Creating Infinite Possibilities.

2022 Exhibitor Prospectus
APPLICATION CONTRACT
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GENERAL INFORMATION

Installation Dates
Friday, September 16
1:00 PM-5:00PM
(with prior written show management approval)
Saturday, September 17
8:00 AM-5:00 PM
Sunday, September 18
8:00 AM-5:00 PM
Monday, September 19
8:00 AM-5:00 PM
Tuesday, September 20
8:00 AM-10:00 AM* (Touch up ONLY) *NOTE: All exhibits must be complete by 10:00 AM Tuesday

Exhibit Dates
Tuesday, September 20
12:15 PM-6:00 PM
Wednesday, September 21
1:00 PM-6:00 PM
Thursday, September 22
9:00 AM-1:00 PM

Dismantle Dates
Thursday, September 22
1:00 PM-9:00 PM
Friday, September 23
8:00 AM-4:00 PM

Questions Contact
SCTE
140 Philips Road,
Exton, PA 19341-1318
Attn: National Conferences
T: 610.363.6888
F: 610.884.7126
E-mail: expo@scte.org
scte.org
Why Exhibit at SCTE® Cable-Tec Expo®?

Join the industry as we come back together as a hybrid experience in 2022 to Create Infinite Possibilities.

SCTE Cable-Tec Expo is the most influential and largest cable industry learning and networking event in the Americas.

SCTE Cable-Tec Expo brings together thousands of professionals 100+ hours of learning, premier thought leaders and hundreds of innovative vendors with leading edge technology solutions.
SCTE Cable-Tec Expo Demographics

SCTE Cable-Tec Expo 2022: Creating Infinite Possibilities

SCTE’s Cable-Tec Expo — the largest cable telecommunications and technology tradeshow in the Americas — hosts thousands of attendees each Fall. Only at Expo can you find yourself at the nexus of content and service providers, technology partners, industry experts, and technology innovators.

Throughout the week-long event, participants discover the latest in cable technology and explore the future of connectivity. There is no other comparable, cost-effective setting to demonstrate cable technology, products, and services to the audiences that need them most.

SCTE Cable-Tec Expo is known across the industry and beyond as the venue for thought leadership, engineering innovation, and deal-making within the broadband telecommunications sector.

Past exhibitors and attendees have told us they left with rich insights that can:
- Drive revenue
- Streamline operations
- Increase customer satisfaction
- Improve employee preparedness

Join us to create infinite possibilities in 2022!

## Attendee Demographics

### Operator Attendees Effect on Decision Making

- **80%** Key Influencers and Decision Makers
- **64%** Evaluate and Recommend

### Operator Attendees by Job Function

<table>
<thead>
<tr>
<th>Job Function</th>
<th>Percentage</th>
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<tr>
<td>Operations (Field, Management, NOC, Headend)</td>
<td>30%</td>
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<tr>
<td>Engineering (Regional/Division)</td>
<td>19%</td>
</tr>
<tr>
<td>Executive Management</td>
<td>10%</td>
</tr>
<tr>
<td>Research/Product Development and Marketing</td>
<td>8%</td>
</tr>
<tr>
<td>Network Design</td>
<td>7%</td>
</tr>
<tr>
<td>Other</td>
<td>5%</td>
</tr>
<tr>
<td>Data/IT</td>
<td>5%</td>
</tr>
<tr>
<td>Business Services</td>
<td>4%</td>
</tr>
<tr>
<td>Purchasing</td>
<td>3%</td>
</tr>
<tr>
<td>Construction</td>
<td>3%</td>
</tr>
<tr>
<td>Warehouse, Dispatch, Customer SVC</td>
<td>2%</td>
</tr>
<tr>
<td>Training</td>
<td>2%</td>
</tr>
<tr>
<td>Sales/Sales Support</td>
<td>1%</td>
</tr>
<tr>
<td>Human Resources</td>
<td>1%</td>
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</tbody>
</table>

### Operator Attendees by Job Title

- **5%** Supervisor/Team Leader
- **9%** Technician/Installer
- **10%** CEO/COO/CTO/CIO/President/SVP/VP/AVP
- **17%** Director/Senior Director
- **18%** Engineering/Manager/Sales Engineer
- **20%** GM, Manager/Senior Manager
- **21%** Other

All details found in this information packet can be found at expo.scte.org.
Attendees From Sixty-Four (64) Countries Descend on SCTE Cable-Tec Expo Each Year to:

- Build technical expertise
- Keep pace with industry changes
- Explore the future of technology

- Hear from compelling industry speakers
- Improve proficiency for the deployment of technology
- Drive business results

**Attendee Demographics**

<table>
<thead>
<tr>
<th>Geographical Market</th>
<th>Percentage</th>
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<tbody>
<tr>
<td>USA/CANADA</td>
<td>89%</td>
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<tr>
<td>LATAM (LATIN AMERICA AND THE CARIBBEAN)</td>
<td>4%</td>
</tr>
<tr>
<td>EMEA (EUROPE, MIDDLE EAST AND AFRICA)</td>
<td>4%</td>
</tr>
<tr>
<td>APJ (ASIA, PACIFIC AND JAPAN)</td>
<td>3%</td>
</tr>
</tbody>
</table>

