

# EXHIBITOR SPOTLIGHT



Our founders have been in the digital solutions industry for over 20 years each, with clients as big as Proctor & Gamble, NIKE, Kawasaki, Chevron and Disney to as small as local restaurants. In 2010 we started working with a local event to help them grow and noticed that there wasn't an All-in-One solution for Festival and Events out there, so we built one, tested it for 4 years by personally working at over 100 local events. We wanted to know everything about organizing and running an event, from start to finish and all the while we were constantly adjusting and improving our system. Once we felt we had a great solution, we went national up against the BIG ticket companies and we are constantly growing at a pace that we can service our clients the way we want to. Oh, and an update on our first client, over the last eight years we helped grow from a little under \$200,000 a year in revenues to over \$600,000 per year. Not bad for a one day, 5 hour event.

## Give us your 'elevator pitch' about your product/service.

The best inventions are always borne from a true necessity... our research found that Event and Festival organizers had many issues that hampered their efficiencies and lowered their bottom line fundraising efforts. These issues mainly dealt with the manual processing of paperwork, reports, workforce management, vendors and online ticket sales. So, we developed a system of web-based modules that enable festivals and events to drastically cut the man-hours needed to produce a successful event by streamlining their tasks and paperwork. As a byproduct, our systems helps events GO-GREEN by eliminating stacks of paperwork.

## How has your company grown over the years?

We started with just a ticketing solution for a client's local event and grew to an All-in-One Festival Solution with multiple modules.

## What new or improved product/service do you have to offer that IFEA audiences need to know about?

We've grown into an All-in-One Festival Solution with these modules:

- Ticketing Sales and Redemptions
- Registrations and Signups for all types of Events
- Vendor and Exhibitor Applications, Vetting, Positioning and Payments

- Artist, Band, Parade Registrations and Placement
- Volunteers Registrations, Communication and Scheduling
- Sponsor Signups, Management and Ad Placement on your Website and Tickets
- Donation Collections and Tracking
- Silent Auctions
- Point of Sale

## What areas do you serve with your product/service?

We help Festival and Event organizers across the USA.

## How many employees does your company have?

15

## What sets your product/service apart from your competitors?

We are not a one-size-fits-all solution, we customize our software to work the way each client needs it to work for their events.

Our system does the work of 4 or more other company's solutions all in one place with 24/7 access. Plus, we do all the heavy lifting setting up your digital forms saving you even more time. Another feature our clients really appreciate, is we integrate our secure pages to seamlessly match your website's design, so your customers do not feel they are getting rerouted somewhere else. If you need a new Website, no worries, we can build that as well.

Another key difference between us and our competitors, is we allow our clients full access to all their reports and data downloadable 24/7 at no extra charge.

## How many festivals and events do you work with on an annual basis?

Over 200 per year and growing rapidly.

## What advice would you offer to festivals and events searching for your type of product/service?

Do your research on each solution out there to really find out how if they can help your event be more successful. Do they charge you extra for support? We don't, it's all included.

## What is your customer service philosophy?

We're only successful if your event is more successful and better organized using our solution.

## CONTACT INFORMATION

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