

14th Annual Computer Security Incident Handling Conference *Sponsorship Opportunities*

June 24-28, 2002

***Hilton Waikoloa Beach Village,
Hawaii, U.S.A.***



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The Forum of Incident Response and Security Teams (FIRST), will hold its 14th annual international conference at the *Hilton Waikoloa Beach Village, Hawaii, U.S.A., June 24-28, 2002*. Last year's conference in Toulouse, France attracted well over 300 attendees, from more than 30 countries. Interest in our conferences continues to grow. Given the wonderful setting for this year's conference we expect attendance to increase further.

This event provides a prime opportunity for those in the operating system, computer security and networking, and telecommunications industries to gain focused access to a highly influential group of computer security incident response experts from around the world. The conference attendees commonly provide computer security advice within their own Computer Security Incident Response Teams (CSIRTs) and work with their team's constituencies to suggest appropriate security strategies and appropriate technical solutions to computer security problems. FIRST conferences have a unique focus on the field of computer security incident handling and response. The conference is international in scope and attendance, with presentations on the latest in incident response and prevention, vulnerability analysis, and computer security, given by recognized experts in the field of computer security. Additionally, these events serve as the foundation for the improvement of computer security worldwide by sharing goals, ideas, and information.

The 14th FIRST conference will continue to promote FIRST organization goals of worldwide coordination and cooperation. Attendance will include representatives from FIRST (currently over 90 member teams) in addition to policy and decision-makers, security technology innovators, site security contacts, system and network administrators. The combined international constituency served by the FIRST member teams alone is enormous, reaching into the millions. The majority of the teams and organizations represented at the conference suggest security strategies, provide technical solutions to security problems and deliver security education and training to their constituents.

First.Org, Inc., is a not for profit corporation that provides support for the FIRST organization, First.Org, Inc. In order to ensure that First.Org, Inc's limited funds are sufficient to support its mission and to attract an increased number of registrants at an affordable fee, we are seeking conference sponsorship. We are seeking organizations that are committed to computer security improvement and are concerned about the security infrastructure of the Internet and associated communications elements to participate in this conference as a sponsor.

Why be a Sponsor of the 14th FIRST Conference?

- **You can reach an expected target audience of 300-400 attendees from around the world;**
- **Conference attendees expected to consist of**
 - **corporate decision makers with overall security responsibility;**
 - **senior managers who are directly charged with protecting their corporate infrastructure;**
 - **technical staff charged with determining security product needs/features and implementing effective solutions;**
- **Demonstrate your organization's commitment to security improvement in a fast growing community of security practitioners.**

Thank you for taking the time to read our sponsorship material. We look forward to hearing from you regarding your interest in these sponsorship opportunities and hope that they will be of interest to your business in 2002.

FIRST Conferences Sponsorship Opportunities

FIRST – A gateway to millions of security conscious customers

FIRST has an excellent track record of organizing well attended conferences. Our annual conference attracts computer and network security professionals from industry and commercial organizations as well as the research and academic environments. The combined international constituency served by the FIRST member teams alone is enormous, reaching into the millions. The conference schedule is normally just over five days in length. The conference usually begins with a welcome (or ice-breaker) reception on the Sunday evening, tutorials on the Monday, a conference dinner on Wednesday and the main conference sessions Tuesday through Friday. Past conferences have attracted between 300-350 attendees from more than 90 teams and 30 countries. Interest in our conference continues to grow and we expect between 300-400 attendees in Hawaii. We have limited sponsorship opportunities available and it is first-come, first-served¹, so please act quickly!

Levels of Sponsorship Include:

| | |
|---------------------------------|--------------------|
| Platinum Conference Sponsor | (only 1 available) |
| Gold Conference Sponsor | (only 3 available) |
| Silver Conference Sponsor | (only 5 available) |
| Individual Sponsorship Packages | |
| ▪ Conference Terminal Room | (only 1 available) |
| ▪ Conference Lanyards | (only 1 available) |
| ▪ Conference Dinner | (only 1 available) |
| ▪ Conference Bags | (only 1 available) |
| ▪ Conference Welcome Reception | (only 1 available) |
| ▪ Conference Shirts | (only 1 available) |
| ▪ Conference Binders | (only 1 available) |
| ▪ Conference Lunch | (only 5 available) |
| ▪ Conference Tea/Coffee | (only 5 available) |

Sponsorship is not limited to financial support per se, but can also take the form of provision of material hardware/software etc. Should your company be interested in a sponsorship package not listed in this brochure then please feel free to contact us to discuss your interests.