- Angola
- Albania
- Algeria
- Antarctica
- Antigua & Barbuda
- Argentina
- Armenia
- Aruba
- Australia
- Bahamas
- Belgium
- Belize
- Bermuda
- Bolivia
- Brazil
- Camaroon
- Canada
- Cayman Islands
- Chile
- China
- Colombia
- Costa Rica
- Croatia
- Cyprus
- Denmark
- Dominican Republic
- Ecuador
- Egypt
- El Salvador
- Finland
- France
- Germany
- Grenada
- Guam
- Guatemala
- Guyana
- Honduras
- Hong Kong
- Hungary
- India
- Indonesia
- Iran (Islamic Republic of)
- Iraq
- Ireland
- Israel
- Italy
- Jamaica
- Japan
- Korea, Republic of
- Kuwait
- Liberia
- Macedonia
- Malaysia
- Maldives
- Malta
- Mexico
- Myanmar
- Netherlands
- New Zealand
- Nicaragua
- Nigeria
- Norway
- Pakistan
- Panama
- Paraguay
- Peru
- Philippines
- Poland
- Portugal
- Puerto Rico
- Romania
- Russian Federation
- Saint Vincent & The Grenadines
- Saudi Arabia
- Senegal
- Serbia
- Singapore
- Slovenia
- South Africa
- Spain
- Sri Lanka
- Sweden
- Switzerland
- Taiwan, Province of China
- Thailand
- Trinidad & Tobago
- Turkey
- Turks & Caicos Islands
- United Arab Emirates
- United Kingdom
- United States
- United States Minor Outlying Islands
- Uruguay
- Venezuela
- Virgin Islands (U.S.)
- Zimbabwe
## ATTENDEE DEMOGRAPHICS

### Operator Attendee Companies

<table>
<thead>
<tr>
<th>Company Name</th>
<th>Company Name</th>
<th>Company Name</th>
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<tbody>
<tr>
<td>Access Communications</td>
<td>Cablevideo Digital S.A.</td>
<td>Eastlink</td>
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<tr>
<td>Adams Cable Service</td>
<td>Cablevision Fibertel</td>
<td>Easton Utilities</td>
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<td>All West Communications</td>
<td>Cablevision Systems Corporation</td>
<td>EATEL</td>
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<tr>
<td>Allen's TV Cable Service, Inc.</td>
<td>CABO TELECOM</td>
<td>Empire Access</td>
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<tr>
<td>Altice</td>
<td>Casavision</td>
<td>ETC Communications</td>
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<td>American Broadband Communications, LLC</td>
<td>Cass Cable TV, Inc.</td>
<td>Fidelity Communicaitons</td>
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<td>AMPLIA Communications</td>
<td>Centaur Communications</td>
<td>FLOW, Cable and Wireless, Ltd.</td>
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<td>Antietam Broadband</td>
<td>CentraCom Interactive</td>
<td>Frontier Communications</td>
</tr>
<tr>
<td>Armstrong Group of Companies</td>
<td>CenturyLink, Inc.</td>
<td>GBT Communications, Inc.</td>
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<tr>
<td>Arvig</td>
<td>Charter Communications, Inc.</td>
<td>GCI Communications, Inc.</td>
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<tr>
<td>Aster Comunicaciones S.A.</td>
<td>Cincinnati Bell</td>
<td>GigaRed SA</td>
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<td>Atlantic Broadband</td>
<td>Citizens Cablevision, Inc.</td>
<td>Glasgow Electric Plant Board</td>
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<td>ATNi One Communications</td>
<td>Citizens Telephone Cooperative</td>
<td>Golden West Cablevision</td>
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<td>AW Broadband</td>
<td>City of Loveland - Pulse</td>
<td>Grande Communications, Inc.</td>
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<td>Blue Ridge Communications</td>
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<td>Claro</td>
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<td>Hart Cable, Inc.</td>
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<td>Columbia Power &amp; Water Systems</td>
<td>HBC, Inc.</td>
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<td>Buckeye Broadband</td>
<td>Comcast</td>
<td>Hilliary Communications</td>
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<td>C3 Broadband Integration</td>
<td>Comporium</td>
<td>Hood Canal Communications</td>
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<td>C3 Pure Fibre</td>
<td>Consolidated Communications</td>
<td>Horizon Cable TV</td>
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<td>Cable &amp; Wireless Panama</td>
<td>Conway Corp</td>
<td>Horry Telephone Cooperative, Inc.</td>
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<td>Corporacion Multivision</td>
<td>i3 Broadband</td>
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<td>Cable and Wireless Communications</td>
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<td>Cable Bahamas, Ltd.</td>
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<td>ImOn Communications, LLC</td>
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<td>Cable One</td>
<td>Dansk Kabel TV</td>
<td>Inter Mountain Cable</td>
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<td>DirectLink</td>
<td>izzi Telecom</td>
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<td>CableColor</td>
<td>Docomo Pacific</td>
<td>Jupiter Telecommunications</td>
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<td>kbro</td>
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<td>Cableonda</td>
<td>East Ascension Telephone</td>
<td>Komro GmbH</td>
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All details found in this information packet can be found at [expo.scte.org](http://expo.scte.org)
## Operator Attendee Companies

<table>
<thead>
<tr>
<th>Korea Digital Cable Media Center</th>
<th>Northern Lights Communications, Inc.</th>
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<td>Liberty Global</td>
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<td>Television</td>
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<td>One Communication</td>
<td>por Cable Tepa</td>
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<td>Tele Columbus</td>
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<td>Telecable Sabaneta S.A.</td>
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ATTENDEE DEMOGRAPHICS
<table>
<thead>
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<th>ABB</th>
<th>ATEME</th>
<th>ATCI</th>
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<td>Avent Solutions, Inc.</td>
<td>ATEME</td>
<td>CATV Training Institute</td>
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<td>CASTUS Corporation</td>
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<td>CAS</td>
<td>Contract Technologies International, Inc.</td>
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<td>CAS</td>
<td>CTRI</td>
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</table>

All details found in this information packet can be found at expo.scte.org
EXHIBITING COMPANIES

