



2024 Cyber Threat Intelligence Conference

April 15-17, 2024

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.

#FIRSTCTI24

Berlin, Germany
April 15-17, 2024

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.

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 ¹	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	--	--	--

¹ Access to Table Top Exhibit on April 16-17, 2024.

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

These terms and conditions (“Terms and Conditions”) are incorporated into the Sponsor Agreement (the “Sponsor Agreement”) executed by and between the Forum of Incident Response and Security Teams, Inc., a North Carolina nonprofit corporation (“FIRST”) and _____ (the “Sponsor”) and is effective from the date signed through April 30, 2024. (“Termination Date”).

These Terms and Conditions refer to FIRST and the Sponsor as the “Parties” and may refer separately to either as a “Party.”

The Event (the “Event”) is defined as the **2024 Cyber Threat Intelligence Conference** at the Mercure MOA Hotel in Berlin, Germany, April 15-17, 2024.

The Sponsorship Acknowledgements & Benefits (the “Sponsorship Acknowledgements & Benefits”) are based on the level of Sponsor support, and defined as such items including, but not limited to, Event admission, co-branding of soft goods, food & beverage, entertainment, and VIP opportunities. FIRST will arrange and bear all costs and expenses related to Sponsorship Acknowledgements & Benefits.

ACCEPTANCE & ELIGIBILITY

Sponsorship (“Sponsorship”) opportunities are granted on a first-come, first-served basis. Eligible organizations should share in FIRST’s mission of ensuring a safe Internet for all. Acceptance of a Sponsor does not indicate an endorsement by FIRST of the Sponsor or any of its programs, products, or services.

PAYMENT OF SPONSOR FEE AND PAYMENT TERMS

The Sponsor hereby agrees to pay FIRST the fee associated with the level of sponsorship selected in the Sponsor Agreement (the “Sponsor Fee”). Unless otherwise set forth in the Sponsor Agreement, payment is due upon receipt of the Sponsorship invoice. Acceptable payment methods include corporate check, corporate wire transfer, credit card, ACH transaction, or international bank transfer. By providing payment information to FIRST, Sponsor authorizes FIRST to debit the credit card, or initiate or receive funds by bank account indicated for the fee amount of Sponsorship due at acceptance of the Sponsorship invoice. If the Sponsorship payment remains unpaid on terms outlined within the Sponsorship invoice, FIRST will suspend provision of all or part of the Sponsor Agreement and cancel the Sponsorship.

All fees are stated in USD.

Sponsor shall be responsible for any applicable taxes on the Sponsor Fee.

Sponsor shall be responsible for any banking or administrative fees such that the net amount FIRST receives equals the amount described within the Sponsor Agreement.

Please refer to the sponsorship invoice for payment terms and payment instructions.

TAX TREATMENT

FIRST is a qualified public charitable organization under Section 501(c)(3) of the U.S. Internal Revenue Code (the “Code”). Sponsor’s payment is a qualified sponsorship payment under Section 513(i) of the Code and nonrefundable. To the extent that Sponsor’s payment exceeds the fair market value of all goods, services, and other return benefits received by Sponsor, it is considered a charitable donation to FIRST and tax-deductible to the extent permitted by law. FIRST will provide Sponsor with documentation of the fair market value of all return benefits received in connection with the Event. In no event will the value of return benefits exceed the payment. The return benefits are not intended to be available as a regularly occurring sale or an offer of advertising. Sponsor is responsible for consulting with its own tax advisor regarding the deductibility and treatment of its payment, including contributed goods, for its own tax purposes. Contributed services are not tax-deductible.

USE OF NAMES AND LOGOS

During the Term of this Sponsor Agreement, Sponsor grants to FIRST a free, limited, non-exclusive, nontransferable, nonassignable, irrevocable right and license to use the Sponsor’s name and logo provided by Sponsor solely for the purpose of providing the Sponsorship Acknowledgments & Benefits, and otherwise fulfilling its obligations under these Terms and Conditions. Sponsor has the right to publicly announce and promote its Sponsorship of the Event using the FIRST name as follows: “[Sponsor] is [or was] a proud Sponsor of the [Event]” or in similar language approved in advance by FIRST. In any online announcement, a link to www.first.org must be provided by Sponsor. Any use of the FIRST logo or any use of the FIRST name other than the language set forth above, requires the prior written review and approval of FIRST. In no event shall Sponsor use FIRST’s name or logo in connection with the sale of a product or service. Upon request, Sponsor will provide FIRST with copies of any Sponsor materials that use the FIRST name or logo. Sponsor’s right to use the FIRST name and/or logo will terminate one (1) year after the Event, or earlier upon FIRST’s written notice of termination (the “Term”). Both Parties further agree not to use each other’s intellectual property in any way that would imply commercial endorsement of the other, or demean, defame, embarrass, diminish or cause any harm to the other.

SPONSORSHIP SCOPE

Unless otherwise expressly identified in the Sponsorship Agreement, Sponsor will be a non-exclusive sponsor of the Event, and FIRST reserves the right to have other sponsors. Sponsor acknowledges that all Sponsorship Acknowledgments & Benefits provided by FIRST relate only to the identified Event, and not similar FIRST events held in other locations, or at any other time.