¹ Note: The sponsor for a given item at the preceding FIRST Conference will be given first right of refusal to sponsor the same item at the price quoted in the following year's sponsorship package. For more details see item 17) in the Terms and Conditions Section of this document.

Some of the Benefits Include:

Platinum, Gold and Silver sponsors will receive a number of complementary attendee passes. All sponsors will have their company's name and logo (within production schedule) featured in the conference binder, on the FIRST WWW server and on a display board in the conference registration area.

This FIRST conferences sponsorship opportunities brochure is designed to provide you with the information you need to allow your organization to choose your desired level of involvement and exposure to attendees of a FIRST conference.

Platinum Conference Sponsor *Only One Available: USD\$25,000*

The platinum conference sponsorship package combines marketing and branding association before the event and maximum exposure during the conference. Only one sponsorship at this level is available. Benefits include:

Addressing the Conference

The platinum sponsor is the only sponsor given the opportunity to address the conference. As the platinum sponsor you will have the opportunity to address the conference for 5 to 10 minutes during the closing conference session.

Press Conference

As the platinum conference sponsor your company is entitled to organize a press conference during the conference.

Name Badges

The platinum sponsor is the only sponsor whose company logo appears on the attendee name badges. Your company logo will be featured along side the FIRST 2002 Conference logo on the attendee name badges.

Conference Binder

As the platinum sponsor your company logo will appear on cover of the attendee binders. Only the Conference Binder sponsor and the FIRST 2002 Conference logos are featured more prominently on the cover of the attendee binders.

Conference Bags

As the platinum sponsor your company logo will appear along side the FIRST 2002 Conference logo on the attendee bags. Only the Conference Bag sponsor is featured more prominently on the attendee bags.

Signage Rights

The platinum sponsor is entitled to provide appropriate signage in the main conference rooms (excluding the welcome reception, conference dinner, conference lunches and terminal room) and the conference registration area. The platinum sponsor's signage will be more prominent than those of any co-sponsors.

Conference Projection Backdrop

As the platinum sponsor your company logo will appear along side the FIRST 2002 Conference logo and more prominently than those of any gold sponsors on the default projection backdrop in the main conference hall. This backdrop will be used during general announcements, at the start and end of sessions and at all other times during the proceedings when the projector is not in use by presenters.

Attendee Passes

The platinum sponsor will be offered 5 complimentary attendee passes with the option to purchase ten (10) more at a 25% discount off the applicable full conference registration fee.

Exclusive FIRST 2002 Conference Platinum Sponsor Logo

As the platinum conference sponsor your company is entitled to exclusive use of the FIRST 2002 Conference Platinum Sponsor Logo to place on your WWW server to promote your company's commitment to the 14th FIRST Conference.

Pre-Conference Promotional Material and Conference Brochures

As the platinum conference sponsor your company's name and logo appear more prominently than those of any co-sponsors and will be featured (within production schedule) in the conference binder, on the FIRST WWW server, on a display board in the conference registration area and in any other pre-conference promotional material.

Company Literature and Giveaway

As the platinum conference sponsor you have the opportunity to distribute your company's brochure and a gift/giveaway to be included in the attendee pack that is distributed to participants upon registration at the conference.

Acknowledgements

As the platinum sponsor you will be thanked during the opening and closing conference sessions.

Gold Conference Sponsor *Only Three Available:* USD\$12,500

The gold conference sponsorship package combines marketing and branding association before the event and extensive exposure during the conference. Only three sponsorships at this level are available. Benefits include:

Signage Rights

A gold sponsor is entitled to provide appropriate signage in the conference registration area. Only the platinum conference sponsor's signage will feature more prominently than those of the gold sponsors.