Exhibiting Companies

Corning, Inc.
Cox Communications, Inc.
Craftmark Cable Markers
CSG International
Custom Tool Supply
Custom Truck One Source
Decisive Communications, Inc.
Defang Technology, Inc.
DekTec America, Inc.
Destiny Solutions
Deviser Instruments
DH Antenna/DH Satellite
Digicomm International, Inc.
Digital Adware, Inc.
Digitrace, Inc.
Double Radius
Dura-Line Corporation
Dycom
Eagle Comtronics, Inc.
Eagle Kingdom Technology Co., Ltd.
East Penn Manufacturing Co., Inc.
eClerx Customer Operations
Effiges
Electroline Equipment, Inc.
EMCORE Corp
EnerSys
Equipment Technology, LLC
Ericsson, Inc.
ESRI
Evertz
Evolution Digital
Excentis
EXFO
Falcon V Systems
Fechometal USA
Fiber Plus International
Fiberfox, Inc.
FiberOptic Resale Corp
Finisar Corporation
First Principles Innovations
FIS-Fiber Instrument Sales
Fortress Solutions
Fujitsu Network Communications, Inc.
GDI Technology, Inc.
GE Smallworld
General Machine Products (KT), LLC
GLDS
Go Simply Connect
GolFoton
Graybar
Guangdong Donyan Network Technologies Co., Ltd.
Guavus
Hangzhou Prevail Optoelectronic Equipment Co., Ltd.
Hangzhou Softel Optic Co., Ltd.
Hangzhou Tongxing Electronics Co., Ltd.
Harmonic, Inc.
Helkama
Hitron Americas
Holland Electronics
Hubbell Power Systems, Inc.
IBM
IMMCO, Inc.
Incognito Software, Inc.
Infinera
Infovalue Computing, Inc.
INNO Instrument America, Inc.
Innovative Systems
IntegraOptics
Intel Corporation
Intel Network Platforms Group
Intraway
Ionthis, Inc.
IPG Photonics
IQGeo
ISE Magazine
Ixia a Keysight Business
Jameson, LLC
JFW Industries
Jiangsu Yitong High Tech Co., Ltd.
Jonard Tools
Juniper Networks, Inc.
KAON
KGPCo
Klein Tools, Inc.
Kronback Tracers
Leyard and Planar
Liberty Global
LightBolt
## Exhibiting Companies

<table>
<thead>
<tr>
<th>Company Name</th>
<th>Company Name</th>
<th>Company Name</th>
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<td>Lindsay Broadband</td>
<td>Ningbo Huaye Broadband Network Equipment Co., Ltd.</td>
<td>Promptlink Communications</td>
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<td>Little Giant Ladder Systems (Wing Enterprises)</td>
<td>Ningbo Xingda Satellite TV Electronic Imp &amp; Exp Co., Ltd.</td>
<td>ProSys</td>
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<td>Lode Data Corporation</td>
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<td>PRP Stainless, Inc.</td>
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<td>Normann Engineering GmbH</td>
<td>Qianjin Electronic (Suzhou) Co., Ltd.</td>
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<td>Quanta Telecommunication Services</td>
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<td>Opwiwella</td>
<td>Rainbow Technology Corporation</td>
</tr>
<tr>
<td>Mega Hertz</td>
<td>opXL</td>
<td>Red Hat, Inc.</td>
</tr>
<tr>
<td>Metrological</td>
<td>Padtec</td>
<td>Ribbon</td>
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<tr>
<td>MEXFO</td>
<td>Paymentus</td>
<td>Rincon Technology</td>
</tr>
<tr>
<td>Microgrid Experience Center</td>
<td>PCT International, Inc.</td>
<td>Ripley Tools, LLC</td>
</tr>
<tr>
<td>Millennium</td>
<td>Peakview Solutions</td>
<td>Sagemcom USA LLC</td>
</tr>
<tr>
<td>Minerva Networks</td>
<td>Penguindata</td>
<td>SAM Seamless Network</td>
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<tr>
<td>MobiTV</td>
<td>Phoenix Broadband Technologies, LLC</td>
<td>SCTE IoT Working Group</td>
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<tr>
<td>Momentum Telecom, Inc.</td>
<td>Platinum Tools</td>
<td>SeaChange International</td>
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<td>Moore Communication Systems, LLC</td>
<td>Power &amp; Telephone Supply Co.</td>
<td>SED Systems</td>
</tr>
<tr>
<td>MP Instrument Co.</td>
<td>Power of Design Group</td>
<td>Sedona Systems</td>
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<tr>
<td>Multicom, Inc.</td>
<td>PPC Broadband, Inc.</td>
<td>Sencore-Wellav</td>
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<tr>
<td>Multiline, Inc.</td>
<td>Precision Optical Transceivers, Inc.</td>
<td>Senzyo</td>
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<tr>
<td>Multitel</td>
<td>Preformed Line Products</td>
<td>Sercomm Corporation</td>
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<tr>
<td>NCS Industries, Inc.</td>
<td>Primex Manufacturing, Ltd.</td>
<td>Servato Corp.</td>
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<td>NCTI</td>
<td>ProLabs</td>
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<tr>
<td>Neo Broadband, Inc.</td>
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</tr>
<tr>
<td>NETSCOUT</td>
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</tbody>
</table>
Exhibiting Companies

Shanghai Haihui Optic Technology Co., Ltd.
Shanghai Kin-Young Photoelectric Co., Ltd.
Shenzhen Dys Fiber Optic Technology Co., Ltd.
Shenzhen Justek Technology Co., Ltd.
Shenzhen Kejian Cable Network New Technology Co., Ltd.
Shenzhen Sanland Technology Co., Ltd.
Shenzhen Tibtronix Technology Co., Ltd.
ShinewayTech
Skylane Optics
Skyline Communications
Smartoptics
SOF.C.nl Holding B.V.
Southwold Enterprise Co., Ltd.
Special Product Co, dba SPC
SPECTRUM
Springbok Instruments
SRI Integration Services
SSIMWAVE, Inc.
Steren Electronics
Strategic Telecom Supply & Solutions
Sumitomo Electric Lightwave Supply Solutions, LLC
Synamedia
Syncworks
Taikan Company, Inc.
Taltech International, LLC
Tata Elxis
Tech Data
Technetix, Inc.
Technicolor USA, Inc.
Telco Systems
Telecast Products
Teleste Intercept, LLC
Televes USA, LLC
Tempo Communications
The Claims Center
Thomason Broadband Supply
Tii Technologies, Inc.
TIVO
TMD Holdings, LLC
Toner Cable Equipment, Inc.
Tulsat
TVC Communications
Universal Electronics, Inc.
US Ignite
Vecima Networks, Inc.
VeEX, Inc.
Vela
Vericom Global Solutions
Verimatrix
Versalift
Vertiv
VIAVI Solutions, Inc.
VMware
VoltAire Systems
Walker and Associates
WES, LLC - Worldwide Environmental Svcs
Westell Technologies, Inc.
Williams Communications, Inc.
WISI (formerly Inca Networks)
Witbe
Worldwide Supply, LLC
Wu Poleline Hardware, Inc.
XelecX
ZCorum
Zhejiang Huanshun Network Technology Co., Ltd.
Zhejiang Wanma Tianyi Communication Wire & Cable Co., Ltd.

