



## **CUNA Technology Council and Operations & Member Experience Council co-located Conference**

Hilton San Francisco Union Square, San Francisco, CA  
September 12-15, 2018

### **VENDOR SPEED ROUNDS Information and Application Form**

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**DO YOU WANT TO DEMO YOUR LATEST INNOVATION?**

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#### **WHAT IS A SPEED ROUND?**

Speed Rounds are fast-paced, high-impact sessions providing a unique opportunity to show off your state of the art product to a large credit union audience. Speed Rounds were introduced at the 2011 conference and continue to be a huge success with both attendees and presenters. [See examples from Past Speed Round Presenters.](#)

#### **SPEED ROUND FORMAT:**

- Speed Round presentations will take place in two 90-minute general sessions. The first session will take place on Thursday morning and the 2<sup>nd</sup> session on Thursday afternoon.
- Each 90-minute session will feature up to 11 demos.
- Product demonstrations are a maximum of five (5) minutes each and will take place back-to-back. A facilitated 2-minute industry expert panel question period will immediately follow the demo.
- Only working product demos via live feed will be allowed – no slideshows, pre-recorded video or static content that is not a part of the product itself will be allowed.
- Voting for Best of Show will incorporate the industry expert panel ratings and audience feedback. The panel's ratings will be based on: does your product/solution drive revenue, engagement, growth, efficiency, cost efficiency, and rate your demonstration Q&A. The Best of Show award winner will be announced during the conference Awards Program at 4:00 pm on Thursday, September 13.

#### **TO BE A SPEED ROUND PRESENTER:**

- Sponsorship plus tabletop (exhibit) display table is required to be eligible to be a Speed Round presenter.
- Presenters will be selected from applicants received.
- Fee to participate as a Speed Round presenter: \$2,000 if the speed round application is submitted by **June 15, 2018**. After that date (**by July 13**), the fee for submitting an application is \$2,500.

#### **SUBMITTAL & SELECTION PROCESS:**

1. Application with information requested must be received by **June 15, 2018**.
2. Applications for speed rounds must be submitted online.
  - a. Complete and submit the online application no later than **June 15, 2018**.
    - i. Register an Account – to do this, please email Heidi Skaar at [hskaar@cuna.com](mailto:hskaar@cuna.com) for login credentials
    - ii. Create your entry
    - iii. Upload your digital file: **(PLEASE VIEW 1-5 below before submitting your video)**
      1. All companies are required to submit a demo video of the actual five (5) minute presentation (no sales video).

2. The demo video should closely resemble the actual demo that will be done at the conference.
  3. No web conferencing meetings will be allowed for 2018.
  4. The demo video does not need to be done professionally (e. g. can use a cell phone camera)
  5. Video Format - WMV or MP4 format ONLY (**no later than July 13, 2018**).
- iv. Submit entry
3. The selection committee will evaluate the demonstrations as follows:
    - a. Qualify that the presentation is a demonstration, with relevancy to the attendees.
    - b. Score each demonstration on relevancy, innovative ideas, cost effective solution and presentation style.
  4. The selection committee will select up to 22 demonstrations:
    - a. The top 15 scored demonstrations will be guaranteed a spot.
    - b. The other seven (7) demonstrations will be selected by random drawing from the balance of the qualified presentations.
    - c. All applicants will be notified by **August 3, 2018** if they are selected.
    - d. Speed Round fees must be received prior to the conference.

#### **PRESENTATION LOGISTICS:**

- The order of the Speed Round demonstrations will be randomly selected.
- The session room will include two podiums, with presenters alternating between them.
- Each presenter will be limited to five (5) minutes for their presentation and two (2) minutes of industry expert panel questions.
- Our Production Company and technical staff will be available on Wednesday, September 12 during the hours of 10:00 am – 1:00 pm. We will require that you come in during this time to test your equipment.

#### **ADDITIONAL INFORMATION**

- Voting/Rating incentives are strictly prohibited.
- We strongly recommend all portions of the demo be brought onsite.
- All technology components of the demo are used at the risk of the presenter including but not limited to: wireless access, data/communication transmission speed and server connection.
- No refunds will be granted once a company is selected to participate.

To get started, email Heidi Skaar at [hskaar@cuna.com](mailto:hskaar@cuna.com) for login credentials. Then complete the online application form at <https://cuna.secure-platform.com/a/solicitations/home/123>.