Conference Projection Backdrop

As a gold sponsor your company logo will appear along side those of other gold sponsors on the default projection backdrop in the main conference hall. This backdrop will be used during general announcements, at the start and end of sessions and at all other times during the proceedings when the projector is not in use by presenters. Only the FIRST 2002 Conference logo and Platinum sponsor logo will feature more prominently.

Attendee Passes

Each gold sponsor will be offered 4 complimentary attendee passes with the option to purchase eight (8) more at a 20% discount off the applicable full conference registration fee.

FIRST 2002 Conference Gold Sponsor Logo

As a gold conference sponsor your company is entitled to use of the FIRST 2002 Conference Gold Sponsor Logo to place on your WWW server to promote your company's commitment to the 14th FIRST Conference.

Pre-Conference Promotional Material and Conference Brochures

As a gold conference sponsor your company's name and logo appear more prominently than those of any silver or individual conference option sponsors and will be featured (within production schedule) in the conference binder, on the FIRST WWW server and on a display board in the conference registration area and in any other pre-conference promotional material.

Company Literature and Giveaway

As a gold conference sponsor you have the opportunity to distribute your company's brochure and a gift/giveaway to be included in the attendee pack that is distributed to participants upon registration at the conference.

Acknowledgements

As a gold sponsor you will be thanked during the opening and closing conference sessions.

Silver Conference Sponsor *Only Five Available: USD\$7,000*

The silver conference sponsorship package combines marketing and branding association before the event and exposure during the conference. Only five sponsorships at this level are available. Benefits include:

Attendee Passes

Each silver sponsor will be offered 2 complementary attendee passes with the option to purchase four (4) more at a 10% discount off the applicable full conference registration fee.

FIRST 2002 Conference Silver Sponsor Logo

As a silver conference sponsor your company is entitled to use of the FIRST 2002 Conference Silver Sponsor Logo to place on your WWW server to promote your company's commitment to the 14th FIRST Conference.

Pre-Conference Promotional Material and Conference Brochures

As a silver conference sponsor your company's name and logo appear more prominently than those of any individual conference option sponsors and will be featured (within production schedule) in the conference binder, on the FIRST WWW server and on a display board in the conference registration area and in any other pre-conference promotional material.

Company Literature and Giveaway

As a silver conference sponsor you have the opportunity to distribute your company's brochure and a gift/giveaway to be included in the attendee pack that is distributed to participants upon registration at the conference.

Acknowledgements

As a silver sponsor you will be thanked during the opening and closing conference sessions.

Individual Conference Sponsorship Options

For companies wishing to target specific day, materials, or social events during the conference, individual sponsorship provides an attractive option. This allows your organization to choose your desired level of involvement and exposure to attendees at the FIRST conference.

One key reason why attendees come to the FIRST conference is to establish contact with members of other CSIRTs around the world so social events such as the ice-breaker, conference dinner, lunches and breaks are very well attended.

Terminal Room Equipment and Services Only

Given the nature of the work that the conference attendees are involved in it is crucial for them to be able to have Internet access during the conference to allow them to connect to their home base and access email, etc. This type of sponsorship targets the users of the well-visited terminal room and guarantees high visibility during whole of the conference.

The sponsor commits to provide an Internet connected local area network with a minimum of 30 connections (15 workstations and 15 10Base-T hub) and a laser printer at the conference facility (for sole use of the conference attendees). In addition appropriate security software is required such as provision of antiviral software (recent version and actual signature files) and SSH client software (recent version). The sponsor will set-up and break down the equipment and cover usage costs, provide connectivity, wiring and appropriate insurance for usage of the equipment at the conference.

Signage Rights

In the terminal room signage will be restricted to only appropriate signage provided by the terminal room sponsor. Signage can be located in the terminal room and at the entrance to it.

Monitor Backgrounds

As terminal room sponsor you have the right to configure your terminal room equipment so that your company's name and logo appears on the background screens or as screen saver.

Conference Brochures

As the conference terminal room sponsor your company's name and logo appear (within productions schedule) alongside other individual conference option sponsors in the conference binder, on the FIRST WWW server and on a display board in the conference registration area.