All details found in this information packet can be found at expo.scte.org
01 Contract

The Contract Provisions and following Exposition Rules and Regulations become binding upon acceptance of the Application/Contract between the applicant, its employees and agents, and the Society of Cable Telecommunications Engineers, Inc., hereafter referred to as SCTE, and any additions and amendments thereto that may thereafter be established by the Society.

02 Adherence to Cable-Tec Expo Rules

Upon acceptance of the Application/Contract by SCTE Cable-Tec Expo Management, the exhibiting firm agrees to abide by the Exposition Rules, Application/Contract Provisions, and any revisions or amendments thereto made by SCTE. Exhibiting firms not complying with said rules, having knowledge of them or not, shall be subject to actions taken by SCTE. Such actions may include, but not be limited to, barring the participation of the exhibiting firm in this and future Expos.

03 Floor Plan

The arrangement of the exhibit spaces is shown on the floor plan. The dimensions and locations of exhibit spaces, exits and other structures are believed to be accurate but only warranted to be approximate. Furthermore, SCTE Show Management reserves the right to make such modifications, to whatever extent SCTE deems appropriate, to the official floor plan as may be necessary to meet the needs of the exhibitors and the exhibit program.

04 Space Assignment

Space will be assigned according to a Priority Point system, booth size or contract receipt dates depending on the round of booth assignments. Every effort will be made to assign exhibitors to one of their chosen spaces. However, SCTE reserves the right to make the final space assignment or change the space assignment after the acceptance of the Application/Contract, should it be necessary and in the best interest of the Expo.

05 Payment & Collections

Applications for space must be accompanied by the required fifty percent (50%) payment per instructions on the Application/Contract. The final, fifty percent (50%) deposit is due June 21, 2022. Accepted forms of payment include check, wire transfer, or credit card. Credit card payments are subject to a 3% convenience fee. Exhibitors failing to make the required final exhibit space payment as scheduled shall forfeit their right to participate as an Exhibitor and lose their deposit. Applications failing to comply with the required payment will be delayed in the processing and assignment of space. All deposits or payments made under this Agreement must be made in United States dollars and any other negotiable instruments must be drawn upon a United States bank.
05 Payment & Collections (continued)

B No cancellation shall be acknowledged unless it is received by SCTE in writing. The date upon which the notice of cancellation is received shall apply as the official date of cancellation. Upon receipt of written cancellation from the exhibiting firm, SCTE will acknowledge such receipt in writing.

C Unless otherwise agreed by both parties in writing, the only terms applicable to cancellation are those under this paragraph. Should an exhibitor cancel from the show, the following shall apply:

1 The exhibiting company shall forfeit the entire amount paid for the reserved space.

2 If an exhibiting company cancels on or before June 22, 2022 and the SCTE Cable-Tec Expo is completely sold out of available exhibit space at the time of the show, the exhibiting company is entitled to fifty percent (50%) refund of deposits paid. The refund will be mailed approximately six (6) weeks after the close of the show.

D Upon notification of cancellation, SCTE has the right to resell the space vacated.

E Exhibitors reducing or downsizing the amount of square footage contracted will be subject to the same cancellation penalties listed in 5A-D.

06 Service Order Kit

A Service Order Kit (SOK) will be sent to exhibiting firms in good standing approximately eight to ten (8–10) weeks prior to SCTE Cable-Tec Expo. The SOK contains important information and order forms for the services offered by the Official General Contractors, including drayage, booth furnishings, labor, audio/visual, electrical, telephone, etc.

07 Shipping/Handling & Receipt of Freight

The Official Contractor for the receipt of the exhibit materials and delivery of these materials to the exhibit space will be designated in the Service Order Kit (SOK). Shipment of exhibit materials, whether by motor freight (common carrier) or air, should be forwarded in accordance to the specific instructions given by the Official Contractor in the SOK. Exhibit materials should always be sent prepaid with a copy of the Bill of Lading forwarded to the Official Contractor. All materials should be sent to the locations designated. Nothing should be sent to the exhibit site unless the exhibitor has made prior arrangements with the Contractor. Exhibit materials will be received at the exhibit site on move-in days only. The majority of motor freight and air freight companies do not deliver on weekends.

08 Exhibit Standards

SCTE has the right to prohibit any exhibit or part of an exhibit which in its opinion is not suitable to, or in keeping with, the character or purpose of SCTE Cable-Tec Expo. Questionable exhibits shall be modified at the request of SCTE.
**09 Exhibit Booths & Displays**

Island Booth Designs with all dimensions must be submitted to show management for approval by August 5, 2022. Submit renderings to expo@scte.org.

**A Island Booths**

**ISLAND EXHIBITS**

Example: 30’ x 50’ Space (SEE FIGURE A)

Interiors 50% (22’ Height Limitation) / Exteriors 50% (16’ Height Limitations)

Island booths are defined as booths with aisle on all four (4) sides. All others are defined as linear booths. (SEE FIGURE B)

The interior fifty percent (50%) of an island booth must not exceed twenty-two-feet (22’) in height. The exterior fifty percent (50%) of an island booth must not exceed sixteen-feet (16’) in height.

