







#DISTRIBUTECH23    

**DISTRIBUTECH<sup>®</sup>**  
— INTERNATIONAL —

# EXPERIENCE *THE* ENERGY MOVEMENT

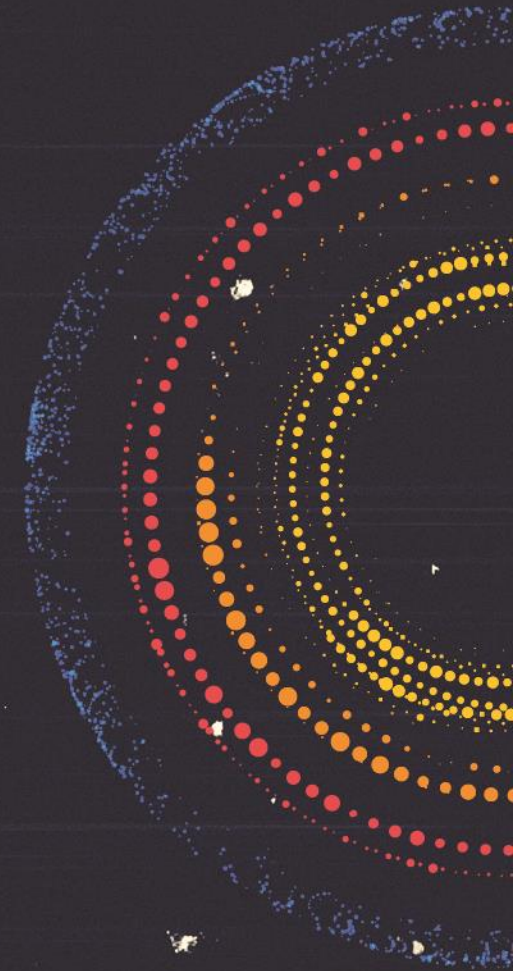
**EXHIBITOR AND SPONSORSHIP PROSPECTUS**

**FEBRUARY 7-9, 2023**  
**SAN DIEGO CONVENTION CENTER SAN DIEGO, CA**  
[DISTRIBUTECH.COM](https://www.distributech.com)

ORGANIZED BY:



OFFICIAL MEDIA:



# ABOUT THE EVENT

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**DISTRIBUTECH International**<sup>®</sup> is the leading annual transmission and distribution event that addresses technologies used to move electricity from the power plant through the transmission and distribution systems to the meter and inside the home or business. The conference and exhibition offer education, information, products and services related to electricity delivery automation and control systems, energy efficiency, demand response, distributed energy resource management systems, renewable energy and EVSE interconnection, advanced metering, T&D system operation, resiliency and reliability, communications technologies, cybersecurity, sustainability, and more. Our goal isn't to say we're the biggest and best event in transmission and distribution today. It's to be it—for our customers—for years to come.

**2023**

**DISTRIBUTECH**<sup>®</sup>  
INTERNATIONAL



# PAST EXHIBITORS



## PARTNERS AND ASSOCIATIONS



# WHY EXHIBIT?



DISTRIBUTECH International® 2023 is going to be the largest and most diverse exhibition yet. If you are a company interested in the latest challenges and opportunities facing the energy industry—you can't afford to miss this exciting chance to develop long-term business relationships.

**12,000+** professionals — **500+** exhibitors — **275+** speakers — **1,700+** utility attendees

## WHO ATTENDS DISTRIBUTECH INTERNATIONAL®?

### TYPES OF COMPANIES/ORGANIZATIONS:

- Power & Water Utilities *Accounts for 35% of attendance*
- Professional Services (Consulting, Financial, Legal, Etc.) *Accounts for 14% of attendance*
- Manufacturers, Resellers & Suppliers *Accounts for 16% of attendance*
- Government, Non-Government Organizations, Academic & Regulators *Accounts for 3% of attendance*
- Engineering, Procurement, Construction Firms (EPC's) *Accounts for 8% of attendance*

### TITLES OF ATTENDING PROFESSIONALS:

- Engineering/Technical, Project Management, Business Development *Accounts for 22% of attendance*
- Procurement *Accounts for 1% of attendance*
- Operations *Accounts for 6% of attendance*
- Maintenance *Accounts for 1% of attendance*
- Business Development *Accounts for 18% of attendance*
- General Management Marketing *Accounts for 13% of attendance*
- Consulting *Accounts for 6% of attendance*

### OUR EXHIBITORS ARE INVOLVED IN THE FOLLOWING AREAS:

- Distribution/Automation/Energy Mgmt/SCADA
- IT & Software/System Integration/Grid Mgmt Software
- Data Analytics /Information Technology
- DERMS
- Communication Solutions & Systems
- Asset Maintenance/Management
- Substation Automation

**75%** OF ATTENDEES  
INFLUENCE OR MAKE  
THE FINAL PURCHASING  
DECISIONS

# ATTENDEE DEMOGRAPHICS



## TOP UTILITIES IN ATTENDANCE



**UTILITY COMPANIES  
IN ATTENDANCE** **35%**

## UTILITY TYPE 2022

