



SharkFest '22 EUROPE

Wireshark Developer and User Conference

October 31 - November 4, 2022 Hotel Palacio Estoril, Estoril, Portugal

SharkFest'22 EUROPE Sponsorship Form



SharkFest™ returns to the beautiful Palacio Estoril Hotel in 2022 for the 6th annual Europe-based Wireshark Developer & User Conference.

SharkFest'22 EUROPE Sponsors have the unique opportunity to closely interact with the global community of IT professionals, Wireshark core developers, and networking experts that attend the conference to share packet analysis knowledge and to learn about technology that enhances the Wireshark user experience in an immersive, educational setting. As this will be a Hybrid event, sponsors can interact both in-person and virtually with the Wireshark community.

This form describes the various participation options available for sponsor candidates. Please review the content, choose your preferred sponsor option, and return an initialed and signed copy (**pages 4,5,6 & 7**) to sherj@wireshark.org to ensure your company's participation. Questions may be directed to Sheri Najafi, the SharkFest Conference Manager (sherj@wireshark.org).

ANGEL SHARK SPONSORSHIP*

€8,500

Angel Shark Sponsors are assigned a 6' draped table in the [Imperial Room](#), which doubles as the Vendor Technology Showcase space and room to be used for all conference meals and snacks. Angel Shark Sponsors arrive to set up for the Welcome Dinner event on the afternoon of Tuesday, November 1st, and remain through the evening of November 3rd. Sponsors will also have a presence in the virtual world, via a dedicated Discord channel, the virtual Treasure Hunt and a Virtual Booth.

**Please note that we attempt to limit the number of competing technologies represented by sponsors, so those submitting requests for sponsorships early are given preference.*

Angel Shark Sponsor In-Person Benefits:

1. Your company logo, website link, and bio on the SharkFest conference Sponsor page
2. Your sponsorship noted in all marketing materials and social media campaigns associated with the event
3. 6' draped table for product demonstrations, literature hand-outs, giveaways, leads collection and general SharkFest attendee engagement for all conference days
4. 5-minute 'SponsorByte' during the Welcome Dinner to discuss your products, what problems they solve and how they interact with Wireshark
5. Vendor Technology Showcase in the Wednesday Treasure Hunt & Raffle participation and Thursday Challenge Reception
6. 2 complimentary SharkFest conference registrations (November 2-4), a €1,990 value
7. Your company logo on Angel Shark signage for the Vendor Technology Showcase
8. SharkFest'22 EUROPE Sponsor Banner for your company website

Angel Shark Sponsor Virtual Benefits:

1. Participation in the virtual **Treasure Hunt**, one of the most popular activities at SharkFest conferences and a great way to capture leads and interact with attendees.
2. A dedicated **Discord channel** during the conference, to interact with attendees
3. **Sponsor Video:** 5-10 minute pre-recorded 'interviews'. A seasoned SharkFest attendee will moderate 3 questions and send them over to the sponsor - the questions will be specific to the sponsor's products, what problems they solve and how they interact with Wireshark. The sponsor will then record the video* - a ~30 second introduction of their company, followed by addressing the questions - which will be posted on the SharkFest website, as well as the SharkFest YouTube channel which has about 5k subscribers. (*The SharkFest team will review the video for any necessary editing before posting).
4. **"Virtual Booth/Tile"** on a new Interactive landing page on the SharkFest website. This can be a fully customizable, interactive space that sponsors will design, and could include a video with a discount, a survey, the Treasure Hunt Q&A, special offer or a prize... This is a great way to virtually interact with attendees and capture leads.
5. Your company logo, company description and website link on the SharkFest Sponsor page
6. Your sponsorship noted in monthly social media and email campaigns associated with the event
7. SharkFest'22 EUROPE Sponsor Banner for your company website

COPPER SHARK WELCOME DINNER SPONSORSHIP

€3,500 (1 available)

The Welcome Dinner on Tuesday, November 1st, is the official start of SharkFest and presents an excellent opportunity for a sponsor to greet attendees to the event and make a first impression on the crowd!

Includes:

1. Your company's logo and link on the official SharkFest conference website Sponsorship page and in all marketing materials associated with the Welcome Dinner event.
2. Welcome Dinner announcement of your company's sponsorship of the event by SharkFest staff, Gerald Combs, and a representative from your organization.
3. 5-minute 'SponsorByte' to discuss your products, what problems they solve and how they interact with Wireshark
4. "SharkFest'22 EUROPE Welcome Dinner Sponsor" signage with your company's logo.

SILKY SHARK WELCOME GIFT SPONSOR

€2,500

Each year, SharkFest attendees are welcomed to the conference at check-in with one or more gift items specifically designed to commemorate the annual event. For 2022, the Welcome Gift Sponsorship gives you the opportunity to help underwrite the cost of SharkFest t-shirts and decals that will be distributed to all attendees, instructors, and core developers.

