

ICEAA Professional Development & Training Workshop

May 12-14, 2026 **ICEAA** Norfolk, Virginia

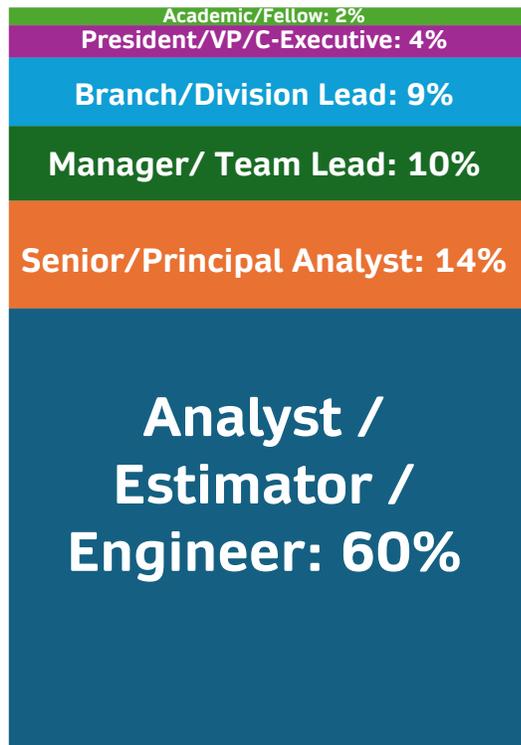
SPONSORSHIP PROSPECTUS

The International Cost Estimating and Analysis Association's annual Professional Development & Training Workshop brings together professionals from the government, industry, and academic cost communities for an intensive 3-day program dedicated to developing the understanding and appreciation of using data-driven estimating and analysis techniques.

The ICEAA 2026 Workshop exhibit hall will be open for over 30 hours, with 8 hours on the Workshop schedule dedicated for attendees to visit our exhibitors. The limited number of available booths allows for a focused, consultative environment in which you can meet with current and future clients. Tuesday and Wednesday's receptions as well as food buffets and beverage breaks will be served in the exhibit hall among the booths, providing ample time to develop leads. The exhibit hall is centrally located to the breakout session rooms and located inside the general session ballroom.

From 2022-2025 an average of 388 individuals attended the ICEAA Workshop.

Who are they?



Who do they work for?



REPRESENTED AGENCIES, 2022-2025

United States:

- United States Air Force:
 - Air Force Cost Analysis Agency (AFCAA)
 - Air Force Cryptologic and Cyber Systems Division (CCSD)
 - Air Force Installation and Mission Support Center (AFIMSC)
 - Air Force Life Cycle Management Center (AFLCMC)
 - Air Force Nuclear Weapons Center (AFNWC)
- Army Program Executive Office Enterprise Information Systems (PEO EIS)
- Army Tank-automotive & Armaments Command (TACOM)
- Defense Acquisition University (DAU)
- Department of Energy (DOE)
- Department of Homeland Security (DHS)
- Department of the Navy:
 - Naval Air Systems Command (NAVAIR)
 - Naval Air Warfare Center
 - Naval Center for Cost Analysis
 - Naval Engineering Logistics Office (NELO)
 - Naval Information Warfare Center (NAVWAR)
 - Naval Nuclear Laboratory
 - Naval Postgraduate School
 - Naval Sea Logistics Center (NAVSEA)
 - Naval Surface Warfare Center (NSWC)
 - Navy Engineering Logistics Office (NELO)
 - Navy Systems Management Activity (NSMA)
- Department of Veterans Affairs
- Federal Aviation Administration (FAA)
- Johns Hopkins University Applied Physics Laboratory
- Missile Defense Agency (MDA)
- National Aeronautics and Space Administration (NASA)
- National Geospatial-intelligence Agency (NGA)
- National Nuclear Security Administration (NNSA)
- National Reconnaissance Office (NRO)
- Program Executive Office, Defense Healthcare Management Systems (PEO DHMS)
- Space Systems Command (SSC)
- Transportation Command (USTC)
- United States Census Bureau
- United States Government Accountability Office (GAO)

