



Digital Forensics & Incident Response

SUMMIT & TRAINING

Location: **Austin, TX | Hilton Austin**

Event: **July 25 - August 1, 2019** | Summit Expo: **July 25 - 26, 2019**

Sponsorship Packages & Benefits	Bronze	Silver	Gold	Platinum
Booth Space Silver & Gold: includes one 6' draped table, 2 chairs, electricity & WiFi Platinum: includes two 6' draped tables, 4 chairs, electricity & WiFi	10 x 10	10 x 10	10 x 10	10 x 20
Lead Scanner or App	✓	✓	✓	✓
Logo Featured on SANS Event Website & All Applicable Event Collateral	✓	✓	✓	✓
SANS Lunch Leads Lunch will be sponsored by exhibitors during the second day of the expo. Attendees who come for lunch will be scanned. Contact information provided to exhibitors.		✓	✓	✓
Lunch & Learns Lunch & Learns: 1-hour lunchtime presentation given by your speaker to 30 SANS attendees. Sponsor may scan Lunch & Learn attendees as leads. Box lunches included in package. Lunch & Learn summary will be advertised on the SANS event webpage and in the event collateral. Note: Food and beverage included. Platinum: Individual Lunch & Learn invitations targeting preferred attendees included.			✓	✓
Summit Night Out Sponsor the Summit Night Out event at a pre-selected venue. Includes branding of venue. Attendees who attend the Summit Night Out will be scanned. Sponsors will receive leads of all attendees. Estimated 100+ are expected to attend. Silver and Gold: Does not include branding of venue or leads. Up to 2 representatives may attend the Summit Night Out event.		2 Invites	2 Invites	✓
Prime Location & Premier Signage				✓
Additional Targeted Branding at Event SANS will explore how to best market your brand in our venue with further discussion.				✓

Solutions Expo Schedule

Thursday, July 25		Friday, July 26		Saturday, July 27	
Morning & Afternoon Networking Breaks*		Morning & Afternoon Networking Breaks*		12:30pm - 1:15pm	Training Day 1 Lunch & Learns
12:30pm - 1:15pm	Summit Day 1 Lunch & Learns	12:15pm - 1:30pm	Expo Day Networking Lunch		
6:00pm - 8:00pm	Summit Night Out*				

*pending event schedule

Additional Sponsorship Opportunities

Listed sponsorships below can act as standalone outside of Sponsorship Packages.

Speaking, Presentation & Lead Generation Opportunities

Lunch & Learn (Stand-alone)	Lunch hour presentation to SANS training attendees. Boxed lunches will be served in the room. Optionally, SANS will invite students attending the class of your choice. You may also scan Lunch & Learn attendees as leads. Includes: food and beverage, lead scanner/app & all logistics.
Lunch & Learn Simulcast	Lunch and Learn will be simulcast live to the SANS community. You will receive a video of the session for collateral as well as a 200-lead guarantee. Requires a minimum of 4 weeks lead time for promotions.
Table Top (On a Training Day)	Table Top during training days. Provides you the ability to reach additional SANS students. Includes: 6' draped table, 2 chairs, WiFi, lead scanner / app & all logistics.

Networking Opportunities

Executive Networking Event	Invitation only breakfast or dinner for approximately 10-15 executive level and senior management attendees. Hosted by you and a SANS expert. Includes: food and beverage plus all logistics.
Product Focus Group Roundtable	Networking breakfast focused on obtaining valuable feedback about your company's products and market position from a targeted group of 10-15 SANS training attendees. Includes: food and beverage, all logistics, targeted invitation and pre-event set up.

Branding Opportunities

SANS @Night	Branding of scheduled @Night presentation led by SANS expert.
SANS Summit Night Out	Branding of fun evening event held outside of the training venue.
SANS NetWars	Branding of SANS NetWars competition with signage. NetWars Dates: July 30 - 31, 2019



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www.sans.org | vendor@sans.org



Exhibitor Registration

Digital Forensics & Incident Response Summit 2019

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Thank you for your interest in exhibiting the [DFIR Summit 2019](#). To reserve your sponsorship, please return the Exhibitor Registration Form and the Terms & Conditions Form completed and signed to vendor@sans.org.

COMPANY NAME _____

CONTACT NAME _____ TITLE _____

COMPLETE MAILING ADDRESS _____

CITY _____ STATE _____ ZIP _____

PHONE _____ FAX _____

EMAIL _____

Sponsorship Package - Please indicate your choice below. Package details can be found in the DFIR Sponsor Sheet.

☐ Platinum - \$16,500 (**SOLD OUT**) ☐ Gold - \$12,600 (**SOLD OUT**) ☐ Silver - \$6,500 ☐ Bronze - \$3,200

Additional Sponsorship Opportunities - Please indicate your choice below. Details can be found in the DFIR Sponsor Information Sheet attached.

