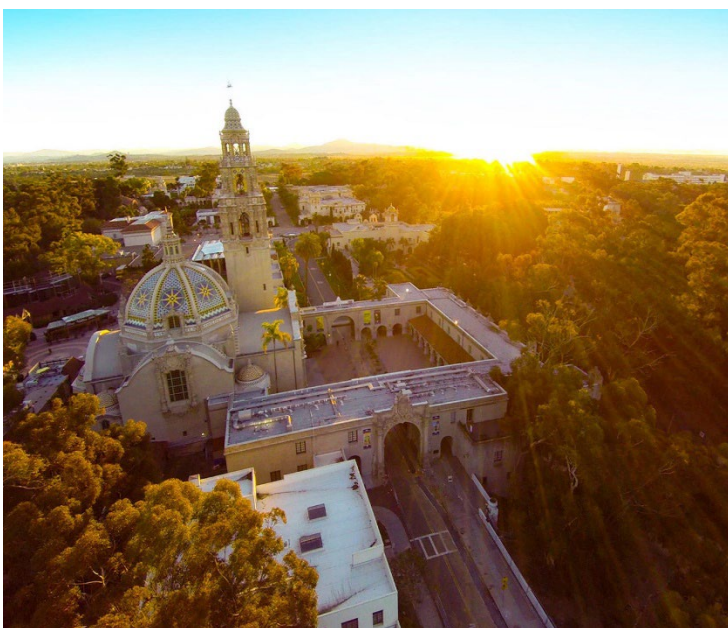


California Association of Public Procurement Officials, Inc.



SUPPLIER PARTNER GUIDE
SAN DIEGO TOWN & COUNTRY RESORT
FEBRUARY 1-4, 2026



Invitation from CAPPO President, Scott Munzenmaier

On behalf of the **California Association of Public Procurement Officials (CAPPO)**, I invite you to exhibit at **CAPPO2026**. This year's conference will be held in San Diego. Did you know that San Diego is the second-most populous county in California and the fifth-most populous in the United States?



CAPPO2026 will be held at the Town & Country Resort, an iconic resort where mid-century cool and warm hospitality mingles. The Convention Center, from its ballrooms to boardrooms, to outdoor breakouts and beyond over the Resort's 295,050 square feet of meeting and event space await you and your company. This will be our 109th Annual Conference & Exposition.

Public procurement professionals from state, county, municipal, special districts, utilities, transportation agencies, K-12, and higher education agencies attend the CAPPO conference to exchange ideas and to resolve challenges California public agencies face by sharing information on best practices, the use of technology, new laws and legislation, innovative procurement practices, and sources for products and services. As professionals, we learn and grow by attending workshops and seminars and engaging with suppliers during the Supplier Expo.

Multiple opportunities have been designed for you to engage meaningfully with public procurement officials. Networking events begin on Sunday morning featuring multiple fun activities for attendees to choose from. On Sunday evening, you are invited to attend a welcome reception with all attendees. Please plan to join us for a mixer/networking event on Monday evening for a fun and relaxing opportunity to mingle with our members. Your opportunities to network with our members continue Tuesday with the Supplier Expo, which includes lunch for you and our members in the expo hall.

As a CAPPO partner, we encourage you to enjoy additional networking and marketing opportunities at CAPPO2026. This brochure includes a matrix detailing the 2026 "Partnership Program Benefits." For questions or more information, contact our Partner Liaison, Mike Derr, at cappoexpo@gmail.com.

It is never too early to begin planning to attend this event! Networking, Supplier Expo, and partnership options provide opportunities to build and develop strong relationships with current and new customers. Our members include procurement leaders throughout California responsible for making procurement decisions for the organizations they serve.

CAPPO, established in 1915, is the oldest public procurement association in the United States and is a non-profit organization dedicated to developing the skills of California Public Procurement Officials to serve the public better. CAPPO's purpose is to improve and promote the public procurement profession, exchange knowledge, research and publish best practices in public procurement, and generally broaden the capabilities of the members of this Corporation. CAPPO membership now exceeds 1,900 members and continues to be focused on innovative ways to connect our members with our valued suppliers. Last year, over 700 CAPPO members attended the conference.

