."

~ **Vice President, Federal Operations, CipherTrust**

"[The ConVurge business meetings] provide more one on one time, which lets you have more time to discuss what's really important to the customer."

~ **Director of DHS/Civilian Agencies, Cingular Wireless**

"I am having a FABULOUS time. This event ranks head and shoulders above every other industry event I've attended."

~ **Senior Territory Manager Federal, Clearswift**

"Everything is as advertised. We are getting very good leads. [SecureGOV 2005] is better than other industry events because of the overall management and the layout. These little offices they set up for us, the delegates coming in on time, it's all run very smoothly. [The attending delegates] are definitely the right people to talk to-the right level."

~ **Senior Director, NitroSecurity**

"The unique format of SecureGOV 2005 makes the time well worth it. These one- on- one meetings provide an opportunity to better understand government needs and requirements."

~ **Worldwide Sales Executive, IBM**

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"[The ConVurge] social and professional environment was conducive to forming great relationships."

~ **Federal Sales Manager, Q1 Labs**

"ConVurge's HrGOV 2005 format was actually the only one I've ever attended where you're actually learning something! Each person I spoke to was really focused in our conversation and that attention was wonderful."

"I can't think of one HrGOV meeting that didn't go well! After each HrGOV meeting, I would sit in our Watson Wyatt business meeting area, taking notes of ideas that had come out of my previous appointment in order to discuss them with the next person."

~ **Practice Leader-Strategic, Watson Wyatt Worldwide**

"The business meetings were extraordinary & a wonderful opportunity to spend quality time with senior delegates."

"Last year when we attended ConVurgeGOV 2003, of our 27 business meetings, we have maintained relationships with about 10 of those folks and this year we have at least 10 maybe 15 who want call-backs to discuss further."

"This is the only seminar of this kind, that I know of, that attracts the quality CIO's and CTO's at the federal level and allows the accessibility for the vendors to get to know them better. I have not found an opportunity like this at any other trade show."

"Both ConVurgeGOV's (2003 & 2004) were extremely cost effective and time effective. I would highly recommend ConVurgeGOV, especially to a small business that wants to get a foothold in the federal space."

~ **VP, SiloSmashers**

"I didn't recommend SecureGOV to my competitors because I wanted to keep it to myself. I think this was the best thing since sliced bread. Meeting vendors in a focused environment like this was a benefit for both parties. SecureGOV 2004 was the best conference I've been to in 12 years of attending them!"

~ **VP Federal, WildPackets, Inc.**

"The best part of ConVurge's HrGOV 2005 forum was its innovative format, set-up to interact with government clients in a way that was non-threatening. Building a core relationship was effortless, making it pretty easy to just follow up. From a business perspective, ConVurge's HrGOV 2005 was a great conference."

~ **VP, VERTEX Solutions**

"Our NIST meeting at SecureGOV 2004 went very well. It provided a great chance to meet with some of the consumers to discuss ideas and solutions to help them. These meetings were very focused and they gave us time to talk to consumers."

~ **Director of Marketing, Network Intelligence**

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"I thought the HrGOV 2005 business format was excellent! It gave Oracle an opportunity to meet with high - ranking officials in the federal HR that would normally be somewhat apprehensive to talk because of the vendor relationship with the federal government. HrGOV 2005 was very relaxed. Oracle took the approach that we would not solicit or give out any marketing materials. This approach opened the door for questions to come up with some roadmaps for the government attendees from where to move off some of their solutions without absolutely putting the marketing materials forward from Oracle's perspective. I would recommend ConVurge forums absolutely, hands down, no doubt!"

**~ Senior HCM Solutions Manager, Oracle Corporation**

"SecureGOV 2004's concept, model and network opportunities were very good because the government attendees were more accessible than most traditional trade shows."

**~ Federal Operations, Account Executive, Actional**

"The format (of ConVurgeGOV 2004) provided us with a lot of information in a very comfortable setting. I think that the vendors and attendees were comfortable and didn't have the distractions of a traditional trade show." "We were able to talk with a group we don't usually get exposure to. They have different input and we give them different perspectives that they don't get from their own staff internally. As a result, they get more candid information and we receive a new and different approach to the agencies. It's very valuable."

"I plan on coming back. We are hoping for about 50% follow-up for legitimate opportunities, and that would justify us doing it again plus it was a lot of fun."

**~ Director of Government Sales, Visual Networks**

"The ConVurgeGOV 2004 business meetings were the work of many weeks or many months distilled down to a couple of days because everyone I wanted to speak to were all in one place. These were the right people and it seemed very practical."

"We will be able to develop business opportunities with these people, yes, without question."

"People seem generally less distracted here. I didn't see blackberries or cell phones being used too much. It seemed for a day and a half or so that everyone's attention was largely trained on both the content of our discussions and what we are going to do afterwards."

"I liked the meeting scheduler very much. We would not have been as productive if the meeting scheduling was random."

"I would say that for solution providers that have something substantial to bring to the government, this is a big bang for your buck type of event. I would highly recommend it. This is where the customers are."

**~ Director of Federal Sales, Ounce Labs**

"For me, personally, I hoped to gain a better understanding of federal government and how each agency works. For IBM, I hoped to help develop the business more quickly. I have successfully accomplished those goals at the SecureGOV 2004 forum and recommend ConVurge forums to other solution provider companies. The format works well with the relatively small sessions which provide quick turn around for business prospects."

