



## IFMA's Corporate Sustaining Partnership Program



**Establish your position  
as an industry thought leader.**

Partner with the world's largest international association  
for facility management professionals.

With a combined annual purchasing power of US\$100 million, IFMA members comprise the FM profession's top decision makers. When this influential audience needs workplace solutions, they turn to IFMA CSPs first.



### **Top Companies | Best Products | Industry Trendsetters**

Corporate Sustaining Partners support every resource the association offers the FM community.



**Reinforce your brand as a trusted  
source of solutions for FMs worldwide.**

**FM Professional Support**  
Print | Online | Events  
*Marketing to Fit Your Business Goals*

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**Through IFMA's Corporate Sustaining Partner (CSP) program, companies have the opportunity to make a significant difference to the facility management (FM) profession.**

The support that CSPs provide assists IFMA in its endeavors to elevate the knowledge base of facility managers, raise industry performance standards, and promote greater awareness and visibility of the FM profession.

**With exclusive benefits, the CSP program will align with your marketing strategy, connect you to your targeted demographic and positively position your brand among a global community of facility management professionals.**

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## **CONNECT**

Through a variety of research, educational, promotional and networking venues, CSPs have unique opportunities to connect with facility professionals. CSPs participate in an ongoing exchange of ideas for improving the workplace, introducing practitioners to innovative product and service solutions. The support between CSPs and IFMA professional members is reciprocal. Just as you help facility managers find solutions to work-related issues, FMs provide valuable information to you based on practical knowledge of the workplace.

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## **INDUSTRY LEADER**

With your support and increased participation as an IFMA partner, you will enhance your visibility, branding and recognition. You will be regarded among the IFMA community as an industry leader and advocate for the advancement of the profession.

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## **MARKET**

IFMA recognizes that each CSP partnership requires marketing strategies to successfully achieve business objectives. IFMA is committed to becoming an extension of your marketing arm, with opportunities that best suits your specific needs, goals and budget.

As you review all of the opportunities available for building your Corporate Sustaining Partnership, remember that IFMA will work with you in bringing your company to an elevated level. In addition to the exclusive benefits of the CSP program, we'll explore targeting strategic areas of IFMA via advertising, exhibiting, sponsorships, professional development and research. IFMA's marketing approach will be invaluable in getting the most ROI from your partnership.

Contact IFMA's Corporate Connections department for more information about the CSP program.  
IFMA's Corporate Connections Department • +1-713-623-4362 • Email: [corporateconnections@ifma.org](mailto:corporateconnections@ifma.org)



## STANDARD LEVEL BENEFITS

Annual: US\$3,900 | 2-Year Agreement: US\$7,500

### Exclusive Perks

- Advance notification of all exposure opportunities through [IFMA Events](#)
- Discounts on exhibiting, advertising & IFMA products
- **Exclusive use of the IFMA CSP logo for company's website and collateral**
- Recognition of CSP status at IFMA US events

### Exclusive Opportunities\*

- Company profile on IFMA website [CSP Profile](#)
- Company listing in every issue of the FMJ, IFMA's award-winning bi-monthly publication
- Feature a company product or service on the Marketplace page of IFMA's website [IFMA Marketplace](#)
- Offer discounts to IFMA members & have it published on the IFMA website and in an IFMA WIRE electronic newsletter (one per term) [Deals & Discounts](#)
- Advertorial in one issue of the IFMA WIRE (electronic newsletter) [IFMA WIRE](#)
- Company can submit one original article for consideration to be placed above the fold in the [IFMA INSIDER](#)
- One Complimentary Mailing Address List Usage (No Email) – Additional list rentals available for purchase
- Company video uploaded to the [IFMA YouTube FM Solutions TV](#) (one per term)
- Opportunity to provide Complementary Resources to FMJ articles [Facility Management Journal \(FMJ\)](#)

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### Some companies who are Standard Level CSPs:

Al Shirawi Facilities Management LLC	Engineering Maintenance Company (EMCO-Qatar)	Patcraft
AlliedBarton Security Services	Eurest Services	Philadelphia Commercial
ALPHA Facilities Solutions, LLC	Facility Engineering Associates, P.C.	PRIDE Industries
Ambius	FBG Service Corp.	Qatar Foundation
American Security Force, Inc.	FM:Systems, Inc.	REB Storage Systems International
APCO Sign Systems	Forbo Flooring	REDLEE/SCS, INC.
ARCHIBUS	GCA Services Group, Inc.	Rentokil Pest Control
Armstrong World Industries Inc.	Grundfos	Securitas Security Services USA
Arnold's Office Furniture	Halton Group Americas	ServiceMaster Clean
AVI-SPL	HD Supply Facilities Maintenance	SG Services
BehrPro: BEHR & KILZ Paints & Primers	Herman Miller, Inc.	SourceAmerica
Belfor USA Group	INVISTA/Antron® Carpet Fiber	Staples Facility Solutions
C&W Services	JLG Industries Inc.	Steelcase Inc.
Caterpillar	Khidmah LLC	Tarkett
CH2M	Lencore Acoustics Corp.	Temco Facility Services
Coit Services, Inc.	LogiSon Acoustic Network	Terranum Administracion
Connectrac	Mannington Commercial	The Home Depot
Corporate Care	MilliCare Commercial Carpet Care	Trimble
Davies Office Refurbishing	North American Roofing	U.S. Lawns
		Versteel