Includes:

1. Your company's logo and link on the official SharkFest conference website Sponsorship page and in all marketing materials associated with the event recognizing your sponsorship.
2. Signage at the Reception area for all conference days thanking your company for welcoming attendees with special commemorative gifts.

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SPONSORSHIP APPLICATION FORM

Company: _____

Address: _____

City: _____ State/Province: _____ Zip/Postal Code: _____

Primary Event Contact: _____

Primary Event Contact Title: _____

Phone (Including country code): _____

Email: _____

Sponsorship Choice (Please Select one or more Options)

____ Angel Shark Sponsor €8,500

____ Copper Shark Welcome Dinner Sponsor €3,500

____ Silky Shark Welcome Gift Sponsor €2,500

***PLEASE NOTE! Sponsorships are allotted on a first-come, first-served basis. We will inform you if a sponsorship category is already subscribed when you submit your sponsor request form.**

TOTAL AMOUNT DUE: € _____

Payment Terms

Full payment (by EFT) must be received within 15 days of sponsorship agreement signing.

Cancellation Policy

Written cancellations received before May 31, 2022 will be entitled to a 50% refund. No refunds given for cancellations after May 31, 2022. Without limiting the foregoing, although the event is being planned as an in-person event with certain virtual benefits, Sysdig may determine that the ongoing COVID-19 pandemic necessitates a transition of the event to be a fully virtual event. If such circumstance arises, Sysdig will provide written notice to Sponsor of such transition (“Notice”) and provide details on revised sponsorship details and pricing. In such case, Sponsor may, depending on Sponsorship level, opt to go completely virtual or cancel with full right of refund. If such transition takes place, Sysdig requires that Sponsor make its determination within fourteen (14) days of receipt of the Notice.

Payment Details

For ACH payments

Bank Routing Number: 322271627

Account Number: 581569669

Account Name: Sysdig, Inc.

For Wire Transfers

Bank Routing Number: 021000021

SWIFT Code: CHASUS33

General Bank Reference Address: JPMorgan Chase New York, NY 10017

Account Number: 581569669

Account Name: Sysdig, Inc.

PLEASE Reference SharkFest’22 EUROPE Sponsor Payment on Funds Transfer Forms



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SharkFest'22 EUROPE SPONSORSHIP AGREEMENT

Liability: Sponsor assumes full responsibility and liability for its acts and omissions and the acts and omissions of its agents, employees and independent contractors, whether acting within or outside of the scope of their authority and Sponsor shall indemnify, defend, and hold harmless Sysdig and the SHARKFEST event facilities from all claims, losses, liabilities, damages, expenses and costs resulting directly or indirectly from such acts or omissions. Sponsor shall maintain insurance policies with sufficient coverage to protect the financial interests of both Sponsor and Sysdig in the event of a claim arising out of this Agreement. Contractor will deliver to Sysdig insurance certificates showing such coverage upon request.

Use and Operation of Exhibitor Booth or Pod Properties: Subleasing of exhibit space is not allowed. Your exhibit must be staffed during exhibit hours. All demonstrations or other promotional activities must be confined to the limits of their space, except as defined in the sponsorship.

Security and Liability: Neither Sysdig, nor its agents or representatives, will be held responsible for any injury, loss or damage that may occur to the Sponsor, Sponsor employees or the Sponsor's property. Sponsors shall insure their property from the time it arrives at the event until it leaves.

Care of Building and Equipment: Sponsor must not damage or deface the walls, floors, or equipment of any SHARKFEST event facility. If such damage occurs, the Sponsor shall be liable to the owner of the property damaged. All materials used in decoration must be flame-proofed. Electric wiring must conform to the National Electric Code Safety rules and all other applicable rules, regulations, fire laws, electrical codes and other applicable laws. Any hazardous, combustible, or explosive materials are not permitted in the any SHARKFEST event facility.

Choice of Law; Jurisdiction: This Agreement shall be governed and enforced in accordance with the laws of the state of California and its federal and state courts. In the event that it shall be necessary for Sysdig to bring suit to enforce any of its rights hereunder, Sysdig shall be entitled to recover all costs of such suits including reasonable attorney's fees.

Regulations: Exhibit areas at SHARKFEST event facilities are subject to change to comply with laws or the event facility regulations. Sysdig further reserves the right to reallocate space in the interest of a better showing of exhibits or for any reason. Sponsor must comply with all SHARKFEST policies, the policies of SHARKFEST event facilities, and with all laws, regulations, and ordinances, including applicable data privacy laws. Without limiting the foregoing, with respect to any leads or contacts that may be generated as a result of this event, Sponsor shall be solely responsible for obtaining relevant and sufficient consent to further contact such attendees/participants

This Sponsorship Agreement is made between Sysdig and the Sponsor signing below.

Sponsor Company: _____

Authorized Signature: _____

Printed Name: _____

Title: _____

Date: _____

Please email your signed Agreement to: sharkfest@wireshark.org