







A global network of capable and trusted partners represents a key foundation for incident response and the **core** of the FIRST community. FIRST CORE seeks to spread the value and expertise created in collaboration with the global incident response community to improve security.

FIRST CORE is our new sponsorship program to help FIRST:

-  Foster **community**
-  Improve **operational** capacity across the globe
-  Build **resilience** across the digital ecosystem
-  **Empower** incident responders and their teams

FIRST Community and Capacity Building

Since the establishment of FIRST, the community has engaged in a wide range of formal and informal capacity building activities. This has included organized initiatives such as FIRST [education and training](#); the [Suguru Yamaguchi Fellowship Program](#); the sharing and development of standards and good practices; and through the provision of platforms, forums, networking, and events.

Building on this foundation, FIRST's Community and Capacity Building Program (CCB) was launched in 2022 to build long term, comprehensive initiatives for more meaningful impact on the ground and across nations.

FIRST CORE is your chance to help make these efforts a reality. Your funding will help support:

- The development of new and updated incident response training content
- Subsidies for local training costs for lower income partners
- Enhanced Suguru Yamaguchi Fellowship Program opportunities
- The establishment of a network of regional liaisons and mentors
- The development and delivery of tailored, wrap-around capacity building initiatives
- Sustainable back-end support for CCB activities





Sponsorship Opportunities

Incident response is a global task and supporting FIRST CORE provides a unique opportunity for organizations to demonstrate their commitment to sustainable digital resilience and building a stronger incident response community locally, in their region, and globally.

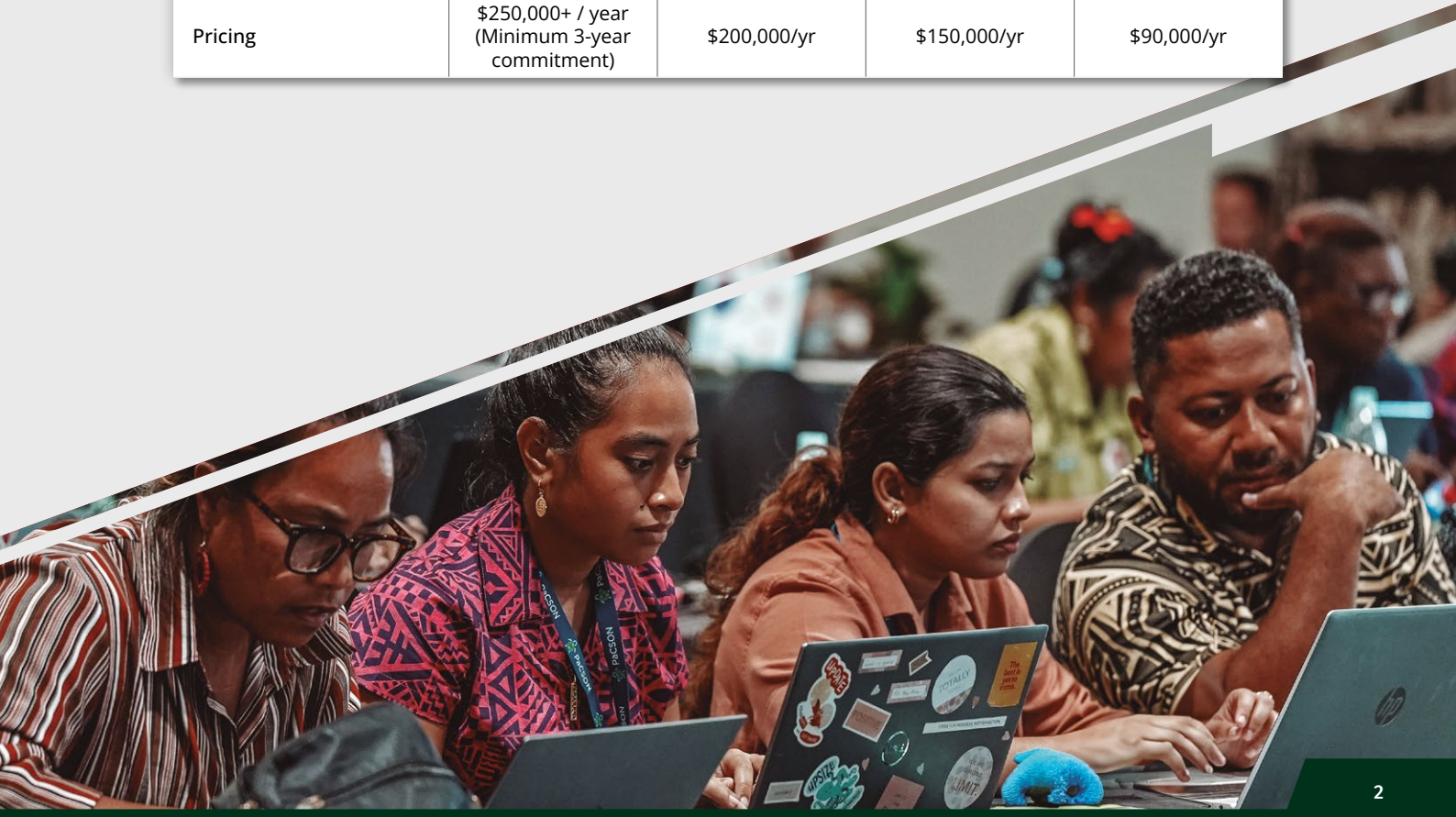
Sponsor organizations will:

- Access unique insights on local and regional developments from our network of partners, liaisons, and fellows
- Support building partners in global communities and markets
- Increase worldwide awareness of your brand by demonstrating your commitment to best practice security in one of the fastest growing fields
- Gain recognition for your support at FIRST events and on the FIRST website
- Access professional development and networking opportunities for your staff through capacity building delivery

Join us as a founding partner in the inaugural year of FIRST CORE and help launch our new effort!