## SILVER LEVEL BENEFITS

Annual: US\$10,000 | 2-Year Agreement: US\$18,000

### All above Perks & Opportunities plus,

- Company logo displayed throughout the [IFMA website](#)
- Company appears in one “CSP Spotlight”, published in the FMJ (1/2 page)
- Opportunity to submit a presentation for the FM Solutions track at [IFMA’s World Workplace \(US\)](#)
- [FMJ Podcast](#) Interview
- Complimentary limited event conference registration for the [IFMA Facility Fusion](#) & [IFMA’s World Workplace US](#) (one per event)
- IFMA event show directory recognition
- [FMP](#) (Facility Management Professional ) 25% Discount
- Announcement of partnership in the IFMA WIRE and other social media outlet
- Company videos uploaded to the IFMA YouTube FM Solutions TV (two per term)



## GOLD LEVEL BENEFITS

Annual: US\$25,000 | 2-Year Agreement: US\$45,000

### All above Perks & Opportunities plus,

- Complimentary registration for 1 FMP ([Facility Management Professional](#)) program
- Submit to present an online webinar to [industry specific council](#) members
- Company appears in one “CSP Spotlight”, published in the FMJ (1/2 page)
- Opportunity to poll the IFMA INSIDER readership
- Special promotion on IFMA’s social media outlets
- Complimentary limited event conference registration for the [IFMA Facility Fusion](#) & [IFMA’s World Workplace US](#) (two per event)
- Company videos uploaded to the IFMA YouTube FM Solutions TV (three per term)





## PLATINUM LEVEL BENEFITS

**Annual: US\$50,000 | 2-Year Agreement: US\$90,000**

### **All above Perks & Opportunities plus,**

- Complimentary registration for 1 SFP ([Sustainability Facility Professional](#)) program
- Industry Exclusivity
- Presentation reserved in the [FM Solutions track](#) at IFMA's World Workplace (US)
- Complimentary meeting room at World Workplace (US)
- Opportunity to hold focus group at World Workplace (US)
- Promotion of white paper/case study in the IFMA INSIDER
- Company appears in one "CSP Spotlight", published in the FMJ (full page)
- Senior executive interviewed by IFMA's Editor-in-Chief
- IFMA Career Center discount 30%
- Company videos uploaded to the IFMA YouTube FM Solutions TV (four per term)



# CSP



## Corporate Sustaining Partners (CSPs)

IFMA's Corporate Sustaining Partner program includes an elite group of companies that have made a powerful statement in support of facility management by partnering with IFMA. Members look to CSPs as brands they can trust with their product and service needs. These valued partners receive special perks, such as advance notifications and exclusive marketing opportunities to influence customers and prospects. CSP companies also receive discounts on advertising, expos and all IFMA products.

### PLATINUM CSPs



### GOLD CSPs



Become a consistent presence and go-to resource for IFMA's more than 24,000 members and demonstrate your commitment to the industry by becoming a CSP. Call **April Tone** at **+1-281-617-1338** for more program details!

To learn more about IFMA's CSP program, visit [www.bitly.com/ifmacsp](http://www.bitly.com/ifmacsp).

Benefits and Recognition	Platinum	Gold	Silver	Standard
Offer product/service discounts to IFMA members	✓	✓	✓	✓
Advertorial in one issue of IFMA WIRE biweekly e-newsletter	✓	✓	✓	✓
Company listing on Marketplace page of IFMA website (searchable by category or company name)	✓	✓	✓	✓
Company profile on IFMA website	✓	✓	✓	✓
Company listing in every issue of IFMA's FMJ magazine	✓	✓	✓	✓
Advance notification of all exposure opportunities through IFMA	✓	✓	✓	✓
Discounts on exhibiting, advertising & IFMA products	✓	✓	✓	✓
Recognition of CSP status at IFMA events	✓	✓	✓	✓
Opportunity to provide content (white papers, videos, e-books, etc.) to compliment articles in IFMA's FMJ magazine	✓	✓	✓	✓
Complimentary mailing address list usage (no email)	(6)	(4)	(2)	(1)
Exclusive use of IFMA CSP logo for company website and collateral	✓	✓	✓	✓
Company video uploaded to IFMA YouTube FM Solutions TV	(4)	(3)	(2)	(1)
Company logo displayed on IFMA website	✓	✓	✓	✗
Company appears in one "CSP spotlight" section in IFMA's FMJ magazine	(Full)	(1/2)	(1/2)	✗
Opportunity to submit a presentation for FM Solutions track at World Workplace Conference & Expo	✓	✓	✓	✗
Opportunity for company representative to be interviewed for podcast in IFMA's FMJ magazine	✓	✓	✓	✗
Complimentary limited conference registration for IFMA events	(4)	(2)	(1)	✗
Show directory recognition at IFMA events	✓	✓	✓	✗
25% discount on one Facility Management Professional (FMP™) credential program	✗	✗	✓	✗
Announcement of partnership in IFMA biweekly WIRE e-newsletter and on social media	✓	✓	✓	✗
Complimentary registration for one Facility Management Professional (FMP™) credential program	✓	✓	✗	✗
Submit to present an online webinar to industry-specific council members	✓	✓	✗	✗
Opportunity to poll membership via IFMA Insider weekly e-newsbrief	✓	✓	✗	✗
Special promotion on IFMA's social media outlets	✓	✓	✗	✗
Complimentary registration for one Sustainability Facility Professional® (SFP®) credential program	✓	✗	✗	✗
Industry exclusivity	✓	✗	✗	✗
Presentation reserved in FM Solutions track at World Workplace Conference & Expo	✓	✗	✗	✗
Complimentary meeting room at World Workplace Conference & Expo	✓	✗	✗	✗
Opportunity to hold focus group at World Workplace Conference & Expo	✓	✗	✗	✗
Promotion of white paper/case study in IFMA Insider weekly e-newsbrief	✓	✗	✗	✗
Senior executive interviewed by IFMA's Editor-in-Chief	✓	✗	✗	✗
<b>One-year contract</b>	<b>\$50,000</b>	<b>\$25,000</b>	<b>\$10,000</b>	<b>\$3,900</b>
<b>Two-year contract</b>	<b>\$90,000</b>	<b>\$45,000</b>	<b>\$18,000</b>	<b>\$7,500</b>