Canada:

- Department of National Defence
- Financial Accountability Office of Ontario
- Treasury Board of Canada Secretariat

APAC:

- Australia Department of Defence
- Defense Acquisition Program Administration (South Korea)
- Korea Institute for Defense Analyses
- Ministry of National Defense Taiwan (R.O.C.)
- New Zealand Defence Force

REPRESENTED COMPANIES, 2022-2025

Original Equipment Manufacturers (OEMs):

- BAE Systems
- Ball Aerospace
- Collins Aerospace
- Curtiss-Wright
- Flour Marine Propulsion
- General Dynamics Information Technology (GDIT)
- Gulfstream Aerospace Corporation
- Huntington Ingalls Industries, Inc. (HII)
- L3 Harris
- Lockheed Martin Corporation
- Northrop Grumman
- Raytheon
- The Boeing Company



Corporations:

- The Aerospace Corporation
- Augur Consulting
- Booz Allen Hamilton
- CGI, Inc.
- Cobec Consulting, Inc.
- Dataiku
- The Ferryfield Group
- Galorath, Inc.
- Herren Associates
- Hunatek Government Solutions
- Hypernomics
- Intaver Institute
- KBR, Inc.
- LogApps
- The MITRE Corporation
- Naval Systems, Inc. (NSI)
- Projstream
- QinetiQ
- Quantech Services, Inc.
- RAND Corporation
- The Regulus Group
- ScopeMaster, Ltd.
- Sirius Analysis, Ltd
- Systecon
- Systems Planning & Analysis (SPA)
- Take2 Consulting
- Technomics, Inc.
- Tecolote Research, Inc.
- Unison Cost Engineering
- Vose Software

ITEM SPONSORSHIPS

Sponsor a branded item for high visibility throughout the workshop and make a lasting impression in photos and future marketing pieces. Item sponsorships include acknowledgement in marketing materials, on the conference website and mobile app.

~~Badge Holder Neck Wallets \$4,000~~

~~Conference Bags \$1,500~~

Podium Sign Sponsorships:

Feature your company's logo on the podium signs in the breakout session rooms

Tuesday's signs: **\$500**
Wednesday's signs **\$500**
Thursday's signs **\$400**
All 3 days **\$1,200**



Specialty Cocktail **\$250**

Name the specialty cocktail (or mocktail) to be served at the networking receptions

Bag Insert, flat **\$250**

Items such as flyers, brochures, CDs, pens, small giveaways or other flat, non-bulky materials. Insert sponsors will be featured as a sponsor on the Workshop app.

Bag Insert, bulky **\$500**

Such as water bottles, clothing, or other oversized/bulky items

WiFi Sponsorship **\$4,000**

Sponsor the meeting-room wifi for attendees and we will allow you to choose the network name and set the password. This is a great way to both support your fellow attendees and provide a truly valuable service.



