



12th Annual SANS ICS Security Summit & Training

Summit: March 20-21, 2017

Classes: March 22-27, 2017

Wyndham Garden Lake Buena Vista - Disney Springs Resort * Orlando, FL
www.sans.org/event/ics-security-summit-2017/

Expected Attendance: **225**

The 12th Annual SANS ICS Security Summit is the premier event to attend in 2016 for ICS cybersecurity practitioners and managers. This year's summit will center on what qualifies as an attack, what does not, and get hands-on with the challenges and skills required to bridge the IT/OT gap and respond to threats.

Security vendors with a focus in Industrial Control Systems solutions will find this summit to be incredibly beneficial in connecting with attendees who are seeking guidance and solutions from industry experts.

Sponsorship Opportunities

Sponsorships are available on both Summit and Class days. A package of multiple items can be customized to fit your marketing needs.

Item	Detail	Price
Executive Dinner Sponsorship	25 Invites; Includes F/B	\$12,500
Executive Breakfast Sponsorship	25 Invites; Includes F/B	\$7,500
Lunch and Learn Presentation	Limit 3 Vendors/Day	\$7,000
Summit Welcome Reception Sponsorship		\$5,000
Networking Breakfast Sponsorship	Limit 1 Vendor/Day	\$4,500
Summit Tabletop		\$4,000
Summit Break Sponsorship	Limit 1 Vendor/Day	\$3,000

Features (vary per sponsorship):

- All sponsorships include Tabletop
- Includes "SANS After Hours" Evening Reception (Day 1 of Summit)
- Sponsorships are plus Food/Beverage unless otherwise noted
- Individual Signage for any F/B related sponsorship
- Ad in Onsite Program Guide
- Logo/Link on the Summit web page

Vendor Sponsorship Opportunities



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Sponsorships Requirements:

Co-marketing Efforts - E-mail Blasts, Website Links, Newsletters, User Groups, Company Blogs

Event Schedule

Vendor Expo Times Mar 20-21	"SANS After Hours" Evening Reception Mar 20	Lunch & Learn Times Mar 20-27	Networking Times Mar 22-27
10:30am - 11:00am 3:00pm - 3:30pm	5:30 - 6:30pm	12:15pm - 1:30pm	10:00am -10:20am 3:00pm - 3:20pm

Classes and Additional Events

ICS456: Essentials for NERC Critical Infrastructure Protection	Mar 22-26
ICS410: ICS/SCADA Security Essentials	Mar 22-26
ICS515: ICS Active Defense and Incident Response	Mar 22-26
SEC504: Hacker Tools, Techniques, Exploits and Incident Handling	Mar 22-27
MGT415: A Practical Introduction to Cyber Security Risk Management	Mar 22-23

Event Demographics

ICS Summit Attendees by Job Function

39% Security Practitioner
 22% Senior Practitioner/ Supervisor
 20% C-Level/Director/Manager
 10% Consultant
 9% Other



ICS Summit Attendees by Industry

42% Utilities
 23% Government/Military
 12% Technology
 10% Manufacturing
 3% Banking/Education
 10% Other

About The Event