

## EVENT AUDIT


**DATES OF EVENT:**

Conference: N/A  
Exhibits: March 7-9, 2006

**LOCATION:**

Washington, D.C.

**EVENT PRODUCER/MANAGER:**

Company Name: PostNewsweek Tech Media  
Address and Website (Show): 10 G Street NE, Suite 500  
Washington, D.C. 20002-4228  
www.fose.com  
Phone: 202.772.2500  
Fax: 202.772.5726

**REGISTRATION COMPANY:**

Compusystems  
Phone: 301.948.3120  
Fax: 708.344.9487

**YEAR EVENT ESTABLISHED:**

1976

**FREQUENCY:**

Annual

**DATES OF NEXT EVENT:**

Conference: N/A  
Exhibits: March 20-22, 2007

**LOCATION:**

Washington, D.C.

**1. STATEMENT OF MARKET SERVED:**

FOSE is an event serving the government technology market. Attendees include Executives, Administrative/Operations Managers, Program Managers, IT/Computer/Communications/Network Managers, Engineering Managers, Procurement/Purchasing Managers, Personnel/Training Managers and others associated with the government. The event's attendees include federal civilian and defense, state and local government professionals, international attendees, as well as suppliers to the government and business/industry professionals interested in IT and Technology.

**2. STATEMENT OF VERIFICATION METHODOLOGY:**

All Conference and Exhibit Attendees, Media & Analysts, and Speakers included in this Audit Report were verified as having actually attended the event. Attendees were verified by one or more of the following methods: registering onsite or swiping their badge at badge-holder pick-up. A review of the entire database to eliminate duplicate records and check for missing data was performed.

**3. AUDITED ATTENDEE ANALYSIS**

Year which Event was Held	Event Location	Conference Attendees	Exhibit Only Attendees	Sub-Total: Conference & Exhibit Only Attendees	Speakers	Media	Exhibitors, Non-Exhibiting Sponsors and their Support Staff*	Total
2006	Washington, D.C.	N/A	14,664	14,664	245	327	5,715	20,951

\* Not Audited. Verified and on-site counts taken from the registration database provided by the registration company.

<b>4a. PRIMARY BUSINESS/INDUSTRY</b>			
PRIMARY BUSINESS/INDUSTRY	TOTAL ATTENDEES	PERCENT OF TOTAL	PERCENT IDENTIFIED BY PRIMARY BUSINESS/INDUSTRY
Federal Civilian Government	6,283	42.8	42.9
Federal Defense Government	3,291	22.4	22.5
State/Local Government	1,039	7.1	7.1
Other Government	590	4.0	4.0
<b>Total Government:</b>	<b>11,203</b>	<b>76.4</b>	<b>76.5</b>
Supplier to Government	1,751	11.9	12.0
Business/Corporate	761	5.2	5.2
Education/Healthcare/University	339	2.3	2.3
Consulting	590	4.0	4.0
<b>Total Private Industry:</b>	<b>3,441</b>	<b>23.5</b>	<b>23.5</b>
Total Conference and Exhibit Only Attendees Identified by Primary Business/Industry	14,644	99.9	
Total Conference and Exhibit Only Attendees Not Identified by Primary Business/Industry	20	0.1	
<b>TOTAL CONFERENCE AND EXHIBIT ONLY ATTENDEES</b>	<b>14,664</b>	<b>100.0</b>	

<b>4b. PRIMARY JOB FUNCTION</b>			
PRIMARY JOB FUNCTION	TOTAL ATTENDEES	PERCENT OF TOTAL	PERCENT IDENTIFIED BY PRIMARY JOB FUNCTION
EXECUTIVE COMMAND	1,359	9.3	9.4
ADMINISTRATION/OPERATIONS MANAGEMENT	2,524	17.2	17.5
PROGRAM MANAGER	1,527	10.4	10.6
IT/COMPUTER/COMMUNICATIONS/NETWORK MANAGER	5,721	39.0	39.6
ENGINEERING MANAGER	1,206	8.2	8.3
PROCUREMENT/PURCHASING MANAGER	570	3.9	3.9
PERSONNEL/TRAINING MANAGER	424	2.9	2.9
OTHER (includes Legislative, Marketing, Consulting, etc.)	1,133	7.7	7.8
Total Conference and Exhibit Only Attendees Identified by Primary Job Function	14,464	98.6	100.0
Total Conference and Exhibit Only Attendees Not Identified by Primary Job Function	200	1.4	
<b>TOTAL CONFERENCE AND EXHIBIT ONLY ATTENDEES</b>	<b>14,664</b>	<b>100.0</b>	