Interior fifty percent (50%) example: thirty-feet by fifty-feet (30’ x 50’) space, seven-and-a-half-feet (7.5’) from each end (on the long side) and twelve-and-a-half-feet (12.5’) in from each end (on the short side)

Island Exhibits with solid walls on the perimeter, must have at least twenty-five percent (25%) of each solid wall open. The exhibits behind the display with the solid wall must be visible from either inside the exhibit proper, or from at least one adjacent aisle. This rule applies only to the outside perimeter and up to the sixteen-feet (16’) level. (SEE FIGURE C)

*Note: The outside perimeter is defined as falling within three-feet (3’) of the outermost portion of the contracted space.*
RULES AND REGULATIONS

B Vehicles (tractor trailers, buses, vans and automobiles) may only be displayed in an island exhibit. Vehicles with solid walls on the outside perimeter of their island exhibit, must have at least twenty-five percent (25%) of each solid wall open. The exhibits behind the display with the solid wall must be visible from either inside the exhibit proper, or from at least one adjacent aisle. This rule applies only to the outside perimeter and up to the sixteen-feet (16’) level. Note: The outside perimeter is defined as falling within three-feet (3’) of the outermost portion of the contracted space.

C Linear Booths
Linear booths (side-by-side) will be provided with an eight-foot (8’) curtain back wall, dividing three-foot (3’) side rails and a booth I.D. sign at no additional charge. Exhibits/Displays may be placed in the area not more than five-feet (5’) forward from the back wall of the booth, and up to a height not to exceed eight-feet (8’) from the floor and ten-feet (10’) if against a wall. All parts of the exhibit display in any portion of the booth beyond five-feet (5’) from the booth back wall shall be placed not to exceed four-feet (4’) in height. Linear booths may not have enclosed conference rooms.

D No advertising logos, displays, signage or exhibit structures may exceed the height limitation. The height limitation will be strictly enforced without exception. Bridging of booths across an aisle for any reason, and by any means, is prohibited.

E Double-Decker exhibits are strictly prohibited under all circumstances. Exhibits referred to as multi-story and/or raised meeting platforms are also strictly prohibited.

F All unfinished parts of an Exhibit/Display that are exposed and facing an aisle or neighboring exhibitor must be curtained off at the exhibitor’s expense.

G Rigging of signs and/or apparatus is strictly prohibited for booths less than twenty-feet by twenty-feet (20’ x 20’) and will be removed at the exhibiting company’s expense. Larger booths may install rigging no greater than twenty-two-feet (22’) in height and must meet a scheduled rigging deadline.

H Exhibits/Displays not meeting these specifications, or which in design, operation or otherwise, are objectionable in the opinion of SCTE will be modified to meet these specifications.

10 Use of Exhibit Space

A Exhibitors shall reflect their institution’s highest standard of professionalism while maintaining the booth during show hours. The booth must be maintained by at least one company representative at all times during the show’s operation.

B Assignment: Exhibitor shall not have the right or power to assign any of its rights or obligations under this Agreement to any other party without the prior written consent of the Association. Subject to the foregoing, this Agreement shall be binding upon and shall inure to the benefit of the parties and their permitted successors and assigns.
C Exhibitors are prohibited from making direct sales on the exhibit floor. No selling or order-taking is permitted. Display space and time is only for the purposes of making contacts, demonstrating products and answering questions.

D All demonstrations and exhibits must be confined to the contracted space. Visitors to the booth must be contained within the perimeters of same. No overflow into the aisles will be permitted due to fire regulations.

E Exhibiting companies using live entertainment germane to their exhibit must complete the “Live Entertainment Form” and submit a scale schematic drawing indicating the location of staging, sound system and audience area to SCTE.

F The use of strolling entertainment is strictly prohibited.

G Products of firms not exhibiting may not be displayed or advertised in any exhibit area or elsewhere in the convention hall and/or any participating SCTE Cable-Tec Expo hotel.

H Lighter than air (i.e., helium) filled items are forbidden on the exposition floor.

I Use of glitter, confetti, smoke, and similar decorative items are not permitted on the exhibit floor.

J No animals, reptiles, birds, fish, or insects may be used as part of any exhibit.

K Exhibitors desiring to host meetings or functions outside of the normal show hours are subject to approval from SCTE/Show Management and will be responsible for covering the cost of additional security.

11 Sound Level Restrictions

A strict maximum sound level of seventy decibels (70 db) will be maintained on the exhibit floor. SCTE show management will monitor the sound level of each individual exhibiting company during show hours. Measurements will be taken at a distance no greater than ten-feet (10’) from the offending display. Demonstrations found to have objectionable sound levels will be shut down. The decision on what is distracting rests solely with SCTE show management. The exhibitor acknowledges and accepts that SCTE has full authority to disconnect power to the exhibitor’s sound system. Any cost connected with this forced compliance will be at the Exhibitor’s expense.

12 Exhibitor Service Desk

Provisions will be made to maintain service in, or near, the Exhibit Area at an Exhibitor Service Desk. The desk will be staffed by the Official General Contractor(s) throughout the Expo’s installation, operation and dismantling periods. The Service Desk will be open daily during the normal “working hours” of 8 AM-5 PM unless otherwise noted.
13 Official Contractors

SCTE has selected Official Contractors to provide services and furnishings for this show. The purpose of these contractors is to provide quality service and products to exhibitors at a competitive rate in a safe and timely fashion, thereby assuring a smooth and problem-free show. The following services and furnishings must be provided by the Official Contractors whose forms will appear in the Service Order Kit (SOK):

- Security, cleaning and janitorial services
- Freight handling in/out
- Electrical, plumbing, telephone
- Cable services and rigging
- Erecting or dismantling an exhibitor’s display
- Lead-tracking

14 Third-Party Contractors

A. Exhibitors utilizing third-party contractors agree to submit a completed Third-Party Contractor Notice with proof of insurance by the designated due date. Third-Party Contractor Notices are available under Exhibitor Forms at expo.scte.org.

B. Exhibitors utilizing third-party contractors agree to indemnify and hold harmless the Conference Sponsor(s), the Show Management and the Exhibit Facility from any and all liability, including attorney’s fees, which may arise due to the third-party contractor’s presence or actions.

