

SANS

ICS Security Summit & Training 2018 Orlando, FL



Solutions Exposition:
March 20, 2018

Event Dates: March 19 - March 25
Hyatt Regency
Expected Attendance: 200-225

SANS expositions create environments where our sponsors can introduce their products and services to the SANS community of cybersecurity professionals. Our attendees immediately understand the value you provide and are likely to have influence over purchasing decisions. SANS provides the training our community requires and you provide the tools.

SANS Solutions Expositions: Better Audience, Better Service, Better Experience

"The staff at SANS tirelessly helps our company achieve maximum exposure and success during SANS event through creative and cost effective exhibiting options. Their full-service approach makes for stress-free booth experience, and allows us to focus on connecting with highly qualified attendees".

- VMRay

"I have done various SANS events over the last seven years. We have been very happy with the quality of attendees at each event"!

- RiskIQ

"SANS continuously delivers quality events and highly-desirable prospects for our lead generation program".

- InfoArmor

Solutions Expo Sponsorship Packages

	Silver	Gold	Platinum
10 x 10 Space	✓	✓	
10 x 20 Space			✓
SANS Lunch Leads	✓	✓	✓
Lead Scanner or App	✓	✓	✓
Logo / Link on Summit Website & Marketing Collateral	✓	✓	✓
Lunch & Learn		✓	✓
All Food & Beverage		✓	✓
Prime Location			✓
Premier Signage			✓
Evening Event Sponsorship			✓

* Contact us for information about multi event packages

Solutions Expo Schedule

Monday March 19th

12:30pm – 1:20pm	Summit Day 1 Lunch & Learns
5:30pm – 6:30pm	Evening Reception
6:30pm - 9:00pm	ICS Game Night

Tuesday March 20th – Expo Day

10:00am – 10:30am	Networking Break
12:15pm – 1:30pm	Networking Lunch
2:40pm – 3:10pm	Networking Break

Wednesday March 21st

12:30pm – 1:20pm	Training Day 1 Lunch & Learns
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Note: Solutions expo schedules may vary depending upon the venue and the individual event schedule



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SANS Summit Sponsorship Packages

SILVER

- 10' x 10' Space on Solutions Expo Day
Includes: 6' draped table, 2 chairs, electricity & WiFi
- SANS Lunch Leads
Lunch on the day of the expo will be sponsored by the exhibitors. Attendees who come for lunch will be scanned and their contact information will be provided to the exhibitors as leads.
- Lead Scanning Device or App
Will be provided for the duration of the event.
- Branding
Your logo and link will appear on the SANS event website and in all applicable event collateral.

GOLD

- Silver Package as defined above ... Plus
- Lunch & Learn
 - 1 hour lunchtime presentation where your speaker will have the opportunity to present directly to SANS attendees.
 - Boxed lunch provided (food & beverage costs are included)
 - Lunch & Learn Title, Abstract, Speaker, Time & Location will be advertised on the event webpage and in the event collateral.
 - Vendor may scan Lunch & Learn attendees as leads.
 - May be scheduled on the 1st day targeting the SANS summit audience or on the 3rd day targeting the SANS training audience

PLATINUM

- Gold Package as defined above ... Plus
- 10' x 20' Space on Solutions Expo Day (replacing 10' x 10' space)
Includes: Two 6' draped tables, 4 chairs, electricity & WiFi
- Premier Location on Expo Floor
- Platinum Sponsorship Signage
- Individual Lunch & Learn invitations targeting preferred attendees
- Evening Event Sponsorship (based upon event schedule)



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SANS Summit Additional Sponsorship Opportunities

