



# SharkFest '19 EUROPE

Wireshark Developer and User Conference

November 4th -8th, 2019 Hotel Palacio Estoril, Estoril, Portugal

## SharkFest'19 EUROPE Sponsorship Form



SharkFest™ returns to the beautiful Palacio Estoril Hotel in 2019 for the 4<sup>th</sup> annual Europe-based Wireshark Developer & User Conference.

SharkFest'19 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.

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 [SharkFest@wireshark.org](mailto:SharkFest@wireshark.org) before September 1st, 2019 to ensure your company's participation. Questions may be directed to Sheri Najafi, the SharkFest Sponsor Coordinator ([sheri@wireshark.org](mailto:sheri@wireshark.org)).



### GREAT WHITE SHARK SPONSORSHIP

€10,000 (~~2 available~~) – 1 available

Great White Shark Sponsors enjoy full conference access to attendees in the SharkFest Shoal Mentoring Lab (Donnat Room) and during all evening social events as well as unique benefits, described in the bulleted list below. Sponsors at this level set up and staff the Lab environment with assistance from core developers and “Wireshark Wizards”. Beginning Tuesday, November 5th, SharkFest attendees will have access to the Lab for

personal, hands-on sessions with sponsor technology, self-paced virtual learning stations, 1:1 mentoring sessions, and other educational opportunities devised by sponsors to enlighten IT Professionals on the advantages packet analysts realize through use of their technology.

#### **Great White Shark Sponsor Benefits:**

1. Ability to create a dynamic Learning Lab environment based on their technology in the SharkFest Shoal ([Donnat Room](#)) to give conference attendees a first-hand, focused experience with solutions that enrich their ability as packet analysts to maintain the health and fluid operation of networks.
2. Lunch and Learn slot for technology demonstrations (Weds 11/6, Thurs 11/7).
3. Vendor Technology Showcase Treasure Hunt & Raffle participation for product demonstrations, literature hand-outs, giveaways, leads collection and general SharkFest attendee engagement (Wednesday, Nov 11/6)
4. “Thank You for sponsoring the SharkFest Shoal” signage inside/outside of the Donnat Room with your company logo.
5. Your company logo, website link, and bio on the SharkFest’19 EUROPE conference Sponsor page
6. Your sponsorship noted in all marketing materials and social media campaigns associated with the event
7. Two complimentary SharkFest conference (Nov 4-8) registrations (€1,990 value)
8. SharkFest’19 EUROPE Great White Shark Sponsor Banner for your signature/company website
9. Company ad banner placement on [www.wireshark.org](http://www.wireshark.org) SharkFest Sponsors page for 30 days before and after the conference start date.



#### **ANGEL SHARK SPONSORSHIP\***

**€7,000 (~~10 available~~) 9 available**

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 snacks. Angel Shark Sponsors arrive to set up for the Welcome Dinner event on the afternoon of Tuesday, November 5th, and remain through the evening of November 7th.

**\*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.**

#### **Includes:**

1. Angel Shark Sponsors are assigned a 6’ draped table in the [Imperial Room](#) for product demonstrations, literature hand-outs, giveaways, leads-collection and general SharkFest attendee engagement.
2. Signage with company name and logo.
3. Participation in the Technology Treasure Hunt & Raffle (Wednesday, Nov 6th).
4. Your company’s logo and link on the official SharkFest conference website and in all marketing materials associated with the event.
5. Company description on the official SharkFest conference Sponsor web page.
6. Social Media coverage (twitter, FaceBook, LinkedIn)
7. One complimentary staff registration for SharkFest sessions (€995 value)



## WIRESHARK GROUP PACKET “I KNOW WIRESHARK” COMPETITION SPONSORSHIP

€5,000 (1 available)

Group Packet Competitions test the packet analysis skills of teams of participants in a compressed period of time, and are eagerly-anticipated conference activities. SharkFest’19 EUROPE features the “I Know Wireshark” Group Packet Competition on Wednesday evening, Nov 6th, with awards for the winning team presented at evening’s end by the funding sponsor.