Please plan to join us February 1st – 3rd, 2026 and contribute to CAPPO's continued legacy of success. Join us in Achieving Excellence at CAPPO26 where "Service Shines Bright in Procurement!" You do not want to miss this opportunity!

Sincerely,
Scott Munzenmaier, CAPPO
2025/26 CAPPO President

2026 EXHIBITOR & PARTNERSHIP INFORMATION



Reasons to Participate in the 2026 CAPPO Supplier Exhibition

- No other state event brings this much buying power together under one roof.
- Dedicated exhibit hall hours - educational sessions are not scheduled during expo hours.
- The Expo creates an excellent opportunity to highlight products and services you can provide to our members.
- The CAPPO Expo offers a cost-effective networking opportunity.
- Increase your brand awareness with public procurement officials in California.
- Opportunity to meet face-to-face with buying professionals who make procurement decisions for their agencies.
- Partnership opportunities provide privileged access and additional benefits at the conference and throughout the year (see the Partnership Matrix for details).
- CAPPO Partners benefit from early booth selection.

Exhibit Hall Location

Town & Country Resort- Convention Center is located at 500 Hotel Circle, San Diego, CA 92108

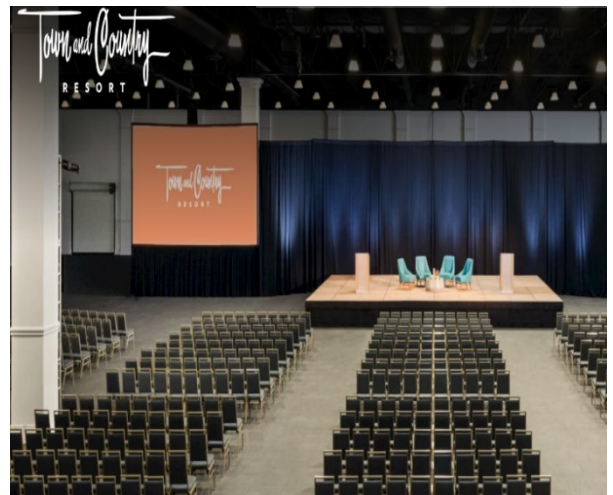
Expo Show Hours

Tuesday, February 3, 2026

11:00 p.m. – 3:30 p.m. (lunch and snacks in the Expo Hall)

Exhibitor Booth Space Rates

Standard Booth	10 x 10	\$1,695
Double Booth	20 x 10	\$2,695
Four Plex Booth	20 x 20	\$4,695
Six Plex Booth	30 x 20	\$6,695



*Premium and Corner Booths are available for an additional \$250 per booth. **Booths and Partnerships purchased after October 31st, 2025, will be assessed an extra \$200 processing fee at registration.***

Exhibitor Booth Selection

Suppliers can select their booth online from the [CAPPO Expo Website](#) once exhibitor registration is open. CAPPO Partnership provides early booth selection – for 2026, we will open booth sales at the 2025 conference!

For all booth questions, please contact Shiela Locatelli Wallace at the CAPPO Office via email: cappooffice@gmail.com

For partnership questions, please contact Michael Derr, 2026 Partnership Chair, via email: cappoexpo@gmail.com

Exhibitor Schedule- *Tentative

Sunday, 2/1/26

8:00 a.m. – 4:30 p.m. Networking Activities

1:00 p.m. – 4:00 p.m. Exhibitor Registration

4:30 p.m. – 6:00 p.m. Welcome Reception

Monday, 2/2/26

12:00 p.m. – 5:00 p.m. Exhibitor Reg. & Set Up

6:00 p.m. – 10:00 p.m. Member/Supplier
Networking Event **(all suppliers invited)**

Tuesday, 2/3/26

7:00 a.m. – 10:00 a.m. Exhibitor Reg. & Set Up

8:00 a.m. – 9:45 a.m. Joint CAPPO
Partner/Member Light Breakfast/Roundtable
Discussion **(open to Silver, Gold, Gold+ &
Platinum Partners only)**

11:00 a.m. – 3:30 p.m. Expo Show

3:30 p.m. – 6:00 p.m. Exhibitor Move-Out

**Recorded Supplier Training Webinar for
2026, date to be announced.**

****Please note that other training sessions
not listed on the Exhibitor Schedule are
limited to government attendees only**

Booth Space Details

Booth sizes for the CAPPO Expo include 10' x 10', 10' x 20', 20' x 20' & 20' x 30'. Applications for booth space must be completed. All booths include a 10' back drape, 3' draped side rails, (1) 8' skirted table, (2) side chairs, (1) wastebasket, and (1) ID sign. The convention center is carpeted.