- | | |
|--|--|
| <input type="checkbox"/> Lunch & Learn (stand-alone on training day) - \$6,600 | <input type="checkbox"/> Product Focus Group Roundtable - \$14,250 |
| <input type="checkbox"/> Lunch & Learn Simulcast (add-on) - \$13,500 | <input type="checkbox"/> SANS @Night Branding - \$1,750 |
| <input type="checkbox"/> Table Top (add-on during training day) - \$2,500 | <input type="checkbox"/> SANS Summit Night Out Branding - \$3,250 |
| <input type="checkbox"/> Executive Networking Breakfast - \$8,650 | <input type="checkbox"/> SANS NetWars Branding - \$3,250 |
| <input type="checkbox"/> Executive Networking Dinner - \$14,500 | <input type="checkbox"/> SANS NetWars Armory Sponsor - <i>Call or email us to discuss becoming a DFIR NetWars Armory Sponsor</i> |

Billing - Please total up your sponsorship selection. A SANS representative will contact you to process your payment.

Sponsorship Package Cost:
Additional Sponsorship Opportunities Cost:
TOTAL COST:

Signing below acknowledges that the signee is the decision maker within the listed company and thereby secures the sponsor's sponsorship for this event. Official terms and conditions on next page.

SIGNATURE _____ DATE _____

TERMS AND CONDITIONS FOR EXHIBITING AT A SANS EVENT

Please read carefully

All exhibitor promotional and exhibition sponsorship opportunities are subject to change. In the event there is a cancellation or a change after the contract is received, SANS will offer the vendor the option of either a full refund or a replacement package of comparable value.

Attendee list policy: Electronic lead gathering services will be provided and attendee biographic data will be encoded for retrieval at all major conferences with tabletop. SANS will provide one (1) lead reader device or app Activation Code. Additional devices or codes may be purchased for an additional fee.

Exhibit space: Unless otherwise specified, exhibit space includes square footage stated, 6' draped table, 2 chairs, basic 5amps of electrical services and wireless internet. Any In-coming or Out-bound freight shipping and handling charges are the responsibility of the exhibiting company. Any additional furnishings or other booth requirements are also the responsibility of the exhibiting company.

If removing unsold tabletop spaces from the floor plan requires that a pre-registered exhibitor's booth location be changed, the exhibitor agrees to comply with these changes. The SANS Institute reserves the right to restrict or prohibit exhibits which, because of noise, method of operation, or any other reason, are objectionable or otherwise detract from or out of keeping with the character of the exposition as a whole.

Exhibitor's tabletop and associated pop-ups or banner stands must be in place one hour prior to the show opening. If the tabletop is not installed one hour before the show opens, show management will reconfigure space into a visitor lounge.

Registration: Exhibitor personnel will be provided badges. All onsite exhibitor personnel MUST have a badge to exhibit or attend any SANS event.

Co-Marketing: Exhibitor agrees to co-market the Training Event via social media, newsletters, blogs, etc. Exhibitor agrees to list Training or Summit Event on exhibitor's website and event calendar.

Payment options: SANS accepts payment via Credit Card, Check or Wire Transfer. The SANS Institute must receive 100% of the total amount due prior to the show opening. If The SANS Institute does not receive payment 24 hours prior to the show opening, the exhibitor will not be allowed to exhibit. Penalties may be applied by SANS Institute in the case of checks returned for Insufficient Funds.

Cancellations: Cancellations will only be accepted when agreed to in writing by The SANS Institute. If a cancellation request is not deemed agreeable by SANS, full payment for exhibition space is required. Absolutely no cancellations will be accepted 8 weeks or less from the first day of the first conference date specified in this contract, and full payment will be required of those who fail to attend. A processing fee of 50% of the tabletop cost will be applied to any approved cancellation, regardless of when the cancellation is made. Cancellation fee must be paid within 10 business days of the cancellation date.

Liability: Exhibitor agrees that SANS, the expo site, and their respective employees and agents are not liable for any theft, damage or loss to or of the exhibitor's property or for any injury that may occur to the Exhibitor, its agents or employees. Exhibitor shall have property damage insurance for the full replacement value of all its property and general liability insurance of no less than One Million Dollars. SANS and the expo facility shall be named as additional loss payees in such policy. Exhibitor agrees to indemnify and hold SANS, the expo facility, and their respective employees and agents harmless, from any and all claims, demands, judgments, settlements, costs, attorney's fees or other expenses either directly or indirectly from or in connection with Exhibitor's participation in such event.

By signing below, the exhibiting 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 all SANS conference exhibitions listed in this contract.

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

Authorized Exhibitor Representative

Name (printed): _____

Title: _____

Company Name: _____

Signature: _____

SANS Authorized Representative

Name (printed): _____

Title: _____

Company Name: _____

Signature: _____