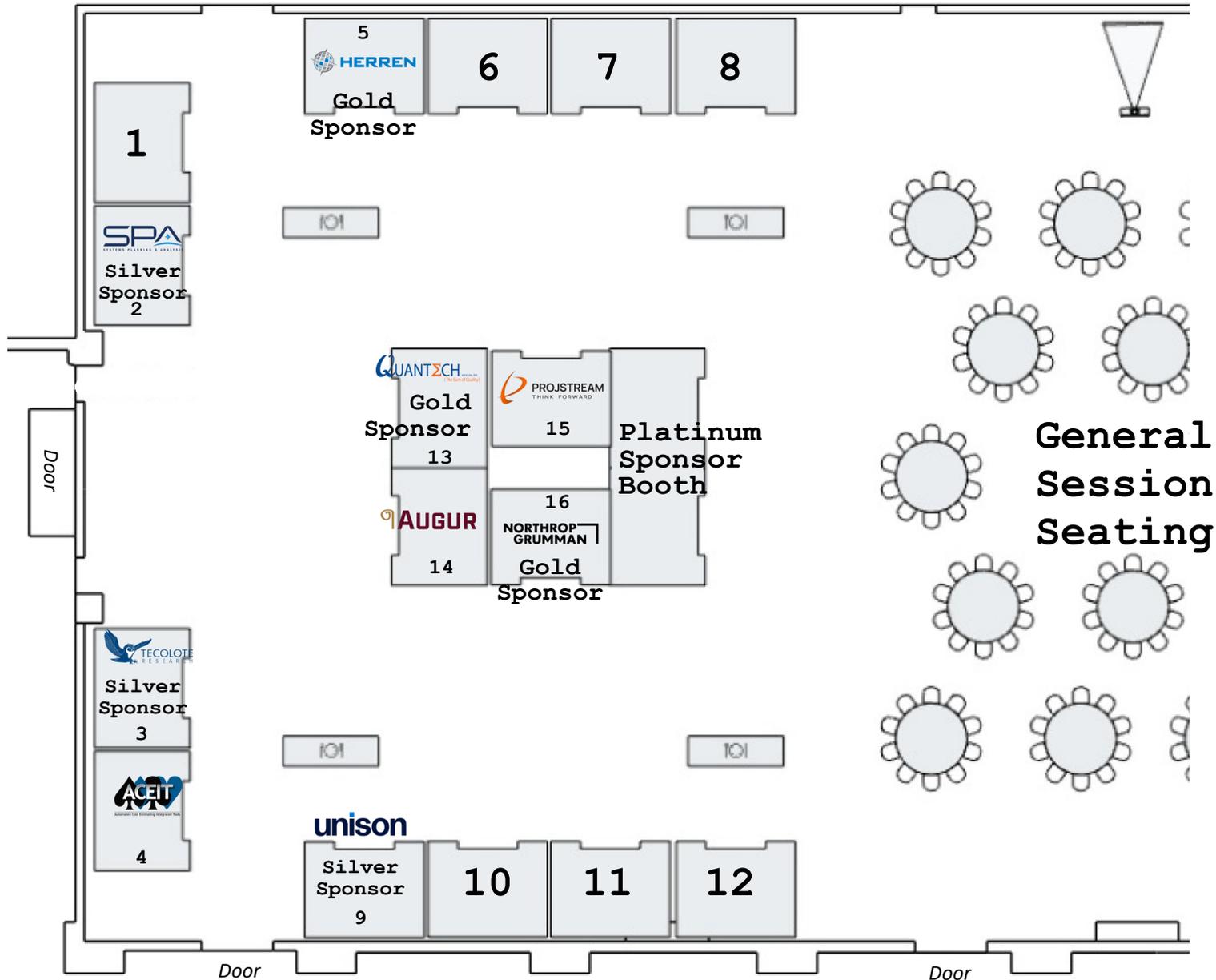
TechShowcase Webinar **\$500**

Provide an hour-long webinar promoting your new tools and services before or after the Workshop. Includes two email announcements to the entire membership, a listing on the TechShowcase website, and an archive recording of the webinar on the ICEAA YouTube page: www.iceaaonline.com/techshowcase

Headshot Photo Booth **\$1,000**

Our professional photographer will set up lighting and a backdrop to take headshots for our attendees compliments of your company.