# Application Form

Company Name: \_\_\_\_\_

Address: \_\_\_\_\_

City: \_\_\_\_\_ State: \_\_\_\_\_ Zip/Post Code: \_\_\_\_\_ Country: \_\_\_\_\_

Contact Name: \_\_\_\_\_ Contact Title: \_\_\_\_\_

Telephone: \_\_\_\_\_ Fax: \_\_\_\_\_ Email: \_\_\_\_\_

### Contract Term and Payment:

**CSP Fees\***: Please indicate the specific CSP level and contract term\*\* (2-year option offers a discounted rate)

- |                 |   |   |
|-----------------|---|---|
| <b>Standard</b> | <input type="checkbox"/> US\$3,900 one-year contract  | <input type="checkbox"/> US\$7,500 two-year contract  |
| <b>Silver</b>   | <input type="checkbox"/> US\$10,000 one-year contract | <input type="checkbox"/> US\$18,000 two-year contract |
| <b>Gold</b>     | <input type="checkbox"/> US\$25,000 one-year contract | <input type="checkbox"/> US\$45,000 two-year contract |
| <b>Platinum</b> | <input type="checkbox"/> US\$50,000 one-year contract | <input type="checkbox"/> US\$90,000 two-year contract |

**Payment:** Please select your preferred method of payment

\_\_\_\_\_ **Credit Card** (you will receive a credit card authorization form) \_\_\_\_\_ **Wire** (you will receive ACH instructions)

\_\_\_\_\_ **Check:** Mailed To: International Facility Management Association, P.O. Box 203648, Dallas, TX 75320-3648.

*IFMA is a Not-for-Profit 501(c)(3) Organization, Federal ID# 38-2402699*

### Agreement and Authorization:

As an IFMA Corporate Sustaining Partner we agree to:

- Use this relationship as a means of promoting and advancing the profession of facility management.
- Recognize the special relationship the Corporate Sustaining Partner has with IFMA Members and to conduct this relationship in accordance with IFMA Bylaws, Constitution and Policies.
- Recognize that this relationship does not confer local chapter membership to our Designated Contacts.
- Recognize that the responsibility for fully utilizing the CSP benefits at the selected level rests with the company contracted as a CSP and the primary contact as designated on this application.
- Attest to the truth and accuracy of the above information and understand that the CSP program contracted with IFMA belongs only to the company listed on this application and does not include any subsidiaries, dealers or parent organizations, or other similarly defined units as the case may be.

\_\_\_\_\_  
**Authorized Signature**

\_\_\_\_\_  
**Date**

**Please submit the CSP application electronically to April Tone at [april.tone@ifma.org](mailto:april.tone@ifma.org)**

*\*CSP Fees are not deductible as a charitable contribution; however, fees may be tax deductible as a business expense.*

*\*\*CONTRACT TERM: Two contract term options are provided (12-month or 24-month). The program term begins at the time payment is received.*

**CANCELLATION POLICY:** The Corporate Sustaining Partner (CSP) fee is non-refundable. IFMA reserves the right to cancel this agreement at any time upon discovery that the Company contracted in the CSP program has made material false or misleading statement(s); has omitted any material information in obtaining this contract; or has violated any of the terms and conditions of this agreement. No refunds will be made in the event of cancellation by IFMA.

**For Association Use Only**

Approved for CSP by: \_\_\_\_\_ Date: \_\_\_\_\_ CSP ID: \_\_\_\_\_ CSP Password: \_\_\_\_\_