FIRST
Improving Security Together

FIRST CORE

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; 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

Should you have a community and capacity building or sponsorship idea, e-mail us at CCB@first.org
and let's talk!

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. Your support will further reflect how the strategic objectives of your organization align with the programs you will help support. The list of initiatives will grow as more donors express their support.

By becoming a FIRST CORE sponsor, you will achieve the following benefits and unlock the following opportunities:

- **Key insights** - access unique knowledge on local and regional developments from our network of partners, regional liaisons, and fellows, with progressive tiers promising more tailored support.
- **Key access** - be supported in securing partnerships across global communities.
- **Key regional support** - gain advice, guidance and connections in our community for ongoing initiatives in Africa, the Pacific and Western Balkans, with more regions coming online in the future.
- **Key events** - be the first to be notified about FIRST events, propose thematic sessions and enjoy privileged access to the FIRST Annual Conference for you and a select number of colleagues.
- **Key brand awareness** - increase global recognition of your brand through well-placed promotional materials and vendor tables at FIRST events, along with visibility on the FIRST website and social media channels, including annual highlight reels.
- **Key programs** - benefit from periodic updates on all FIRST CCB programming and impact measurements to justify the value of your contribution, with tailored meetings to brainstorm new programs at higher tiers.
- **Key growth pathways** - empower the worldwide incident response community through impactful development.

You can join the CORE program in one of three tiers - as a Supporter, Advocate, or Patron, each providing you with different direct benefits, in addition to the underlying benefit of helping promote cyber stability and capacities worldwide. You are not locked into a particular tier forever, and can choose to change your level of support every year.

Join us as a founding partner of FIRST CORE until December 2026 and enjoy exclusive benefits above the Supporter and Advocate tiers!

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

Values	CORE Patron Tier	CORE Advocate Tier	CORE Supporter Tier
Pricing (costs in USD or converted equivalent)	$250,000+/ year	$150,000 - $250,000/year	$90,000 – 150,000/year
Community and Capacity Building Benefits			
Opportunity to support training workshops during FIRST events[1]	Yes	Yes	Yes
First consideration as key experts and mentors in CCB initiatives (non-promotional)	Yes	Yes	-
Invitation-only access to Regional Insight Rountables, led by FIRST Regional Liaisons[2]	Yes	Yes	Yes
Informative 1-on-1 meetings and briefings with FIRST Regional Liaisons[3]	Yes	Yes	-
Periodic opportunities to meet with the CCB team to learn how CORE is supporting cyber resilience[4]	Yes	Yes	Yes
Access to a rolling calendar of FIRST CCB/ relevant training opportunities	Yes	Yes	Yes
Strategic engagement to discuss the trajectory of CCB programming.	Yes	-	-
FIRST Event Benefits			
Complementary FIRST Annual Conference Registrations[5]	Up to 10	Up to 7	Up to 4
Opportunity to present as part of the CORE track at the FIRST Annual Conference[6]	Up to a 4-hour half-day workshop	60 minutes session or 2-hour workshop	30 minute session
FIRST Regional Symposium Pass Benefits	Up to 2 Symposiums	1	1
Access to CORE Vendor Table during the Annual Conference[7]	Yes	Yes	-
Discounted rate for the stand-alone vendor table at the Annual Conference	Free Table	$4,000	$8,000
Opportunity to provide a video at the annual conference, indicating support for CORE[8]	Yes	-	-

Values	CORE Patron Tier	CORE Advocate Tier	CORE Supporter Tier
Branding Opportunities[9]			
Logo on FIRST CORE webpage	Landing and Sponsor Page	Sponsor Page	Sponsor Page
Company description on sponsors webpage[10]	250 words	150 words	75 words
Logo listed in FIRST Annual Conference Mobile App	Yes	Yes	Yes
Logo featured on FIRST CORE banner at Annual Conference and Regional Symposia	Yes	Yes	Yes
Media Mentions			
Relevant press release and social media mentions	Yes	Yes	Yes
Featured guest blog/ podcast[11]	Both	Podcast: 30 min podcast interview	Annual blog post (1000 word limit)
Acknowledgments/ interviews at the annual highlight- impact reel[12]	Up to 40 seconds, with the logo visible	Up to 30 seconds	Up to 20 seconds

[1] *Subject to the standard, competitive FIRST submission process.*

[2] *Certain benefits that include more Regional Liaisons will come online as the CCB offerings become available.*

[3] *Currently available, on request, for Africa, Western Balkans and the Pacific, subject to expansion or reduction in geographic scope, depending on available expertise and staff resources.*

[4] *Can be organized on a group or individual basis, depending on availability of CCB staff. Impact assessments and materials based on project performance available on request.*

[5] *Subject to timely confirmations by 31st March of a given year.*

[6] *FIRST CORE track includes half- and quarter-day workshops and various presentation slots available to CORE sponsors. Session type is self-selected based on tier 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.*

[7] *Space on the CORE Vendor Table for displaying a donor's promotional materials is allocated on a sponsorship level, first-come, first-served basis. FIRST reserves the right to finalize space allocation.*

[8] *Contents of the video(s) should be non-commercial in nature and related to the CORE program. Shown during break-periods and/or on the Conference floor.*

[9] *FIRST reserves the right to select and finalize design of all CORE deliverables.*

[10] *Content of messaging must be submitted for approval by FIRST. Sponsors will be shown in descending order, by tiers, with preference for founding sponsors.*

[11] *Guest blog and podcast content must be non-commercial and content of messaging must be submitted for approval by FIRST.*

[12] *Videos subject to availability of company representatives at FIRST events to receive interviews, or to the submission of the reel video/ audio content before 31st December of a given year. Clips can be continuous or split into two or more reels.*

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 Acknowledgements & 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.

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	Amount Pledged
☐	Core Patron Tier	$250,000+ / year	
☐	Core Advocate Tier	$150,000 - $250,000/year	
☐	CORE Supporter Tier	$90,000 - $150,000/year	

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.

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