Company Literature and Giveaway

As terminal room sponsor you have the opportunity to distribute your company's brochure and a gift/giveaway to attendees in the terminal room.

Acknowledgements

As terminal room sponsor you will be thanked during the opening and closing conference sessions.

Conference Lanyards Only One Available: USD\$2,500

As conference attendees are required to carry their name badges during all conference functions, the conference lanyard provides unique exposure for such things as your company's name, its logo, or web address. You will have complete control of the text on the conference lanyard, within production schedules.

Signage Rights

On the conference lanyard, signage will be restricted to only appropriate signage provided by the lanyard sponsor.

Conference Visibility

As the conference lanyard sponsor your company's name and logo appear (within production schedule) alongside other individual conference option sponsors in the conference binder, on the FIRST WWW server and on a display board in the conference registration area.

Conference Dinner Only One Available: USD\$5,000

The conference dinner usually takes place on the Wednesday evening and provides an excellent sponsorship opportunity. The event usually includes local entertainment from the region, includes the wrap up of any presentations and awards and is considered the social highlight of the conference. A cuisine of high quality is provided for the conference dinner.

Please note for this conference we will have a Hawaiian luau for the conference dinner.

Signage Rights

At the conference dinner signage will be restricted to only appropriate signage provided by the conference dinner sponsor. Signage can be located in the dining room and at the entrance to it. At the conference dinner your company's name and logo will be prominently featured on each dining table and on the printed dinner menu.

Dinner Passes

Your company may invite up to three additional representatives to attend the conference dinner.

Conference Brochures

As the conference dinner sponsor your company's name and logo appear (within production schedule) alongside other individual conference option sponsors in the conference binder, on the FIRST WWW server and on a display board in the conference registration area.

Company Literature and Giveaway

At the conference dinner, you will have the opportunity to distribute one item of your company's literature and a gift/giveaway at each place setting.

Acknowledgements

As the conference dinner sponsor you will be thanked during the announcements that evening.

Conference Bags Only One Available: USD\$4,000

The sponsorship of Conference bags is geared for a company that requires high visibility. This package ensures that your company's name stands out not only at the time of the Conference but also long after the event.

Conference Visibility

As the conference bag sponsor your logo is featured more prominently on the attendee bags than the FIRST 2002 Conference logo, and those of the platinum sponsor. The conference bags are distributed to each conference attendee.

Conference Brochures

As the conference bag sponsor your company's name and logo appear (within productions schedule) alongside other individual conference option sponsors in the conference binder, on the FIRST WWW server and on a display board in the conference registration area.

Conference Welcome Reception (Ice Breaker) Only One Available:USD\$2,500

The conference welcome reception takes place on the Sunday evening before the official opening of the conference. This is an excellent sponsorship opportunity as this is the established meeting place for first time attendees to make contacts and for previous attendees to reaffirming existing contacts. The event usually includes a theme to encourage attendee interactions at the ice breaker and throughout the conference.

Signage Rights

In the conference welcome reception room signage will be restricted to only appropriate signage provided by the conference welcome reception sponsor.

Reception Passes

Your company may invite up to three additional representatives to attend the conference welcome reception.

Conference Brochures

As the conference welcome reception sponsor your company's name and logo appear (within productions schedule) alongside other individual conference option sponsors in the conference binder, on the FIRST WWW server and on a display board in the conference registration area.

Company Literature and Giveaway

At the conference welcome reception, you will have the opportunity to provide your own booth to distribute items of your company's literature and gifts/giveaways.

Conference Shirts² Only One Available: USD\$3,500

For direct one-to-one exposure with after event visibility, this package offers a unique and collectable way of ensuring your company's logo is seen long after the Conference.

Please note for this conference we are planning on having a shirt shack, where everyone will be able to pick his or her own Hawaiian shirt. You may choose to sponsor the shirt shack, with appropriate signage, instead of the traditional shirt.

Marketing Exposure

A shirt will be given to each attendee upon registration at the Conference. Conference shirts are often collected and so prolong the logo visibility. Your company's logo and the FIRST Conference logo will be printed on each shirt.