C. All third-party contractors must maintain the following General Liability Insurance Coverage:

1. General Liability, broad form: one million dollars ($1,000,000);
2. Automobile Liability and Auto: one million dollars ($1,000,000);
3. Workers’ Compensation as required in the state the SCTE Cable-Tec Expo is located; and
4. Employers’ Liability: one hundred thousand dollars ($100,000). Umbrella Form Excess Liability may be used to bring coverage levels up to these requirements. In addition, the policy must name as additional insureds: SCTE, SCTE Cable-Tec Expo Management and the Exhibit Facility.

5. Include additional named insured: SCTE, a subsidiary of CableLabs, SCTE Cable-Tec Expo Show Management, Freeman Decorating Co., The Pennsylvania Convention Center Authority

15 Installation of Exhibits

A. Exhibitors may have access to the Exhibit Area starting at the beginning of the installation period. The “working hours” during installation begin at 8 AM and end at 5 PM unless otherwise designated. Requirements for services before or after these times must be arranged through the appropriate contractor.
15 Installation of Exhibits (continued)

B The exhibitor must have the installation of his display, and his exhibit area, complete at least one-and-a-half (1.5) hours before the opening of the show. Any booth with a crated display remaining unattended four (4) “working hours” prior to the end of the installation period will be erected or put into storage at the discretion of the SCTE Cable-Tec Expo Management, unless otherwise notified by the exhibitor in advance.

All charges for labor, etc. will be applied to the exhibitor of record. Firms not utilizing their space by the mandatory time of completion shall forfeit the use of that assigned space. SCTE reserves the right to use the space without further obligation, i.e. refund, loss of business or disparagement or liability, etc.

C All empty crates, upon erection of the display, shall be labeled as such and properly identified with the company name and booth number for removal by the Official General Contractor from the exhibit floor. All empty crates and cartons must be properly identified to facilitate their delivery by the contractor at the close of the show.

D The exhibit facility does not provide a storage service for “empties” but will maintain a janitorial service of the aisles, entrances and exits in the exhibit area.

16 Booth Sharing & Program Listing

SCTE will allocate housing and badges based on the square footage of the primary exhibiting company only. Distribution of housing and badges is the primary exhibiting company’s sole decision and responsibility. Separate program listings for partnerships, subsidiaries and/or joint ventures will be accommodated through the submission of a Directory Listing Form. This separate listing does not necessitate additional submission of funds. Exhibitor points will be awarded only to the company named on the Application/Contract and cannot be split or shared.

Note: Companies are allowed to share booth space as long as there is at least one (1) ten-feet by ten-feet (10’ x 10’) booth per company (i.e., two (2) firms cannot share a ten-feet by ten-feet (10’ x 10’) booth; they may share a ten-feet by twenty-feet (10’ x 20’) or larger).

17 Exhibit Operations & Activities

A Exhibitors are held liable for compliance with the SCTE Cable-Tec Expo Rules as set forth herein and are therefore responsible for informing their third-party contractors of the rules.

B Distribution of printed matter, souvenirs or any other forms of advertising is forbidden in the corridors or lobby of the convention facility, hotels or exhibit areas. No activities will be permitted in any exhibit space that are contrary to the law, the rules of the SCTE Cable-Tec Expo or exhibit facility or that will disturb exhibitors in the immediate area. The exhibit booth must be maintained by at least one company representative at all times during the Expo’s operation. All displays, equipment, booth furnishings, product demonstrations, prize drawings and marketing/promotional activities, including surveys of any nature conducted by the exhibitor or a contracted survey firm, must be confined to the booth.
17 Exhibit Operations & Activities (continued)

C Materials, equipment or activities which detract from the atmosphere of the Expo or which disturb exhibitors are prohibited. Costumed personnel or mannequins must not be offensive or disruptive in their appearance or dress.

D No public address announcements.

18 Dismantling & Removal of Exhibits

A The packing of merchandise and dismantling of Exhibits/Displays shall not start until after the show’s closing. Empty crates and cartons will not be delivered until this time. Early removal of equipment prior to the show closing is strictly prohibited. Exhibitors will not be permitted to remove any of their show equipment or display materials from the facility between the opening or closing of the exposition without special written permission from SCTE.

B Exhibitors found in violation of the Early Dismantle clause contained in the Application/Contract will be subject to penalties including, but not limited to: one (1) year’s loss of exhibitor points and a letter to the exhibiting company’s CEO notifying him/her that their company performed unprofessionally. The letter will list all penalties that apply to early dismantling of exhibit booths.

C Arrangements for the use of exhibitor services, i.e. labor and/or shipment of exhibit materials from the show site should be made well in advance of the show’s closing. Materials left in the booth after the show not packed/crated or covered by a bill of lading for shipment will be packed, shipped or stored at the discretion of the Official Contractor and all expenses will be charged to the exhibitor of record. The exhibit hall must be cleared of all exhibit materials by the end of the dismantle period.

19 Safety

A Fire regulations require all display material used for decoration to be flameproof.

B Any and all electrical equipment, including signs and lights, shall be in good operable condition and able to pass the inspection of the local Fire Underwriters Inspection Bureau. Each exhibitor agrees to be knowledgeable and responsible regarding ordinances and regulations pertaining to health, fire prevention, and public safety while participating in the Expo.

C The use of flammable materials, necessary to the purpose of the exhibit where no other alternative can be used, must first be brought to the attention of SCTE in writing not less than ninety (90) days before the show’s opening, for approval.