Learn more about FIRST CORE and our community and capacity building efforts at <https://www.first.org/community>.

Values	Founding Establishment Partner	Founding CORE Patron	Founding CORE Advocate	Founding CORE Supporter
Pricing	\$250,000+ / year (Minimum 3-year commitment)	\$200,000/yr	\$150,000/yr	\$90,000/yr





Values	Founding Establishment Partner	Founding CORE Patron	Founding CORE Advocate	Founding CORE Supporter
Community and Capacity Building Benefits				
Ability to support FIRST training program (through submission process)	Yes	Yes	Yes	Yes
Invitation-only access to exclusive Regional Insights meetings led by FIRST Regional Liaison*	Yes	Yes	Yes	Yes
FIRST Event Benefits				
Logo featured on CORE supporter acknowledgement page	Yes	Yes	Yes	Yes
FIRST Annual Conference Reserved Registrations at the standard member rate of \$2,250	Up to 10	Up to 8	Up to 6	Up to 4
Opportunity to host a workshop or present as part of the FIRST CORE track at the FIRST Annual Conference ¹	Self-select	Self-select	Self-select	Self-select
FIRST Regional Symposium Branding and Pass Benefits	Up to 2	1	1	1
Access to CORE Collateral Table at Conference Sponsor Showcase Evening ¹	Yes	Yes	Yes	-
Discounted rate for Exhibitor Booth at the Annual Conference	Free Booth	\$4000	\$6000	\$8000



Values	Founding Establishment Partner	Founding CORE Patron	Founding CORE Advocate	Founding CORE Supporter
Branding Opportunities				
Logo on FIRST CORE Webpage	Landing Page	Sponsor Page	Sponsor Page	Sponsor Page
Company Description on Sponsors Webpage ³	200 words	150 words	75 words	50 words
Logo Listed in FIRST Annual Conference Mobile App	Yes	Yes	Yes	Yes
Logo featured on FIRST CORE Banner at Annual Conference ⁴	Yes	Yes	Yes	Yes
Logo featured on FIRST CORE Banner at Regional Symposiums ⁴	Yes	Yes	Yes	Yes
Media Benefits				
Press Release Mention	Yes	Yes	Yes	Yes
Acknowledgement of support on FIRST Social media	Up to 4/ year	Up to 2	1	1
Featured guest blog/ podcast ⁵	Yes	Yes	Yes	Yes

Have a community and capacity building or sponsorship idea?
Email us at events@first.org and let's talk!

* Certain benefits will come online as the CCB offerings become available

¹ FIRST CORE track includes half and quarter day workshops and various presentation slots available to CORE sponsors. Slot type is self-selected and allocated on a sponsorship level basis. FIRST reserves the right to finalize time slot assignments. Presentation and workshop material must follow the guidelines of Annual Conference Call for Speakers submissions and may not include sales or marketing content. All materials must be submitted for approval by FIRST.

² Space on the CORE Collateral table is allocated on a sponsorship level, first-come, first-served basis. FIRST reserves the right to finalize space allocation.

³ Content of messaging must be submitted for approval by FIRST.

⁴ FIRST reserves the right to select and finalize design of all CORE deliverables.

⁵ Guest blog and podcast content must be non-commercial and content of messaging must be submitted for approval by FIRST.

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 of signing and valid for one year. These Terms and Conditions refer to FIRST and the Sponsor as the "Parties" and may refer separately to either as a "Party." 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, branding opportunities, and FIRST membership discounts. 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 Sponsorship. 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 FIRST CORE using the FIRST name as follows: "[Sponsor] is [or was] a proud Sponsor of FIRST CORE" 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 end of the sponsorship period, 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 FIRST CORE, and FIRST reserves the right to have other sponsors. Sponsor acknowledges that all Sponsorship Acknowledgments & Benefits provided by FIRST relate only to the identified benefits, and not other FIRST activities.

SPONSOR OBLIGATIONS

Sponsor agrees to meet all published deadlines provided by FIRST. Failure to meet stated deadlines may impact the quality of FIRST CORE activities. 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.

FORCE MAJEURE

Neither Party shall be liable by reason of any failure or delay in the performance of the Sponsorship 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 Event locations, or other emergencies, any of which make it illegal, impracticable, or impossible for FIRST, the Event locations, or project partners, to provide the facilities, initiatives, and/or services for FIRST CORE, or make it illegal, impracticable, or impossible for the Sponsor to utilize the Sponsorship benefits.

CANCELLATION

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.

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.

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

Sponsorship Agreement

YOUR CONTACT & BILLING INFORMATION

COMPANY NAME

SPONSOR POINT OF CONTACT

SPONSOR 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"/>	Founding Establishment Partner	\$250,000+ / year (Minimum 3-year commitment)
<input type="checkbox"/>	Founding CORE Patron	\$200,000/yr
<input type="checkbox"/>	Founding CORE Advocate	\$150,000/yr
<input type="checkbox"/>	Founding CORE Supporter	\$90,000/yr

FOR AUTHORIZED SPONSOR REPRESENTATIVE

Print Name _____

Signature _____

Date _____

AUTHORIZED FIRST REPRESENTATIVE

Print Name _____

Signature _____

Date _____

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

THIS IS NOT AN INVOICE.

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