### Includes:

1. Your company’s logo and link on the official SharkFest conference website Sponsorship page and in all marketing materials associated with the “I Know Wireshark” Challenge.
2. Opportunity to engage with the competition creator(s) to include your technology in the contest.
3. Signage for the Group Packet Competition evening thanking your company for funding the contest.
4. Announcement before and after the Nov 6th event thanking your company for the sponsorship.
5. Award presentation to each Challenge winner by sponsor representative at Nov 6th evening’s end.



## WIRESHARK INDIVIDUAL PACKET CHALLENGE SPONSORSHIP

€4,000 (1 available)

The SharkFest Packet Challenge tests the Wireshark knowledge of individual SharkFesters, who are given two days to work on and turn in written analysis exercises that are then graded and sorted for the award ceremony at conference end.

### Includes:

1. Your company’s logo and link on the official SharkFest conference website Sponsorship page and in all marketing materials associated with the Packet Challenge.
2. Your company’s logo and link on the Packet Challenge Sheet.
3. Signage for the Packet Challenge sponsorship with your logo thanking your company.
4. Award presentation to each Challenge winner by sponsor representative at conference end.



## WELCOME DINNER SPONSORSHIP

€4,000 (1 available)

The Welcome Dinner 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. “SharkFest’19 EUROPE Welcome Dinner Sponsor” signage with your company’s logo.



## **WELCOME GIFT SPONSORSHIP**

**€2,000 (3 available) – 2 available**

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 2019, the Welcome Gift Sponsorship gives you the opportunity to help underwrite the cost of SharkFest-logo'd t-shirts, custom notebooks, and SharkFest'19 EUROPE 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)

\_\_\_\_ Great White Shark Sponsor..... €10,000

\_\_\_\_ Angel Shark Sponsor.....€7,000

\_\_\_\_ "I Know Wireshark" Group Packet Competition Sponsor ..... €5,000

\_\_\_\_ Packet Challenge Individual Competition Sponsor ..... €4,000

\_\_\_\_ Welcome Dinner Sponsor ..... €4,000

\_\_\_\_ Welcome Gift Sponsor .....€2,000

**\*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.**

### Technology Showcase Exhibit Space Table Location

Exhibit space table location will be available 30 days before the conference start date.

### Cancellation Policy

Written cancellations received before September 1, 2019 will be entitled to a 50% refund. No refunds will be given for cancellations after September 1, 2019.

### Beneficiary Payment Instructions

To pay by EFT, please follow these instructions:

#### **\*\*Reference SharkFest'19 EUROPE Sponsor Payment\*\***

**Bene Account Name:** Riverbed Technology Pte. Ltd.

**Bene Bank Name:** Citibank NA, Singapore Branch

**Bene Bank SWIFT Code:** CITISGSG

**Account Number:** 0-857547-039

**Currency:** EUR

**Intermediary Bank:** Citibank N.A., London

**Intermediary SWIFT:** CITIGB2L

**PLEASE Reference SharkFest'19 EUROPE Sponsor Payment on Funds Transfer Form**





# SharkFest '19 EUROPE

## Wireshark Developer and User Conference

### SharkFest'19 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 Riverbed 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 Riverbed in the event of a claim arising out of this Agreement. Contractor will deliver to Riverbed 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 Riverbed, 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 should 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 Riverbed to bring suit to enforce any of its rights hereunder, Riverbed 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. Riverbed 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.

This Sponsorship Agreement (this “Agreement”) is made between Riverbed Technology, Inc. (“Riverbed”) and the Sponsor signing below.

Sponsor Company: \_\_\_\_\_

Authorized Signature: \_\_\_\_\_

Printed Name: \_\_\_\_\_

Title: \_\_\_\_\_

Date: \_\_\_\_\_

**Please scan and email your signed Agreement (pages 4,6 & 7) to: [SharkFest@wireshark.com](mailto:SharkFest@wireshark.com)**