"I will be recommending this event to my colleagues because ConVurge forums are a very useful way of making connections and getting to specifics, quickly."

**~ Director, Worldwide Sales, IBM Pervasive Computing**

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"I found the relaxed conversation at ConVurge's HrGOV 2005 very conducive to getting to know and understand people. I would highly recommend a ConVurge forum to any company that's interested in understanding the government community and what their needs are."

"Organization Metrics' objective for attending HrGOV 2005 was to let the government community know who we are and what we do; this was definitely accomplished. The one-on-one sessions gave Organization Metrics an opportunity to introduce our company to the right people who are in need of our services and products and who can make decisions about buying them."

**~ Managing Director, Organization Metrics**

"For me, meetings that go particularly well are those that are one-on-one, providing customer and vendor opportunities to talk through some specific scenarios. We gained a couple of phenomenal components that are coming down the pipe in the next month or two and quite honestly, I'm looking forward to next year's SecureGOV forum."

**~ Business Unit Executive, Americas Group, IBM Pervasive Software**

"SecureGOV 2003 was fantastic. It gave us the opportunity to meet with government officials who came with a vision of what they wanted and were looking for. It was a very productive use of our time as a solution provider. No time was wasted speaking to those who had no interest in what we had to offer."

"The facility was fantastic, the food was great, and the ConVurge staff did a great job at making sure our time was being used efficiently."

"The SecureGOV 2003 speakers were excellent and the utilization of everyone's time was extremely effective. Thank you ConVurge and we look forward to working with you again!"

**~ Business Unit Executive, IBM**

"The opportunity to meet people one on one and learn from them about the government experience and where opportunity might lie was very valuable. ConVurge's HrGOV 2005 met all of our expectations and I think beyond that, the intensive education that BrassRing received as newcomers to the federal market over the last three days has been invaluable. BrassRing looks forward to sponsoring more ConVurge events because they supply a unique place in the market for suppliers and agencies to get together in a relaxed environment to exchange ideas in a non-commercial setting. I highly recommend ConVurge!"

**~ EVP, BrassRing**

"SecureGOV 2003 was our first ConVurge event and I was impressed over and over again throughout these past three days."

"I was able to speak directly to the decision makers to understand their IT requirements and, in fact, have a number of follow-up meetings scheduled."

"I would recommend ConVurge events for any solution provider interested in really understanding the government's requirements in terms of their technology needs. It is the most direct approach to present solutions to the public sector customer. Thank you very much for the opportunity!"

**~ Wireless Specialist, IBM**

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"SecureGOV 2003 was my first ConVurge event and I found it to be a very refreshing, different and effective approach to targeting the government customer."

"The meeting format of SecureGOV is far superior than the traditional tradeshow format. The environment for developing partnerships was head and shoulders above any other I've experienced."

"The SecureGOV format is a far more spirited approach than the traditional trade show type of environment. I look forward to attending many more!"

"I would say that for any solution provider considering the public sector market, this event was well worth the investment!"

- **Business Unit Executive, IBM**

"SecureGOV 2003 was the best bang spent for my marketing dollars. It allowed us to get a good feel for the federal market needs and establish very solid relationships and potential revenue opportunities. I would definitely participate in another ConVurge event."

- **SVP, Gold Wire Technologies**

"The accommodations were great, the SecureGOV 2003 meetings were focused and well-utilized, and we met with people it would have taken months to get direct access to."

"The environment was relaxing and gave us the ability to find out the government's needs and communicate our value proposition in the federal market space."

"We viewed the past three days as a tremendous success and would like to thank ConVurge for the effort and opportunity."

"Great Job! One of the best events I have attended. Very focused agenda and having the ability to meet one-on-one with key individuals and discuss their needs will save us months!"

- **VP, Gold Wire Technologies**

"Gold Wire is a small company, so it is difficult for us to meet with such a wide range of government officials as we have here at SecureGOV 2003."

"The ConVurge format is a tremendous blend. The arranged meetings allowed us to get exposure to such a wide range of federal agencies that we never would have achieved in such a short period of time."

"ConVurge allows solution providers to really understand the needs of the federal market and allows a chance to generate a lot of potential opportunities."

"From my perspective, SecureGOV proved to be a tremendous success and a great use of our time, which is much appreciated these days!"

- **EVP, Gold Wire Technologies**

"SecureGOV was a complete success and ConVurge has been incredible. We had support instantaneously from the staff and they did an awesome job!"

"The networking opportunities provided through SecureGOV will launch our business into the stratosphere. We will be back for every future ConVurge event. Absolutely!"

- **CTO, CO2 Consulting Group**

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"SecureGOV 2003 proved to be a much more focused event with a much higher quality of attendees. Attendees were decision makers instead of just tire kickers."

**~ VP, Cryptek**

"It was a pleasure meeting the ConVurge team at conVurgeGOV 2003 in Hot Springs. The conference was a big success for MapInfo, and we met with several key government officials in a short period of time, which I am sure will pay off in the long run. The conference was well run. Thanks again for everything. I'm sure we will be looking forward to more conferences sponsored by ConVurge."

**~ Chairman, MapInfo**

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