

SANS VENDOR CONNECTIONS

Connecting you with the SANS community

January 2016

Welcome to 2016!

SANS extends our appreciation to all 2015 sponsors and contributors and wishes a prosperous year to all those in the security community!

Check out what's new for 2016!



[Click here to download the PDF version](#)

SANS <small>SANS is the most trusted source for computer security training, certification and research. SANS attendees come from many key industries. Expand your reach when you connect with IT security professionals at a SANS training event.</small>				
SANS 2016 National Events Package				
	PLATINUM	GOLD	SILVER	BRONZE
SANS 2016 March 16 Orlando, FL Walt Disney World Dolphin Resort	✓ PREMIUM SPOT			
SANSFIRE June 15 Washington D.C. Marriott Wardman Park		✓ PREMIUM SPOT	✓	✓
Network Security September 14 Las Vegas, NV Caesars Palace				
10 x 20 Booth	✓			
10 x 10 Booth		✓	✓	✓
Banner Stand	✓			
Tabletop	✓			
Lunch & Learn	✓	✓		
Lunch Leads	✓	✓	✓	
GITB	✓	✓	✓	✓
LogoLink	✓	✓	✓	✓
Sponsorship Fee	\$49,900	\$37,500 (\$46,200 List)	\$27,000 (\$32,700 List)	\$19,900 (\$23,700 List)

Package Options:

- **Booth** – Vendor Expo hours: 12:00pm-1:30pm & 5:00pm-7:00pm
- **Tabletop** – Outside class/day of your choice (Platinum)
- **Banner Stand** – SANS-provided Banner Stand with vendor-provided focus/information promoting Platinum status
- **Lunch & Learn** – A one-hour presentation slot (Projector and screen provided. Food and beverage not included.)
- **Targeted-Email Invitation** – Included in Platinum sponsorships
- **Lunch-Leads Sponsorship** – SANS scans attendees receiving a Lunch Voucher for lunch during the Vendor Expo – **300-500** leads captured at each National Event
- **Website Listing** – Listing as Platinum/Gold/Silver/Bronze Sponsor on National Event websites
- **Get-In-The Bag** – Opportunity to place one item in the registration bag provided to ALL attendees
- **LogoLink** – Your logo/link on the event web pages

Stay Connected!



For more information on SANS Vendor Programs and to learn how you can make a presence in the cyber security community, visit www.sans.org/vendor or email a SANS Vendor Representative at vendor@sans.org

2016 Events

As the premier provider of cyber security education and research, SANS hosts more than 40 live training events throughout the nation. Each event provides security vendors the opportunity to be face to face with professionals who are seeking solutions to their security issues and enhancements.

From Lunch & Learn sessions to exhibit hall displays or an executive networking dinner with C-level professionals, SANS has a variety of options for security vendors to expand their reach and gain valuable leads.

Looking to stay within your geographic area? Don't miss the opportunity to sponsor a SANS community event, where you'll get valuable face time with a targeted group of security professionals.

For a complete list of SANS training events click [HERE](#)

Coming Soon!



SANS 2016 returns to the Walt Disney World Dolphin Resort in Orlando, FL. Hosting more than 43 classes, security vendors will have the opportunity to be face to face with an audience of approximately **1,200** attendees with titles ranging from technical practitioners to C-Level and management positions. The Vendor Solutions Expo at SANS 2016 features the industry's leading security vendors. Contact your SANS representative or email vendor@sans.org for more information on event sponsorship opportunities.

Mark Your Calendar for 2016! - [National Event Package Options](#)

Event	Date	Type	Appx Attendance	Location
SANS 2016	March	National	1,200	Orlando, FL
SANSFIRE 2016	June	National	1,200	Washington DC
SANS Network Security 2016	September	National	1,200	Las Vegas, NV

Don't Miss These Upcoming Events

Event	Date	Type	Appx Attendance	Location
Security East 2016	January	Community	250	New Orleans, LA
Cyber Threat Intelligence Summit	February	Summit	125	Alexandria, VA
ICS Security Summit	February	Summit	175	Orlando, FL

SANS Analyst Program



The SANS Analyst Program provides security vendors the opportunity collaborate on customized state of the art reports in **HEALTHCARE, FINANCIAL, EDUCATION,** and **GOVERNMENT** markets. Check out a sample of projects below or contact vendor@sans.org for more information.

SANS IT Security Spending Survey

Publish Date: February 2016

SANS 2016 Industrial Control Systems (ICS) Security Survey

Publish Date: June 2016

For a complete list of SANS Analyst Projects click [HERE](#)

Webcasts



Looking to reach the SANS community? Webcasts are a successful way to gain valuable leads and position your company as a thought leader in the cyber security industry.

- *Opportunity to sponsor topics that align with your business focus*
- *200 lead guarantee*
- *Promotion in weekly SANS Webcast email blast leading up to webcast launch*
- *Placement on SANS website (check out www.sans.org/webcasts for a complete list of upcoming webcasts)*
- *Promotion via social media channels to promote attendance*

New to 2016!

HOT TOPICS! Webcast Series

This webcast series will provide viewers with insight to trending topics in the security industry. Featuring SANS experts, HOT TOPICS! allows sponsoring vendors the opportunity to connect with the SANS community and generate valuable leads. Click [HERE](#) for more information or email vendor@sans.org.