SANS
AFFILIATE MEMBER

SANS Affiliate Program

SANS Institute is the most recognized and trusted resource for cybersecurity training and certification. Being a member of the SANS Affiliate Program provides security solution providers the unique opportunity to create a comprehensive partnership with the SANS Sponsorship Programs, focused on educating and enlightening the SANS community on their latest products, services and techniques.

Affiliate Membership Benefits

- Inclusion in the SANS Affiliate Directory
  - Includes personal page with a listing of recent SANS projects
- SANS Newsletter Ad in Newsbites or @Risk
  - One (1) Lower Ad ($2,500 value)
  - One (1) Upper Ad ($5,500 value)
- 1-hour Conference Call with John Pescatore, SANS Director of Emerging Security Trends
- SANS Webcast - 25% off a SANS Webcast ($3,750 discount)

- SANS Security Insights Blog
  - Two (2) blog posts ($3,000 value)
- SANS Affiliate Member badge for co-marketing purposes
- Branding at all SANS National Events
  - SANS 2020, SANS Security West 2020, SANSFIRE 2020, Network Security 2020 and Cyber Defense Initiative 2020
- Priority Booth Placement at Sponsored SANS Live National Events

Affiliate Membership: $10,000 *(Value of $18,875)*

For more information or questions on becoming a SANS Affiliate Member, please email vendor@sans.org and a SANS representative will be in contact with you shortly.

Program Requirements

- Deliver a product or service that offers a solution for cybersecurity professionals and that product/service must not directly compete with SANS

- Upon request from SANS, Affiliate Member must provide a customer reference and/or case study to prove the successful delivery of their product/service

TERMS AND CONDITIONS FOR SANS AFFILIATE PROGRAM

Please read carefully

Program Requirements:

- Deliver a product or service that offers a solution for cybersecurity professionals and that product/service must not directly compete with SANS

- Upon request from SANS, Affiliate Member must provide a customer reference and/or case study to prove the successful delivery of their product/service

Features of the SANS Affiliate Program are subject to change. In the event a feature is deleted from the SANS Affiliate Program, every effort will be made to substitute a feature of comparable value.

Program Features:

SANS Affiliate Program Member Logo: SANS will provide a high resolution logo appropriate to the contracted Affiliate Program membership level. Logos may not be altered.

SANS Affiliate Directory: Affiliate Members will be included in the SANS Affiliate Directory. Affiliate Members will need to provide Company Logo, Company Description, Link to Company website and Product Category information.

SANS Affiliate Program Branding: Affiliate Members will be recognized at all SANS National Events via event signage(s).

SANS Newsletter Advertisement: Affiliate Members will receive one (1) Upper Ad and one (1) Lower Ad per year in SANS Newsletters. Upper Ads: 55 words + URL. Lower Ads: 15 words + URL.

Conference Call with John Pescatore or Deb Radcliff: Affiliate Members will receive one (1) hour of a one-on-one meeting (by phone) with John Pescatore, SANS Director of Emerging Trends. Meetings will be scheduled upon the Affiliate Member's request based upon John Pescatore's availability.

Priority Booth Placement: Affiliate Members will receive prime exhibit spots on the Exhibitor Expo floor at all SANS National events. Exhibit space and associated costs still apply and will be contracted separately. SANS Terms and Conditions for Exhibiting at a SANS event will apply.

Blog Post on SANS Security Insights Blog: Affiliate Members will be invited to submit a guest blog post on the SANS Security Insights Blog (limit 500 words). Posts must focus on thought leadership or trending industry topics. Posts may not directly promote Member's Products/Service. All blog posts must be approved by SANS.

Co-Marketing: Affiliate Members agree to prominently place the SANS Affiliate Program logo provided by SANS on their website within 30 days of the start of their membership. The SANS Affiliate Program logo will remain on the Affiliate Member's website for the duration of their membership term.

Payment Options: SANS Institute accepts payment by credit card, check or wire transfer. The SANS Institute must receive 100% of the total amount due in order to receive Premier Member benefits.

Renewal: The SANS Affiliate Program is a yearly program based upon the membership start date. Affiliate Members will be contacted 30 days prior to their membership expiration date with the option to renew their membership.

Cancellations: Membership Cancellations must be submitted with 30 days' written notice. Post cancellation, Affiliate Members will continue to receive the benefits of their membership until their current membership year expires. During this time period, Affiliate Members will be expected to continue their obligations under this agreement. Cancellations will not trigger refunds of any monies paid.

By signing below, the company agrees to abide by the terms and conditions of this agreement and to any further rules and regulations issued to all participants prior to the start of their Affiliate Program membership.

This agreement becomes a binding contract when signed by the company and received by The SANS Institute.

Signature: _____   Date _____

Signature: _____   Date: _____