Conference Brochures

As a the conference shirt sponsor your company's name and logo appear (within productions schedule) alongside other individual conference option sponsors in the conference binder, on the FIRST WWW server and on a display board in the conference registration area.

Conference Binders Only One Available: USD\$2,500

The sponsorship of Conference binders is geared for a company that desires visibility. This package ensures that your company's name stands out not only at the time of the Conference but also long after the event when the attendees refer to conference materials.

Conference Visibility

Your company's logo will be printed along with the conference logo on the spine of the attendee binders. On the front of the attendee binder your company logo will feature more prominently than the platinum sponsor logo. Only the FIRST 2002 Conference logo will feature more prominently on the cover of the attendee binders. The conference binders are distributed to each conference attendee.

Conference Brochures

As the conference binder sponsor your company's name and logo appear (within productions schedule) alongside other individual conference option sponsors in the conference binder, on the FIRST WWW server and on a display board in the conference registration area.

² Note: the price quoted for conference shirts refers to T-Shirts. If the sponsor wishes to provide a different type or higher quality shirt then additional sponsorship funds will be required. For more details see item 16) in the Terms and Conditions Section of this document.

Conference Lunch Only Five Available: USD\$2,000

Whilst taking place within the formal framework of the conference, an official lunch also provides the opportunity to emphasize your organization's services or products in a more congenial setting.

Signage Rights

As a sponsor of a conference lunch you are entitled to provide appropriate signage in the lunch room on the day of your sponsored lunch. The signage in the lunch room each day will be restricted to only that of the lunch sponsor for the given day. At your sponsored lunch, your company's name and logo will be prominently featured on dining tables.

Lunch Passes

Your company may invite up to three additional representatives to the lunch.

Conference Brochures

As a conference lunch sponsor your company's name and logo appear (within productions schedule) alongside other individual conference option sponsors in the conference binder, on the FIRST WWW server and on a display board in the conference registration area.

Company Literature and Giveaway

At your conference lunch, you will have the opportunity to distribute an item of your company's literature and gifts/giveaways at a display table.

Conference Tea/Coffee Breaks Only Five Available: USD\$1,000

There are tea and coffee breaks each day of the main conference and the day of the tutorial sessions. In addition to tea and coffee soft drinks are often served and snacks such as cookies and fruit etc. Conference attendees often linger over a drink and a snack for discussions during and after these breaks. Sponsorship includes tea and coffee breaks for a single day of the conference.

Marketing Exposure

As a sponsor of a day's tea/coffee break, your company's name and logo will be prominently featured where the snacks and beverages are served during both the morning and afternoon break.

Conference Brochures

As a conference Tea/Coffee break sponsor your company's name and logo appear (within productions schedule) alongside other individual conference option sponsors in the conference binder, on the FIRST WWW server and on a display board in the conference registration area.

2002 FIRST Conference Sponsorship Request Form

All requests for sponsorship must use this form. All incoming requests are handled on a first come, first served basis. Prior to completing this sponsorship request form please review the terms and conditions below. Print and/or fax a completed and signed copy of this form to:

CAPS, Ltd.
2002 FIRST Conference
(Attention Phoebe J. BOELTER)
212 West Washington, Suite 1804
Chicago, IL 60606
USA
Phone: +1 (312) 372-1255
Fax: +1 (312) 372-1427
E-mail: pboelter@caps-ltd.com

Sponsor Information

Company Name (as it should appear on recognition):

Contact Title:

Contact First and Last Name:

Address:

City:

State/Province:

Zip/Postal Code:

Country:

Phone (include country code):

Fax: (include country code):

Email Address:

WWW URL:

Sponsorship Level Requested: (check all that apply)