**5. AUDITED GEOGRAPHIC BREAKOUT OF CONFERENCE AND EXHIBIT ONLY ATTENDEES**

State	TOTAL	PERCENT
<b>NEW ENGLAND</b>	<b>63</b>	<b>0.4</b>
Maine	3	
New Hampshire	4	
Vermont	1	
Massachusetts	42	
Rhode Island	3	
Connecticut	10	
<b>MIDDLE ATLANTIC</b>	<b>303</b>	<b>2.1</b>
New York	57	
New Jersey	70	
Pennsylvania	176	
<b>EAST NO. CENTRAL</b>	<b>56</b>	<b>0.4</b>
Ohio	12	
Indiana	11	
Illinois	21	
Michigan	10	
Wisconsin	2	
<b>WEST NO. CENTRAL</b>	<b>24</b>	<b>0.2</b>
Minnesota	8	
Iowa	3	
Missouri	10	
North Dakota	-	
South Dakota	-	
Nebraska	1	
Kansas	2	
<b>SOUTH ATLANTIC</b>	<b>13,925</b>	<b>95.0</b>
Delaware	51	
Maryland	3,745	
Washington, DC	5,232	
Virginia	4,732	
West Virginia	41	
North Carolina	39	
South Carolina	16	
Georgia	33	
Florida	36	

STATE	TOTAL	PERCENT
<b>EAST SO. CENTRAL</b>	<b>22</b>	<b>0.2</b>
Kentucky	1	
Tennessee	11	
Alabama	8	
Mississippi	2	
<b>WEST SO. CENTRAL</b>	<b>55</b>	<b>0.4</b>
Arkansas	2	
Louisiana	4	
Oklahoma	4	
Texas	45	
<b>MOUNTAIN</b>	<b>45</b>	<b>0.3</b>
Montana	1	
Idaho	4	
Wyoming	1	
Colorado	14	
New Mexico	3	
Arizona	12	
Utah	6	
Nevada	4	
<b>PACIFIC</b>	<b>115</b>	<b>0.8</b>
Alaska	-	
Washington	19	
Oregon	1	
California	94	
Hawaii	1	
<b>UNITED STATES</b>	<b>14,608</b>	<b>100</b>
<b>INTERNATIONAL</b>	<b>56</b>	<b>-</b>
Canada	22	
Mexico	-	
Other International	31	
<b>Not Identified</b>	<b>3</b>	
<b>Total Conference &amp; Exhibit Attendees</b>	<b>14,664</b>	<b>100</b>



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Celebrating our 30th anniversary, FOSE brings together buyers and exhibitors to share information, forge partnerships and advance the goals of government. Government buyers turn to FOSE, because it delivers the largest showcase of cutting-edge technology, solutions, project demonstrations, networking opportunities and educational sessions in the government marketplace.

**Register today at [www.FOSE.com](http://www.FOSE.com) for FREE\* using Priority Code **GFTAE** or**  
**Bring this ticket to the Washington DC Convention Center, March 7-9, 2006.**



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**Please print clearly or attach your business card, and bring to the registration area at FOSE 2006.** Be sure to answer all the questions to qualify for free admission. \*Registration is FREE for government and \$50 for non-government unless you use this FREE Ticket and only open to trade professionals. Proper government identification or business card must be presented upon picking up badge-holder. No one under 18 is admitted, regardless of affiliation or circumstance. If you require special assistance covered under the Americans with Disabilities Act please make note on your registration and we will contact you for further information.

First Name \_\_\_\_\_ Last Name \_\_\_\_\_  
 Title \_\_\_\_\_  
 Company/Dept/Agency/Organization \_\_\_\_\_  
 Street Address \_\_\_\_\_  
 City/State/Zip/Postal Code \_\_\_\_\_  
 Business Phone \_\_\_\_\_ Business Fax \_\_\_\_\_  
 Email \_\_\_\_\_  
 Priority Code = **GFTAE**  
 Signature \_\_\_\_\_ Date \_\_\_\_\_

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**FEDERAL GOVERNMENT**  
 DEPARTMENT OF DEFENSE/MILITARY AGENCIES  
 01.  U.S. Air Force  
 02.  U.S. Army  
 03.  U.S. Navy and Marine Corps  
 04.  Intelligence Agencies (NSA, NRD, DIA, NSA, Undersecretary of Defense-Intelligence, etc.)  
 05.  All other DOD or Military

**FEDERAL CIVILIAN EXECUTIVE DEPARTMENTS**  
 06.  Executive Office of the President (includes OMB)  
 07.  Dept. of Agriculture  
 08.  Dept. of Commerce  
 09.  Dept. of Education  
 10.  Dept. of Energy  
 11.  Dept. of Health & Human Services  
 12.  Dept. of Homeland Security  
 13.  Dept. of Housing & Urban Development  
 14.  Dept. of the Interior  
 15.  Dept. of Justice (includes FBI)  
 16.  Dept. of Labor  
 17.  Dept. of State  
 18.  Dept. of Transportation  
 19.  Dept. of Treasury (includes IRS)  
 20.  Dept. of Veterans Affairs