***Electrical and internet are not provided as part of the basic contract.**

Premium and Corner Booth Details

Premium booths provide locations near the food, the entrance, and high-traffic areas throughout the exhibit hall. The additional fee for these booths is \$250.

Tradeshow Management

TriCord will provide all exhibitors with Exhibitor Service Kits containing the order forms for equipment and services. Exhibitors will receive instructions on how to access the online Exhibitor Service Kit. Available Exhibitor Services include standard furnishings, specialty furnishings, booth carpet, freight handling, display labor, audio/visual, signage, internet, electrical service, display exhibits, posterboards, and cleaning.

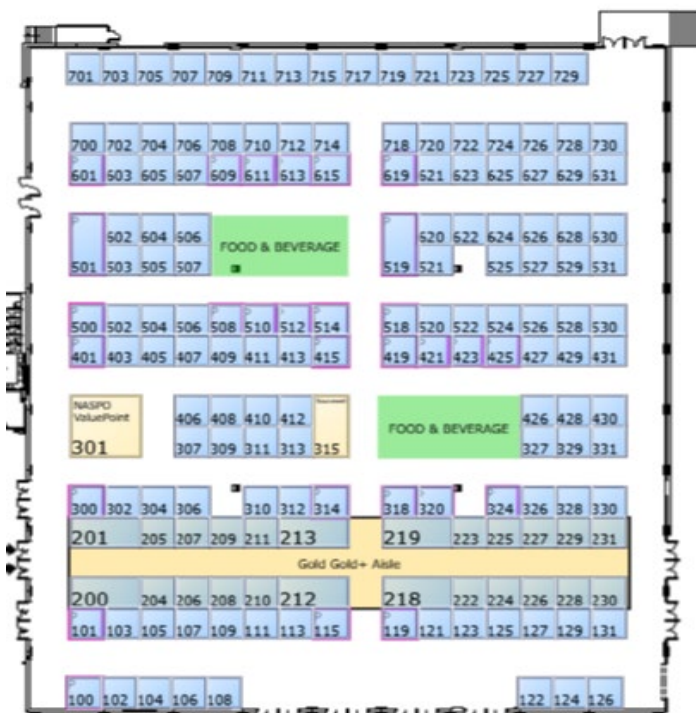
Badges

Exhibitors receive two (2) complimentary exhibitor badges for each standard 10' x 10' booth. Exhibitor badges provide access to the exhibit hall during set up and breakdown and during the trade show. Badges are required for admittance to the welcome reception, expo, training, and member/supplier networking event. Additional exhibitor badges may be purchased at \$99 each.

Booth Contact

To ensure your company receives all important information, CAPPO requests that you designate one booth contact person in the online system. That person will receive all relevant event information and be responsible for disseminating it to the correct people within your company.

