



# 2023 Cyber Threat Intelligence Conference

November 6-8, 2023  
Mercure MOA Hotel | Berlin, Germany

## About FIRST

FIRST is an international confederation of trusted computer incident response teams who cooperatively handle computer security incidents and promote incident prevention programs.

Established in 1990, the Forum of Incident Response and Security Teams, Inc. (FIRST) is an international non-profit association of Computer Security and Incident Response Teams (CSIRTs), Product Security and Incident Response Teams (PSIRTs), and independent security researchers from the public, private, and academic sectors. FIRST aims to foster cooperation and coordination in incident prevention, to stimulate rapid reaction to incidents, and to promote information sharing between members and the community at large. Membership comprises of over 600 teams with representation from over 100 nations.

## Conference Overview

In 2016, FIRST and Siemens joined forces to organize an event focused on Cyber Threat Intelligence in Munich, Germany. The meeting's main purpose and origin was to bring together stakeholders from various verticals that would not normally gather at any other cybersecurity-related event, and to provide a trusted forum where they could collaborate and develop new ideas.

After the success of Munich, FIRST teamed with OASIS to host the first formal Cyber Threat Intelligence Symposium in Prague, CZ in December 2017. Since 2017, this 3-day program has evolved in content, popularity, and attendance. FIRST is honored to present this year's program as its first Cyber Threat Intelligence Conference.

The conference provides a gathering place for experts in the field to share knowledge, contribute ideas, and learn the latest in proactive approaches in relation to threat intelligence. The format is formal and includes management, technical, and hands-on components. Plenary content focuses on discussions that are more sensitive and related to the day-to-day work of participants. Workshops are interactive and taught by leading security experts in small workgroup settings.

While the event has evolved since its humble origins in 2016, the main goal of the gathering has stayed true: to unite diverse stakeholders and provide an open forum for the development of new ideas.

#FIRSTCTI23

Berlin, Germany  
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## Sponsorship

By becoming a sponsor, you will have access to security executives, directors, and senior professionals responsible for managing threat intelligence, incident response, risk and audit from a broad range of industries. Benefit from sponsorship and present your organization efficiently and effectively at our conference.

Sponsorship opportunities are limited and are on a first-come, first-served basis. Interested organizations should act quickly.

- Reach a global audience.
- Increase awareness of your brand, products, and services.
- Gain access to key decision-makers from public, private, and academic sectors.
- Be recognized as a key-supporter of the FIRST and the incident response community.
- Demonstrate your commitment to best practice security in one of the fastest growing fields.

## Attendance Profile

FIRST promotes inclusivity and the importance of worldwide collaboration and cooperation. Attendance includes representatives from both FIRST member teams and non-member teams. You do not need to be a member of FIRST to participate as a sponsor or to attend the conference. Industries represented include, but are not limited to:

- Aerospace Defense
- Data Infrastructure Telecomm
- Energy Utilities
- Financial Services
- Industrial Manufacturing
- ICT Related Services
- Legal Professional Services
- Public Sector
- Retail E-Commerce
- Transport Logistics

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Are you interested in creating a customized option? Ad hoc opportunities available upon request. Please email us at [events@first.org](mailto:events@first.org).

Package Benefits	Platinum	Gold	Silver	Champion
Package Cost in USD	\$20,000	\$15,000	\$10,000	\$4,000
Packages Available	1	Multiple	Multiple	Multiple
Reserved Complimentary Registrations	8 (\$6,000 value) Limit 2 Workshop Seats	6 (\$4,500 value) Limit 1 Workshop Seat	4 (\$3,000 value) Limit 1 Workshop Seat	1 (\$750 value) Limit 1 Workshop Seat
Access to Table Top Exhibit <sup>1</sup>	Yes	Yes	--	--
Exhibit Staff Passes (No Access to Sessions)	4	2	--	--
Attendee OPT-IN List 2 Weeks Pre-event (Job Title, Company, Country)	Yes	Yes	--	--
Attendee OPT-IN List Post-event (Name, Job Title, Company, Country)	Yes	Yes	--	--
Logo & 50-word Company Description on Event Website	Yes	Yes	Yes	Yes
Logo on Event Signage	Yes	Yes	Yes	Yes
2-minute Welcome Address During Opening Remarks	Yes	--	--	--

<sup>1</sup> Access to Table Top Exhibit on November 7-8, 2023.

Package Benefits	Social Event	Transport Pass	Notebook	Lanyard
Package Cost in USD	\$15,000	\$10,000	\$8,000	\$5,000
Packages Available	1	1	1	1
Reserved Complimentary Registrations	6 (\$6,000 value) Limit 1 Workshop Seat	4 (\$3,000 value)	--	--
Attendee OPT-IN List 2 Weeks Pre-event (Job Title, Company, Country)	--	--	--	--
Attendee OPT-IN List Post-event (Name, Job Title, Company, Country)	--	--	--	--
Logo and 50-word Company Description on Event Website	Yes	Yes	Yes	Yes
Logo Branded on Applicable Signage / Branded Good	Yes	Yes	Yes	Yes
2-minute Welcome Address During Social Event	Yes	--	--	--

### Terms and Conditions

The following Terms and Conditions apply to the Forum of Incident Response and Security Teams, Inc. (FIRST) hosted events (EVENT). The EVENT VENUE refers to the location where the EVENT is being held. SPONSOR includes any person, firm, or company, corporation, institution, association or committee to whom the sponsorship is allocated. Terms and Conditions are subject to change without any prior notice.