**FEDERAL INDEPENDENT AGENCIES**  
 21.  EPA  
 22.  GSA  
 23.  USPS  
 24.  SSA  
 25.  NASA  
 26.  Other Independent Agencies (includes CIA, TVA, NSF)  
 27.  Legislative Agencies (GAO, GPO, LOC, etc.)  
 28.  Judicial Branch Agencies  
 29.  Other Federal Government (please specify)

**NON-FEDERAL GOVERNMENT**  
 30.  State/County/City/Municipal Government  
 31.  Other Government

**SUPPLIERS TO FEDERAL GOVERNMENT**  
 32.  Systems Integrators/Developers/VARs/Consultants  
 33.  Manufacturers/Distributors/Dealers of IT Related Products Supplied to the Government  
 34.  Other (please specify)

**PRIVATE INDUSTRY/OTHER**  
 35.  Business/Corporate (non-supplier to government)  
 36.  Education/University  
 37.  Healthcare  
 38.  Consulting

**2. What is your primary title? (check only one)**

**01.  EXECUTIVE/COMMAND** (Chief, Commander, Director, Inspector, Supervisor, Team Lead, Branch/Department/Division/Agency Head, Secretary, Flag Officer, General Staff Officers (G1, G2, J1, J2, etc.) SES or equivalent, Selected/Assigned Government Official (Ambassadors, Senators, Mayors, Commissioners, etc.) or other Executive or command level title)

**02.  ADMINISTRATIVE/OPERATIONS MANAGER** (Administrative Officer, Operations Manager, Project Administrator/Leader/Manager, Portfolio Manager, Group Manager, Auditor, Budget Analyst, Logistics Analyst, Public Affairs, Finance/Budget, Controller, Officer, etc.)

**03.  PROGRAM MANAGER** (Program Manager, Program Officer, Program Analyst)

**04.  COMPUTE/COMMUNICATIONS/NETWORK MANAGER** (Executive IT, CIO, CTO, VP/IS, ITM, Director, DIP Manager, MIS Section Head, ITIS Manager/Analyst, IT Coordinator, Specialist, Database Analyst/Manager, Network Administrator, Systems Analyst, Information Systems Manager, Computer Scientist, Telecom Specialist/Manager, Test Manager, Programmer, Developer, ITM Manager or Integrator, etc.)

**05.  ENGINEERING MANAGER** (Design Engineer, Electrical Engineer, Systems Engineer, Aerospace Engineer, Configuration Manager, Communications Engineer, Mechanical Engineer, Process Engineer, Civil Engineer, CAD Designer, Physical Scientist, Research Architect, Cartographer, Biologist, Chemist, Geologist, GIS, R&D, Scientist, etc.)

**06.  PROCUREMENT/PURCHASING MANAGER** (Contracting Officer, Procurement Analyst, Contract Specialist, Purchasing Agent, Acquisitions Officer, Supply Agent, Buyer, etc.)

**07.  PERSONNEL/TRAINING MANAGER** (HR Officer, Training Officer, etc.)

**08.  OTHER** - includes Legislative Staff, Judicial Consultant, etc. (please specify)


**3. Please indicate your grade/rank. (select only one)**

<b>MILITARY</b>	<b>CIVILIAN</b>
01. <input type="checkbox"/> O-10	09. <input type="checkbox"/> SES
02. <input type="checkbox"/> O-9	10. <input type="checkbox"/> GS-15
03. <input type="checkbox"/> O-8	11. <input type="checkbox"/> GS-14
04. <input type="checkbox"/> O-7	12. <input type="checkbox"/> GS-13
05. <input type="checkbox"/> O-6	13. <input type="checkbox"/> GS-12
06. <input type="checkbox"/> O-5	14. <input type="checkbox"/> GS-11
07. <input type="checkbox"/> O-4	15. <input type="checkbox"/> GS-10
08. <input type="checkbox"/> O-3	16. <input type="checkbox"/> None of the Above.

**4. Are you a government employee or government contractor?**  
 01.  Government Employee  
 02.  Government Contractor  
 03.  Other


\*Registration is FREE for government & military professionals and \$50 for non-government, and only open to trade professionals. No one under 18 is admitted, regardless of affiliation or circumstances.

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**STATEMENT OF CERTIFICATION – AUDIT CONDUCTED BY BPA WORLDWIDE**

We have examined the attendee records of subject show/event for the date and location of the show/event as reported in this BPA Events Audit Report. Our examination was made in accordance with generally accepted event auditing standards. This audit complies with standards set forth by the Exhibition and Event Industry Audit Commission (EEIAC), a not for profit corporation organized for the purpose of managing and overseeing the exhibition industry's independent audit process. The audit process includes pre-event review of systems, on-site inspection, post event confirmations of attendance, examination of accounting records, and any other auditing procedures considered necessary.

Based on such examinations, the statements set forth in this report present fairly and accurately the total attendance of this event in conformance with generally accepted event measurement principles.

BPA Worldwide  
 Shelton, CT  
 June 15, 2006  
 ID Number: E991X0MR6