



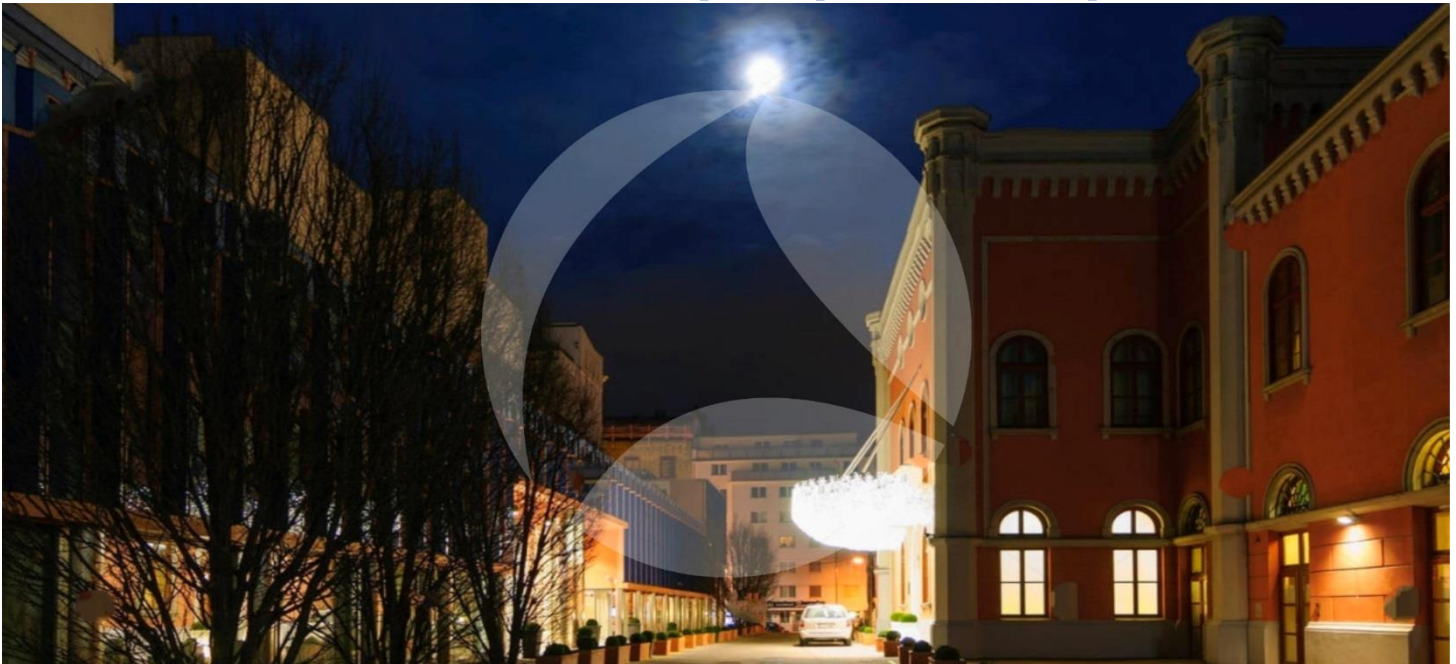
SharkFest '18 Europe

Wireshark Developer and User Conference

October 29th - November 2nd, 2018

Imperial Riding School Renaissance Hotel, Vienna, Austria

SharkFest'18 Europe Sponsorship Form



Home for the 3rd annual SharkFest™ '18 Europe Wireshark Developer & User Conference will be the magnificent [Imperial Riding School Renaissance Hotel](#) in Vienna, Austria.

SharkFest'18 Europe Sponsors have the unique opportunity to increase their brand recognition in an immersive setting with the global community of IT professionals, Wireshark core developers, and networking experts that attend the conference to share network and packet analysis knowledge and learn about technology that enhances the Wireshark user experience.

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 to ensure your company's participation.



ANGEL SHARK SPONSORSHIP*

10,000 € (10 available)

Angel Shark Sponsors are assigned a 6' draped table in either the Haute Ecole or Grosses Foyer adjoining spaces, which double as vendor technology showcase locations and rooms to be used for all conference meals and group socializing. Angel Shark Sponsors set up before the Welcome Dinner event on the afternoon of Tuesday, October 30th and remain through the evening of November 1st.

*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. Participation in the Vendor Technology Showcase on the evening of Tuesday, October 30th through the evening of Thursday, November 1st
2. 6' draped table for product demonstrations, literature hand-outs, giveaways, leads collection and general SharkFest attendee engagement
3. Signage with company name and logo
4. Participation in the conference-sponsored Technology Treasure Hunt & Raffle
5. Company logo and link on the official SharkFest conference website and in all marketing materials associated with the event
6. Company description (up to 100 words) on the official SharkFest conference Sponsor web page
7. Social Media coverage (twitter, FaceBook, LinkedIn)
8. Two complimentary registrations for staff or customers to attend SharkFest sessions (€1,990 value)



WELCOME DINNER SPONSORSHIP

5,000 € (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'18 Europe Welcome Dinner Sponsor" signage with your company's logo.



WIRESHARK GROUP PACKET COMPETITION SPONSORSHIP

5,000 € (1 available)

Packet Challenges test attendees' packet analysis ability and are eagerly-anticipated conference activities. SharkFest'18 will introduce a Group Packet Competition during the Wednesday dinner event with awards for winners 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. Signage for the Group Packet Competition evening thanking your company for funding the Challenge.
3. Announcement before and after the event thanking your company for the sponsorship.

- Award presentation to each Challenge winner by sponsor representative at evening's end.



WELCOME GIFT SPONSORSHIP

2,000 € (3 available)

Each year, SharkFest attendees are welcomed to the conference at check-in with a T-shirt and one or more gift items specifically designed to commemorate the annual event.

Includes:

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



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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 €10,000

Welcome Dinner Sponsor €5,000

Wireshark Group Packet Competition Sponsor €5,000

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 30 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, 2018 will be entitled to a 50% refund. No refunds will be given for cancellations after September 1, 2018.

Beneficiary Payment Instructions

To pay by EFT, please follow these instructions:

****Reference SharkFest'18 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'18 Europe Sponsor Payment on Funds Transfer Form



SharkFest '18 Europe

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SHARKFEST'18 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 minimally) to: sharkFest@wireshark.com