1. Sponsorships are granted 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 retains the right to reject any sponsor that it deems inappropriate.
2. Sponsorship agreements cannot be processed without payment. Funds must be payable in US dollars. SPONSORS should follow the payment instructions per their invoice. Payment terms are NET 30 unless otherwise agreed upon by both FIRST and SPONSOR. SPONSOR shall be responsible for any taxes on the sponsorship fee.
3. A sponsorship may be cancelled by the SPONSOR by sending written notification to FIRST up to 60-days prior to the EVENT start date. A sponsorship cannot be cancelled after that date because FIRST incurs the cost of printing and other sponsorship recognition and loss of sponsorship. If notification of cancellation is received within 60-days of the EVENT start, FIRST will attempt to revise SPONSOR recognition items as feasible and FIRST shall be entitled to retain 100% of the sponsorship fee as damages.
4. Should any unforeseen event that is beyond the control of FIRST render the fulfillment of this agreement by FIRST impossible or impractical, FIRST may return a portion of the amount paid for the sponsorship after deduction of any amounts necessary to cover expenses incurred in connection with work performed on production of the EVENT prior to the occurrence of the unforeseen event. Such expenses shall include, but not be limited to expenses incurred by FIRST as a result of contracts with third parties for services or products connected with the EVENT, including out of pocket expenses and overhead expenses attributable to production of the EVENT. No funds will be returned should the dates or location of the show be changed by FIRST, but the sponsorship benefits will be applied to the EVENT that is held at the changed location and/or changed date. FIRST shall not be financially liable in the event the show is interrupted, cancelled, moved, or dates changed except as provided herein.
5. Provision of FIRST conference sponsorship does not entitle the SPONSOR to a waiver of any applicable annual FIRST membership fee.
6. Accommodation costs are not included in the EVENT registration fee or sponsorship fee. Attendees are responsible for making their own lodging arrangements.
7. All sponsorship materials must be submitted 60-days prior to EVENT start date to ensure inclusion in the production schedule. Sponsorship requests after this date may still be accepted with caveats.

8. 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.
9. FIRST 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.
10. 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 EVENT VENUE premises or equipment and furnishings. Damage from failure to observe this notice is payable by the SPONSOR.
11. FIRST reserves the right to select and finalize design of each branded conference item.
12. SPONSOR may request to sponsor single or multiple items/ events.
13. For sponsorship opportunities that include signage, signage space may be limited. FIRST organizers will inform each SPONSOR of the maximum size, number of signs, etc.
14. In order to limit costs, FIRST may limit the number of colors used for the printing of SPONSOR logos.
15. If a SPONSOR wants to negotiate for a higher priced item (e.g., higher quality shirt, bag, menu, etc.) than FIRST has budgeted, SPONSOR must pay any additional cost for that item in addition to the applicable sponsorship fee.
16. The attendee list shall remain the property of FIRST. SPONSOR is granted a limited, nonexclusive license to use the list for legitimate correspondence related to computer security incident response matters only. SPONSOR may not transfer the list to another party nor allow another party access to the list. Any SPONSOR violating these restrictions may be subject to an infringement claim. In addition, SPONSOR may not be allowed to sponsor subsequent FIRST events, at the sole discretion of FIRST.
17. All FIRST funds are used to support the mission of the organization, including any net revenue from the EVENT.

2023 CTI Conference Sponsorship Agreement

YOUR CONTACT & BILLING INFORMATION

COMPANY NAME

CONFERENCE POINT OF CONTACT

CONFERENCE POINT OF CONTACT EMAIL

BILLING POINT OF CONTACT

BILLING ADDRESS

BILLING CITY BILLING STATE / PROVINCE

BILLING ZIP / POSTAL CODE BILLING COUNTRY

BILLING PHONE (INCLUDE COUNTRY CODE) BILLING EMAIL

PO NUMBER (IF APPLICABLE) VAT NUMBER (IF APPLICABLE)

PLEASE SELECT YOUR PAYMENT METHOD:

- Corporate Check Corporate Wire Transfer Credit Card

Table with 3 columns: X, Level, Cost USD. Rows include Platinum Sponsor (\$20,000), Gold Sponsor (\$15,000), Silver Sponsor (\$10,000), Champion (\$4,000), Social Event (\$15,000), Transport Pass (\$10,000), Notebook (\$8,000), Lanyard (\$5,000).

FOR AUTHORIZED SPONSOR REPRESENTATIVE

Print Name

Signature

Date

FOR AUTHORIZED ORGANIZER REPRESENTATIVE

Print Name

Signature

Date

Please scan and email a copy of the completed application to events@first.org.

THIS IS NOT AN INVOICE.

The Forum of Incident Response and Security Teams, Inc. is a US registered 501(c)(3) non-profit organization. US FEIN 38-3943584