- Platinum Conference Sponsor USD \$25,000
- Gold Conference Sponsor USD \$12,500
- Silver Conference Sponsor USD \$7,000
- Individual Sponsorship Packages
 - Conference Terminal Room Equipment & Services only
 - Conference Lanyards USD \$2,500
 - Conference Dinner USD \$5,000
 - Conference Bags USD \$4,000
 - Conference Welcome Reception USD \$2,500
 - Conference Shirts USD \$3,500
 - Conference Binders USD \$2,500
 - Conference Lunch - Monday USD \$2,000
 - Conference Lunch - Tuesday USD \$2,000
 - Conference Lunch - Wednesday USD \$2,000
 - Conference Lunch - Thursday USD \$2,000
 - Conference Lunch - Friday USD \$2,000
 - Conference Tea/Coffee - Monday USD \$1,000
 - Conference Tea/Coffee - Tuesday USD \$1,000
 - Conference Tea/Coffee - Wednesday USD \$1,000
 - Conference Tea/Coffee - Thursday USD \$1,000
 - Conference Tea/Coffee - Friday USD \$1,000

Total amount of sponsorship requested: USD \$
Signature: Date:

Terms and Conditions

- 1) All sponsorships will be awarded on a first come, first served basis. Sponsors need to be committed to computer security improvement, concerned about the security infrastructure of the Internet and associated communications elements and be supportive of FIRST's mission to participate in this conference as a sponsor. First.Org, Inc., retains the right to reject any sponsor that it deems inappropriate.
- 2) After written acceptance by First.Org, Inc., the sponsor must provide the sponsorship funds, logo image (in the format required by First.Org, Inc.) and other details required (such as correct use of the sponsor's name, trademarks etc) to First.Org, Inc., within 10 days of receipt of acceptance.
- 3) Sponsorship pledges cannot be processed without payment. Funds must be payable in US dollars. All checks should be made payable to First.Org, Inc. - Conference 2002 Sponsorship and sent to:

CAPS, Ltd.
2002 FIRST Conference
(Attention Phoebe J. BOELTER)
212 West Washington, Suite 1804
Chicago, IL 60606
USA
Phone: +1 (312) 372-1255
Fax: +1 (312) 372-1427
E-mail: pboelter@caps-ltd.com

- 4) The sponsorship fee does not include free conference registration unless specifically stated in the sponsorship opportunity details.
- 5) Provision of FIRST conference sponsorship does not entitle the sponsor to a waiver of any applicable annual FIRST membership fee.
- 6) All sponsorship materials must be submitted before 15th April 2002 to ensure inclusion in productions schedule. Sponsorship pledges after this date may still be accepted with caveats.
- 7) Sponsors may not sublet, assign or apportion any part of the item(s) sponsored nor represent advertise or distribute literature or materials for the products or services of any other firm or organization except as approved in writing by First.Org, Inc.
- 8) First.Org, Inc., will not be liable for damage or loss to a sponsor's properties through fire, theft, accident, or any other cause, whether the result of negligence or otherwise.
- 9) No part of an exhibit and no signs or other materials may be pasted, nailed, or otherwise affixed to walls, doors or other surfaces in a way that mars or defaces the premises or equipment and furnishings. Damage from failure to observe this notice is payable by the sponsor.
- 10) Participation at FIRST Steering Committee and FIRST AGM meetings is restricted to FIRST members only, the FIRST Steering Committee and their invited guests.
- 11) At the wish of the FIRST membership, the FIRST conference program itself is not open to sponsorship. However sponsors are welcome to respond to the conference call for papers for consideration with other submissions.

- 12) Sponsorship is not limited to financial support per se, but can also take the form of provision of material hardware/software etc. Should your company be interested in sponsorship package not listed in this brochure then please feel free to contact us to discuss your preferences.
- 13) Sponsors are allowed to offer pledges for single or multiple items/events.
- 14) For sponsorship opportunities that include signage please note - Signage space may be limited. The conference organizers will inform each sponsor of the maximum size, number of signs etc.
- 15) In order to limit costs First.Org, Inc., and the conference organizers may limit the number of colors used for the printing of sponsor logos.
- 16) If a sponsor wants to negotiate for a higher priced item (e.g., higher quality shirt, bag, menu etc) than FIRST has budgeted for then the sponsor must pay any additional cost for that item in addition to the applicable sponsorship fee.
- 17) The sponsor for a given item at the preceding FIRST Conference will be given first right of refusal to sponsor the same item at the price quoted in the following year's sponsorship package. If the sponsor does not take up repeat sponsorship within 4 weeks of notification by First.Org, Inc., then the sponsorship item will then be offered on a first-come first-served basis.