

LEAD RETRIEVAL

ATTENDEE SCANNING



Build your sales prospect list by scanning attendees* (and fellow exhibitors) using the lead retrieval service provided by MicroSpec, the official registration and ticketing provider for IDS Vancouver. Easily capture, qualify and connect with potential buyers at the show and then view, filter and export your leads to Excel from your lead retrieval portal.

Only Professional Trade Day badge holders can be scanned with the Mini Scanner. Thursday's IDS Party attendees don't wear badges and cannot be scanned by the Mini Scanner. Weekend attendees include both Trade Day badge holders and weekend ticket holders. IDS Party and weekend tickets require the Leads123 mobile app on your phone or tablet. See the chart below for both scanning options.

Two lead retrieval options to choose from:

	Leads123 Mobile App on your own phone or tablet  Capture leads directly from your own device (iOS or Android) Your device must have an autofocus camera to scan the badge or ticket. Current devices have this but older units (ie: iPad 2 or iPhone 3) do not.	The Mini Scanner  Lightweight, compact, and battery-operated, it can be worn around your neck on the supplied lanyard. Simple to use, just press one button and scan the badge.
Price	\$275 for 1 licence \$475 for 3 licences \$1,000 for 10 licences (Multiple licences CANNOT be shared among different exhibiting companies. All leads from multiple devices are pooled to the company placing the order.) Plus applicable tax (order by September 10)	\$275 per unit \$475 for 3 units Plus applicable tax (order by September 10)
Scan attendee badges on Professional Trade Days (9 AM-6 PM Friday, Sept. 25 & 10 AM-5 PM Saturday Sept. 26)	✓	✓
Scan attendee ticket QR codes during Thursday's IDS Party and on the weekend public days Note, if it's a group ticket, the data from the ticket purchaser is what will be recorded.	✓	
Manual Lead Entry	✓	

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The Mini Scanner



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Scan fellow exhibitor badges any time



Preset Follow Ups



Custom Follow-Up Codes

Custom follow-ups are a set of post-show actions attached to a person's record scanned at the event which tell you what mode of follow-up is required for a particular attendee, narrowing down your phone calls, emails, mailings, etc. specifically to what you selected. You can have up to 50 customized follow-ups.



\$50

plus applicable tax

Note, exhibitors can pick up a standard leads qualifier sheet from the Lead Retrieval counter for free or can pay for custom follow up codes.

Add notes, photos, audio and ratings to the attendee record



Targeted follow-ups, surveys, and instant communication



Leads available in real time during the show



Leads list available a few hours after the device is returned to the Lead Retrieval counter.

View peak scan times at your booth



Scan times available a few hours after the device is returned to the Lead Retrieval counter.

Call for help



To receive these advance rates, place your order by Thursday, Sept. 10, 2026:
<https://www.microspec.com//lr/IDSV26>