20 Security, Liability & Insurance

A Security guards shall be provided during the closed hours of the Expo. The furnishing of the guards shall not increase the liability of SCTE. After show hours, only those Exhibitor personnel properly identified and with the permission of SCTE may enter the exhibit area.
RULES AND REGULATIONS

B  SCTE, its agents and employees will not be liable for failure to hold the SCTE Cable-Tec Expo as scheduled, nor will Exhibitor be liable, if failure to meet its contractual obligations are the result of any act of God, or other Force Majeure event including but not limited to fire; public enemy; strike; epidemic or public health emergency; act of war or terrorism; or any law, regulation or order of public authority, or any other reason outside of a either party's control which makes it impossible or impractical to do so. In that event, any payments made by Exhibitor will be refunded in full. Should the SCTE determine it necessary to relocate or reschedule the SCTE Cable-Tec Expo due to such an event, Exhibitor may terminate this contract without penalty or, at its sole discretion, request that any payments made thus far be applied as a credit toward any future expo that SCTE holds within the following twelve (12) month period.

C  Neither will SCTE, the official service contractors, the exhibit facility, its members, nor the representatives and/or employees thereof be responsible for injury, loss or damage that may occur to the exhibitor, or the exhibitor’s employees or property from any cause whatsoever, prior, during or subsequent to the period covered by the Application/Contract.

D  Exhibitors agree to maintain and provide proof of such insurance that will fully protect SCTE from any and all claims of any nature whatsoever, including claims under the Workmen’s Compensation Act, and for personal injury, including death which may arise in connection with the installation, operation or dismantling of the exhibitor’s display. Exhibitors agree to maintain insurance for single limit coverage of not less than one million dollars ($1,000,000) for their employees, agents, contractors, representatives and guests present at the show as follows: This must include workers compensation/employers liability of one million dollars ($1,000,000), comprehensive general liability insurance of one million dollars ($1,000,000), and commercial automobile liability insurance of one million dollars ($1,000,000). Include additional named insured: SCTE, a subsidiary of CableLabs, SCTE Cable-Tec Expo Show Management, Freeman Decorating Co., The Pennsylvania Convention Center Authority. Exhibitor must provide proof of insurance to show management by the designated due date.

E  Damage to inadequately packed property is the exhibitor’s own responsibility.

F  Damage to the facility housing the Expo, caused or done by the exhibitor, shall be replaced or repaired at the expense of the exhibitor. Additionally, the exhibitor agrees to protect, save and hold harmless SCTE and the Exposition Facility of and from all loss, liability and/or damage whatsoever, caused to the facility housing the Exposition, or any part thereof, directly or indirectly.

G  Exhibitors are advised to add on to their existing insurance a portal-to-portal rider at a nominal cost, protecting them against the loss/damage to their materials by fire, theft, accident, etc.
21 Hospitality Suites & Meeting Rooms

A All companies that wish to host Meetings and/or Hospitality Suites must also have contracts for an exhibit booth on the SCTE Cable-Tec Expo floor; if not, they may be prohibited or subject to an additional suite surcharge. Exhibitors requiring the use of meeting rooms in participating SCTE Cable-Tec Expo hotel(s) must obtain written authorization from SCTE and absorb cost of rental and additional expenses. Limited meeting rooms are available in the Exposition Facility on the SCTE Cable-Tec Expo floor.

B The term Hospitality Suite shall include any open room with readily available food, drink and/or entertainment where announced or advertised.

C Meeting Rooms/Hospitality Suites shall be inoperative during the convention sessions, exhibit hours and authorized hospitality functions. They may begin at the close of the convention sessions or exhibit hours, whichever ends last. Meeting Rooms located on the exhibit floor may be open during exhibit hours only. Food, drink and/or entertainment must be cut off by 11 PM when Hospitality Suites are located in sleeping room areas.

D All Hospitality Suite or press conference signs must be located in the exhibitor’s booth and not in the Convention/Exposition facility, hotel function spaces, hallways, lobby, on elevator walls, etc. The exhibitor will be billed for cost of removal and damages incurred by improperly placed signs.

E No hospitality events are permitted in the show floor, in booths outside official exhibit hours.

22 Publication Bins

All trade press periodicals, journals and literature must be distributed from the Official Publication Bins located in or near the Exposition Facility. SCTE must be notified at least forty-five (45) days prior to the show if a Publication Bin(s) is required and prepay for the rental of such space. For more information please contact Zenita Henderson at zhenderson@scte.org.

23 Distribution of Promotional Materials

SCTE must approve the distribution of any and all promotional materials intended for distribution to guest rooms of the official convention hotels. Companies distributing their materials in this fashion without prior approval of SCTE will be subject to forfeiture of their exhibit space without refund. Distribution, upon authorization by SCTE, is subject to individual host hotel restrictions and fees. No material may be placed in registration areas or public space within the exposition facility. For more information contact Zenita Henderson at zhenderson@scte.org.
24 Special Functions

A  Exhibitors agree that their sponsored activities will not conflict with SCTE Convention/Exposition hours, program sessions, or SCTE sponsored hospitality functions.

B  In order to coordinate the scheduling of special functions, all requests for these functions must be submitted in writing to SCTE. Assignment of space for special functions is subject to availability and receipt date of the written request. Such functions may in no way interfere with the success of the show. What constitutes interference with the success of the show shall be determined at the sole discretion of SCTE.

25 Admission Policy

A  SCTE shall have sole control over all admissions of persons. All persons visiting the exhibit area will be admitted according to the rules and regulations of the SCTE Cable-Tec Expo as established by SCTE.

B  Due to liability concerns, persons under the age of eighteen (18) must be accompanied by an adult wearing a badge and will not be permitted on the show floor during the hours of installation and dismantle regardless of relation, affiliation or circumstances. Any exception must be cleared in advance through SCTE.

C  Altered Badges: Security guards may ask for identification to substantiate the identity of the badge holder. Use of badges by anyone other than the person to whom the badge was issued will be grounds for confiscation of the badge.

26 Exhibitor Badges

Exhibitor personnel may be registered on a complimentary basis per the chart below, for admittance to the exhibit hall and Opening General Session. Additional badges may be purchased, see chart below. Distribution of complimentary exhibitor badges is contingent upon compliance with housing policies.