PROPOSED EXHIBIT HALL FLOOR PLAN



LEVELED SPONSORSHIPS

PLATINUM
(one available)
\$17,000

GOLD
\$12,000

SILVER
\$ 7,500

Booth
\$ 4,000

Talent
Sponsor
\$ 3,500

	Double booth (8'x20')	Single booth* (8'x10')	Single booth (8'x10')	Single booth (8'x10')	Virtual Booth (app only)
• Booth with pipe & drape, tables, chairs, electrical, wifi					
• Complimentary full Workshop registrations	10	8	4	2	0
• Option to purchase 2 exhibits-only passes (for employees working the booth but not attending sessions) at \$400 each	X	X	X	X	-
• Private board room for use Tuesday-Thursday for meetings, product demos	X	-	-	-	-
• Ad in ICEAA's <i>Cost Estimating NewsBrief</i> to run for X weeks	2	1	1	-	-
• TechShowcase Webinar to provide an in-depth product introduction	X	X	-	-	-
• Color ad in <i>ICEAA World</i> magazine	Full page	Half page	Quarter page	-	-
• Branded drink tickets for distribution at the attendee receptions	X	X	X	X	-
• Insertion of your brochure, flyer or other non-bulky item in the conference material bags	X	X	X	X	X
• Option to feature job listings on the Workshop app	X	X	X	X	X
• Credit towards future purchases of ICEAA certification, recertification, or memberships	\$1,500	\$900	\$600	\$300	\$150

*Gold sponsors may upgrade to a double booth for an additional \$1,000 (if space is available)

TALENT SPONSORSHIP

For those companies looking to engage with hundreds of professionals engaged in cost engineering, predictive analysis, uncertainty assessment, and decision support but are unable to join us in Norfolk, we encourage you to try our Talent Sponsorship, an easy way to increase your company's visibility in the community and spread the word about available positions on our attendee app.

ICEAA CREDITS

To encourage your organization to stay engaged with ICEAA throughout the year, each tiered or booth sponsorship package includes credits towards future purchases of ICEAA memberships, certification applications, or certification renewals.

Continued engagement in the ICEAA community via membership and certification ensures your employees and your company stay on the forefront of the profession.

ADD ATTENDEES TO YOUR SPONSORSHIP

Add additional attendees to your booth sponsorship package to easily and conveniently increase your company's presence at the Workshop and maximize your employees' professional development opportunities.

Add 5-14 registrations to sponsorship: **\$ 1,055** each

Add 15-19 registrations to sponsorship: **\$ 955** each

Add 20 + registrations to sponsorship: **\$ 855** each



View speaker bios, paper abstracts, training session descriptions, and hotel information on our website. You can also download the latest detailed schedule, featuring session dates and times at:

www.iceaaonline.com/nfk2026

OUTLINE SCHEDULE

MONDAY, MAY 11

Booth Setup	12:00-5:00
OEM Forum & Networking Event	2:00-5:00
Welcome Reception	5:00 - 7:00

TUESDAY, MAY 12

Breakfast buffet available	7:00 - 8:00
Welcome & Overview	7:45 - 8:00
Best Paper Awards	8:00 - 8:30
General Session	8:30 - 9:30
Exam Overview/ Training Intro/Papers	9:45 - 11:45
Lunch	11:45 - 12:45
Training/Papers	12:45 - 4:45
Networking Reception	4:45 - 7:00

WEDNESDAY, MAY 13

Breakfast buffet available	7:00 - 8:00
Welcome, day intro	7:45 - 8:00
Association Awards	8:00 - 8:45
General Session	8:45 - 9:45
Training/Papers	10:15 - 12:00
Lunch	12:00 - 1:15
Training/Papers	1:15 - 5:15
Networking Reception	5:15 - 7:00

THURSDAY, MAY 14

Breakfast buffet available	7:00 - 8:00
Welcome remarks	7:45 - 8:00
Best Paper General Session	8:00 - 9:00
Training/Papers	9:15 - 12:00
Lunch	12:00 - 1:15
Training/Papers	1:15 - 3:00
Exhibit Booth Tear Down	1:30 - 3:00
Closing General Session	3:15 - 4:30

Times subject to change

Booths may not be dismantled, removed, or closed before 1:30p.m. on Thursday, May 14. Any vendor closing their booth early is subject to a \$1,500 fine.