SPONSOR OBLIGATIONS

Sponsor agrees to meet all published deadlines provided by FIRST. Failure to meet stated deadlines may impact the quality of the Event. FIRST bears no responsibility for any issues that may arise due to Sponsor not meeting deadlines, and reserves the right to cancel the Sponsor’s participation with no recourse by the Sponsor.



2024 Cyber Threat Intelligence Conference

POLICY ON SUITCASING, OUTBOARDING, COMPETING EVENTS, AND SUBLETTING

In order to protect FIRST's valued Sponsors, exhibitors and their investment in attending the Event, FIRST rules strictly prohibit "suitcasing" or "outboarding" by individuals, attendees, or companies who transact business at the Event or at official Event hotel(s), who have not purchased a Sponsorship or exhibit or display space. By suitcasing or outboarding the show, an individual, attendee, or company gains an unfair competitive advantage over Event exhibitors that have invested money and other resources to exhibit. Event rules also prohibit any individuals, attendees, or companies from scheduling an event that competes with an official event sanctioned and publicized by FIRST. "Competitive events" seek to draw conference attendees away from an official event sanctioned by FIRST and are therefore detrimental to the success of the official event, and the investment by Event sponsors. "Suitcasing" refers to those non-exhibiting companies or persons who go to the Event as an attendee, but "work the aisles" from their suitcase/briefcase and solicit business in the aisles or lobby area. "Outboarding" refers to non-exhibiting companies that set up exhibits or events at off-site locations, hotel hospitality suites, or restaurants, and encourage Event attendees to leave the conference and spend time with them. "Competitive Events" are any events that compete for conference attendees by being scheduled during the same or overlapping timeframe as an official event scheduled by FIRST, whether the event is educational, an exhibition, or a social event. Also, Sponsors may not sublet or assign any part of their display space, nor advertise or display goods or services other than their own, except with the express written approval of FIRST. Those found to be in noncompliance with this policy may, in the sole and absolute discretion of the FIRST, be asked to leave the Event, and may no longer be welcomed at, or allowed to attend, exhibit, or sponsor, at any future FIRST events.

FORCE MAJEURE

Neither Party shall be liable by reason of any failure or delay in the performance of Event obligations hereunder on account of war, government authority, disaster, fire, acts of God, recommendations by the World Health Organization (WHO) or similar organization against non-essential travel to or from the Event location, or other emergencies, any of which make it illegal, impracticable, or impossible for FIRST, the Event hotel(s), or convention centers to provide the facilities and/or services for the Event, or make it illegal, impracticable, or impossible for the Sponsor to utilize the hotels or convention centers for the Event.

CANCELLATION

FIRST Sponsorship opportunities are limited and require advance funding. Sponsorship commitments are non-cancellable and non-refundable.

INDEMNITY

Each Party agrees to indemnify and hold harmless the other Party, its members, directors, officers, employees, agents, affiliates, successors, and assigns, from and against any and all liabilities, obligations, losses, damages, penalties, actions, judgments, suits, costs, expenses, including reasonable attorneys' fees, or disbursements of any kind or nature whatsoever, which may be imposed on, incurred by, or asserted against the indemnified Party directly arising out of the obligations outlined in the Terms and Conditions, except to the extent such loss arises out of the gross negligence or willful misconduct of the indemnified Party.

CODE OF CONDUCT AND NONDISCRIMINATION

FIRST is committed to providing safe, productive, and welcome event environments. Sponsors are expected to behave professionally and to adhere to and comply with the FIRST Code of Conduct – see <https://www.first.org/about/policies/code-of-conduct>. If you are subject to or witness unacceptable behavior, or have any other concerns, please notify a community organizer as soon as possible by visiting the registration desk or emailing conduct@first.org.

ATTENDEE LIST

The attendee list shall remain the property of FIRST. Applicable Sponsors are granted a limited, one-time, nonexclusive license to use the list for legitimate correspondence related to the Event, and to describe such Sponsor's product or service being featured at the Event only. Sponsor may not transfer the list to another party nor allow another party access to the list. A sponsor violating these restrictions may be subject to an infringement claim and/or theft of intellectual property claim. In addition, Sponsor may not be allowed to sponsor subsequent FIRST events, at the sole discretion of FIRST.

PRIVACY POLICY

FIRST uses its best efforts to comply with all applicable data protection laws in sharing appropriate data with Sponsors. Sponsors who receive the personal data of attendees shall comply with all applicable data protection laws. Reference is made to the FIRST Privacy Policy (<https://www.first.org/about/policies/privacy>).

GOVERNING LAW

This Agreement will be governed by and construed in accordance with the laws of the State of North Carolina, in the United States, without giving effect to any conflicts or choice of law rules.

ENTIRE AGREEMENT

This Sponsor Agreement and the Exhibits hereto constitute the entire agreement between the Parties with regard to the subject matter hereof.

2024 Cyber Threat Intelligence Conference

2024 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

X	Level	Cost USD
<input type="checkbox"/>	Platinum Sponsor	\$20,000
<input type="checkbox"/>	Gold Sponsor	\$15,000
<input type="checkbox"/>	Silver Sponsor	\$10,000
<input type="checkbox"/>	Champion	\$4,000
<input type="checkbox"/>	Social Event	\$15,000
<input type="checkbox"/>	Transport Pass	\$10,000
<input type="checkbox"/>	Notebook	\$8,000
<input type="checkbox"/>	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