<table>
<thead>
<tr>
<th>EXHIBITOR BADGE ONLY RATES</th>
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<tbody>
<tr>
<td>CAP Partner</td>
</tr>
<tr>
<td>10 comp badges per 100 sq. ft, up to a maximum of 250</td>
</tr>
<tr>
<td>2 comp badges per 100 sq. ft.</td>
</tr>
<tr>
<td>Standards Partner</td>
</tr>
<tr>
<td>5 comp badges per 100 sq. ft, up to a maximum of 250</td>
</tr>
<tr>
<td>Additional badges at $50</td>
</tr>
<tr>
<td>Regular Exhibitor</td>
</tr>
<tr>
<td>2 comp badges per 100 sq. ft.</td>
</tr>
<tr>
<td>Additional badges at $50</td>
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</tbody>
</table>

27 Badge Changes

A ten-dollar ($10) fee will be charged for all badges replaced on-site, whether lost or for substitutions. The company name, city and state will appear on the badge exactly as stated on the registration form.
28 Complimentary Registrations

Distribution of complimentary full registrations and Exhibit Hall badges is contingent upon compliance with housing policies. Transferable complimentary Full Attendee Registrations for all sessions will be issued to each Member company contracting exhibit space, based on membership type and size of booth. Additional discounted full registrations may be purchased at published registration rates according to the table below.

### EXHIBITOR/GUEST COMPLIMENTARY FULL TRANSFERABLE CONFERENCE BADGES

<table>
<thead>
<tr>
<th>Booth Size</th>
<th>CAP Partner/Standards Partner</th>
<th>Regular Exhibitor</th>
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<tbody>
<tr>
<td>100–300 sq. ft. purchased</td>
<td>One (1) free full registration</td>
<td>N/A</td>
</tr>
<tr>
<td>400 sq. ft.</td>
<td>Two (2) free full registrations</td>
<td>N/A</td>
</tr>
<tr>
<td>500 sq. ft. or more</td>
<td>One (1) free full conference registration per 100 sq. ft. (Max of 10)</td>
<td>N/A</td>
</tr>
</tbody>
</table>

Important Note! Transferable full conference badges are identified by exhibiting company name. They may be used by more than one individual, regardless of company affiliation, at different times, for access to fall technical forum workshop sessions. Alternatively, one individual may use it throughout the conference. These badges must also be accompanied by an individual's exhibitor name badge or floor pass name badge.

### EXHIBITOR/GUEST DISCOUNTED FULL CONFERENCE BADGES

<table>
<thead>
<tr>
<th>Booth Size</th>
<th>CAP Partner/Standards Partner</th>
<th>Regular Exhibitor</th>
</tr>
</thead>
<tbody>
<tr>
<td>100–300 sq. ft. purchased</td>
<td>Two (2) at 50% discount</td>
<td>One (1) at 50% discount per 100 sq. ft. (max of 10)</td>
</tr>
<tr>
<td>400 sq. ft.</td>
<td>Three (3) at 50% discount</td>
<td>One (1) at 50% discount per 100 sq. ft. (max of 10)</td>
</tr>
<tr>
<td>500 sq. ft. or more</td>
<td>One (1) at 50% discount per 100 sq. ft. (max of 10)</td>
<td>One (1) at 50% discount per 100 sq. ft. (max of 10)</td>
</tr>
</tbody>
</table>

Note! 50% discount is applied to published attendee rates based on individual's member status and date of registration.

29 Unauthorized Solicitation

Solicitation of business in any convention/exposition area, including hotels, by vendors who are not official SCTE Cable-Tec Expo exhibitors is not in the best interest of SCTE members or exhibitors. Any such occurrence should be reported promptly to the SCTE Show Management office.
30 Reserving Exhibit Space

A Any/all exhibit space must be reserved by submitting the official Application/Contract to SCTE. No booth(s) will be held and/or reserved with or by verbal, written or faxed requests.

B Upon submission of the official Application/Contract, please ensure it is valid by completing the form and adhering to steps 1-10 (see Instructions to Validate Contract on the Application/Contract); otherwise, there will be a delay in processing and assignment of space.

31 Guest Floor Passes

Exhibitors may use their allocation of floor pass badges for invited guests. DO NOT use guest floor passes for exhibitor personnel.

Complimentary Guest floor passes are allocated according to the table below. Additional guest floor passes are available upon request.

Exhibitors will be granted VIP access passes to host meetings and tours in their booths before the show opens or after the Exhibit Floor closes, across SCTE Cable-Tec Expo show days. Your exhibitor badge will get you entry, but your guests will be required to have this very special VIP tag in order to gain entry onto show floor, accompanied by a representative from your company. Passes will be available for pick up by your company representative at registration, at the Exhibitor VIP Guest Tag desk.

100 sq. ft. to 400 sq. ft. = 5 passes
600 sq. ft. to 1000 sq. ft. = 10 passes
1200 sq. ft. to 2500 sq. ft. = 20 passes

<table>
<thead>
<tr>
<th>GUEST FLOOR PASSES</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Booth Size</strong></td>
</tr>
<tr>
<td>100 sq. ft.</td>
</tr>
<tr>
<td>200 sq. ft.</td>
</tr>
<tr>
<td>300 sq. ft.</td>
</tr>
<tr>
<td>400 sq. ft.</td>
</tr>
<tr>
<td>600 sq. ft.</td>
</tr>
<tr>
<td>800 sq. ft.</td>
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<tr>
<td>900 sq. ft.</td>
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<tr>
<td>1000 sq. ft.</td>
</tr>
<tr>
<td>1200 sq. ft.</td>
</tr>
<tr>
<td>1600 sq. ft.</td>
</tr>
<tr>
<td>2000 sq. ft.</td>
</tr>
<tr>
<td>2500 sq. ft.</td>
</tr>
</tbody>
</table>
32 Amendments to Regulations

All matters and questions not specifically covered by the articles in this contract shall be subject to the decision of SCTE. The aforementioned items covered by this contract may be amended at any time by SCTE in the interest of the SCTE Cable-Tec Expo and notice thereof shall be binding on exhibitors equally with the foregoing rules set forth in this contract.