CAPPO 2026
February 1 – 4, 2026
San Diego Town & Country Resort
San Diego CA



CAPPO PARTNERSHIP PROGRAM BENEFITS – 2026

2026 CONFERENCE BENEFITS	Booth \$1,695	Silver \$3,000	Gold \$5,000	Gold+ \$7,500	Platinum \$10,000
Standard 10' x 10' high draped booth	✓	✓	✓	✓	✓
On-site Expo Badges – includes networking with delegates at Networking Reception and access to Exhibit Hall with lunch in the expo hall.) (<i>Additional tickets are \$99 each</i>)	2	2	4	4	4
Electronic list of conference attendees after the event	✓	✓	✓	✓	✓
Early booth selection based on partnership level	-	✓	✓	✓	✓
Prominent display of the Partner logo during the 2026 Conference	-	✓	✓	✓	✓
Electronic list of conference attendees before the event (Week of January 12 th)	-	✓	✓	✓	✓
Joint CAPPO Partner/Member moderated. roundtable discussion	-	✓	✓	✓	✓
Partner promotional video or slides on looped digital display in the registration area and during general sessions	-	logo only	15 sec.	30 sec.	30 sec.
Invitation to attend the Conference Opening General Session	-	-	4	4	4
Invitation to attend the Partner Recognition Lunch	-	-	4	4	4
Prime booth location (Gold & Gold+ Aisle) at Expo	-	-	✓	✓	✓
Opportunity to provide promotional items in the conference welcome packets (limited availability subject to approval)	-	-	✓	✓	✓
Educational speaking opportunity OR a dedicated demo room (3 ½ hours) at the 2026 Conference on a first-come, first-served basis	-	-	-	✓	✓
Invitation to VIP dinner with CAPPO Board, committee members, and procurement leaders from other associations	-	-	-	2	2
A full CAPPO Conference Delegate Registration - includes education sessions and meals. **Not to be used for marketing purposes**	-	-	-	-	2
Complimentary golf green fees for two participants*	-	-	-	-	2
ANNUAL BENEFITS	Booth	Silver	Gold	Gold+	Platinum
Supplier Training Pre-Expo Webinar	✓	✓	✓	✓	✓
The digital edition of the monthly CAPPO E-News	-	✓	✓	✓	✓
Supplier Partner logo with hyperlink on CAPPO's website	-	✓	✓	✓	✓
Permission to utilize CAPPO medallion identifying partnership level for marketing	-	✓	✓	✓	✓
Opportunity to submit educational articles in CAPPO E-News throughout the year	-	-	✓	✓	✓
Participation on the CAPPO Partnership Advisory Committee	-	-	✓	✓	✓
Opportunity to conduct or collaborate with a procurement professional in an educational webinar for the membership.	-	-	-	✓	✓

*Contingent if a golf tournament is scheduled. **Note:** Benefits are subject to change without notice

CAPPO Partnership



CAPPO highly regards suppliers and their support of the public sector. We believe that by working together, we can achieve our greatest success. The Partnership program is built on this belief. It recognizes the importance of our Supplier Partners and establishes a mutually rewarding relationship.

The CAPPO Board and Partnership Chair review the partnership benefits annually to find ways to enhance the value of our various partnership levels. In the past years of the partnership program, the Platinum-level partnership has been limited to cooperative purchasing organizations. In 2025, the Platinum-level partnership was redefined, and new Platinum Partnerships were opened with suppliers that met the requirements of the newly defined Platinum Partnership program.

A CAPPO Platinum Partner shall be a “cooperative contracting/procurement organization” or a company that, while it may have a business relationship with CAPPO member agencies, the company, and any parent company, affiliates, divisions, or distributors do not receive any monies directly from the public sector. The CAPPO Partnership Liaison may require additional supporting documentation demonstrating that the company requesting Platinum Partnership meets the definition. Platinum Partnership eligibility and continued participation are subject to final approval of the CAPPO Executive Board.

The benefits for the Partnership levels are provided in the CAPPO Partnership Program Benefits Matrix on the next page. This year, CAPPO has added a unique, moderated roundtable discussion with our members on Tuesday morning before the Expo, which is only available to CAPPO Partners.

Thank you to all the 2025 CAPPO Partners for your continued support and Partnership with CAPPO!

2025 CAPPO PARTNERS

PLATINUM



GOLD +



BEACON
www.beaconbid.com



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SERVICES



OMNIA
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GRANITE
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OPENGOV
Procurement

PLANETBIDS



COLBI



authorium

SOVRA



FOS



Sigler
Commercial



GOLD



Pro

Walmart Business

CINTAS
READY FOR THE WORKDAY

Uber
for Business

SILVER



engineered
systems

DOOSAN



Bobcat

GORDIAN
Building knowledge



GOVMVMT

HGACBuy
THE SMART PURCHASING SOLUTION



JAMB
SERVICES

ivalua



SAFEWARE
CONTRACT SOLUTIONS FOR AMERICA'S HEROES | SINCE 1979

odp BUSINESS
SOLUTIONS

SitOnIt • Seating

Staples



The Public | Group,
Public | Surplus

ThermoFisher
SCIENTIFIC



KEYSTONE
PURCHASING
NETWORK



Surety2000
THE STANDARD IN ELECTRONIC SURETY

Steelcase