What is Beyond B2B?

Explore the opportunities for collaboration in the aerospace and defense sectors, even if your business has never done so before! Large firms are seeking out the innovation happening among small businesses and entrepreneurs, and they are eager to hear what new ideas are out there. The American Institute of Aeronautics and Astronautics (AIAA) will connect the two sides.

Join AIAA at a fast-paced, one-day event that lets you learn what the aerospace industry needs and what small businesses and entrepreneurs have to offer.

This program has been developed in conjunction with GE Aviation and Jacobs. GE asked AIAA to create a forum that would give them the opportunity to find and interact with small businesses and entrepreneurs who have new and innovative ideas, and with whom they might form collaborative R&D or advanced technology development partnerships. Jacobs has successfully organized many of NASA’s Industry Days and has been instrumental in shaping the agenda and event activities.

Why Attend?

**Large Businesses**

- **Find what you are missing.** Your new subcontractors, vendors, collaborators, innovative technology, and/or acquisitions may be here waiting for you.
- **Avoid all the hassle.** This event is a “one-stop-shop” and the work of identifying, researching, and organizing a meeting with these small businesses and entrepreneurs has been done for you.
- **Great ROI.** A single-day event could lead to incredible potential upside.

**Small Businesses/Entrepreneurs**

- **Get an audience with the big firms.** They are waiting to hear about you.
- **Learn how to work with the government.** They demystify the process.
- **Find connections** with a new group of potential partners and find ways to help each other succeed.

“Large corporate incumbents recognize that engaging with the startup community is necessary to stay on top of the disruptive innovation around their core business and stay ahead of the curve with emerging technologies and new business models.”

— Neal Hansch, TechCrunch.com, 11 October 2016

What The Day Looks Like

- **Meet the Large Businesses:** Who are they? What do they need? How to do business with them?
- **Meet the Small Businesses and Entrepreneurs:** Who are they? What do they offer? How can they partner with you?
- **Meet the Government Agencies:** Use their patents! Join their mentor/protégé program! Learn how to do business with the government. Find out more about export opportunities.
- **Learn how to protect** your intellectual property.
- **Network. Network. Network.**

About AIAA

The American Institute of Aeronautics and Astronautics (AIAA) is the world’s largest aerospace technical society. With nearly 30,000 individual members from 85 countries, and 95 corporate members, AIAA brings together industry, academia, and government to advance engineering and science in aviation, space, and defense. [www.aiaa.org](http://www.aiaa.org)

About OAI

The Ohio Aerospace Institute is a non-profit organization that enhances the aerospace competitiveness of its corporate, federal agency, non-profit and university members through research and technology development, workforce preparedness and engagement with networks for innovation. [www.oai.org](http://www.oai.org)

REGISTER EARLY AS SPACE IS LIMITED
(registration opens December 2017)
[www.aiaa.org/beyondb2b](http://www.aiaa.org/beyondb2b)

Increase your visibility by becoming an AIAA or OAI Corporate Member, event sponsor or exhibitor. Limited opportunities available.

Questions/more information: Contact Tobey Jackson at tobeyj@aiaa.org or 703.264.7570.
**SPONSORSHIP OPPORTUNITIES**

**Presenting Sponsorship (One available) $10,000**
- Exclusive recognition as the Presenting Sponsor
- Logo and hyperlink on event website
- Logo on event printed materials
- Logo on event signs
- Recognition in all emails to prospects, attendees and speakers
- Recognition from the podium on-site at the event
- Opportunity to make remarks from the podium
- One seat at the luncheon head table
- 5 registrations
- Opportunity to distribute materials to attendees
- Access to attendee list after the event
- Sponsored email to attendees after the event

**Gold Sponsorship (Two available) $5,000**
- Logo and hyperlink on event website
- Logo on event printed materials
- Logo on event signs
- Recognition in emails
- Recognition from the podium on-site at the event
- Opportunity to make welcome remarks
- One seat at the luncheon head table
- 3 registrations
- Opportunity to distribute materials to attendees
- Sponsored email to attendees after the event

**Lunch Sponsorship (One available) $5,000**
- Gold Sponsorship benefits
- Opportunity to introduce lunch speaker

**Silver Sponsorship (Four available) $2,000**
- Logo and hyperlink on event website
- Logo on event printed materials
- Logo on event signs
- Recognition in emails
- Recognition from the podium on-site at the event
- 1 registration

**Tabletop Exhibits (Limited number available)**
- $100 AIAA and/or OAI corporate members
- $200 non-members

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**INCREASE YOUR VISIBILITY BY BECOMING A CORPORATE MEMBER, EVENT SPONSOR OR EXHIBITOR.**

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OAI: contact Howard Thompson at HowardThompson@oai.org or 440.962.3237.