Speaking, Presentation & Lead Generation Opportunities

Lunch & Learn (Stand-alone on a Training Day) - Lunch hour content presentation to SANS training attendees. Boxed lunches will be served in the room. Optionally, SANS will invite students attending the class of your choice. Vendor may scan Lunch & Learn attendees as leads. <i>Includes: F&B, lead scanner / app & all logistics.</i>
Lunch & Learn Simulcast - Lunch and learn will be simulcast live to SANS community. You will receive a video of the session for collateral and will receive a 200-lead guarantee. <i>Requires a minimum of 4 weeks lead time for promotions.</i>
Table Top (On a Training Day) – Table Top during training days. Provides you the ability to reach SANS students. <i>Includes: 6' draped table, 2 chairs, electric, WiFi, lead scanner / app & all logistics.</i>
Evening Product Test Drive (On a Training Day) – Invitation only 2-hour lab providing hands-on demo of your products to targeted attendees. You will receive all the registration leads and may also scan the badges of the attendees. <i>Includes: F&B, lead scanner / app & all logistics.</i>
SANS @Night Presentation (On a Training Day) – One hour evening presentation on a training day. Open invitation to all training attendees. <i>F&B optional & NOT included.</i>

Networking Opportunities

Executive Networking Dinner - An invitation-only dinner for approximately 20-25 C-level and senior management attendees. Hosted by you and a SANS Expert. <i>Includes: F&B plus all logistics.</i>
Executive Networking Breakfast - An invitation-only breakfast for approximately 15-20 C-level and senior management attendees. <i>Includes: F&B plus all logistics.</i>
Focus Group Roundtable – Networking Dinner to obtain valuable feedback about your company's products and market position from a targeted group of 10-15 SANS training attendees. <i>Includes: F&B, all logistics, target invitation, and pre-event setup to ensure meaningful feedback.</i>
Hospitality Suites – Opportunity to host a social event. The hospitality suite will be advertised at the summit and optionally, SANS can send out invitations. Themed events are recommended and most appealing to attendees. <i>F&B and hotel Suite is NOT included. SANS will handle all logistics.</i>

Branding Opportunities

SANS Night Out Sponsorship – Branding of fun evening event held outside of the training venue. <i>Available Only at Select Summits</i>
SANS @Night Sponsorship – Branding of scheduled @Night presentation led by SANS Expert. <i>Available Only at Select Summits</i>
NetWars Sponsorship – Branding of SANS NetWars competition with signage. <i>Available Only at Select Summits</i>



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About SANS ICS Security Summit and Training 2018



Summit Chairman

Mike Assante

Director of Industrials and
Infrastructure

ICS Summit 2017 Companies in Attendance:

Accenture	Adobe	Apple
Bell Canada	Boeing	Booz Allen Hamilton
Deloitte	DOD	ExxonMobil
Facebook	Fidelity Investments	Ford Motor Co
General Electric	Homeland Security	Intel
JP Morgan Chase	Marriott	Microsoft
Nike	Oracle Corp	US Armed Forces
Verizon	Wells Fargo	Yahoo

SANS ICS Security & Training 2018 Courses

Course	Instructor	# Days
<u>ICS410: ICS/SCADA Security Essentials</u>	<u>Eric Cornelius</u>	5
<u>ICS456: Essentials for NERC Critical Infrastructure Protection</u>	<u>Tim Conway</u>	5
<u>ICS515: ICS Active Defense and Incident Response</u>	<u>Robert M. Lee</u>	5

Other 2018 SANS ICS Related Sponsorship Opportunities

Summits & Training

Event	Location	Summit / Training Dates	Solutions Expo Date	Expected Attendance
SANS Automotive Cybersecurity Summit	Chicago, IL	May 1-2 / May 3-8	May 2	80 - 125
SANS Oil & Gas Summit and Training for Energy	Houston, TX	Aug 19-20 / Aug 21-25	Aug 20	100 - 125

Scheduled Whitepapers

Title	Publication Date
ICS Controls to Save the Infrastructure	Mar 15
Security in Motion: Smart & Self-Driving Cars	Apr 30
Hacking Industrial Control Systems	Jul 7

Multi-sponsored Surveys

Title	Publication Date
The Insecure Industrial IoT	Feb 15
SANS Healthcare Cyber Security Survey: Focus on IOT	May 15
Buying into Cyber Insurance	Oct 30

Contact us about bundled packages including event sponsorship, webcasts, whitepapers, surveys, product reviews and other advertising opportunities